



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	All Specializations
<b>Level of Study</b>	Certificate

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester I</b>									
ENGL1100	Technical Writing I	College	Foundation	–	D	55	3	2	2
BAMG 1100	Introduction to Business	Department	–	–	C-	60	3	2	2
BAMA1101	Business Mathematics	Department	Pre Algebra	–	C-	60	3	2	2
ITSE1100	Information Systems & Multimedia	College	Keyboard Skills	–	D	55	3	0	6
BAAC1102	Principles of Accounting	Department	–	–	C-	60	3	1	4
<b>Total</b>							15	7	16
<b>Semester II</b>									
ENGL1200	Technical Writing II	College	ENGL1100	–	D	55	3	2	2
BAMK1205	Principles of Marketing	Department	BAMG1100	–	C-	60	3	2	2
BAEC1203	Principles of Microeconomics	Department	–	–	C-	60	3	2	2
BAST1206	Managerial Statistics	Department	BAMA1101	–	C-	60	3	2	2
BAMG1207	Principles of Management	Department	BAMG1100	–	C-	60	3	2	2
<b>Total</b>							15	10	0
<b>Summer Semester</b>									
ENGL1208	Business Communication	Department	ENGL1200	–	C-	60	3	1	4
BACO1212	Job Search Techniques	College	–	–	D	55	3	1	4
<b>Total</b>							6	2	8
<b>Overall Total 36</b>									
<b>Theory 36%</b>				<b>Practical 64%</b>					

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Human Resource Management</b>
<b>Level of Study</b>	<b>Diploma</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester I</b>									
BAMG2111	Entrepreneurship	Department	BAMG1207	–	C-	67	3	2	2
BAFI2109	Financial Management I	Department	BAAC1102	–	C-	60	3	2	2
BAHR2101	Human Resource Management	Specialization	–	–	C	67	3	2	2
BAHR2102	Psychology at Work	Specialization	–	BAHR 2100	C	67	3	2	2
BAHR2100	Organizational Behavior	Specialization	BAMG1207	–	C	67	3	2	2
<b>Total</b>							15	10	10
<b>Semester II</b>									
BAHR2203	Recruitment & Selection	Specialization	BAHR2101	–	C	60	3	1	4
BAFI2210	Financial Institutions & Services	Department	BAFI2109	–	C-	60	3	2	2
BAEC2204	Principles of Macroeconomics	Department	BAEC1203	–	C-	60	3	2	2
PHIL2108	Business Ethics	College	–	–	D	55	3	2	2
BAHR2204	Compensation & Benefits	Specialization	BAHR 2101	–	C	67	3	2	2
<b>Total</b>							15	9	12
<b>Summer Semester</b>									
BADB2301	Data Base for Small Business	Department	–	–	C-	60	3	0	6
PHIL2200	Formal Logic	College	ENGL1200	–	D	55	3	3	0
<b>Total</b>							6	3	6
<b>Overall Total 36 + 36 = 72</b>									
<b>Theory 44%</b>				<b>Practical 56%</b>					

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Human Resource Management</b>
<b>Level of Study</b>	<b>Higher Diploma</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAMA3113	Research Methodology	Department	BAST 1206	–	C-	60	3	2	2
BAHR3105	Human Resource Information System	Specialization	BAHR2101	–	C	67	3	1	4
BAHR3106	Training & Development	Specialization	BAHR2203	–	C	67	3	2	2
BAHR3101	Managing Troubled Employees	Specialization	–	–	C	67	3	2	2
BAEB2203	E-Commerce	Specialization	–	–	C	67	3	1	4
<b>Total</b>							15	8	14
<b>Semester 11</b>									
BAHR3207	Management of Diversity	Specialization	–	–	C	67	3	2	2
ENGL3100	Public Speaking	College	–	–	D	55	3	2	2
BAMG3102	Total Quality Management	Specialization	BAMG1207	–	C	67	3	2	2
BAHR3208	International Issues in HRM	Specialization	BAHR2101	–	C	67	3	2	2
BAFI3211	Banking Theory & Practice	Department	BAFI2210	–	C-	60	3	2	2
<b>Total</b>							15	10	10
<b>Summer Semester</b>									
BAMG3312	Teamwork Management	Department	–	–	C-	60	3	2	2
BAHR3311	Senior Project	Specialization	BAMA3113	–	C	67	3	0	6
<b>Total</b>							6	2	8
<b>Overall Total 36 + 36 + 36 = 108</b>									
Theory 38%							Practical 62%		

