



**Marketing (BMKT)**

**First Year**

**Fall Semester**

Code	Title	Credits	Prerequisites	Corequisites
BMGT210	Introduction to the World of Business	3	ENGL101	
BSTA205	Introduction to Business Statistics	3	MATH100	
BMTH210	Business and Managerial Math	3	ENGL051 - MATH100	
CSCI200	Introduction to Computers	3	ENGL051	
ENGL201	Composition and Research Skills	3	ENGL151	
BACC210	Principles of Accounting I	3	ENGL051	
Total		18		

**Spring Semester**

Code	Title	Credits	Prerequisites	Corequisites
BMKT300	Marketing Theory and Principles	3		ENGL201
BMGT200	Introduction to Business Management	3		BMGT210 - ENGL201
ENGL251	Communication Skills	3	ENGL201	
BMIS300	Management Information Systems	3	CSCI200	ENGL201
BACC260	Principles of Accounting II	3	ENGL051 - BACC210	
BECO210	Introduction to Microeconomics	3	ENGL051 - ENGL101 - BMTH210	
Total		18		

**Second Year**

**Fall Semester**

Code	Title	Credits	Prerequisites	Corequisites
BMGT300	Introduction to Business Law	3	ENGL201	
	Elective	3		
BFIN300	Business Finance	3	BMTH210 - ENGL201	
BMKT350	Consumer Behavior	3	BMKT300	
	Elective	3		
BECO260	Introduction to Macroeconomics	3	ENGL101 - BMTH210	
Total		18		

**Spring Semester**

Code	Title	Credits	Prerequisites	Corequisites
	Elective	3		
BMGT315	Human Resource Management	3	BMGT200	
BSTA305	Advanced Business Statistics	3	ENGL151 - BSTA205	
IMKT400	International Business Marketing	3	BMKT300	
BMKT315	Integrated Marketing Communication	3	BMKT300	
Total		15		

**Third Year**

**Fall Semester**

Code	Title	Credits	Prerequisites	Corequisites
BMGT380	Business Ethics	3	BMGT200	
BMKT420	Customer Service Management	3	BMKT300	
BMKT490	Marketing Policies and Strategies	3	BMKT300	
	Elective	3		
BMKT456	Sales Management	3	BMKT300	

Total		15		
<b>Spring Semester</b>				
<b>Code</b>	<b>Title</b>	<b>Credits</b>	<b>Prerequisites</b>	<b>Corequisites</b>
	Elective	3		
BMKT497	Retailing & Merchandising Management	3	BMKT456	
CULT200	Introduction to Arab - Islamic Civilization	3		
BMKT360	Market Research Methods	3	BSTA305 - BMKT300	
ARAB200	Arabic Language and Literature	3		
Total		15		
<b>Major Elective Courses</b>				
<b>Code</b>	<b>Title</b>	<b>Credits</b>	<b>Prerequisites</b>	<b>Corequisites</b>
ADVR300	Advertising Theory & Practice	3	BMKT300	
ADVR348	Advertising Pitching	3	BMKT315 - ADVR300	
ADVR350	Advertising Copywriting	3	BMKT300 - ADVR300	
ADVR410	Advertising & Sales Promotion	3	BMKT300	
BACC360	Managerial Accounting	3	ENGL201 - BACC260	
BACC410	Intermediate Accounting	3	ENGL201 - BACC260	
BACC420	Tax Accounting	3	ENGL201 - BACC260	
BECO305	Intermediate Microeconomics	3	BECO210 - ENGL201	
BECO340	Intermediate Macroeconomics	3	BECO260 - ENGL201	
BECO365	Growth Models and Policy	3	BECO340	
BECO385	Econometrics	3	BSTA305 - BECO260 - BECO210	
BECO400	Labor Economics and Market Structures	3	BECO305	
BECO430	International Economics and Trade	3	ENGL201 - BECO260	
BECO490	Applied Econometrics	3	BECO385	
BFIN350	Financial Management	3	BFIN300	
BFIN360	Financial Reporting and Analysis	3	BFIN300	
BFIN380	Introduction to Islamic Banking	3	BFIN300	
BFIN400	Financial Modeling	3	BFIN300	
BFIN420	Lending Decision	3	BFIN350	
BFIN430	International Banking and Finance	3	BFIN300	
BFIN440	Banking Operations	3	BFIN300	
BFIN450	Investment Banking	3	BFIN350	
BFIN470	Financial Markets and Institutions	3	BFIN350	
BHTM300	Travel Industry Management	3	ENGL201	
BHTM305	Introduction to Hospitality & Tourism Industry	3		ENGL201
BHTM360	Hospitality and Tourism Purchasing	3	BHTM305	
BHTM370	Sanitation and Health in Food Service	3	ENGL201	
BHTM375	International Cuisine	3	ENGL201	
BHTM400	Hospitality Facilities Management	3	BHTM305	
BHTM421	Travel Agency Management (+Amadeus)	3	ENGL201	
BHTM445	Conventions and Meetings Management	3	BMGT200 - ENGL201	
BHTM490	Catering Management	3	BHTM370 - BHTM305	
BMGT317	New Roles of Leaders and the Creation of Healthy Organizational Cultures	3	BMGT200	
BMGT350	Trends of Business	3	ENGL201 - BMGT200	
BMGT365	Management and Organization Theory	3	BMGT200	
BMGT450	Commercial Bank Management	3	BFIN300 - BMGT200	
BMGT470	Total Quality Management	3		
BMIS310	Business Telecommunications	3	BMIS300 - CSCI200	BMIS320
BMIS320	Data Management	3	CSCI200	

BMIS355	Quantitative Methods of Business Decisions	3	ENGL201 - BSTA205	
BMIS360	Operations Management	3	BMIS300	
BMIS370	System Analysis and Design	3	BMIS320	
BMIS400	E-Business	3	BMIS300	
BMIS470	Decision Support Systems	3		
IMG420	International Business Law	3	BMGT300	
IMG430	International Business Management	3	BMGT200	