**DEPARTMENT OF BUSINESS ADMINISTRATION**

**Study Program “Master of Science”**

**in**

**Business Administration**

**Course Description**

**2021-2022**

**Course: Advanced Project Management**

**Short Description**

This course will prepare students to design, manage, and deliver complex project solutions. The course adopts a practitioner’s focus, and is consistent with the principles laid out in the Project Management Professional (PMP) certification

Students commence their study with an investigation into the Project Management Framework from PMI. Topics covered include scoping the project, project planning, and change control. Students then study project communications, the use of project management software, and the use of modeling and analysis tools. Key factors in project success, such as people management and the identification of risk factors, are also studied. Graduates of the course will use their knowledge to successfully implement projects across a range of industry sectors

**Course: Computer Aided-Decision Making**

**Short Description**

The use of computers to aid managers in decision making has experienced significant growth over the past several decades. Indeed, there are numerous real-life applications in the areas of accounting, finance, operations management, and marketing where decisions cannot be made without the aid of computers. In industries such as banking, transportation, shipping, hotel management, airline management, retail operations, and hospital management, analytical tools form a central part of corporate decision making. This course teaches the tools and quantitative methods that can help you obtain an objective evaluation of available alternatives and select the best one. This course provides an introduction to selected quantitative decision-making tools and research methodologies used in management. Decision tools such as Data Analysis, Data collection Methods, Simulation, Decision Analysis are made simple and easy to handle with the utilization of computer programs such as Microsoft Excel, R programming. Furthermore, the course teaches research skills including the data collection methods, data analysis, decision theory and making conclusions.

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**Course: International Business Environment**

**Short Description**

The International Business Environment is a distinctive course platform developed at Harvard Business School by Professor Michael Porter and a team of colleagues from the Institute for Strategy and Competitiveness at Harvard Business School that is designed to be taught at selected universities around the world. This course on competitiveness and economic development addresses the subject from a bottom-up, microeconomic perspective missing in most traditional development courses. The course is not only an educational vehicle but also a tool to enable a university to influence and support economic development in its country and region. In addition to training future leaders of business and government in competitiveness concepts, the course can be adapted for executive programs. It can become a focal point for projects and initiatives that engage the university in economic policy and business development with government and the private sector. The ultimate vision of the course is to make a meaningful impact on the economic competitiveness and prosperity of the countries in which it is taught. The Canadian Institute of Technology through an agreement with the Harvard Business School has joined the MoC network and offers this course by matching the needs of firms, governmental and non-governmental institutes and organizations. The entire course is based exclusively on materials developed, provided by, and used at HBS.

The course explores the determinants of national and regional competitiveness building from the perspective of firms, clusters, sub-national units, nations, and groups of neighboring countries. While sound macroeconomic policies, stable legal and political institutions, and improving social conditions create the potential for competitiveness, wealth is actually created at the microeconomic level. The sophistication and productivity of firms, the vitality of clusters, and the quality of the business environment in which competition takes place, are the ultimate determinants of a nation's or region's productivity. The MoC course focuses on the sources of national or regional productivity, which are rooted in the strategies and operating practices of locally based firms, the vitality of clusters, and the quality of the business environment in which competition takes place

**Course: International Management**

**Short Description**

The International Management course focuses on opportunities and challenges created by globalization. It examines cross-cultural and management issues related to management in an international marketplace, related to global peace and economic security. The aim of this course is to enable students to better analyze and understand the opportunities and challenges that companies face when expanding their activities internationally and when dealing with international competitors in their home markets, facing their activities with the fast change of global environment. Special attention is placed upon different tools and analytic competences available to the different specialized managerial roles when competing internationally.

**Course: Interpersonal Relationship & Leadership**

**Short Description**

The aim of this course is to analyze leadership at individual, team, and organizational level in order to develop “managerial leadership skills” for current and would-be managers. To serve this purpose, it focuses on the main leadership theories that seek to explain how traits, behaviors, or situational factors influence leadership style and effectiveness. This course also explores the critical question of how well a leader is able to influence followers to achieve team and organizational objectives. This is what distinguishes effective from ineffective leaders.

**Course: Managerial Economics**

**Short Description**

MEC 405 –MANAGERIAL ECONOMICS is a required course in the Master of Science in Business Administration. Managerial Economics applies microeconomic theory to analyze business decision making. The course covers topics such as demand analysis, elasticity, consumer choice, production and costs, perfect competition, monopoly, oligopoly, game theory, price theory, choice in conditions of uncertainty and risk, and the role of government in the market. The purpose of this course is to provide students with the knowledge to make day-to-day business decisions that maximize profit, as well as strategic ones that create and maintain profit in the long run. Managerial Economics helps students become architects of business tactics and strategies.

**Course: Managerial Finance**

**Short Description**

The purpose of this course is to teach students the financial management tools and techniques and develop strategies that are essential for the successful management of businesses. The course emphasizes an individual’s ability to understand and utilize the concepts and tools of finance to large corporations as well as to entrepreneurial and small business environments. In addition, the tools and concepts of asset valuation and cash flow analysis have practical applications in every manager’s daily life. It starts with an introduction to managerial finance and essential concepts in managerial finance, financial markets and institutions, and continues with tools and techniques used by financial managers. The course teaches students the managerial aspects of capital budgeting, cost of capital, leverage, and dividend policy, financial forecasting, planning and control, management of working capital, and decision-making on strategic long-term financing.

**Course: Marketing Management**

**Short Description**

This course provides an in-depth exploration and practical application of the marketing tools which include product policy, pricing, promotion, distribution, sales management, and customer segmentation and retention. In most classes, we will analyze case studies that require us to identify marketing opportunities, refine value propositions, select customer segments and develop marketing programs for a variety of management situations. The course also includes a number of creative and analytic assignments and group assignments.

**Course: Planing and Control System**

**Short Description**

Students develop the ability to conceptualize, design, and implement supply chains aligned with product, market, and customer characteristics. Business competition is now between supply networks rather than individual corporations. Managing the flow of products, information, and revenue across supply chains differentiates the ability of supply networks to fulfill customer needs. Students develop the ability to evaluate how information flows can substitute for the stock of physical resources, such as inventory, and why such systems succeed or fail. They assess how internet technologies, dynamic markets, and globalization are impacting supply chain strategies and practices, including logistics, digital coordination of decisions and resources, inventory and risk management, procurement and supply contracting, product and process design, and revenue management.

**Course: Strategic Analysis**

**Short Description**

Strategic analysis is a process that involves researching an organization’s business environment within which it operates. Strategic analysis is essential to formulate strategic planning for decision making and smooth working of that organization. With the help of strategic planning, the objective or goals that are set by the organization can be fulfilled. Strategy is also about winning. This course is about to explain what strategy is and why it is important to succeed—both for organizations and individuals. Also, the course will introduce the basic framework for strategic analysis. It will introduce the two basic components of strategy analysis: analysis of the external environment of the firm (mainly industry analysis) and the analysis of the internal environment (primarily analysis of the firm’s resources and capabilities).