

# Northern Technical University



## الجامعة التقنية الشمالية

*First Cycle – Bachelor's degree (B.Tec.) –Business administration  
Techniques*

بكالوريوس تقنيات ادارة الاعمال



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### 1. Overview

This catalogue is about the courses (modules) given by the program of **Business management** techniques to gain the Bachelor of technical observations. The program delivers (56) Modules with (6000) total student workload hours and 240 total ECTS. The module delivery is based on the Bologna Process.

نظرة عامة

يتناول هذا الدليل المواد الدراسية التي يقدمها برنامج تقنيات ادارة الاعمال للحصول على درجة بكالوريوس ملاحظ فني. يقدم البرنامج (56) مادة دراسية (اجبارية واختيارية)، مع (٦٠٠٠) إجمالي ساعات حمل الطالب و ٢٤٠ إجمالي وحدات أوروبية. يعتمد تقديم المواد الدراسية على عملية بولونيا.

### 2. Undergraduate Courses 2024-2025

#### Module 1

| Code                                                                                                                                                                                                                                                                                                                                                       | Course/Module Title    | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|-------------|
| TCMM 107                                                                                                                                                                                                                                                                                                                                                   | Principles of Economic | 6             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                               | Lect/Lab./Prac./Tutor  | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                          | 2                      | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                |                        |               |             |
| This module introduces students to the fundamental concepts of microeconomics and macroeconomics. Focusing on how economic principles impact technology management, students explore topics such as supply and demand, market structures, economic cycles, fiscal policies, and the influence of economic factors on technology innovation and deployment. |                        |               |             |

**Module 2**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Course/Module Title      | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------|-------------|
| TCMM 104                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Principles of Management | 6             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Lect/Lab./Prac./Tutor    | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2                        | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                          |               |             |
| This course covers the essential theories and practices of management, emphasizing the skills necessary to lead and manage in the dynamic field of information technology. Topics include strategic planning, organizational behavior, leadership, control mechanisms, and change management. The module prepares students to effectively manage resources, projects, and teams in Business environments, fostering skills that promote efficiency and innovation within tech-driven organizations. |                          |               |             |

**Module 3**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Course/Module Title      | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------|-------------|
| TCMM 105                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Principles of statistics | 8             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Lect/Lab./Prac./Tutor    | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 5                        | 108           | 6.13        |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                          |               |             |
| Tailored for Business management students, this course covers statistical methods that are vital in analyzing data and informing decision-making in technology-driven businesses. Topics include descriptive statistics, probability, hypothesis testing, and regression analysis. This knowledge is fundamental for Business managers to make data-driven decisions and to apply statistical tools in optimizing business operations and technology strategies. |                          |               |             |

**Module 4**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Course/Module Title   | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 109                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | computer Skills       | 76            | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2                     | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                       |               |             |
| This course introduces the foundational concepts and applications about computers, including their components and functions, Help students differentiate between data and information and understand the importance of both in information processing. Analyze the Relationship between Technology and Society, Explore the social and economic impacts of using computers and the internet. Understand how to utilize cloud computing services and their importance in business and everyday life. |                       |               |             |

**Module 5**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Course/Module Title        | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|---------------|-------------|
| NTU 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Human rights and democracy | 2             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Lect/Lab./Prac./Tutor      | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                          | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                            |               |             |
| <p>in this module, students explore the principles of human rights and democracy, particularly in the context of information technology. The course discusses ethical considerations, legal frameworks, and the role of technology in promoting transparency and democratic processes. It also covers issues related to privacy, surveillance, and the digital divide. This knowledge is crucial for future IT managers to ensure that technology deployment upholds democratic values and human rights.</p> |                            |               |             |

**Module 6**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Course/Module Title   | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| NTU 101                                                                                                                                                                                                                                                                                                                                                                                                                                                            | English Language(1)   | 2             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 0                     | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                       |               |             |
| <p>Designed for students in business management, this course focuses on enhancing proficiency in English, with an emphasis on terms and contexts relevant to the tech industry. It includes technical reading, writing, speaking, and listening skills, aimed at improving communication in professional and technical settings. This module is crucial for students to effectively engage with global Business literature, documentation, and collaborations.</p> |                       |               |             |

