

INTERNATIONAL UNIVERSITY OF SARAJEVO

FACULTY BUSINESS AND ADMINISTRATION

UNDERGRADUATE COURSE DESCRIPTIONS

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ECON102 Globalization and Business

ECTS 6

This course provides an overview of various aspects of the global economy within the field of economic geography and its linkages to issues of resources, development, international business, and trade.

ECON105 Understanding Business

ECTS 3

The purpose of this course is to provide an assessment of the business in terms of its environment, ownership, social responsibility and ethics. Furthermore, this course aims to familiarize students with major pillars of business, HRM, accounting, marketing, and financial management.

ECON107 Python

ECTS 3

This course aims to familiarize students with the fundamentals of scientific computing concepts, develop problem-solving skills, develop skills in constructing an algorithm, train students on how to use Python programming language problem solver program in scientific and engineering calculations, and train students to visualize their results and prepare written reports.

ECON108 MATLAB

ECTS 3

The purpose of this course is to provide students with knowledge and practical application of MATLAB specific topics (e.g. matrix operations, data visualization, scripts/functions) and basic programming concepts (e.g. simple I/O operations, control statements, data structures).

ECON111 Introduction to Microeconomics

ECTS 6

This course develops students' theoretical and practical knowledge of topics related to the market system, consumer choices, the theory of firm and market failure. The course aims to provide a basic understanding of how people and firms make their decisions in the markets.

ECON112 Introduction to Macroeconomics

ECTS 6

This course provides an overview of the economy, examining the flows of resources and outputs and the factors determining the levels of income and prices. Furthermore, the course explores the policy problems of inflation, unemployment, and economic growth.

ECON200 History of Economic Thought

ECTS 6

This course aims to provide students a broad understanding of the evolution of economic ideas from the ancient era to the present. The study of economists remains relevant as it provides an important historical perspective both to theory and policy. Studying history of ideas leads us to ask how the development of these ideas was related to the economic and social conditions of the time. In this

course, students are expected to read extracts from the great economists themselves and not to rely exclusively on secondary expositions. *Prerequisite: ECON112.*

ECON201 Intermediate Microeconomics

ECTS 6

This course is an intermediate course in microeconomics that emphasizes the applications of economic methods to the problems of decision-making by consumers and firms as well as market interactions.

Prerequisite: ECON111

ECON202 Intermediate Macroeconomics

ECTS 6

This course is an intermediate level course in macroeconomics that aims to develop students' theoretical and practical knowledge of national income accounting, unemployment, inflation, monetary and fiscal policies, central bank and financial system as well as foreign trade and international finance. *Prerequisite: ECON111.*

ECON204 International Political Economy

ECTS 6

This course examines the interplay of politics and economics in the current world system. Focus will be on the economic relations in the industrialized world and between the north and the south; the role of international institutions such as the World Bank and the International Monetary Fund; the role of international trade and transnational corporations; the changing division of labor in the world economy; and current problems of the world economy. *Prerequisite: ECON112.*

ECON211 Business Statistics I

ECTS 6

Students learn elementary probability theory and how to apply it to analyze statistical problems. It also provides an opportunity for students to learn how various mathematical knowledge and techniques, which they have learned in different courses, may unite together to serve a common purpose.

Prerequisite: MATH100

ECON221 Business Statistics II

ECTS 6

This course is designed to enhance the student's basic knowledge and understanding of the statistical method as it pertains to hypothesis testing. Several fundamental reoccurring themes are emphasized. At the end of the semester, a student should be able to read and intelligently assess the majority of the research literature in a particular field. Also, at the end of the semester, a student should be able to apply the statistical techniques presented in the course to research projects. *Prerequisite: ECON211*

ECON261 Matrix Algebra

ECTS 6

The goal of the course is to explain the main concepts and fundamental processes of linear systems of algebraic equations and applications of the matrix theory. The course will provide the necessary skills for economists to use in economic modeling and econometrics. *Prerequisite: MATH100.*

ECON301 Econometrics I

ECTS 6

This course emphasizes both the theoretical and the practical aspects of statistical analysis, focusing on techniques for estimating econometric models of various kinds and for conducting tests of hypotheses of interest to economists. The goal is to help students develop a solid theoretical

background in introductory-level econometrics, the ability to implement the techniques and to critique empirical studies in economics. *Prerequisite: ECON221*

ECON302 Econometrics II

ECTS 6

This course extends the methods and techniques employed in Econometrics I to allow for causal inference and prediction in a larger variety of data sets. The overall objective is for the student to learn how to critically examine economic and financial data as well as empirical studies. *Prerequisite: ECON301.*

ECON305 Economic History

ECTS 6

Course draws on economic reasoning to examine the transformation of European economies from a circumstance in which Malthusian population pressure on resources was the dominant historical force to one in which growth of income per-capita has become the norm. It uses many economic concepts and theories which can help our understanding of economic changes including those that are occurring in the world at the present time. The course is designed to equip you with the basic tools of both history and economics, while introducing you to some of the areas which you can study later in more depth. *Prerequisite: Junior Standing (108 ECTS).*

ECON306 European Economics

ECTS 6

The course aims to explore major microeconomic and macroeconomic concepts in a non-formal way. In addition it examines current characteristics and major developments of the European economy after World War II. Among questions to be addressed in the course are: Which factors have contributed to the massive economic growth in Europe after World War II? Which structural differences among European economies exist and how did these emerge over time? To which extent and in which way did European market integration contribute to economic growth and welfare? *Prerequisite: Junior Standing (108 ECTS).*

ECON307 Economics of Transition

ECTS 6

This course aims to provide an overview of the European Union's enlargement policy, past and present, to discuss the problem of political and economic transition, to introduce the concept of integration maturity to evaluate success or failure of integration, to critically reflect on the obstacles facing the Western Balkan states in their quest for deeper EU integration and full membership and to improve the students' skills in critical thinking. *Prerequisite: Junior Standing (108 ECTS).*

ECON308 Regional Development and EU

ECTS 6

This course aims to explore an in-depth understanding of the macro and meso-level determinants of regional and local economic development and of the policies influencing these drivers. It examines the existing disparities in regional economic performance between and within a number of advanced, emerging and developing countries, then explores the scope and justification for government intervention in this area. In particular, the course investigates the regional policy of the European Union (EU) - one of the most important large-scale regional policy experiences and provides the benefits of a 'balanced' approach to the analysis, design, management and implementation of regional and local economic development policies in a globalizing world. *Prerequisite: Junior Standing (108 ECTS).*

