

- **Public Administration**

This course is designed to give students the opportunity to understand the theoretical foundations of new public management, which includes: how the entrepreneurial spirit is transforming the public sector; partnerships with the private sector; transparency; privatization; result focused; citizen focused

- **Business Communications**

This course is designed to give students a comprehensive view of communication, its scope and importance in business, and the role of communication in establishing a favourable outside the firm environment, as well as an effective internal communications program. The various types of business communication media are covered. This course also develops an awareness of the importance of succinct written expression to modern business communication.

- **Production and Operations Management**

This course provides knowledge and insights on the basic concepts and principles of Operations and Production Management in both manufacturing and service settings. In addition, the course aims at developing students' skills in using quantitative methods to solve and analyze problems related to Operations Management. Furthermore, the course focuses in preparing students for future operations related careers, and exposing them to the complexity of decision making in real life. The focus on the operations perspective aims at providing the students with sufficient insights on the crucial role of operations to achieving a competitive advantage and increasing profitability.

- **Public Administration in Management**

This course aims to provide students with modern concepts in the field of administrative behavior. It focuses on the meaning of administrative behavior, its historical development as a field of study, and the role of behavioral sciences in providing it with the basic knowledge.

- **Organizational Behavior**

This course deals with human behavior in a variety of organizations. Conceptual frameworks, case discussions, and skill-oriented activities are applied to each topic. Topics include what is organizational behavior, attitudes and job satisfaction, emotions and moods, personality, perception and individual decision making, motivation concepts, motivation from concepts to applications and conflict and negotiation in organizations. Class sessions and assignments are intended to help students acquire the skills that managers need to improve organizational relationships and performance and understanding of basic and fundamental concepts of organizational behavior (OB). The course will increase student awareness of the theoretical and practical aspects of OB.

- **Entrepreneurship in business**

In this course, students will be introduced to the concept of Business Entrepreneurship as a mean to improve their creativity and thinking skills beside their management skills. They will learn to be able to create their own vision, to lead with their vision, and to easily sell their own vision to be a real project. Through the course there is one quiz, a midterm exam, and a final exam. Students are asked to come with a project idea and to implement all what was learned through the course to this idea to become a feasible project. Students are asked to read different articles on different related subjects, and to do individual presentations.

- **Quantitative Analysis**

In Quantitative Analysis you will learn to apply commonly used statistical methods in business contexts and how to interpret analyses performed by others. The overarching objective of Quantitative Analysis is for students to describe data and make inferences based on well-reasoned statistical arguments.

- **E- Business**

The course introduces students to common forms of electronic business and describes information technologies and web services that improve the productivity of a business. Its content is designed to assist students in identifying and solving problems in connection with electronic business applications. The course includes examples of best practices and lessons learned to engage students, and help them construct knowledge.

- **Supply Chain Management**

The course introduces the concept of Supply Chains (SC), and explores the key issues associated with the design and management of industrial supply chains. The course will therefore consider the efficient integration of suppliers, manufacturers, warehouses and stores to maximise the speed and quality of product delivery.

- **Corporate Governance**

The aim of the course is to provide an introduction to the important theories of corporate governance. The course will cover the topics on corporate board, ownership structure, CEO pay and turnover, institutional investor, regulatory reforms and corporate social responsibility.

- **Human Resource Management**

This course focuses on presenting and discussing the various principles and concepts of Human Resources Management. It stresses the policies, programs and methods that have been developed and implemented successfully in the field. This course includes the discussion of the various functional activities of Human Resource Management such as planning, recruitment, selection, job analysis, performance appraisal, training and development, compensation, career planning and promotion, safety and health, and labor relations.

- **Organizational Theory**

This course is designed to increase student understanding of basic and fundamental concepts of organizational theory, design, and change. It aims to increase student awareness of the theoretical and practical aspects of modern organization theories. Changes in the environment, combined with new developments in information technology, have led to a new revolution in change, design, management, and culture of the organization.

- **Change and Crisis Management**

This course provides students insights regarding key concepts, theoretical perspectives, essential skills and abilities, critical thinking and problem solving skills necessary for effective change and crisis management within organizations.

- **Management Control**

This course aims to provide students with modern concepts and theories of administrative control. It discusses the meaning, objectives, importance, types, methods and stages of the control process. It also discusses recent trends in control over administration and gives special attention to administrative control systems in the field of public administration in Jordan, as well as some case studies and practical applications.