**Module 7**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Course/Module Title     | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| NTU 102                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Computer Principles (1) | 3             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 2                       | 62            | 0.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                         |               |             |
| <p>This foundational course provides an overview of basic computer concepts and operating systems, tailored for students in Business Management techniques. It covers hardware components, software applications, data storage, and basic network configurations. The module is designed to equip students with a practical understanding of how computer systems function and interact, which is essential for managing and optimizing resources in any business environment.</p> |                         |               |             |

**Module 8**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title   | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| NTU 103                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Arabic Language 1     | 2             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 0                     | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                       |               |             |
| ocused on enhancing linguistic skills within a technical and managerial context, this course develops proficiency in Arabic reading, writing, and communication. It is particularly structured to support students in Information Techniques Management, emphasizing terminology used in business and technology settings. This module aids in effective communication across diverse professional environments, essential for regional operations and collaborations. |                       |               |             |

**Module 9**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Course/Module Title      | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------|-------------|
| TCMM 106                                                                                                                                                                                                                                                                                                                                                                                                                                              | Principles of Accounting | 7             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                          | Lect/Lab./Prac./Tutor    | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 5                        | 108           | 4.46        |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                           |                          |               |             |
| This course introduces basic accounting principles, focusing on their applications within the technology sector. Students learn about financial statements, budgeting, cost management, and financial decision-making processes relevant to projects and enterprises. The module is crucial for Business managers to oversee financial aspects of technology deployments and to ensure projects align with fiscal guidelines and business objectives. |                          |               |             |

**Module 10**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Course/Module Title   | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 108                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Mathematics           | 7             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 2                     | 93            | 5.46        |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                       |               |             |
| Tailored for Business Management Techniques students, this module focuses on mathematical concepts applicable to technology and management. It includes studies in algebra, calculus, probability, and statistics, providing the quantitative tools necessary for data analysis, decision making, and problem solving in Business management. The course is designed to strengthen analytical skills that are crucial for optimizing systems and interpreting data trends within the technology sector. |                       |               |             |

**Module 11**

| Code                                                                                                                                                                                                                                                                                                                                                                                | Course/Module Title     | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| BMT110                                                                                                                                                                                                                                                                                                                                                                              | Administrative Readings | 7             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                        | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                   | 2                       | 93            | 5.46        |
| Description                                                                                                                                                                                                                                                                                                                                                                         |                         |               |             |
| This course is designed to provide students with a comprehensive understanding of fundamental concepts and theories in the field of administration and management. Through a carefully curated selection of readings, students will explore various administrative theories, practices, and case studies that are essential for effective leadership in contemporary organizations. |                         |               |             |

**Module 12**

| Code                                                                                                                                                                                                                                                                                                                                                                                     | Course/Module Title   | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT111                                                                                                                                                                                                                                                                                                                                                                                   | Sports                | 2             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                             | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                        | 1                     | 32            | 2.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                              |                       |               |             |
| This physical education module promotes health and wellness, emphasizing the importance of physical activity for students in demanding academic and professional environments. It offers various sports activities that help in building teamwork, leadership, and stress management skills—attributes beneficial for future managers in the high-pressure Business management industry. |                       |               |             |

**Module 13**

| Code                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title   | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT112                                                                                                                                                                                                                                                                                                                                                                                                 | Managerial Economics  | 2             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                                      | 1                     | 32            | 2.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                            |                       |               |             |
| This course integrates economic theory with business practices to facilitate managerial decision-making. This course provides students with analytical tools and frameworks to understand the economic environment within which businesses operate. It emphasizes how managers can utilize economic principles to make informed decisions that enhance organizational performance and competitiveness. |                       |               |             |

**Module 14**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Course/Module Title               | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------------|-------------|
| BMT 202                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Principle of operation management | 6             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Lect/Lab./Prac./Tutor             | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 2/1                               | 93            | 3.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                   |               |             |
| <p>Operations management focuses on efficiently converting resources into goods and services. Effective operations management combines these principles to optimize processes, enhance customer satisfaction, and improve overall organizational performance.</p> <p>Here are key principles: Efficiency, Effectiveness, Quality Management, Supply Chain Management, Capacity Planning, Process Design, Forecasting, Inventory Management Lean Management, Sustainability.</p> |                                   |               |             |