ECON309 Comparative Tax Systems

ECTS 6

The course provides a comparative overview of the tax systems of various countries, with aim to view developing a conceptual and practical understanding of the reasons why tax systems differ (legal, institutional, political, economic, social and cultural factors) that cause the similarities and differences. Also, the course explores the latest developments in the design and implementation of tax systems around the world. It covers areas such as tax structures, tax at different government levels, different types of tax (including income taxes, consumption taxes and capital and wealth taxes), tax administration and tax policy making and reform. *Prerequisite: Junior Standing (108 ECTS).*

ECON310 Game Theory

ECTS 6

Game Theory course focuses on analyses of strategies and decision-making process in economics and management. During the course basic concepts of game theory such as static games, dynamic games with complete as well as incomplete information will be discussed. Based on this knowledge, one of the main goals of this course is to apply game theoretical approaches to the economics science and management science. *Prerequisite: Junior Standing (108 ECTS).*

ECON311 Special Topics in Economics

ECTS 6

This course examines a set of topics at the forefront of contemporary research in economics. Potential topics include (but are not limited to): political economics, auction theory, economic measurement, real business cycle theory. The course is designed to allow the offering of currently topical courses that take advantage of faculty expertise in a flexible manner. The course provides a theoretical framework for analyzing real world issues in economics as well as developing the tools to apply the theory to policy, management, or problem solving in industry. *Prerequisite: Junior Standing (108 ECTS).*

ECON320 Public Economics

ECTS 6

This course enables students to acquire new conceptual and applied knowledge of public economics and theoretical and practical skills that lead to stronger economic decisions. It covers core issues of public economics as well as the most current topics in political economy, education, debt policy, the health care market, distribution of income, and welfare programs. *Prerequisite: ECON111*

ECON330 Industrial Organization

ECTS 6

The course provides the students with specific topics in microeconomic theory by addressing the latest theoretical knowledge with empirical evidence on firms and industries. The students will be able to apply microeconomic techniques and tools in analyzing market structures of industries and to analyze various aspects of strategic interactions among firms. Students will be to assess economic models of firm behavior in exploring competition policies and regulations. *Prerequisite: ECON201*

ECON350 Financial Institutions and Markets

ECTS 6

This course aims to prepare students for today's dynamic financial environment. The scope comprises the diversity of financial instruments and institutions, and the latest developments and issues from the financial arena, domestic as well as international. The emphasis of the course is on the theoretical understanding of key concepts, an appreciation of the role of institutions within these markets, and practical relevance. *Prerequisite: ECON112.*

ECON355 Time Series Analysis

ECTS 6

The main objective of this course is to develop the skills needed to do empirical research in fields operating with time-series data sets. The course aims to provide students with techniques for estimation and assessment of the quality of economic models with time-series data. *Prerequisite: ECON221.*

ECON367 Environmental Economics

ECTS 6

This course aims to equip students with analytical tools such as cost-benefit analysis and the valuation methods for environmental economics, and the concept of dynamic efficiency and to apply them in analyzing an array of environmental and natural resource issues. This course will allow students to explore an in-depth analysis of the issues related to environmental quality. *Prerequisite: ECON111*

ECON404 International Monetary System

ECTS 6

ECON404 is upper level course in international monetary system. This course develops students' theoretical and practical knowledge about International Monetary Regimes and applies it in attempt to gain an understanding of recent events in the international system and analyze the international and the domestic political contexts of International Monetary Regimes political. *Prerequisite: ECON112*

ECON430 Growth and Development

ECTS 6

This course is designed to give students a solid understanding of the meaning and current issues of economic development in developing countries, with special reference to Bosnia-Herzegovina. This course provides students with knowledge regarding the development policies for the improvement of economic development and quality of life in a country. *Prerequisite: ECON202*

ECON454 Islamic Economics

ECTS 6

This course is designed to provide an understanding of principals in Islamic Economics through the interpretation of the economic teachings of Prophet Muhammad (pbuh). Moreover, this course helps students discuss important economic issues from the Islamic point of view. *Prerequisite: ECON112*

ECON455 Labor Economics

ECTS 6

This course introduces students to the analytical tools of modern labor economics. Furthermore, this course illustrates the method of labor economics with empirical evidence drawn from developed and developing countries. Finally, within this course, students discuss and evaluate selected labor market policies pursued by the government including policy towards minimum wages, education, immigration, discrimination. *Prerequisite: ECON111*

ECON462 Comparative Economic Systems

ECTS 6

This course aims to study the branch of Economics devoted to investigating philosophies, structures, and performances of various Economic systems. *Prerequisite: ECON112*

ECON470 Work Placement/Internship

ECTS 6

An internship experience provides the student with an opportunity to explore career interests while applying knowledge, skills, and competences gained in the classroom in a work setting. The experience also helps students gain a clearer sense of what they still need to learn and provides an opportunity to build professional networks. *Prerequisite: Senior Standing (168 ECTS)*

ECON491 Graduation Project

ECTS 12

This project aims to guide students to search and select related research topics for individual project, which explores a set of research questions related to the field of Economics. It is designed to help students to complete graduation project and prepare them for oral defense. *Prerequisite: CGPA>2.5*

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IBF102 Managerial Mathematics

ECTS 6

This course introduces students to the mathematical concepts and applications necessary for successful business careers. *Prerequisite: MATH100*

IBF105 Financial Literacy

ECTS 6

This course prepares students to be financially literate in the global economy by helping them to analyse their personal financial decisions, evaluate the costs and benefits of their decisions, recognize their rights and responsibilities as consumers, and apply the knowledge to financial situations encountered later in life.

IBF205 Principles of International Business

ECTS 6

The purpose of this course is to familiarize students with international business principles by focusing on doing business in the global environment explaining cultural, political, economic, and technological environments. The course will also focus on implementing different strategies as entry modes in international markets. *No prerequisite.*

IBF207 Behavioral Finance

ECTS 6

This course is designed to provide an overview of an exciting new and fast-growing area in finance, which takes as its premise that investment decision-making and investor behavior are not necessarily driven by 'rational' considerations but by aspects of personal and market psychology. This course introduces cognitive biases, discusses the impact of such biases on financial decision-making, and explores the behavior of individual investors, fund managers, and corporate managers. *Prerequisite: Junior standing (108 ECTS)*

IBF208 Business Finance

ECTS 6

The course introduces the students to the business finance theory and practice with the emphasis on goal-setting in business entities. This course provides students with an opportunity to obtain knowledge and skills in capital budgeting, financial analysis, working capital management, financial planning and risk, and return of the business. *Prerequisite: MATH100*

IBF303 International Business Law

ECTS 6

The purpose of this course is to provide students with general introduction to the International Business Law (IBL), to train students in experience analyzing sources of IBL, to equip the students with general understanding of basic principles of private and international law, and to familiarize students with basic proprietary institutes and rights arising from international trade.