- **Total Quality Management**

This course provides learners with an understanding of quality control and improvement systems. The course includes study of topics related to quality management approaches, design and implementation of quality-related procedures, and related technologies.

- **Public-Private Partnerships (PPPs)**

The major objectives of the course “Public Private Partnership” (PPP) is to learn theories and practices of cooperation between public and private sectors in delivering public services. In the course, various aspects of partnership approaches, effects and issues are discussed.

- **Business Ethics and Social Responsibility**

This course explores the topic of business ethics and ethical issues within today’s business context. Topics include the definition of business ethics and how it developed as a field of study, the role of stakeholder relationships in business ethics, ethical issues and dilemmas facing the business community, the institutionalization of business ethics, the ethical decisions making process within the business context, individual factors (e.g. moral philosophies) that affect ethical decisions in business and finally organizational factors that affect ethical decisions in business such as organizational culture and structure.

- **Project Management**

This course will teach students the art and science of effective project management – how to get things done in organizations. Students will learn and apply behavioral and managerial approaches to plan and execute effective projects. Advanced topics will also be studied during this course including risk management, project scheduling and crashing.

- **International Business**

The course analyzes the international business environment, discusses the strategies and operations of multinational firms, the international trade concepts, and the management of the various functional activities of the multinational firm

- **Plan and Strategic Management**

This is an undergraduate-level course that aims at providing students with the opportunity to appreciate the importance of managing an organization strategically, through examining both: the external opportunities and threats facing it, as well as the internal strengths and weaknesses shaping its capabilities and competencies. It equips students with the practical skills needed to conduct a comprehensive SWOT and Situation analysis, synthesize the outcomes of such an analysis by generating feasible strategies through a TOWS matrix, and evaluate existing ones.

- **Graduation Project**

Students are supposed to conduct an original piece of work, in which they include the knowledge and skills they have acquired during the degree course. Each student or group of students (maximum 3) are assigned a supervisor who is a faculty member who coordinates the Graduation Project , advises the student(s) in the project team and is responsible for reporting the assessment data.

- **Principles of managerial Finance**

This course introduces you to the world of modern finance, with a focus on understanding how important financial decisions are determined within the firm. It covers the concepts of time value of money, asset valuation, the risk and return paradigm, capital budgeting and payout decisions.

- **Services Marketing**

The course focuses on the unique challenges of marketing and managing services and delivering quality service to customers. The attraction, retention, and building of strong customer relationships through quality service and services are at the heart of the course content. The course is equally applicable to organizations whose core product is service (e.g., banks, transportation companies, hotels, hospitals, educational institutions, professional services, telecommunication, etc.) and to organizations that depend on service excellence for competitive advantage (e.g., high technology manufacturers, automotive, industrial products, etc.).

- **Knowledge management**

This course addresses contemporary issues in managing knowledge, intellectual capital and other intangible assets. Beginning with a view that these intangibles are strategic assets, the course will introduce the fundamentals of managing knowledge and intellectual capital, understanding some of the measurement issues, processes and cycles involved in their management and the specific issues in managing knowledge based workers and the organisations in which they work. The course then turns to the strategic issues of creating value from flows in intangible assets and organisation structures to support knowledge and intellectual capital development leading to an examination of the management of knowledge intensive businesses.

- **Principles of Business Management**

This course explores the topic of management in terms of current management concepts, trends and practices and the historical foundations and development of management thought. The course introduces the student to many management concepts such as: organizations, managers and their levels, types, roles and skills, organizational and managerial performance, performance effectiveness and efficiency, the external and internal environment, competitive advantage, environmental uncertainty and complexity, business sustainability and innovation while highlighting and exploring the four main management functions (i.e. planning , organizing , leading and controlling).

- **Business Mathematics**

This course applies students' interpretation of basic mathematical concepts to common business usage covering such topics as percentages, interest, trade, bank and cash discounts, payroll, time value of money, and business loans.

- **Research Methods for Business**

This course is designed to introduce students to the research methods that can be used in most business research and other researches related to the social phenomenon. The areas that will be covered include: introduction to the scientific method, research process, ethics in research, research design, measurement, sampling, data collection, analysis, interpretation and report writing.