**Module 15**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Course/Module Title          | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------|-------------|
| BMT 202                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Principle of Human Resources | 5             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Lect/Lab./Prac./Tutor        | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 2                            | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                              |               |             |
| <p>The Principle of Human Resources revolves around the effective management and development of an organization's workforce. In essence, the Principle of Human Resources is about strategically managing an organization's most valuable asset—its people—to drive success and foster a thriving workplace culture. It encompasses several key components: Recruitment and Selection, Training and Development, Performance Management, Employee Engagement and Retention Compensation and Benefits, Diversity and Inclusion, Compliance and Ethical Standards, Workforce Planning</p> |                              |               |             |

**Module 16**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Course/Module Title              | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|---------------|-------------|
| NTU 200                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Crimes of Al-Baath Party in Iraq | 2             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor            | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | -                                | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                  |               |             |
| <p>The Ba'ath Party, which governed Iraq under Saddam Hussein from 1968 until the 2003 invasion, is associated with a range of serious human rights abuses and crimes. The legacy of the Ba'ath Party's crimes continues to impact Iraq today, contributing to ongoing sectarian tensions and societal divisions. Here are some key aspects: Political Repression, Ethnic Cleansing, Terror and Torture; War Crimes, Suppression of Rebellion, Systematic Human Rights Violations, Economic Mismanagement and Corruption.</p> |                                  |               |             |

**Module 17**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title   | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| NTU 203                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Arabic Language 2     | 2             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 0                     | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                       |               |             |
| ocused on enhancing linguistic skills within a technical and managerial context, this course develops proficiency in Arabic reading, writing, and communication. It is particularly structured to support students in Information Techniques Management, emphasizing terminology used in business and technology settings. This module aids in effective communication across diverse professional environments, essential for regional operations and collaborations. |                       |               |             |

**Module 18**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Course/Module Title   | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| NTU 201                                                                                                                                                                                                                                                                                                                                                                                                                                                    | English Language(2)   | 2             | 1           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                               | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 0                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 0                     | 32            | 1.2         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                |                       |               |             |
| Designed for students in business managment, this course focuses on enhancing proficiency in English, with an emphasis on terms and contexts relevant to the tech industry. It includes technical reading, writing, speaking, and listening skills, aimed at improving communication in professional and technical settings. This module is crucial for students to effectively engage with global Business literature, documentation, and collaborations. |                       |               |             |

**Module 19**

| Code                                                                                                                                                                                                                                                                                                                                                                                              | Course/Module Title     | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| NTU 202                                                                                                                                                                                                                                                                                                                                                                                           | Computer Principles (2) | 3             | 2           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                      | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                                 | 2                       | 62            | 0.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                       |                         |               |             |
| This foundational course provides an overview of computer security and AI, The module will focus on the essential concepts of hardware and software, enabling students to comprehend the integral role of computers in IT management ,conducting research on security and network,an introduction to Artificial intelligent. AI smartphones and virtual assistance likes siri or Google Assistant |                         |               |             |

**Module 20**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Course/Module Title    | ECTS          | Semester    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|-------------|
| BMT 203                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Principle of Marketing | 6             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Lect/Lab./Prac./Tutor  | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1/ 2                   | 93            | 3.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                        |               |             |
| The principles of marketing revolve around understanding and satisfying customer needs while creating value. By delving into these principles, businesses can strategize for ultimate success in the marketplace, Key concepts include: Market Research., The Marketing Mix (4 Ps): Product, Price, Place, and Promotion, Segmentation, Targeting, and Positioning (STP), Value Creation, Customer Relationship Management (CRM), Branding, Digital Marketing. |                        |               |             |

**Module 21**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Course/Module Title                  | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|---------------|-------------|
| BMT 204                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Principle of Intermediate Accounting | 6             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Lect/Lab./Prac./Tutor                | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 2                                    | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                      |               |             |
| The principles of intermediate accounting build upon foundational accounting concepts and focus on more complex financial reporting and analysis. These principles enable accountants to delve deeper into financial reporting, ensuring compliance and providing useful information for decision-making. Key aspects include: Accrual Accounting., Financial Statements, Measurement and Recognition, Revenue Recognition, Investments and Valuation, Liabilities and Equity, |                                      |               |             |