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Human Resource Management</b>
<b>Level of Study</b>	<b>Baccalaureate</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours		
								Theory Hours	Practical Hours	
<b>Semester 1</b>										
BALW4115	Business Law	Department	–	–	C-	60	3	3	0	
BAHR4109	Performance Management & Productivity	Specialization	–	–	C	67	3	2	2	
BAHR4110	Manpower Planning	Specialization	–	–	C	67	3	2	2	
BAHR4104	Business Strategy & HRM	Specialization	–	–	C	67	3	2	2	
BAMG4216	Strategic Management	Specialization	–	–	C	67	3	2	2	
<b>Total</b>							15	11	8	
<b>Semester 11</b>										
BAOM4109	Employee Relations	Specialization	–	–	C	67	3	2	2	
BAEB4200	Management Information Systems	Specialization	–	–	C	67	3	1	4	
BAFI4212	Insurance: Theory & Practice	Department	–	–	C-	60	3	2	2	
BAHR4211	Graduation Project	Specialization	BAMA 3113	–	C	67	3	0	6	
BAHR4205	Practical HR Training	Specialization	–	–	C	67	3	0	6	
<b>Total</b>							15	5	20	
<b>Summer Semester</b>										
PHIL3200	Formal Arabic Communication	College	–	–	D	55	3	2	2	
PHIL4100	Oman Civilization	College	–	–	D	55	3	2	2	
<b>Total</b>							6	4	4	
<b>Overall Total</b>							<b>36 + 36 + 36 + 36 = 144</b>			
							<b>Theory 38 %</b>	<b>Practical 62 %</b>		

**ON-THE-JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Office Management
<b>Level of Study</b>	Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours		
								Theory Hours	Practical Hours	
<b>Semester I</b>										
BAMG2111	Entrepreneurship	Department	BAMG 1207	–	C-	60	3	1	4	
BAFI 2109	Financial Management I	Department	BAAC 1102	–	C-	60	3	2	2	
BAOM 2100	Office Management	Specialization	BAMG 1207	–	C	67	3	2	2	
BAOM 2101	Electronic Office Management	Specialization	BAOM 2100	–	C	67	3	2	2	
BAHR 2100	Organizational Behavior	Specialization	BAMG1207	–	C	67	3	2	2	
<b>Total</b>							15	9	12	
<b>Semester II</b>										
BAOM 2203	Document Formatting	Specialization	BACO 1208	–	C	67	3	1	4	
BAFI 2210	Financial Institutions & Services	Department	BAFI 2109	–	C-	60	3	2	2	
BAEC 2204	Principles of Macroeconomics	Department	BAEC 1203	–	C-	60	3	2	2	
PHIL 3108	Business Ethics	College	–	–	D	55	3	2	2	
BAOM 2204	Record Management	Specialization	BAOM 2100	–	C	67	3	1	4	
<b>Total</b>							15	8	14	
<b>Summer Semester</b>										
BADB2301	Database for Small Business	Department	ITSE1100	–	C-	60	3	0	6	
PHIL 2200	Formal Logic	College	ENGL1200	–	D	55	3	3	0	
<b>Total</b>							6	3	6	
<b>Overall Total</b>							<b>36 + 36 = 72</b>			
							<b>Theory 38 %</b>		<b>Practical 62 %</b>	

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Office Management
<b>Level of Study</b>	Higher Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester I</b>									
BAMA 3113	Research Methodology	Department	BAST 1206	–	C-	60	3	2	2
BAOM 3105	Public Relation	Specialization	BAHR 2100, BAMG 1207	–	C	67	3	2	2
BAOM 3106	Professional Profiles	Specialization	BAMG 1207	–	C	67	3	2	2
BAMG 3102	Total Quality Management	Specialization	BAMG 1207	–	C	67	3	2	2
BAEB 2203	E. Commerce	Department	ITSE 1100	–	C-	60	3	2	2
<b>Total</b>							15	10	10
<b>Semester II</b>									
BAOM 3208	Specialized Software Application	Specialization	ITSE 1100	–	C	67	3	2	2
ENGL 3100	Public Speaking	College	–	–	D	55	3	2	2
BAHR 3100	Human Resource Management	Specialization	BAHR 2100	–	C	67	3	2	2
BAOM 3207	Office System Supervision	Specialization	BAMG 1207	–	C	67	3	2	2
BAFI 3211	Banking: Theory & Practice	Department	BAFI 2210	–	C-	60	3	2	2
<b>Total</b>							15	10	10
<b>Summer Semester</b>									
BAMG 3312	Team Work Management	Department	BAMG 1207	–	C-	60	3	2	2
BAOM 3311	Senior Project	Specialization	BAMA 3113	–	C	67	3	0	6
<b>Total</b>							6	2	8
<b>Overall Total : 36 + 36 + 36 = 108</b>									
<b>Theory 44 %</b>									
<b>Practical 56 %</b>									

