

Revised study plan (effective from Fall 2018-19)

**Eight-semester study plan of BBA program**

BBA Study Plan for Fall Intake					
1ST YEAR					
FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
ENL 101	English Composition		ENL 103	Technical Writing	
ENL 102	Communication Skills		ENL 104	Research & Learning Skills	
SAH 102	Islamic Studies		SAT 103	Computer Applications & Technology	
SAT 101	General Mathematics		BSA 201	Introduction to Financial Accounting	
BSG 201	Principles of Management		BSE 201	Principles of Micro Economics	
2ND YEAR					
FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
BSM 201	Fundamentals of Marketing		BSG 307	Operations Management	BSG 201
BSE 202	Principles of Macro Economics	BSE 201	BSG 204	Principles of Entrepreneurship & Small Business Management	BSE 201, BSG 201
BSG 202	Human Resources Management	BSG 201	BSS 201	Management Information Systems	SAT 103, BSG 201
BSF 201	Principles of Financial Management	BSA 201	BSG 205	Business Statistics	SAT 101, SAT103
BSA 301	Management Accounting	BSA 201	BSI 301	International Business	BSG 201, BSE 202
3RD YEAR					
FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
SAH 103	Reasoning & Critical Thinking		BSG 305	Decision Science	BSG 205
BSS 301	Introduction to Business Technologies	BSS 201	BSG 306	Business Communications	BSG 201, ENL 102
SAH 101	UAE Society		BSG 302	Organizational Behavior	BSG 201
BSG 304	Leadership Skills	BSG 201	BSE 301	Economy & Business in the GCC	BSE 202
BSG 303	Project Management	BSG 201	BSG 203	Introduction to Business Law	BSG 201
4TH YEAR					
FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
BSG 490	Strategic Management	BSG 302, BSA 301, BSG 307, BSI 301	BSG 310	Internship	
			SAT104/105	Environmental Studies/General Science	
ELECTIVE COURSES			ELECTIVE COURSES		
BSA 410 or	International Accounting	BSA 201	BSS 410 or	Special Topics in E-Commerce	BSS 201, SAT 103
BSF 410 or	Special Topics in Finance	BSF 201	BSG 410	Business Research Methods	BSG 201, BSG 205
BSM 410	Special Topics in Marketing	BSM 201			
MARKETING CONCENTRATION			MARKETING CONCENTRATION		
BSM 302	Advertising & Sales Promotion	BSM 201	BSM 401	International Marketing	BSM 201, BSI 301
BSM 303	Consumer Behavior	BSM 201	BSM 402	Marketing Research	BSM 201, BSG 205
BSM 304	Service Marketing	BSM 201	BSM 403	Marketing Strategies	BSM 302, BSM 303
ACCOUNTING CONCENTRATION			ACCOUNTING CONCENTRATION		
BSA 302	Intermediate Accounting I	BSA 201	BSA 402	Accounting Information Systems	BSA 201, SAT 103
BSA 303	Cost Accounting	BSA 201	BSA 403	Auditing	BSA 201
BSA 401	Intermediate Accounting II	BSA 302	BSA 430	Advanced Accounting	BSA 302
FINANCE CONCENTRATION			FINANCE CONCENTRATION		
BSF 301	Financial Institutions & Markets	BSF 201, BSE 202	BSF 401	Security Analysis & Prot. Management	BSF 303
BSF 302	Working Capital Management	BSF 201	BSF 402	International Financial Management	BSF 201, BSE 202