**Module 21**

| Code                                                                                                                                                                                                                                                                                                                                                  | Course/Module Title   | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT314                                                                                                                                                                                                                                                                                                                                                | Crisis Management     | 3             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                          | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                     | 1                     | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                           |                       |               |             |
| Crisis management involves the strategic approach to preparing for, responding to, and recovering from unexpected events that threaten an organization's operations, reputation, or stakeholders. Effective crisis management minimizes damage, protects stakeholder interests, and can even strengthen an organization's resilience in the long run. |                       |               |             |

**Module 23**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Course/Module Title   | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 210                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Quantitative Methods  | 3             | 3           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                     | 17            | 1           |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |               |             |
| Quantitative methods refer to a range of statistical and mathematical techniques used to analyze numerical data. These methods are widely employed in various fields, including business, economics, social sciences, health sciences, and engineering. Quantitative methods provide a robust framework for making data-driven decisions, enabling organizations to analyze trends, test hypotheses, and optimize processes effectively. Key aspects include: Data Collection, Descriptive Statistics, Inferential Statistics, Statistical Modeling, Optimization Techniques, Simulation, Decision Analysis. |                       |               |             |

**Module 24**

| Code                                                                                                                                                                                                                                                                                                                                          | Course/Module Title          | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------|-------------|
| BMT 206                                                                                                                                                                                                                                                                                                                                       | Operation Management Advance | 6             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor        | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                             | 2/1                          | 93            | 3.8         |
| Description                                                                                                                                                                                                                                                                                                                                   |                              |               |             |
| Advanced operations management focuses on enhancing the efficiency and effectiveness of production and service delivery systems through sophisticated techniques and methodologies. By delving into these areas, advanced operations management aims for ultimate efficiency, competitiveness, and responsiveness in an ever-evolving market. |                              |               |             |

**Module 25**

| Code                                                                                                                                                                                                                                                                                                                                             | Course/Module Title     | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| BMT 207                                                                                                                                                                                                                                                                                                                                          | Human Resources Advance | 5             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                     | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                | 2                       | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                      |                         |               |             |
| Advanced human resources (HR) management involves strategic and sophisticated practices designed to optimize the workforce and align HR functions with overall business objectives. By focusing on these advanced HR practices, organizations can enhance their human capital, drive innovation, and achieve sustainable competitive advantages. |                         |               |             |

## Module 26

| Code                                                                                                                                                                                                                                                                                                                                                                 | Course/Module Title   | ECTS          | Semester    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 208                                                                                                                                                                                                                                                                                                                                                              | Marketing Advance     | 6             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                         | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                    | 1/2                   | 93            | 3.8         |
| Description                                                                                                                                                                                                                                                                                                                                                          |                       |               |             |
| Advanced marketing refers to sophisticated strategies and techniques used to understand and engage customers, optimize campaigns, and drive business growth. By leveraging these advanced marketing techniques, organizations can create more effective campaigns, build stronger customer relationships, and achieve sustainable growth in a competitive landscape. |                       |               |             |

## Module 27

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                        | Course/Module Title             | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| BMT 209                                                                                                                                                                                                                                                                                                                                                                                                                                     | Intermediate Accounting Advance | 6             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                           | 2                               | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                 |               |             |
| Intermediate Accounting, particularly at the advanced level, delves deeper into the complexities of financial reporting and accounting principles. Intermediate Accounting at an advanced level equips students and professionals with the skills to navigate intricate financial reporting issues, ensuring compliance with current accounting standards and enhancing their analytical abilities for effective financial decision-making. |                                 |               |             |

## Module 28

| Code                                                                                                                                                                                                                                                                                                                                                                                          | Course/Module Title   | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 306                                                                                                                                                                                                                                                                                                                                                                                       | Knowledge Management  | 4             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                             | 1                     | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                   |                       |               |             |
| Knowledge Management (KM) is a systematic approach to capturing, distributing, and effectively using knowledge within an organization. It aims to enhance organizational performance by leveraging information and expertise to improve decision-making, foster innovation, and create a competitive advantage. Knowledge Management is essential for organizations seeking to maximize their |                       |               |             |

intellectual capital. By effectively managing knowledge, organizations can enhance productivity, drive innovation, and create a culture of continuous learning and adaptation.