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Office Management
<b>Level of Study</b>	Baccalaureate

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours		
								Theory Hours	Practical Hours	
<b>Semester I</b>										
BALW 4115	Business Law	Department	BAMG 1100	–	C-	60	3	3	0	
BAOM 4109	Employee Relations	Specialization	BAMG 1207, BAHR 2100	–	C	67	3	2	2	
BAOM 4204	Office System Technology Management	Specialization	BAOM 2100, BAOM 2101	–	C	67	3	2	2	
BAOM 4110	Conflict Resolution & Negotiations Management	Specialization	BAMG 1207, BAHR 2100	–	C	67	3	2	2	
BAMG 4216	Strategic Management	Specialization	–	–	C	67	3	2	2	
<b>Total</b>							15	11	8	
<b>Semester II</b>										
BAOM 4201	Communication Theory	Specialization	BAHR 2100 BACO 1208	–	C	67	3	3	0	
BAEB 3201	Management Information System	Specialization	–	–	C	67	3	1	4	
BAFI4212	Insurance: Theory & Practice	Department	–	–	C-	60	3	2	2	
BAOM 4211	Graduation project	Specialization	BAMA 3113	–	C	67	3	0	6	
BAMG 3101	Production and Operations Management	Specialization	–	–	C	67	3	2	2	
<b>Total</b>							15	8	14	
<b>Summer Semester</b>										
PHIL 3200	Formal Arabic Communication	College	–	–	D	55	3	2	2	
PHIL 4100	Oman Civilization	College	–	–	D	55	3	2	2	
<b>Total</b>							6	4	4	
<b>Overall Total : 36 + 36 + 36 + 36 = 144</b>										
							<b>Theory 47 %</b>	<b>Practical 53 %</b>		

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Accounting & finance
<b>Level of Study</b>	Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAAC 2100	PRINCIPLES OF ACCOUNTING-2	Specialization	BAAC 1102	–	C	67	3	2	2
BAFI 2109	FINANCIAL MANAGEMENT	Department	BAAC 1102	–	C-	60	3	2	2
BAAC 2101	COST ACCOUNTING -1	Specialization	BAAC 1102	–	C	67	3	2	2
BAAC 2205	ACCOUNTING APPLICATION BY COMPUTER	Specialization	BAAC1102	–	C	67	3	0	6
BAMG 2111	ENTREPRENEOURSHIP	Department	BAMG1207	–	C-	60	3	2	2
<b>Total</b>							15	8	14
<b>Semester 11</b>									
BAAC 2202	CORPORATE ACCOUNTING (1)	Specialization	BAAC 2100	–	C	67	3	2	2
BAEC 2204	PRINCIPLES OF MACRO ECONOMICS	Department	BAEC 1203	–	C-	60	3	2	2
BAAC 2204	MANAGEMENT ACCOUNTING (1)	Specialization	BAAC2101	–	C	67	3	2	2
PHIL2200	FORMAL LOGIC	College	ENGL1200	–	D	55	3	3	0
BAAC 2206	INTERMEDIATE ACCOUNTING (1)	Specialization	BAAC2100	–	C	67	3	2	2
<b>Total</b>							15	11	8
<b>Summer Semester</b>									
BAAC 2203	AUDITING & CONTROL (1)	Specialization	BAAC2100	–	C	67	3	2	2
PHIL 3108	BUSINESS ETHICS	College		–	D	55	3	2	2
<b>Total</b>							6	4	4
<b>Overall Total : 36 + 36 = 72</b>									
<b>Theory 47 %    Practical 53 %</b>									

