

School			
Major	Bachelor of Business Administration in International Business Management		
Core Requirements			
Code	Title	Credits	Description
BACC200	Financial Accounting	3	The course introduces the basic framework of accounting; it covers the basics of financial accounting from the accounting cycle through the presentation of financial statements. The course prepares the students to be capable of performing the different steps of the accounting cycle for service and merchandising businesses.
BACC360	Managerial Accounting	3	The course tackles the managerial use of accounting data to plan and control personnel and operations within a firm. Students will understand how accounting systems can provide information and data for managerial decision-making and influence management decisions. Students will master accounting analysis and will learn how to approach business problems from a management perspective. This course covers basic cost accounting and managerial accounting concepts. Topics include the distinction between financial accounting, managerial accounting and cost accounting, basic cost concepts, cost-volume-profit analysis, incremental analysis and decision-making, pricing, and budgeting.
BECO210	Introduction to Microeconomics	3	This course is designed to introduce students to the basic methods and techniques that allow the micro units to make a proper choice, given scarcity. In this course, students are expected to learn how to calculate opportunity costs, determine comparative advantage, understand the theory of demand and supply, calculate equilibrium price and quantity, relate elasticity to total revenue, decide on the bundle of goods that maximizes consumer's total utility, determine several costs and differentiate between two extreme markets: perfect competition and monopoly.
BECO260	Introduction to Macroeconomics	3	This course is designed to provide students with the foundations for understanding key economic indicators influencing the behavior of the economy as a whole. In this course students learn to calculate the nation's output (GDP), the unemployment rate and the price level, understand the Classical and the Keynesian models and analyze the effects of fiscal and monetary policies.
BFIN300	Business Finance	3	The course focuses on the principles of finance and their application in business corporations, with the main objective of maximizing shareholders' wealth. Topics include discounted cash flow analysis, the various uses of funds, valuation models, management of working capital, cost of capital, capital budgeting, long term financing and dividend policy.
BMGT200	Introduction to Business Management	3	The course focuses on how organizations operate in an era of rapid change, and the factors which determine how managers can operate effectively. Topics include the management function; the genesis of modern management; the development of management theory; the context in which managers operate; and managing organizations. The course integrates classical and modern concepts with a rich collection of contemporary real-world examples and cases. The course covers six major themes that guide the progress through the fascinating world of management, namely: Change, Skill development, Global economy, the Internet revolution, Diversity, and Ethics.

BMGT300	Introduction to Business Law	3	The course provides an in-depth conceptual and functional analysis and application of legal principles relevant to the conduct and understanding of commercial business transactions. Topics include the legal, ethical, and social environment of business; agencies, partnerships, and other forms of business organizations; and contracts and sales agreements. Relevant Lebanese laws and Salient legal aspects of international business are also discussed. Assignments may include conducting relevant research using computer databases and networks as well as other methods for accessing information.
BMGT315	Human Resource Management	3	The course examines the role of the human resource manager in both public and private sector organizations. Topics include personnel planning, selection, appraisal, training and development, compensation, and international aspects. The course is rich with practical case studies, and complemented with research assignments in the field of human resource management.
BMGT340	Organizational Behavior	3	This course allows the students to study the behavior of individuals and groups as part of the social and technical system in the workplace. They examine individual and group behavior, communication, conflict and various management styles, motivational techniques and coordination in the work environment and apply these concepts to the development of an organization's human resources. Organizational behavior (OB) highlights the significance of challenges and opportunities of OB, perception, attribution, learning, organizational change, organizational culture, engagement, leadership, and conflict management.
BMGT380	Business Ethics	3	The course focuses on the relationship of business ethics and social responsibility in both domestic and global settings. It explores the ethical and moral considerations of corporate conduct, social responsibilities, policies, and strategies, and emphasizes on the definition, scope, application, and analysis of ethical values as they relate to issues of public consequence in both the domestic and global environments. Special attention is given to moral problems such as the ethics of hiring and firing, bribery, and professional responsibility to society.
BMIS300	Management Information Systems	3	The course provides an overview of Management Information Systems (MIS) within a business context with an emphasis on end-user computing. It covers MIS theory and practice as they relate to management and organization theories, current trends in MIS, managerial usage of information systems, and computer hardware, software, and telecommunications. It also provides experiential learning through exposure to various decision-support tools.
BMIS360	Operations Management	3	Operations is an exciting area of management that has a profound effect on productivity. The goal of this course is to present students with a broad introduction to the field of operations in a realistic, practical, and applied manner. The course topics include operations and productivity, project management, forecasting, and location strategies.
BMKT300	Marketing Theory and Principles	3	The course introduces the concepts and principles of marketing, including the marketing of service and nonprofit organizations. Topics cover the marketing concepts, including relationship marketing, product development, pricing, promotion, marketing research, consumer behavior, international marketing, distribution, and internal marketing to employees. Practical case studies and research work constitute an integral part of the learning methodology.