#### Module 29

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Course/Module Title   | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| TCMM 212                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Summer Training       | 0             | 4           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 0                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0                     | 0             | 0           |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                       |               |             |
| This practical module provides students with real-world experience through internships or project-based training in a professional setting. Students apply theoretical knowledge gained from their studies to solve practical problems, gaining insights into the workings of IT departments and businesses. This experience is crucial for developing professional skills and understanding industry expectations, enhancing employability upon graduation. |                       |               |             |

#### Module 30

| Code                                                                                                                                                                                                                                                                                                                     | Course/Module Title           | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|---------------|-------------|
| BMT 414                                                                                                                                                                                                                                                                                                                  | Management information system | 6             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                             | Lect/Lab./Prac./Tutor         | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                        | 2                             | 93            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                              |                               |               |             |
| A Management Information System (MIS) is a system designed to manage, process, and store data, helping organizations make informed decisions and streamline operations. MIS integrates people, processes, and technology to provide managers with the information needed to plan, control, and make strategic decisions. |                               |               |             |

#### Module 31

| Code                                                                                                                                                                                                                                                                                                   | Course/Module Title              | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|---------------|-------------|
| BMT 301                                                                                                                                                                                                                                                                                                | Principle of Organization Theory | 6             | 5           |
| Class (hr/w)                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor            | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                      | 2                                | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                            |                                  |               |             |
| Organization Theory is a field that studies how organizations function, are structured, and how they interact with their environments. The core principles of organization theory seek to explain how organizations achieve goals, operate efficiently, and adapt to change. Here's a breakdown of key |                                  |               |             |

principles: 1. Division of Labor, 2. Hierarchy, 3. Formalization, 4. Centralization vs. Decentralization, 5. Coordination, 6. Contingency Approach, 7. Systems Perspective, 8. Goal Orientation, 9. Efficiency and Effectiveness, These principles guide managers and researchers in understanding how organizations function and how they can be designed or modified to improve performance, adaptability, and sustainability.

#### Module 32

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Course/Module Title             | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| BMT 302                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Financial Management principles | 5             | 5           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2                               | 93            | 2.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                 |               |             |
| Financial Management Principles are foundational guidelines that help organizations and individuals manage financial resources effectively. These principles are essential for making informed decisions about how to use funds, control risks, and ensure financial stability. Here are the key principles of financial management: 1. Profitability and Value Maximization, 2. Liquidity and Solvency, 3. Time Value of Money, 4. Risk and Return, 5. Cost of Capital, 6. Diversification, 7. Matching Principle, 8. Capital Budgeting, 9. Cash Flow Management, 10. Leverage, 11. Financial Planning and Control, 12. Transparency and Accountability. These principles form the foundation of sound financial management, enabling organizations to achieve stability, growth, and long-term success. They guide managers in making strategic financial decisions while balancing profitability, risk, and liquidity. |                                 |               |             |

#### Module 33

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Course/Module Title         | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|---------------|-------------|
| BMT 303                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Costs Accounting principles | 5             | 5           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Lect/Lab./Prac./Tutor       | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 4                           | 93            | 2.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                             |               |             |
| Cost Accounting Principles are guidelines used to track, record, and analyze the costs associated with producing goods or services. These principles help businesses determine the cost of their operations, set pricing strategies, manage budgets, and control expenses. The core principles of cost accounting include the following: 1. Cost Classification, 2. Cost Allocation, 3. Cost Control, 4. Matching Principle, 5. Normal and Abnormal Costs, 6. Cost Object, 7. Marginal Costing, 8. Absorption Costing, 9. Standard Costing, 10. Opportunity Cost, 11. Cost-Volume-Profit (CVP) Analysis, 12. Activity-Based Costing (ABC), 13. Prudence Principle, 14. Consistency Principle, 15. Relevant Costs for Decision-Making. These principles guide businesses in understanding, analyzing, and managing their costs effectively. By applying these principles, organizations can make more informed decisions about pricing, production, and profitability, which ultimately contributes to better financial performance. |                             |               |             |

