



Faculty of Business

Department of Business Administration

Study Plan of the Master's Degree

In: Business Administration (Thesis path)

Academic Year: 2018



Vision of the Department:

Building students capabilities in business administration, developing their knowledge and leadership skills.

Mission of the Department:

To create distinguished students with basic knowledge, skills and abilities in business administration.

Objectives of the Department:

1. Develop the knowledge of graduates in the field of business administration, and the general knowledge he needs in the field of work.
2. Update the students' knowledge in the sciences related to business administration.
3. Graduates of distinguished students with scientific and applied skills in business administration according to the requirements of the labor market locally and regionally.
4. Develop students' skills and ability to analyze, link and use technology in business administration.
5. Developing students' skills and abilities to diagnose problems and use statistical and quantitative methods in decision-making.
6. Develop students' skills and abilities in interaction and communication with others, team work, analysis, creative thinking, problem solving and self-developing
7. Develop students' skills and abilities in the preparation of sound scientific research in the field of business administration.
8. Raise students' awareness to adapt to environmental changes, professional and ethical values in business organizations.

Intended Learning Outcomes (ILOs):

a. Knowledge:

1. Knowledge in the field of business: Knowledge acquired through the compulsory and elective requirements.
2. Knowledge in the field of business administration: Knowledge acquired by students in the field of specialization.

B. Skills

Analytical skills: the ability of the graduate to identify the fundamental variables in the different positions in business organizations, how to deal with them.

1. Diagnostic skills skill: diagnosing the causes of problems in business organizations and ways to solve them.
2. Cognitive skills: The intellectual ability to accommodate cause-and-effect relationships and to visualize the overall way in which the parts of business organizations are interconnected.



3. Interactive skills: interaction skills and communication with others, and motivate them to perform better.
4. Research skills: Skills acquired by the student through the writing of reports and scientific research through various sources: such as traditional sources as books, references, periodicals, electronic sources such as the Internet and electronic databases, and field sources such as questionnaires and interviews.
5. Professional and ethical attitudes and values: The values, tendencies and trends acquired by the student through his knowledge of the values, ethics and behavior of the profession, which he should have after his graduation through practicing the profession in the labor market such as professionalism, transparency, diversity, teamwork, leadership and risk acceptance, creativity, innovation, flexibility and adaptation.

C. Competencies:

1. Self-development agendas: through flexible thinking and focus on achievement and management of resources for the organization and leadership teams within them
2. Competence related to responsibility and independence: the ability to adapt to the objectives of the organization and to have strategic thinking and the ability to plan
3. Competence related to the roles that will be played within the organization: Negotiation, attention to clients, diplomacy, organizational knowledge and influence on other



Framework

Framework of the Master's Degree in marketing (33 Cr. Hrs.)

Sequence	Classification	Credit Hours	Percent %
1st	Compulsory Requirements	15	46%
2nd	Elective Requirements	9	27%
3rd	Thesis	9	27%
Total		33	%100

Course Numbering

			2	7
Sequence	Course Level	Cognitive Domain	Dept. Code	Faculty Code
			BA	Business

Cognitive Domains

Number	Cognitive Domain	Credit Hours
1	Quantitative Methods , Scientific Research Management& related subjects	12
2	Human resources subjects	12
3	Thesis	9

1. Compulsory Requirements: (15) credit hours are as follows:

Article No	Article Name	Credits	Prerequisite
20172011	Scientific Research Methodology	3	-
20271011	Strategic Management	3	-
20373011	Managerial Accounting	3	-
20472011	Marketing Management	3	-
20571022	Advanced Financial Management	3	-



2 . Elective Courses: (9) credit hours are as follows:

Article No.	Article Name	Credits	Prerequisite
20171011	Business Ethics	3	-
20174021	Entrepreneurship and Small Business Management	3	-
20174022	International Business Management	3	-
20271022	Change Management	3	-
20271023	Advanced Organization Theory	3	-
20272022	Operations Management	3	-
20272023	Project Management	3	-
20273021	E- Management	3	
20771011	Fundamentals of Human Resource Management	3	

1.3: Thesis: (9) credit hours distributed as follows:

Article No.	Article Name	Credits	Prerequisite
20177000	Seminar	3	-
20177001	Thesis	6	20177000

Course Description

Scientific Research Methodology(20172011) (3 credit hours)

The course covers the study and analysis of the concept and terminology of scientific research and its role in supporting the administrative decisions in business organizations. It deals with all aspects and stages of the process of scientific research including determination of the problem, defining the variables, the choosing the research design, developing hypotheses, collection of data, develop a plan of inspection, collection and analysis of data, testing hypotheses and writing the final report. The course deals with descriptive statistics including organization of data, measures of central tendency and dispersion, correlation and regression. The course covers distributions like Normal, t and F in addition to sampling and sampling distributions. Testing hypotheses about the mean of a population, the difference between two means, Analysis of variance and regression will be covered using SPSS.



**Strategic Management(20271011)****(3 credit hours)**

This course aims to provide students with how to build a strategic management framework, which includes environmental scanning and strategy formulation, implementation, and evaluation. It also aims to provide students with the skills, knowledge, and tools for the analysis and selection of strategic alternatives and implementation it according to the surrounding environment variables in large, small entrepreneurial business, and non-profit organizations.