**ON JOB TRAINING  
ENHANCEMENT / PRACTICAL TRAINING**

**8 WEEKS  
6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Accounting & finance
<b>Level of Study</b>	Higher Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAAC 3100	INTERMEDIATE ACCOUNTING (2)	Specialization	BAAC 2206	–	C	67	3	2	2
BAMA 3113	RESEARCH METHODOLOGY	Department	BAST 1206	–	C-	60	3	2	2
BAHR 3102	TOTAL QUALITY MANAGEMENT	Specialization	BAMG1207	–	C	67	3	2	2
BAMG 4201	PRODUCTION AND OPERATIONS MANAGMENT	Specialization	BAMG 1207	–	C	67	3	2	2
BAAC 3102	BANKING AND INSURANCE ACCOUNTING	Specialization	BAAC 2100	–	C	67	3	2	2
<b>Total</b>							15	10	10
<b>Semester II</b>									
BAAC 3203	GOVERNMENT ACCOUNTING	Specialization	BAAC2100	–	C	67	3	2	2
BAFI 3200	PORTFOLIO MANAGEMENT	Specialization	BAF I2109	–	C	67	3	2	2
BAAC 3204	COST ACCOUNTING (2)	Specialization	BAAC2101	–	C	67	3	2	2
BAAC 3205	CORPORATE ACCOUNTING (2)	Specialization	BAAC 2202	–	C	67	3	2	2
ENGL 3100	PUBLIC SPEAKING	College	–	–	D	55	3	2	2
<b>Total</b>							15	10	10
<b>Summer Semester</b>									
BAFI 3301	PROJECT APPRAISAL	Specialization	BAAC 2109	–	C	67	3	2	2
BAAC 3206	CONTEMPORARY ISSUES IN ACCOUNTING	Specialization	BAAC 3100	–	C	67	3	2	2
<b>Total</b>							6	4	4
<b>Overall Total : 36 + 36 + 36 = 108</b>									
<b>Theory 50 %</b>									
<b>Practical 50 %</b>									

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Accounting &amp; finance</b>
<b>Level of Study</b>	<b>Baccalaureate</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours		
								Theory Hours	Practical Hours	
<b>Semester 1</b>										
BAAC4100	MANAGEMENT ACCOUNTING (2)	Specialization	BAAC2204	–	C	67	3	2	2	
BALW4115	BUSINESS LAW	Department	–	–	C-	60	3	3	0	
BAAC4101	FINANCIAL ANALYSIS AND CONTROL	Specialization	BAAC2206	–	C	67	3	2	2	
BAFI4100	APPLICATION OF FINANCE BY COMPUTER	Specialization	BAFI3200	–	C	67	3	0	6	
BAAC4102	INTERNATIONAL ACCOUNTING STANDARDS	Specialization	BAAC3100	–	C	67	3	3	0	
<b>Total</b>							15	10	10	
<b>Semester 11</b>										
BAAC 4203	AUDITING & CONTROL (2)	Specialization	BAAC 2203	–	C	67	3	2	2	
BAAC4204	ACCOUNTING THEORY	Specialization	BAAC3100	–	C	67	3	3	0	
BAAC4205	FOREX MANAGEMENT	Specialization	BAEC1204	–	C	67	3	3	0	
BAAC4211	GRADUATION PROJECT	Specialization	BAMA 3113	–	C	67	3	0	6	
BAAC4206	TAXATION ACCOUNTING	Specialization	BAAC3100	–	C	67	3	2	2	
<b>Total</b>							15	10	10	
<b>Summer Semester</b>										
PHIL 3200	FORMAL ARABIC COMMUNICATION	College		–	D	55	3	2	2	
PHIL 4200	OMAN CIVILIZATION	College	–	–	D	55	3	2	2	
<b>Total</b>							6	4	4	
<b>Overall Total : 36 + 36 + 36 + 36 = 144</b>										
<b>Theory 50 %</b>										<b>Practical 50%</b>

**ON THE JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	E-Business
<b>Level of Study</b>	Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester I</b>									
BAFI2109	Financial Management I	Department	BAAC1102	–	C-	60	3	2	2
BAMG2111	Entrepreneurship	Department	BAMG1207	–	C-	60	3	2	2
BAEB2100	Introduction to E-Business	Specialization	BAMG1100	–	C	67	3	2	2
BAEB2101	Database Management	Specialization	ITSE 1100	–	C	67	3	1	4
ITSE1203	Web Development	Specialization	ITSE 1100	–	C	67	3	1	4
<b>Total</b>							15	8	1
<b>Semester II</b>									
BAFI2210	Financial Institutions & Services	Department	BAFI2109	–	C-	60	3	2	2
PHIL3108	Business Ethics	College	–	–	D	55	3	2	2
BAEC2204	Principles of Macroeconomics	Department	BAEC1203	–	C-	60	3	2	2
BAEB2203	E-Commerce	Specialization	ITSE 1100	–	C	67	3	2	2
ITSE1202	Operating System	Specialization	–	–	C	67	3	1	4
<b>Total</b>							15	9	2
<b>Summer Semester</b>									
ITSE2200	Visual Basic for Information Systems	Specialization	–	–	C	67	3	1	4
PHIL2200	Formal Logic	College	ENGL1200	–	D	55	3	3	0
<b>Total</b>							6	4	4
<b>Overall Total : 36 + 36 = 72</b>									
<b>Theory 41 %</b>				<b>Practical 59 %</b>					