IBF304 Risk and Insurance

ECTS 6

This course examines the nature of risk and how it can be managed. Insurance is one of the tools we use to respond to the risk, but it is only one of the multitudes of options available to manage risk within our risk tolerance. This course covers legal principles as they relate to insurance, explores government regulation of insurance, and examines insurance contracts. *Prerequisite: ECON221*

IBF306 Public Finance

ECTS 6

This course enables students to acquire new conceptual and applied knowledge of public budgeting and finance. It provides students with the foundation of theoretical and practical skills that lead to stronger budgeting decisions. In-depth, it covers core issues as well as the most current developing issues in public budgeting: history, progress, processes, government revenues and expenditures, debt handling, other influencing factors, the political realities of the budget decision process in determining budget decisions, and options. *Prerequisite: Junior Standing (108 ECTS)*

IBF310 Business Ethics

ECTS 6

The objective of the course is to introduce students to the ethical concepts that are relevant to resolving moral issues in business, to identify the ethical issues involved in the management of specific problem areas in business, to provide an understanding of the social, technological and natural environment within which ethical issues in business arises and to supply case studies of actual ethical dilemmas faced by business.

IBF311 Corporate Finance

ECTS 6

This course is designed to provide students with a deeper understanding of how firms finance in the real world. Students obtain knowledge and skills required to analyze the financial statement and financial decisions of the companies, as well as, to prepare standardized financial statements. Besides, students obtain knowledge about investment strategies, efficient market theorem, valuating companies in distress, start-ups and fast growing companies, using relative and income approaches. *Prerequisite: IBF208*

IBF312 Microfinance

ECTS 6

This course serves to develop an understanding of students regarding microfinance and its impact on poverty. Additionally, within this course, students explore and analyze the key issues and current challenges in microfinance and wealth creation. *Prerequisite: Junior Standing (108 ECTS)*

IBF313 Understanding Emerging Markets

ECTS 6

The purpose of this course is to provide an in-depth understanding of emerging markets by focusing on assessing the true potential of emerging markets, evaluation of risks and challenges, and finding the successful strategies for emerging markets. *Prerequisite: Junior Standing (108 ECTS)*

IBF314 Financial Instruments Analysis and Modeling

ECTS 6

This course aims to provide students with the real-world skills necessary to design, execute, and evaluate investment proposals to meet financial objectives. Students learn the foundation portfolio models from various financial instruments and how to manage the risk effectively and how to capitalize on the behavioral biases and irrational behavior of financial markets. *Prerequisite: IBF208*

IBF315 Equity Instruments and Business Valuation

ECTS 6

The purpose of this course is to provide students with knowledge regarding the companies' valuation models and valuations reports and to be able to successfully apply the acquired skills in the capital market community. *Prerequisite: Junior Standing (168 ECTS)*

IBF318 International Management

ECTS 6

The purpose of this course is to familiarize the students to the international component of business with legal, political and cultural differences, human resource management, and leadership in the global environment. *Prerequisite: IBF205*

IBF401 International Finance

ECTS 6

This course provides students with an opportunity to develop theoretical and analytical skills necessary to understand and evaluate key financial issues in the international financial markets by emphasizing the so-called globalization of the world of finance, the growing institutionalization of financial markets, and their integration into one global financial market. Topics that are discussed in this course include international debt and equity financial markets, trends towards deregulation of the financial sector and the rationale for government intervention in the financial sector, Euromarkets, risk management in financial institutions, and investment decisions in the global marketplace. *Prerequisite: ECON202*

IBF402 International Trade

ECTS 6

In this course, students will learn about inter-relations between national and world economy to understand the effects of government policies on trade. Using the tools of macroeconomic analysis, this course explores the basis and patterns of trade among countries, as well as its welfare and distributional implications. The course includes topics on the barriers to free trade, the reasons for limiting trade, market imperfections, and economic integration. *Prerequisite: ECON202*

IBF403 Multinational Corporation and Process of Globalization

ECTS 6

The purpose of this course is to help students in developing the essential skills needed to formulate and implement successful strategic moves in the competitive global environment by taking into consideration cultural, political, and economic similarities and differences among the countries. *Prerequisite: Junior Standing (108 ECTS)*

IBF405 International Banking

ECTS 6

This course aims to provide students with the knowledge, skills, and understanding of international banking. It is specifically designed to meet the demand of the contemporary banking industry. The challenges of the current global financial and banking environment will be a platform for this course by taking into consideration the latest global and local issues in the area of banking. *Prerequisite: Junior Standing (168 ECTS)*

IBF407 Special Topics in Finance

ECTS 6

This course covers diverse topics in finance area. Special Topics in Finance reflects the expertise of the course instructor(s) and is tailored to specific research interests of students. Some examples of topics may include various topics to mention but a few: corporate finance theory, entrepreneurial finance, investment management, mergers and acquisitions, and investment banking. *Prerequisite: Junior Standing (168 ECTS)*

IBF409 Investment and Portfolio Management

ECTS 6

The focus of this course is on fundamental principles of risk-return trade-off, portfolio optimization, and security pricing. Students learn how to choose a portfolio of risky and risk-free assets, to apply various models of security returns, and to analyze investment performance on data from financial markets. *Prerequisite: ECON221, IBF208*

IBF410 Real Estate Markets

ECTS 6

The purpose of the courses is to gain an understanding of the economic forces that drive real estate value in the market. This course provides students with an opportunity to understand the functioning of the real estate market, recognizes the individual factors, and risks affecting the real estate market. These findings improve the knowledge base of a student who is required to work in real estate investor organizations, banks, developers and the state administration. *Prerequisite: Junior Standing (168 ECTS)*

IBF411 Commodity Derivatives

ECTS 6

The purpose of this course is to extend the student's knowledge of commodity derivatives traded in international markets, such as agricultural commodities, crude oil, precious metal, and electricity. Selected topics include a review of futures, options, and swaps, tests for market efficiency, risk premia, cash and futures price behavior, and a brief review of the principles of options pricing. *Prerequisite: ECON221, IBF208*

IBF412 Financial Risk Management

ECTS 6

This course aims to deal with how risks are quantified and managed by financial institutions and investors. The course will focus on the nature of financial institutions, their regulation, market risk, credit risk, off-balance-sheet risk, liquidity risk, and the principles involved in their management. This course trains students in using futures, forwards, options, and swaps to hedge risk. The course further introduces a framework for pricing derivatives and using securitization to manage risk. *Prerequisite: ECON221, IBF208*