BSF 303	Financial Statement Analysis	<i>BSF 201</i>	BSF 430	Corporate Finance	<i>BSF 301, BSF 302</i>
<b>INFORMATION SYSTEMS AND E-COMMERCE CONCENTRATION</b>			<b>INFORMATION SYSTEMS AND E-COMMERCE CONCENTRATION</b>		
BSS 304	Data Base Management	<i>BSS 201</i>	BSS 403	Business Intelligence	<i>BSS 304</i>
BSS 350	Telecommunication & Network Mgmt.	<i>BSS 201</i>	BSS 405	Information Systems Security	<i>BSS 350</i>
BSS 352	Systems Analysis & Design	<i>BSS 201</i>	BSS 490	Information Systems Project Works(CS)	<i>BSS 352</i>
<b>INTERNATIONAL BUSINESS CONCENTRATION</b>			<b>INTERNATIONAL BUSINESS CONCENTRATION</b>		
BSI 320	International Trade	<i>BSI 301</i>	BSF 402	International Financial Management	<i>BSF 201, BSE 202</i>
BSI 330	Global Business Strategy	<i>BSI 301</i>	BSI 403	Special Topics in International Business	<i>BSI 320</i>
BSM 401	International Marketing	<i>BSM 201, BSI 301</i>	BSI 404	International HRM	<i>BSG 202</i>
<b>HUMAN RESOURCE MANAGEMENT CONCENTRATION</b>			<b>HUMAN RESOURCE MANAGEMENT CONCENTRATION</b>		
BSH 302	Performance Management	<i>BSG 202</i>	BSH 401	Compensation and Benefits Management	<i>BSG 202</i>
BSH 303	Strategic Human Resource Management	<i>BSG 201, BSG 202</i>	BSH 402	Managing Professional Development	<i>BSG 202 BSG 304</i>
BSH 304	Staffing and Techniques of Employee Selection	<i>BSG 202</i>	BSH 410	Ethics at Workplace	<i>BSG 202, BSG 302</i>
<b>QUALITY MANAGEMENT CONCENTRATION</b>			<b>QUALITY MANAGEMENT CONCENTRATION</b>		
BSQ 301	Achieving Business Excellence	<i>BSG 204</i>	BSQ 304	Managing Sustainable Performance	<i>BSG 202</i>
BSQ 302	Business Process Management	<i>BSG 302</i>	BSQ 401	Principles of Total Quality Management	<i>BSG 410</i>
BSQ 303	Managing Service Quality	<i>BSG 307</i>	BSQ 415	Research Paper – Quality Management	<i>BSG 410</i>
<b>GENERAL</b>			<b>GENERAL</b>		
	Any one course from seven concentrations.			Any one course from remaining four concentrations.	
	Any one course from remaining six concentrations.			Any one course from remaining three concentrations.	
	Any one course from remaining five concentrations.			Any one course from remaining two concentrations.	
	Any one course from seven concentrations.			Any one course from remaining four concentrations.	

**BBA Study Plan for Winter Intake**

**1ST YEAR**

			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
			ENL 103	Technical Writing	
			ENL 104	Research & Learning Skills	
			SAT 103	Computer Applications & Technology	
			BSA 201	Introduction to Financial Accounting	
			BSE 201	Principles of Micro Economics	

**2ND YEAR**

FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
SAT 101	General Mathematics		BSG 307	Operations Management	BSG 201
BSG 201	Principles of Management		BSG 204	Small Business Management	BSE 201, BSG 201
BSE 202	Principles of Macro Economics	BSE 201	BSS 201	Management Information Systems	SAT 103, BSG 201
<b>BSA 301</b>	<b>Management Accounting</b>	<b>BSA 201</b>	BSG 205	Business Statistics	SAT 101, SAT 103
BSF 201	Principles of Financial Management	BSA 201	BSI 301	International Business	BSG 201, BSE 202

**3RD YEAR**

FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
BSG 202	Human Resources Management	BSG 201	BSG 305	Decision Science	BSG 205
ENL 102	Communications Skills		<b>BSG 306</b>	<b>Business communications</b>	<b>BSG 201, ENL 102</b>
BSM 201	Fundamentals of Marketing		BSG 302	Organizational Behavior	BSG 201
BSG 304	Leadership Skills	BSG 201	BSE 301	Economy & Business in the GCC	BSE 202
BSG 303	Project Management	BSG 201	BSG 203	Introduction to Business Law	BSG 201

**4TH YEAR**

FALL SEMESTER			WINTER SEMESTER		
Course Code	Course Title	Pre-Requisite	Course Code	Course Title	Pre-Requisite
SAH 101	UAE Society		SAT104/105	Environmental Studies/General Science	
			<b>ELECTIVE COURSES</b>		
SAH 102	Islamic Studies		BSS 410 or	Special Topics in E-Commerce	BSS 201, SAT 103
			BSG 410	Business Research Methods	BSG 201, BSG 205
<b>MARKETING SPECIALIZATION</b>			<b>MARKETING SPECIALIZATION</b>		
BSM 302	Advertising & Sales Promotion	BSM 201	BSM 401	International Marketing	BSM 201, BSI 301
BSM 303	Consumer Behavior	BSM 201	BSM 402	Marketing Research	BSM 201, BSG 205
BSM 304	Service Marketing	BSM 201	BSM 403	Marketing Strategies	BSM 302, BSM 303
<b>ACCOUNTING SPECIALIZATION</b>			<b>ACCOUNTING SPECIALIZATION</b>		
BSA 302	Intermediate Accounting I	BSA 201	BSA 402	Accounting Information Systems	BSA 201, SAT 103
BSA 303	Cost Accounting	BSA 201	BSA 403	Auditing	BSA 201
BSA 401	Intermediate Accounting II	BSA 302	BSA 430	Advanced Accounting	BSA 302
<b>FINANCE SPECIALIZATION</b>			<b>FINANCE SPECIALIZATION</b>		
BSF 301	Financial Institutions & Markets	BSF 201, BSE 202	BSF 401	Security Analysis & Prot. Management	BSF 303
BSF 302	Working Capital Management	BSF 201	BSF 402	International Financial Management	BSF 201, BSE 202