IMGT490	Global Strategic Management	3	Business Policies and Strategic Management is intended to be a challenging and integrative capstone course for the undergraduate business school curriculum. The course stresses the theme that a company achieves competitive advantage and experiences higher performance if its managers have a timely strategic game plan and implement it proficiently. While learning how to manage strategy, you will also be required to integrate the body of knowledge that you have assimilated in the business curriculum. The purpose of this integration is to enable you to develop a 'macro' or big picture perspective. Most of the business courses that you have taken so far have focused on a specific functional area, e.g. HRM, marketing, finance, etc., and/or have discussed a specific body of knowledge, e.g. economics, statistics, etc. This course is different from your previous courses. The issues dealt with by a manager during the process of strategy formulation and implementations are multifunctional and involve a dynamic array of variables. As a result, you will need to take a total enterprise perspective in assessing the pros and cons of a company's strategy.
BMGT360	Research Methods for Business	3	Research projects are immensely required by the vast majority of business analysts, managers, and other professionals to ensure optimal decision-making. From that perspective, analysts and key decision makers should possess necessary knowledge with regards to business research and its methodologies. This course discloses the importance of research in business and its contribution towards professional decision-making. It introduces students to the main required concepts in conducting research, covering all needed principal stages, essential terminologies, processes and methodologies that are vital in reporting and explaining the research-findings.

Major Requirements			
Code	Title	Credits	Description
IMGT300	International Business Communication	3	Today's world of globalization and technological advancements emphasizes the importance of quality communication. International communication skills are becoming perhaps more important than ever before in this time of an increasingly diverse workforce and extensive travel for business and leisure. Myriad considerations coalesce to result in improved interpersonal communication skills. This course, International Business Communication, addresses each of those areas that require awareness and mindfulness in intercultural interactions. Packed with useful information, knowledge, considerations and insights, this course provides students the tools they need to improve their intercultural communication flexibility and skills, permitting them to gain more success in the workplace and indeed more pleasure from their intercultural encounters.
IMGT450	International Business Operations	3	The field of international business operations is dynamic, complex, and challenging, vulnerable to fast-breaking events such as economic shifts, political turmoil, and natural disasters. This course will help future international business executives acquire the skills to function effectively under these challenging conditions. Moreover, the present trend of liberalization, privatization and globalization has made acquiring knowledge about international business indispensable and important. Knowledge of international business is essential for the students pursuing various streams in management. Additionally, the present day managers need to develop a global perspective to ensure their businesses remain relevant and competitive. Managers shall be capable of extracting maximum advantage by exploiting the opportunities provided by global sourcing, global manufacturing, global marketing, global supply chain management and adapting global human resource practices.