IBF414 Bond Market Pricing and Trading Strategies

ECTS 6

The purpose of this course is to provide a sound working knowledge of fixed income markets. The course will describe the major players in the market, key institutions, broad empirical regularities, and analytical tools that are used for pricing and risk management. Some parts of the course will be fairly analytical while others will be largely institutional. *Prerequisite: ECON221, IBF208*

IBF415 R Language for Business and Finance

ECTS 6

In this course, the students will learn the basics of the open-source programming language R. The language will be introduced using financial data and applications. Basic statistical knowledge is required to complete the course. The course is designed so that upon completion the students will be able to use R for assignments and research using data, particularly in finance *Prerequisite: Junior Standing (168 ECTS)*

IBF417 Advanced Futures and Options

ECTS 6

This course presents an overview of the concepts and techniques used to value investments and manage investment portfolios with a more practical approach. By the end of this course, the student should be able to (1) assess value for a wide range of potential investments, (2) understand and interpret major portfolio management and risk concepts, (3) construct basic portfolio and risk models, and (4) apply portfolio management and risk management concepts/techniques to their specific business problems. Through the study of valuation, portfolio construction, and risk measurement/management techniques, the student should also gain a better understanding of what drives risk and return in the financial system. *Prerequisite: ECON221, IBF208*

IBF418 Mergers and Acquisitions

ECTS 6

This course will help the students to understand and analyze the theories regarding the process of merging and takeover, to understand corporate contraction and a decision-making methodology, and to analyze and formulate the corporate restructuring formula for an organization. *Prerequisite: Junior Standing (168 ECTS)*

IBF419 Financial Derivatives and Simulations

ECTS 6

This course develops the understanding of the basic derivative-related financial instruments (forwards, swaps, futures, at-the-money European options, collars, and participation contracts), and their use in transforming and managing risky investments and projects by using simulation in R-language. *Prerequisite: ECON221, IBF208*

IBF462 International Corporate Finance

ECTS 6

This course discusses the relevant elements that affect the finances of a company when it crosses an international border, such as the financial system, the legal environment, the currency, the regulatory problems, as well as problems associated with ownership and changes in ownership of listed companies may occur. *Prerequisite: ECON221, IBF208*

IBF470 Work Placement/Internship

ECTS 6

An internship experience provides the student with an opportunity to explore career interests while applying knowledge, skills, and competences gained in the classroom in a work setting. The experience also helps students gain a clearer sense of what they still need to learn and provides an opportunity to build professional networks. *Prerequisite: Senior Standing (168 ECTS)*

IBF491 Graduation Project

ECTS 12

This course aims to guide students to search and select related research topics for an individual project which explores a set of research questions related to the field of international business and finance. It is designed to help students complete the graduation project and prepare them for the oral defense. This course is performed through supervising via regular meetings with an appointed advisor. *Prerequisite: CGPA>2.5*

IR100 Understanding the Contemporary World through Current Events

ECTS 3

This course is designed to cover contemporary historical, political, social, and economic perspectives on global issues. Particular emphasis is placed on the analysis of such current global issues as globalization, cultural clashes, terrorism, and nuclear proliferation.

IR101 Introduction to International Relations

ECTS 6

The course covers a broad range of topics in the field of international relations and it equips students with the requisite knowledge necessary to be successful in other IR courses. It offers an overview of the most important international relations theories, as well as critical engagement with issues related to international conflicts, diplomacy, international organizations, international law, and human rights. The course provides students with the essential analytical tools to improve their critical thinking skills.

IR211 International Relations Theories

ECTS 6

The course offers a broad survey of some of the major theoretical schools of international relations, including, but not limited to: realism, liberalism, constructivism, feminism, and the English school. The course further explores some of the more cutting-edge discourses within the field such as Critical Theory, Marxism, Post-Structuralism, and Islamic Theories of International Relations. The course will provide students the necessary basis to apply these theories to world events. *Prerequisite: IR101*

IR212 Politics in Europe

ECTS 6

The course explores the most important problems in contemporary European politics. It discusses the role of major actors and institutions that deal with European politics, and it covers topics such as governments and parliaments, political parties, elections, the media, migrants and minorities, and connection between national and the EU policies. Students will also be exposed to the differing political system and situations that face specific European countries today. *Prerequisite: IR101*

IR213 International Issues in the Balkans

ECTS 6

This course develops students understanding of key political and international phenomena related to the contemporary Balkans. It focuses on analyzing the residual effects of Communism/'Titoism', wars,

the Dayton Peace Agreement and other recent Balkans conflicts. It also provides an overview of nationalism, democracy, religion and its roles in influencing specific countries in the region. Special attention is paid to external forces along with their roles and interests. *Prerequisite: IR101*

IR214 International Law

ECTS 6

The course equips students with a general understanding of international law in the international system with a focus on principles, conventions and institutional roles. It also enables students to recognize the influences of international and domestic politics on international law. The course also compares how international law differs from traditional notions of law in terms of enforceability, along with concerns related to sovereignty and state self-interest. *Prerequisite: IR101*

IR215 EU System

ECTS 6

The course provides students with an understanding of history, development and the current situation surrounding the European Union and its institutions. The students will understand theoretical explanations of the European Union as well as detail roles and position of its institutions. We will reflect on the current challenges facing the EU: further enlargements, security, immigration, foreign policy, economic stagnation and Euroscepticism. *Prerequisite: IR101*

IR216 Foreign Policy Analysis

ECTS 6

The course improves skills of students in area of analysis foreign policy decision-making and its outputs. Students will investigate the influence of the international environment, the role of state character, soft power, leadership, psychology, and domestic factors that influence foreign policy. Students will be able to apply theoretical concepts on different level of analysis and understand influence of various actors. *Prerequisite: IR101*

IR300 Research Methodology and Design

ECTS 6

The course will introduce students to social science research and will equip them with the necessary skills to conduct both quantitative and qualitative research in a professional and ethical manner. Students will be exposed to different types of descriptive statistics and basic statistical modelling techniques as well as learn the basics regarding how to conduct surveys, read and interpret graphs, and analyze qualitative data/data sets. *Prerequisite: Junior Standing (108 ECTS)*

IR301 Political Geography and Geopolitics

ECTS 6

The course develops students' ability to critically evaluate basic concepts of geopolitics and political geography. Students will critically evaluate and apply basic concepts of geopolitics and political geography into current events in world politics. The course covers topics such as human territoriality, divisions of human power, political geography of nationalism and globalization, geopolitical structure and theory, anti-geopolitics, geopolitical codes etc. *Prerequisite: IR101*