BSF 303	Financial Statement Analysis	<i>BSF 201</i>	BSF 430	Corporate Finance	<i>BSF 301, BSF 302</i>
<b>INFORMATION SYSTEMS SPECIALIZATION</b>			<b>INFORMATION SYSTEMS SPECIALIZATION</b>		
BSS 304	Data Base Management	<i>BSS 201</i>	BSS 403	Business Intelligence	<i>BSS 304</i>
BSS 350	Telecommunication & Network Mgmt.	<i>BSS 201</i>	BSS 405	Information Systems Security	<i>BSS 350</i>
BSS 352	Systems Analysis & Design	<i>BSS 201</i>	BSS 490	Information Systems Project Works(CS)	<i>BSS 352</i>
<b>INTERNATIONAL BUSINESS SPECIALIZATION</b>			<b>INTERNATIONAL BUSINESS SPECIALIZATION</b>		
BSI 320	International Trade	<i>BSI 301</i>	BSF 402	International Financial Management	<i>BSF 201, BSE 202</i>
BSI 330	Global Business Strategy	<i>BSI 301</i>	BSI 403	Special Topics in International Business	<i>BSI 320</i>
BSM 401	International Marketing	<i>BSM 201, BSI 301</i>	BSI 404	International HRM	<i>BSG 202</i>
<b>HUMAN RESOURCE MANAGEMENT SPECIALIZATION</b>			<b>HUMAN RESOURCE MANAGEMENT SPECIALIZATION</b>		
BSH 302	Performance Management	<i>BSG 202</i>	BSH 401	Compensation and Benefits Management	<i>BSG 202</i>
BSH 303	Strategic Human Resource Management	<i>BSG 201, BSG 202</i>	BSH 402	Managing Professional Development	<i>BSG 202, BSG 304</i>
BSH 304	Staffing and Techniques of Employee Selection	<i>BSG 202</i>	BSH 410	Ethics at Workplace	<i>BSG 202, BSG 302</i>
<b>QUALITY MANAGEMENT SPECIALIZATION</b>			<b>QUALITY MANAGEMENT SPECIALIZATION</b>		
BSQ 301	Achieving Business Excellence	<i>BSG 204</i>	BSQ 304	Managing Sustainable Performance	<i>BSG 202</i>
BSQ 302	Business Process Management	<i>BSG 302</i>	BSQ 401	Principles of Total Quality Management	<i>BSG 410</i>
BSQ 303	Managing Service Quality	<i>BSG 307</i>	BSQ 415	Research Paper – Quality Management	<i>BSG 410</i>
<b>GENERAL</b>			<b>GENERAL</b>		
	Any one course from seven concentrations.			Any one course from remaining four concentrations.	
	Any one course from remaining six concentrations.			Any one course from remaining three concentrations.	
	Any one course from remaining five concentrations.			Any one course from remaining two concentrations.	
	Any one course from seven concentrations.			Any one course from remaining four concentrations.	
<b>5TH YEAR</b>					

<b>FALL SEMESTER</b>		
<b>Course Code</b>	<b>Course Title</b>	<b>Pre-Requisite</b>
SAH 103	Reasoning & Critical Thinking	
ENL 101	English Composition	
BSG 310	Internship	
BSS 301	Introduction to Business Technologies	<i>BSS 201</i>
BSG 490	Strategic Management	<i>BSG 302, BSA 301, BSG 307, BSI 301</i>
<b>ELECTIVE COURSES</b>		
BSA 410 <b>or</b>	International Accounting	<i>BSA 201</i>
BSF 410 <b>or</b>	Special Topics in Finance	<i>BSF 201</i>
BSM 410	Special Topics in Marketing	<i>BSM 201</i>