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>E-Business</b>
<b>Level of Study</b>	<b>Higher Diploma</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAMA3113	Research Methodology	Department	BAST 1206	–	C-	60	3	2	2
BAEB3106	Customer Relationship Management	Specialization	–	–	C	67	3	2	2
BAEB3107	Introduction to E-Marketing	Specialization	BAMK 1205	–	C	67	3	2	2
BAEB3116	Computer Security for E-Business	Specialization	–	–	C	67	3	2	2
ITDB2101	System Analysis & Design	Specialization	–	–	C	67	3	2	2
<b>Total</b>							15	10	10
<b>Semester 11</b>									
ITSE1101	Programming	Specialization	–	–	C	67	3	2	2
BAEB3209	Enterprise Resource Planning	Specialization	–	–	C	67	3	2	2
ENGL3100	Public Speaking	College	–	–	D	55	3	2	2
BAEB3202	E-Commerce & Advertising	Specialization	BAEB2203	–	C	67	3	2	2
BAMK 3207	Supply chain Management	Specialization	–	–	C	67	3	2	2
<b>Total</b>							15	10	10
<b>Summer Semester</b>									
BAMG3312	Team Work Management	Department	–	–	C-	60	3	2	2
BAEB3311	Senior Project	Specialization	BAMA 3113	–	C	67	3	0	6
<b>Total</b>							6	2	10
<b>Overall Total : 36 + 36 + 36 = 108</b>									
<b>Theory 44 %</b>							<b>Practical 56 %</b>		

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>E-Business</b>
<b>Level of Study</b>	<b>Baccalaureate</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours		
								Theory Hours	Practical Hours	
<b>Semester I</b>										
BALW4115	Business Law	Department	BAMG1100	–	C-	60	3	3	0	
BAEB4111	Legal Issues in E-Commerce	Specialization	BAEB2203	–	C	67	3	3	0	
BAEB4112	Elements of E-Business	Specialization	BAEB2100	–	C	67	3	3	0	
BAEB4119	Enterprise Development Tools	Specialization	BAEB3209	–	C	67	3	2	2	
ITDB3111	Project Management	Specialization	–	–	C	67	3	2	2	
<b>Total</b>								15	13	4
<b>Semester II</b>										
BAEB4218	Telecommunication Network Management	Specialization	–	–	C	67	3	2	2	
BAEB4211	Graduation Project	Specialization	BAMA 3113	–	C	67	3	0	6	
BAFI4212	Insurance: Theory & Practice	Department	–	–	C-	60	3	2	2	
ITSE2102	Introduction to Software Engineering	Specialization	–	–	C	67	3	2	2	
BAEB 4213	Contemporary Issues in E-business Environment	Specialization	–	–	C	67	3	2	2	
<b>Total</b>								15	8	14
<b>Summer Semester</b>										
PHIL3200	Formal Arabic Communication	College	–	–	D	55	3	2	2	
PHIL4100	Oman Civilization	College	–	–	D	55	3	2	2	
<b>Total</b>								6	4	4
<b>Overall Total : 36 + 36 + 36 + 36 = 144</b>										
<b>Theory 53 %</b>				<b>Practical 47 %</b>						