IR304 Security Studies

ECTS 6

The course offers an overview of the most important theories, issues as well as recent developments in security studies. The course will improve skills of students in area of analysis and presentation of

security topics. It covers topics such as human security, military threats, alliances, terrorism, arms trade, nuclear proliferation and economic, social and environmental threats. *Prerequisite: IR101*

IR305 International Organizations**ECTS 6**

The course explains importance and roles of International Organizations in world politics. It also offers a basic understanding of the scope of International Organizations. The course also describes and discusses international regimes distinct from international organizations. It covers topics such as basic principles and organization of the United Nations, varieties of regionalism, economic integration as well as critique of international organizations. *Prerequisite: IR101*

IR307 Contemporary International Politics**ECTS 6**

The course provides a critical assessment of foreign policy issues and contemporary international problems. It also examines the causes of conflicts and the future of the global order and systematic analysis of world politics. It covers topics such as clash of civilizations, transformations of the NATO, US intervention around the world, MENA conflicts, and European migration crisis, rise of China and India in world politics as well as rise of nationalism, populism and extremism. *Prerequisite: IR101*

IR312 Diplomacy**ECTS 6**

The course improves students understanding of key diplomatic terms and concepts as well as their understanding of bilateral and multilateral diplomacy. Students will analyze the idea of soft power and examine recent cases of major diplomatic engagement. The course covers topics such as what are treaties and why they are made, the role of embassies, diplomatic protocol, public diplomacy, negotiations, and mediation. *Prerequisite: IR101*

IR331 Diplomatic History**ECTS 6**

The course examines classical diplomacy and its evolution, and it provides an overview of the various diplomatic interactions as understood within their differing social, economic, political, and cultural contexts. Students will analyze the elements of change and continuity in world politics and explain the interaction between domestic politics and diplomacy. It covers topics such as old regime diplomacy at its height, the balance of power, negotiations and peace treaties from 16th century to the mid of 20th century. *Prerequisite: Junior Standing (108 ECTS)*

IR332 European Union Foreign and Security Policy**ECTS 6**

The course uncovers the driving forces behind the EU's Foreign and Security policy, along with its global role as well as examining the transformation power of in the EU in Central Europe, Eastern Europe, and the Balkans. The students will evaluate the key issues confronting EU foreign and security policy. It covers topics such as actors, decision making process, relations between European policies and national policies, policy towards neighbors, and competition with major powers. *Prerequisite: Junior Standing (108 ECTS)*

IR333 Turkish Foreign Policy**ECTS 6**

The course investigates the determinants, mechanisms, and dynamics of Turkish foreign policy, and it provides an analysis of the linkage between domestic factors and foreign policy. Students will evaluate

political, economic and social relations between Turkey and world powers. The course covers topics such as Ottoman origins, Kemalist nationalism, Liberal reorientation, military interventions, relations between domestic and foreign policy, relations with the EU and NATO and current security issues. *Prerequisite: Junior Standing (108 ECTS)*

IR334 US Foreign Policy

ECTS 6

The course explains the American foreign policy making process and its outcomes and it provides historical overview of the ideas and events that have shaped American foreign policy. The students will identify the role of major actors, institutions and lobbies dealing with US foreign policy. The course cover topics such as expansion of U.S. power, dynamics of decision-making, foreign policy bureaucracy, impact of mass communications, and public opinion. *Prerequisite: Junior Standing (108 ECTS)*

IR335 Middle East and North Africa in World Politics

ECTS 6

The course equips students with an overview of the major theories and conceptual approaches in the study of MENA politics. Students will become more informed and more critical consumers of news and information about the region. They will discuss the consequences of competing and convergent interests in the different regional states. The course covers topics such as: governments and oppositions, the impact of international politics on domestic politics, the role of civil society in the MENA region, and situation as it currently stands in the aftermath of the so-called 'Arab Spring'. *Prerequisite: Junior Standing (108 ECTS)*

IR336 Africa in World Politics

ECTS 6

The course introduces several of the main debates in the study of African politics. Within the course students will articulate the different theoretical and ideological viewpoints on African Politics and they will debate the impact of geography, colonialism and ethnic structure on state-building. The course covers topics such as ideologies in Africa, Military interventions in African politics, external influence on African politics, and the African Union. *Prerequisite: Junior Standing (108 ECTS)*

IR337 Russian and Post Soviet Politics

ECTS 6

The course provides an overview of Russian domestic and foreign politics and explains the relationship between domestic politics and foreign policy in post-Soviet space. Students will evaluate the role of Russia and the former Soviet states in regional and global politics, and will examine Russian debates between Westernizers, Slavophiles, and Eurasians. The course cover topics such as: the making of Russian foreign policy, the China and Asian vector, Russian Eurasianism, Eurasian Economic Unionism, and the Russian-Ukrainian War. *Prerequisite: Junior Standing (108 ECTS)*

IR339 Latin America in World Politics

ECTS 6

The course provides an introduction to the political dynamics of Latin America and trains students to think critically about the realities that Latin American currently faces. Students will examine the influence of state and non-state actors in Latin American politics and evaluate the role of the military in politics and government. The course covers topics such as democracy and dictators, revolutions, social and political movements, US- Latin American relations, and the political economy of Latin America. *Prerequisite: Junior Standing (108 ECTS)*

IR341 Special Topics in Asian Politics

ECTS 6

The course provides overview of contemporary political issues and concerns in the region as well as development of international relations of Asia. The students will discuss impact of global processes on Asia and current and prospective challenges and opportunities facing by Asian states and societies. The course cover topics such as International Relations of Asia, the evolving Asian system, Asian regional security institutions, nuclear politics in Asia, human rights development etc. *Prerequisite: Junior Standing (108 ECTS)*

IR461 Conflict Analysis

ECTS 6

The course analyzes the origins of conflict and violence. It also examines the conditions for peace along with different approaches to ending international conflicts. Students will evaluate the strengths and weaknesses of competing approaches to peace making and conflict resolution. They will come to understand the differing theories of justice and its basic forms. The course covers topics such as reasons for wars, geography of conflicts, active armed conflicts, UN peace keeping missions etc. *Prerequisite: Senior Standing (168 ECTS)*

IR462 Ethnicity and Ethnic Conflicts

ECTS 6

The course gives students an understanding of key concepts of ethnicity and ethnic conflicts and examines contemporary theories of civil conflict and violence. Students will analyze complex relationship between religious, ethnic, and national identities and identify the origins and dynamics of specific cases of conflicts. the course covers topics such as ethnicity and nationalism, what causes ethnic conflicts, who fights in ethnic conflicts, levels of analysis and ethnic conflict etc. *Prerequisite: Senior Standing (168 ECTS)*