IMGT350	Advanced Human Resource Management	3	Learning and applying advanced principles of human resource management helps to create more innovative teamwork & corporate transformation. It would also help individuals to improve their lives as well as those whom they manage. Our Advanced Human Resource Management course is intended to prepare leaders, at all levels within an organization, to serve as change agents and leader coaches. This course enhances individual capacity, conceptual skills, practical insights, and the core values needed for delegates to become more knowledgeable in how important HRM is to an organization's success. Then in their roles as supervisors, managers and leaders, they will be able to demonstrate their ability to put Principles into Practice.
IMGT390	Strategic Negotiations	3	This course will help students to learn some practical negotiation techniques and strategies, and to plan their negotiations to give them the greatest chance of success. Covering the principles, the preparation, and the practice of negotiating skills the course combines theory with practical activities and scenarios, which will help students put what they learn into practice. Strategic negotiations equip students with the skills to close deals that might otherwise be deadlocked, maximize value in the agreements they reach, and resolve differences before they escalate into costly conflicts.
IMGT430	International Business Management	3	The course applies management concepts and techniques to their contexts in firms working in multinational, multicultural environments. It examines how managerial practices & challenges vary across different cultures and business regions; and how organizational behaviors are adapted to accommodate unique cultural environments. Topics include the nature and scope of international business; the institutional, socio-cultural, political, legal, ethical, and economic environments, comparative management practices, and appreciation of cultural differences.
IMGT497	Managing Entrepreneurship	3	This course is aiming at giving the student a basic understanding of what is involved in starting and running a small business. The primary tool of the course is to review the theories of business management; the primary focus of classroom time will be oriented to the building of critical thinking skills. Students will be able to use, rather than just sit back, the information given from this course.
BMGT475	Leadership Principles	3	This course studies leadership styles, skills, roles, and functions of leaders of organizations. Students will gain a broad understanding of the origins of leadership, theoretical approaches to leadership, and ethical issues facing contemporary leaders. Students will also develop a personal philosophy of leadership, and an awareness of one's own style of leadership. Leadership Principles is designed to help new and aspiring leaders unleash the potential in themselves and others and cultivate high-performing teams. Become a more versatile leader who can mobilize others by immersing yourself in real-world leadership challenges, self-assessments, and 360-degree feedback from colleagues and peers.

General Education Requirements

Code	Title	Credits	Description
ARAB200	Arabic Language and Literature	3	This course is a comprehensive review of Arabic Grammar, Syntax, major literature and poetry styles, formal and business letters.
BMTH210	Business and Managerial Math	3	This course is designed to provide students with basic math skills useful in solving economics and business real-life problems. In this course, students learn to calculate the slope of a linear function, graph and solve non-linear functions, calculate arithmetic and geometric sequences and series, perform several operations including differentiation, partial derivatives, integration, and solve differential equations and matrices.

BSTA205	Introduction to Business Statistics	3	This course is designed to provide students with an introductory survey of many applications of descriptive statistics. In this course, students are expected to classify and graphically present data among different measurement levels. They are also expected to calculate measures of location and dispersion, understand the basic probability concepts, and examine discrete and continuous probability distributions.
CSCI200	Introduction to Computers	3	The course aims at making students competent in computer-related skills. It is supposed to develop basic computer knowledge by providing an overview of the computer hardware and basic components as well as hands-on practice on common software applications such as Word, Excel, Power Point, Internet and Email. The student will learn how to use the new features of Microsoft Office 2010 mainly Word documents, Excel spreadsheets and PowerPoint presentations. On the surface, MS Office 2010 looks a lot different than previous versions (no more menus__toolbars!), but by learning to understand the dramatically changed, Ribbon-based interface, you'll quickly get back on the road to productivity.
CULT200	Introduction to Arab - Islamic Civilization	3	The purpose of this course is to acquaint students with the history and achievements of the Islamic civilization. Themes will include patterns of the political and spiritual leadership; cultural, artistic, and intellectual accomplishments Prerequisites: ENGL051, ENGL101, ENGL151.
ENGL201	Composition and Research Skills	3	This course focuses on the development of writing skills appropriate to specific academic and professional purposes; the analysis and practice of various methods of organization and rhetorical patterns used in formal expository and persuasive writing; the refinement of critical reading strategies and library research techniques; and the completion of an academically acceptable library research paper. Prerequisites: ENGL150, ENGL151.
ENGL251	Communication Skills	3	The objectives of this course are to improve students' writing skills for academic purposes by developing effective use of grammatical structures; analytical and critical reading skills; a sensitivity to rhetorical situation, style, and level of diction in academic reading and writing; and competence in using various methods of organization used in formal writing.