**ON-THE-JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Marketing &amp; Retailing</b>
<b>Level of Study</b>	<b>Diploma</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAFI2109	Financial Management	Department	BAAC 1102	–	C-	60	3	2	2
BAMG2211	Entrepreneurship	Department	BAMG 1207	–	C-	60	3	2	2
BAMK 2100	Principles of Sales	Specialization	BAMK 1205	–	C	67	3	2	2
BAMK 2101	Principles of Retailing	Specialization	BAMK 1205	–	C	67	3	2	2
BAMK 2102	Customer Behavior	Specialization	BAMK 1205	–	C	67	3	2	2
<b>Total</b>							15	10	10
<b>Semester 11</b>									
BAFI2210	Financial Institutions & Services	Department	BAFI 2109	–	C-	60	3	2	2
PHIL3108	Business Ethics	College	–	–	D	55	3	2	2
BAEC2204	Principles of Macroeconomics	Department	BAEC 1203	–	C-	60	3	2	2
BAMK 2203	Sales Management	Specialization	BAMK 2100	–	C	67	3	1	4
BAMK 2204	Retail Management	Specialization	BAMK 2101	–	C	67	3	2	2
<b>Total</b>							15	9	12
<b>Summer Semester</b>									
BADB2301	Database for Small Business	Department	–	–	C-	60	3	0	6
PHIL2200	Formal Logic	College	ENGL 1200	–	D	55	3	3	0
<b>Total</b>							6	6	6
<b>Overall Total : 36 + 36 = 72</b>									
<b>Theory 44 %</b>							<b>Practical 56 %</b>		

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	Marketing & Retailing
<b>Level of Study</b>	Higher Diploma

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester 1</b>									
BAMA3113	Research Methodology	Department	BAST 1206	–	C-	60	3	2	2
BAMK 3105	Marketing Research	Specialization	BAMK 1205, BAST 1206	–	C	67	3	2	2
BAMK 3106	Marketing for Public & Non-Profitable Organizations	Specialization	BAMK 1205	–	C	67	3	2	2
BAMK 3101	Service Marketing	Specialization	–	–	C	67	3	2	2
BAEB2203	E-Commerce	Specialization	–	–	C	67	3	2	2
<b>Total</b>							15	10	6
<b>Semester 11</b>									
BAFI 3211	Banking: Theory & Practice	Department	BAFI 2210	–	C-	60	3	2	2
BAMK 3208	Global Marketing	Specialization	BAMK 1205	–	C	67	3	2	2
BAMK 3207	Advertising and Promotion	Specialization	BAMK 1205	–	C	67	3	2	2
ENGL3100	Public Speaking	College	–	–	D	55	3	2	2
<b>Total</b>							15	10	10
<b>Summer Semester</b>									
BAMK 3120	Industrial Marketing	Specialization	–	–	C	67	3	2	2
BAMK3311	Senior Project	Specialization	BAMA 3113	–	C	67	3	0	6
<b>Total</b>							6	2	8
<b>Overall Total : 36 + 36 + 36 = 108</b>									
<b>Theory 44 %</b>									
<b>Practical 56 %</b>									

**ON JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**



## DEPARTMENT OF BUSINESS STUDIES COURSE PLAN AUDIT

<b>Section</b>	
<b>Specialization</b>	<b>Marketing &amp; Retailing</b>
<b>Level of Study</b>	<b>Baccalaureate</b>

Course Code	Course Title	Required by	Pre-Requisites	Co-Requisites	Passing Grade	Passing Mark %	Credit Hours	Contact Hours	
								Theory Hours	Practical Hours
<b>Semester I</b>									
BALW4115	Business Law	Department	BAMG 1100	–	C-	60	3	3	0
BAMK 4109	Direct Marketing	Specialization	BAMK 1205	–	C	67	3	2	2
BAMK 4110	Marketing Strategy	Specialization	BAMK 1205	–	C	67	3	3	0
BAMK4104	Advertising Management	Specialization	–	–	C	67	3	2	2
BAMG4216	Strategic Management	Specialization	–	–	C	67	3	2	2
<b>Total</b>							15	12	6
<b>Semester II</b>									
BAMK 4205	Supply Chain management	Specialization	–	–	C	67	3	3	0
BAMK4211	Graduation Project	Specialization	BAMA 3113	–	C	67	3	0	6
BAEB3106	Customer Relationship Management	Specialization	–	–	C	67	3	2	2
BAFI4212	Insurance: Theory & Practice	Department	–	–	C-	60	3	2	2
BAEB 3201	Management Information System	Specialization	–	–	C	67	3	1	4
<b>Total</b>							15	8	14
<b>Summer Semester</b>									
PHIL3200	Formal Arabic Communication	College	–	–	D	55	3	2	2
PHIL4100	Oman Civilization	College	–	–	D	55	3	2	2
<b>Total</b>							6	4	4
<b>Overall Total : 36 + 36 + 36 + 36 = 144</b>									
<b>Theory 50 %</b>				<b>Practical 50 %</b>					

**ON-THE-JOB TRAINING**

**8 WEEKS**

**ENHANCEMENT / PRACTICAL TRAINING**

**6-12 WEEKS**