IR463 Migration, Refugees and Diasporas

ECTS 6

The course introduces students to global trends in international migration and explores the various processes and issues related to migration, refugees, and diasporas. Students will assess the dynamics of international migration and integration in a comparative perspective. The course covers topics such as theories of migration, migration in Europe since 1945, new ethnic minorities and society, types of forced migration, and causes of displacement. *Prerequisite: Senior Standing (168 ECTS)*

IR464 Studies in Genocide

ECTS 6

The course provides overview of the key concepts in the study of genocide and encourages students to think about the causes of genocide. Students will analyze genocide in its historical, political, cultural, social and economic dimensions. The will also be able to explain political, intellectual, social, and cultural forces that have shaped the genocides. The course covers topics such as the concept of genocide, state and genocide, strategies of intervention and prevention, the Holocaust, genocides in Bosnia and Kosovo, and genocides in Africa. *Prerequisite: Senior Standing (168 ECTS)*

IR465 Political Violence and Terrorism

ECTS 6

The course provides an overview of a wide range of topics and theories dealing with political violence and explores various theories on political violence and terrorism. Students will evaluate the political context of contemporary terrorism and political violence and understand the emergence of terrorism

and political violence in different parts of the world. The course covers topics such as root causes of terrorism, the history of terrorism and political violence, victims and innocents, and state-sponsored terrorism. *Prerequisite: Senior Standing (168 ECTS)*

IR466 Civil – Military Relations

ECTS 6

The course examines theories of civil-military relations and provides an overview of political relationships between the military and other institutions. Students will identify the different patterns of civil-military interactions and assess the military's role in political development. The course covers topics such as conceptualizing civil-military relations, civil-military relations in comparative perspective, security sector reform, and the importance of keeping the military out of domestic politics. *Prerequisite: Senior Standing (168 ECTS)*

IR467 Energy Security

ECTS 6

The course explores how countries shape strategies to meet their energy needs. It examines the intersection between international security, politics, and energy issues. Students will compare and contrast various global energy policies and interpret competing policy approaches towards global energy challenges. The course covers topics such as global energy outlook, energy security and markets, European gas supplies security, gulf region, the Ukraine conflict and its impact on energy security, along with issues related to the Iran vs. Saudi Arabia/Israel/US axis. *Prerequisite: Senior Standing (168 ECTS)*

IR470 Work Placement/Internship

ECTS 6

The internship provides an opportunity for students to learn through practical experience. While the internship experience is invaluable as a means of professional networking and career advancement, the internship ought to help students make connection between their regular classroom work and their possible profession. The course provides the student with an opportunity to explore career interests related to the field of international relations while applying their knowledge, skills, and competencies gained in the classroom in a work setting. *Prerequisite: Junior Standing (108 ECTS)*

IR471 Economic Diplomacy

ECTS 6

The course provides an understanding of the evolving nature of economic diplomacy and exposure to the process and content of negotiations. Students will acquire a range of theoretical approaches to understanding economic diplomacy and assess current trends in the framework conditions of international trade and economic exchanges. The course covers topics such as how governments conduct economic diplomacy in practice, NGOs in economic diplomacy, European union economic diplomacy, negotiating preferential trade agreements, climate change negotiations etc. *Prerequisite: Senior Standing (168 ECTS)*

IR472 Human Rights

ECTS 6

The course explores growing importance of human rights in international politics and provides an overview to human rights philosophy, principles, instruments and institutions. Students will explain key reasons why theory and practice are different in the area of human rights and interpret issues of human rights to explain universal versus cultural perspectives. The course covers topics such as global

applications of human rights norms, human rights and foreign policy, critique of human rights concept, economic globalization and human rights etc. *Prerequisite: Senior Standing (168 ECTS)*

IR474 Gender in International Relations

ECTS 6

The course explores various feminist and non-feminist approaches to the study of gender, femininity and masculinity in world politics and introduces students to gender analysis of global politics. Students will analyze links between gender, conflict and peace and apply theoretical models and perspectives to analyze and explain historical events, actors, institutions and the behavior of states. The course covers topics such as feminist international relations, sexual violence in war, gender and human rights, transitional feminist politics etc. *Prerequisite: Senior Standing (168 ECTS)*

IR475 Ethics in International Politics

ECTS 6

The course examines the different theoretical approaches to ethical questions in international politics. Student will examine recent and contemporary examples of international ethical conflicts and analyze the various effects of the global ethic on international politics. The course cover topics such as morality and foreign policy, ethics and global society, ethics of war, ethics of international economic relations, world poverty and human rights etc. *Prerequisite: Senior Standing (168 ECTS)*

IR476 Global Environmental Issues

ECTS 6

This course explores how conflicting political, economic, and social interests and values contend for influence and exert power in the realm of environmental policy. We look at the ways in which local/regional, national, and international governmental institutions, non-governmental organizations and interest groups, and the public interact in defining environmental problems, and formulating and implementing solutions. The course covers different international environmental agreements, global climate challenges, biodiversity and natural resources, human security, vulnerability, and global environmental change. *Prerequisite: Senior Standing (168 ECTS)*

IR477 Conspiracy Theories in International Relations

ECTS 6

The course explores the factors that make people vulnerable to political misinformation and conspiracy theories. Students will evaluate influence of conspiracy theories on international politics. They will identify the factors that promote the belief in conspiracy theories and assess the ways in which elites may promote false or unsupported claims and use it for foreign policy. The course will explore anatomy of conspiracy theory, psychology and conspiracy theory, actual conspiracies, perceived conspiracies and historical wrongs, the state as conspiracist, and new world order conspiracies. *Prerequisite: Senior Standing (168 ECTS)*

IR478 Islam in World Politics

ECTS 6

This course will teach students about the various stands of Islamic politics. They will become familiar with the different cases of Islam and politics in specific countries in the Muslim world and differentiate between the different iterations of Islam in case-specific national contexts. Throughout the course, students will engage with the recent literature that discusses the various parameters of Islamic governance/politics. In the end, they will identify the various strands of Islamic political thought in the

Muslim world today. This senior level course aims to provide students the opportunity to integrate and build upon what they have learned in their earlier courses. *Prerequisite: Senior Standing (168 ECTS)*

IR491 Graduation Project

ECTS 12

The IR Graduation Project provides student the opportunity to integrate and build upon what they have learned during their studies. Students will first prepare a proposal and find a suitable mentor willing to supervise their project. After mentor approval the student will proceed with their research and writing. During the project, students will prepare, develop, and write a suitable a graduation project that will be graded by the mentor. The student will be expected to regularly consult with their mentor prior to submitting their final, solo-authored original research project. All final projects must be a certain minimum length approved by the mentor and the IR program more generally. As a general rule of thumb, the expected length is usually between 20,000-25,000 words except in exceptional cases. *Prerequisite: (1) Minimum 2.5 cGPA; (2) student in their last semester of Cycle I studies, and; (3) prior approval from a faculty member willing to mentor the student's project. Only if all 3 conditions are met will the student be permitted to register for IR491.*