Operations Management(20272022)**(3 credit hours)**

This course is designed to identify the most important applications of quantitative models for production and operations management. The course contains multiple concepts and topics in operations management, such as total quality management, and just-in-time production, inventory management, project management, forecasting, and everything related to the organization activities in terms of operations to participate in success of decision-making process.

E- Management(20273021)**(3 credit hours)**

This course provides an overview of e-management and e-management Functions, and introduces the fundamental concepts and frameworks of e-business and e-government, the prevalent enabling technologies, and the strategic issues confronting the legacy firms. The efficiency, performance, capacity, and practical design of e-management systems will be covered with the best practice.

Managerial Accounting (20373011)**(3 credit hours)**

This subject includes and how to use financial information to account for and control costs, and make various administrative decisions. It covers selected topics in cost accounting (such as process costing and order costing, ABC, and assigning actual, estimates and standard costs to activities) and topics in management accounting (such as budgeting in short and long terms, and the use of BCS , it includes also how to calculate the optimal capital structure and ways of studying alternatives for decision making , feasibility studies, using advanced soft wares as a starting point to help making relevant decisions and applying sensitivity and scenarios analyses.

Marketing Management (20472011)**(3 credit hours)**

This course aims to study advanced marketing management and all its stations and axes with providing students with skills related to how the application of administrative functions in marketing activities, and the skill of marketing planning, organization, coordination and marketing guidance and command and control, and implementation of



marketing activities, and the process of making marketing decisions and finally control and audit catalog and characteristics of global marketing manager.

Advanced Financial Management (20571022) (3 credit hours)

Gain an understanding of corporate financing and investing strategy as opposed to operational finance. Integrate your understanding of corporate finance, accounting, economic analysis, risk assessment and investments, and greatly enhance your competence in executing corporate financial strategy. Examine the issues pertaining to corporation finance from the standpoint of corporate executives, shareholders and corporate advisors. Using current best practices in financial tools and techniques, perform a series of simulations based on actual corporate finance deals and projects. These simulations expose you to critical corporate finance issues and solutions and provide practical, hands-on experience in dealing with situations in valuation, capital structure, investment allocation, dividend policy, mergers and acquisitions, real options, and ethics

Fundamentals of Human Resource Management (20771011) (3 credit hours)

This course covers the fundamentals of human resource management, and concept of human resources functions such as; planning, job analysis and descriptions, recruitment, training and development, compensation, workers' rights and human resource accounting and performance appraisal. In addition to career development. The course clarify legal issues related to equal opportunity, as well as the main features of human resource management in the era of globalization, and practical issues in human resource management.

Business Ethics (20171011) (3 credit hours)

The course includes the concept and importance of managing ethical Behavior in business; clarify factors associated with business ethics in organization functions, and workers' rights and fair treatment in the organization. As well as maintaining the privacy of workers. These objectives are achieved and content by discussing several case studies that aim to highlight the practical aspects of this course

Entrepreneurship and Small Business Management (20174021) (3 credit hours)

This course aims to provide students with a sound base understanding to concepts of entrepreneurship, the characteristics and skills of entrepreneurs and their role in activating their businesses. As well as identifying, critical issues affecting entrepreneurship and small business in Jordan. This course offers students desiring to start, own, or operate a small business, the opportunities to develop abilities, understanding, and critical thinking skills necessary for developing, managing and growing an entrepreneurial venture. The course

focuses on all the key aspects of entrepreneurial success, from successful idea generation, development to successfully launching a firm. It introduces the requirements necessary to initiate a small business, and identifies the elements comprising a business plan. This course also focuses on the mastery of skills needed to plan, organize, manage, and finance a small business and preparing a comprehensive business plan for starting a small business. Taking into consideration Jordanian context.

International Business Management (20174022) (3 credit hours)

This course teaches students to analyze the key factors determining competitiveness in different economies and make appropriate strategic recommendations. Students will learn how to interpret the complex system of rules covering international business organizations and construct models and frameworks dealing with different circumstances. Studies are divided into three main sections – the global business, the evolution of international industries, and global business strategy.

Change Management(20271022) (3 credit hours)

Course presents an overview of the fundamental components of organization change and development. Case studies are discussed and analyzed to close the gap between theory and practice. Practical skills and approaches are studied, such as change techniques and strategies, influence methods in dealing with leaders and consulting/ learning models. Focus of course helps students implement successful change programs in their organization. Topics of discussion include developing sponsorship, action research methods, survey feedback approaches and dealing with conflict and resistant to change

Advanced Organization Theory(20271023) (3 credit hours)

The course includes basic concepts of organization theory, and its objectives, clarify the traditional and modern designs in organization theory, analyze the components of organization design and underlying its principles, measure organizational performance, determine the concept of organizational environment and its components and types, organization development and decline techniques, quality culture, building and designing organizational structures and basic challenges of organizational design, enhance the organization effectiveness through management information systems, and the organization's relationship with its environment, international relations, organizational conflict, innovation, change, and organizational development in the 21st century

Project Management (20272023) (3 credit hours)

Project management has become central industries as diverse as construction and information technology, architecture and hospitality, and engineering and new product



development, therefore this topic simultaneously embrace the general principles of PM, management of technology, people skills, culture, stakeholders, and other diverse elements necessary to successfully complete a project.