M

MAN102 Introduction to Management

ECTS 6

This course is designed to introduce students to management concepts and to provide tools in analyzing and solving management problems that managers face in the industry (this will include using business cases and doing qualitative or quantitative analysis). The course is organized around four main functions of management such as planning, organizing, leading, and controlling. *No prerequisite*

MAN201 Introduction to Management Science

ECTS 6

This course aims to introduce and teach students about mathematical model construction, spreadsheet modeling using Excel Solver, and interpretation of Solver output. The students will also learn about other decision-making tools such as decision trees and simulation. *Prerequisite: MAN102*

MAN205 Marketing

ECTS 6

Marketing course is designed to prepare students to strategically think about marketing in contemporary business by recalling and applying integrating concepts about consumer needs, marketing information, product development, pricing, distribution, and promotion. *Prerequisite: MAN102*

MAN218 Personal Finance

ECTS 6

The purpose of this course is to provide the student with an introduction to the various concepts associated with personal finance. A broad range of topics will be covered. The course is geared toward practical knowledge that is necessary for financial decision making in everyday life. *Prerequisite: Junior Standing (108 ECTS)*

MAN231 Financial Accounting

ECTS 6

Financial Accounting course enables students to acquire new conceptual and applied knowledge of financial accounting, theoretical and practical skills that lead to a stronger understanding of purposes

of accounting. In-depth, it provides insight into core issues like the recording business activities- the source of accounting information, measuring revenues and expenses, transaction analysis, reporting earnings and financial position, reporting cash flows and the time value of money. *Prerequisite: MATH100*

MAN302 Human Resource Management

ECTS 6

This course is designed to provide students with an opportunity to gain knowledge about the human resource management (HRM) field and its importance in a business context. This course covers all important functions of HRM, such as managing workflows and job analysis, staffing, employee development, compensation, and governance. *Prerequisite MAN102*

MAN303 Entrepreneurship and Small Business Management

ECTS 6

This course addresses the issues faced by managers who wish to turn opportunity into viable organizations that create value, and empowers students to develop their approaches, guidelines, and skills for being entrepreneurial managers. This course aims to introduce the students to the growing application of several tools, methods, and processes to help control and effectively manage new venture businesses and innovation activities. *Prerequisite MAN102*

MAN304 Organizational Behavior

ECTS 6

This course aims to introduce students to organizational behavior (OB) from an interdisciplinary perspective. Therefore, this course gives students exposure to its complementary sciences, such as psychology, managerial psychology, sociology, and anthropology. This course analyzes OB as complex science at an individual, group/team and organizational level(s) where it addresses interested theories of motivation along with needs theories, the concept of power, conflict, and politics. *Prerequisite MAN102*

MAN305 Organization Theory

ECTS 6

This course provides students with an in-depth understanding of organizations and organizational effectiveness. The students will develop the capability of understanding, designing, and managing organizations. The central topics of this course are the organizational purpose and structural design, open system design elements, internal design elements, and managing the dynamic process. *Prerequisite MAN102*

MAN321 Managerial Accounting

ECTS 6

The course introduces the students to the design of accounting procedures and systems that support managerial planning and control of operations. It covers topics such as cost classifications, definitions, and behavior; design and analysis of product cost systems and product mix decisions; cost-volume-profit relationships; overhead cost allocations; developing cost standards and responsibility accounting systems; variance analysis; and introduction to activity-based costing. *Prerequisite MAN231*

MAN325 Money and Banking

ECTS 6

The course provides students with an opportunity to gain a theoretical understanding of the main concept of the financial system, financial institutions, peculiarities of money and Monetary theory and

policy. The practical topics covered in the course include the main determinants of interest rates in the financial markets, transmission mechanisms of monetary and fiscal policy, the tools and targets of monetary policy, the demand for and supply of money. *Prerequisite* [ECON202](#)

MAN328 Sales Management

ECTS 6

The course is designed to analyze the elements of an effective sales force as a key component of the organization's total marketing effort. The course is concerned with how to manage a sales force to maximize overall sales performance in terms of both effectiveness and efficiency. The course will extend student's understanding of marketing's reach by discussing the topics, such as the sales process, the relationship between sales and marketing, sales force structure, customer relationship management (CRM), use of technology to improve sales force effectiveness, and issues in recruiting, selecting, training, motivating, compensating and retaining salespeople. *Prerequisite:* [MAN205](#)

MAN331 Contemporary Management

ECTS 6

This course provides an intermediate level of management concepts, techniques, and practices of the business environment within the dynamic world with special reference to the application of management functions on process approaches. It discusses management functions and activities, including planning, organizing, directing, and controlling. Understanding Contemporary management theories will help students understand and apply lessons learned from the theory that are applicable in practice. This course is intended to provide students with a framework for analyzing the nature of managerial works and identifying key managerial success factors in the new competitive business landscape. *Prerequisite* [MAN102](#)

MAN332 Business Law

ECTS 6

The goal of this course is to introduce students to the business law concepts (i.e. The Nature and Sources of Law, The Legal System and the Legal Environment of Business, Business Ethics, Social Forces and the Law). This course provides tools in analyzing and solving Business Law problems such as types of Business Organizations, Labor-Employer Legislation, Personal Property, Real Property, Life-Cycle of Business Entity and Insurance. This course introduces students to the concept of Law and Business law, understanding of need as to why we have laws, list the sources of law and distinguish among crimes, torts, ethics, and Business Ethics. Students shall be able to explain as to why the government regulates business. *No prerequisite*

MAN345 Organizational Leadership

ECTS 6

The purpose of this course is to provide general familiarization with organizational leadership. The focus of this course is to build and extend the knowledge base in key areas of organizational leadership, such as indicators of leadership effectiveness, an overview of major research approaches, and conceptualization level(s) of leadership theories. This course shall enable students to get insights into managerial traits and skills, nature of managerial work, perspectives of effective leadership behavior and participative leadership, delegation and empowerment. *Prerequisite* [MAN102](#)

MAN352 Consumer Behavior

ECTS 6

The main goal of this course is to introduce students to consumers, consumer behavior in the market place, and their impact on marketing strategy by discussing the principal factors that influence consumers as individuals and decision-makers with an application to the buying decision process.

Prerequisite [MAN102](#)

MAN359 Research Methods in Business

ECTS 6

This course aims to provide students with a new and interactive way of introducing business research. The course will help students develop research skills, properly understand research ethics, research philosophy, and the role of theory. This course shall enable students to obtain sound insights into the literature review and introduction to quantitative and qualitative research methodology and design. In conclusion, this course shall prove useful in familiarizing the students with populations and sampling, data management, data analysis, research proposal writing and completing and presenting the entire research. *Prerequisite* [ECON221](#)

MAN371 The Principles of Travel and Tourism

ECTS 6

The main aim of this course is to introduce students to the tourism industry and its operations. This course focuses on the operational aspects of tourism management and provides students with an understanding of the methods by which all the resources of the organization operating in the tourism environment are brought together to provide the desired level of service. The course aims to foster an appreciation of the impact of operational policy on the business and associated stakeholders with emphasis placed on discussing business practice and its consequential effect on customers, employees, shareholders, and other interest groups. *Prerequisite: Junior Standing (108 ECTS)*

MAN402 Strategic Management

ECTS 6

The Strategic Management course is designed to integrate and apply as much of students' knowledge and experience in the context of the development of Business Policy and the practical application of Strategic Management. The problems and issues of strategy formulation and implementation cover the whole spectrum of business and management. Weighing the pros and cons of strategy entails a total enterprise and a skill for judging how all of the relevant factors add up to shape what actions need to be taken. This makes the study of strategic management quite fun and challenging, as it is a "big picture" course that will require you to constantly tap into your experience and knowledge of all areas of business and integrate that knowledge to craft and implement the most appropriate strategic plan. *Prerequisite* [MAN102](#)

MAN403 Special Topics in Business

ECTS 6

The main objective is to provide students with current and challenging business issues and make them to critically reflect on the research opportunities that those challenges provide. The course introduces fundamental quantitative methods for answering different business questions using cross-sectional data with one observation per unit of analysis (e.g., persons, families, firms, countries). *Prerequisite: Junior Standing (108 ECTS)*

MAN406 Innovation Management

ECTS 6

This course combines the theory and experiential assignments to introduce students to the main concepts of creativity and innovation. Students will learn various tools to promote creativity within themselves and others, processes to increase innovation, how to contribute to a creative team, how to manage creativity, and how to establish a culture of creativity within an organization. As a result, students should have a greater understanding of and appreciation for the creative/innovative processes and be better able to harness and direct those forces for themselves and others. This course prepares students to contribute uniquely and productively to today's entrepreneurial and organizational demands. *Prerequisite: Junior Standing (108 ECTS)*

MAN409 Operations Management

ECTS 6

Operations management encompasses decisions related to the production of goods and services. This course exposes students to issues such as product and process design, capacity planning, inventory planning, and quality management at varying levels of decision making from strategic to operational. In addition to the introduction of basic concepts, analytical tools for supporting good decision-making are also introduced. *Prerequisite: Junior Standing (108 ECTS)*

MAN434 Business Communication

ECTS 6

This course highlights the theory and practice of written, oral, and interpersonal communication used in the workplace with the emphasis on composing clear, concise, and effective business correspondence. *Prerequisite: ELIT200*

MAN442 E-Business

ECTS 6

This course describes the basic principles of e-business technologies by providing good working knowledge of e-business concepts, applications, and technologies (e.g. e-business marketplace, e-Commerce, B2B e-business, e-learning, e-government, and online payments). Besides, students are provided with an opportunity to understand how to initiate and launch an online business. *Prerequisite: Junior Standing (108 ECTS)*

MAN443 International Marketing

ECTS 6

This course is designed to familiarize students with the conceptual framework for international marketing and the business environment (economic, socio-cultural, political, legal and regulatory) in which global companies must operate. The course is real-world based and the emphasis is more on "how-to-do-it" rather than "what-to-do". *Prerequisite MAN205*

MAN445 Customer Relationship Management

ECTS 6

This course aims to provide students with knowledge regarding fundamental aspects of developing and managing customer relationships. The course introduces students to the tools commonly used for developing and implementing CRM programs. *Prerequisite MAN102*

MAN446 Service Marketing

ECTS 6

The core of this course is that services pose unique challenges and require a distinctive approach to marketing strategy - both in its development and execution. Therefore, this course builds upon and

expands the marketing management concepts and models and adapts them to the services sector.

Prerequisite [MAN205](#)

MAN453 Project Management

ECTS 6

This course provides a systematic and thorough introduction to all aspects of project management. Projects are an increasingly important aspect of modern business, so we begin with the relation between projects and the strategic goals of the organization. Within this course, we discuss the technical, cultural, and interpersonal skills necessary to successfully manage projects from start to finish. The course emphasizes that project management is a professional discipline with its tools, body of knowledge, and skills. Concepts are reinforced by case studies covering a wide variety of project types and industries. *Prerequisite: Junior Standing (108 ECTS)*

MAN454 Logistics and Supply Chain Management

ECTS 6

This course provides a practical, management perspective of the following areas of logistics: distribution, transportation, order fulfillment, sales, and operations planning, importing/exporting, global logistics, introduction to logistics portions of ERP systems, third party logistics, managing people & change within the supply chain, the greening of the supply chain, key performance indicators, and recent supply chain technologies such as RFID. *Prerequisite: Junior Standing (108 ECTS)*

MAN461 Management Information System

ECTS 6

The course aims to introduce students with the importance of IT in today's business environment. Besides, the course aims to introduce students with different types of information systems that are highly used by different types of businesses to help them recognize opportunities, make a decision and eventually gain competitive advantage. Also, the course provides information that helps students to recognize when the business must adopt a new information system and which developmental approach to use. *Prerequisite* [MAN102](#)

MAN464 Advertising Management

ECTS 6

This is an applied course with a complete immersion into the study and practice of advertising and promotion management within the context of the integrated marketing communications paradigm, where students develop and write a promotion plan. Topics covered include research and analysis of market situations and consumer behavior; positioning strategies; budget planning; promotion tools development and creation; event planning and promotion, and measuring promotion effectiveness.

Prerequisite [MAN205](#)

MAN470 Work Placement/Internship

ECTS 6

An internship experience provides the student with an opportunity to explore career interests while applying knowledge, skills, and competences gained in the classroom in a work setting. The experience also helps students gain a clearer sense of what they still need to learn and provides an opportunity to build professional networks. *Prerequisite* [Senior Standing \(168 ECTS\)](#)

MAN499 Graduation Project

ECTS 6

This course aims to guide students to search and select related research topics for the individual project which explores a set of research questions related to the field of management and business. It is designed to help students complete the graduation project and prepare them for the oral defense. This course is performed through supervising via regular meetings with an appointed advisor.

Prerequisite [CGPA>2.5](#)