**Module 34**

| Code                                                                                                                                                                                                                                                                                                                                                                          | Course/Module Title             | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| BMT 304                                                                                                                                                                                                                                                                                                                                                                       | Reading computer 1(EXCEL basic) | 4             | 5           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                             | 1                               | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                   |                                 |               |             |
| Reading Computer 2 (Excel Basic) is an introductory-level course designed to equip learners with essential skills to create, edit, and manage spreadsheets using Microsoft Excel. The course focuses on the basic functionality of Excel, allowing participants to understand the structure of worksheets, input data, and perform simple calculations and data manipulations |                                 |               |             |

**Module 35**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title               | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------------|-------------|
| BMT 305                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Principle of Strategic Management | 6             | 5           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor             | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2                                 | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                   |               |             |
| Strategic Management is the process by which organizations define their strategy, set long-term objectives, and make decisions on how to allocate resources to achieve those objectives. It involves analyzing internal and external environments, formulating plans, implementing strategies, and evaluating performance to ensure that the organization remains competitive and successful in the marketplace. Key Components of Strategic Management: 1. Strategy Formulation (Vision and Mission, Environmental Analysis, Goal Setting) ,2. Strategy Implementation, 4. Competitive Advantage. Strategic management is essential for organizations to remain competitive, ensure long-term sustainability, and navigate complex and dynamic business environments. |                                   |               |             |

**Module 36**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title         | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|---------------|-------------|
| BMT 307                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Organization Theory Advance | 6             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor       | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2                           | 78            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                             |               |             |
| Organization Theory is a multidisciplinary field that studies how organizations function, are structured, and evolve. It aims to explain and predict how organizations behave in different contexts and why they are structured in particular ways. Below is an advanced description of key aspects of Organization Theory: 1. Historical Development of Organization Theory, 2. Major Frameworks in Organization Theory, 3. Key Themes and Debates in Contemporary Organization Theory Centralization |                             |               |             |

vs. Decentralization, Emerging Trends in Organization Theory, 5. Critical Perspectives. Advanced Organization Theory continues to evolve, integrating new insights from technology, global dynamics, and societal expectations. It offers a rich tapestry of perspectives for understanding the complexity of modern organizations and their role in a rapidly changing world.

#### Module 37

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Course/Module Title          | ECTS          | Semester    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------|-------------|
| BMT 308                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Financial Management Advance | 5             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Lect/Lab./Prac./Tutor        | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2                            | 93            | 2.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                              |               |             |
| Financial Management is the process of planning, organizing, directing, and controlling the financial activities of an organization or institution. It is a core function that ensures the efficient use of financial resources and aims to maximize shareholder value while balancing risk and profitability. An advanced understanding of Financial Management covers the theories, frameworks, and strategic decision-making processes that guide financial practices within complex, global, and dynamic environments. |                              |               |             |

#### Module 38

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Course/Module Title      | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------|-------------|
| BMT 309                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Costs Accounting Advance | 5             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor    | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2                        | 93            | 2.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                          |               |             |
| <b>Cost Accounting</b> is a specialized branch of accounting focused on capturing, analyzing, and managing the costs associated with producing goods or providing services. It plays a critical role in internal decision-making, helping organizations control costs, improve efficiency, and enhance profitability. Advanced <b>Cost Accounting</b> involves sophisticated techniques and tools used to analyze costs in detail, enabling better financial planning, performance evaluation, and strategic decision-making. |                          |               |             |

**Module 39**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Course/Module Title          | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------|-------------|
| BMT 310                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Strategic Management Advance | 6             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Lect/Lab./Prac./Tutor        | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2                            | 87            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                              |               |             |
| Strategic Management is the process of formulating, implementing, and evaluating decisions that enable an organization to achieve its long-term objectives. Advanced Strategic Management focuses on complex, multi-faceted, and high-level decision-making, blending theory with real-world application. It emphasizes foresight, adaptability, and continuous improvement in rapidly changing environments. This involves the integration of leadership, competitive positioning, resource allocation, and innovation to sustain competitive advantage. |                              |               |             |

**Module 40**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Course/Module Title   | ECTS          | Semester    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| TCMM 300                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Summer Training       | 6             | 0           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 0                     | 0             | 0           |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                       |               |             |
| Summer Training programs are short-term, focused learning opportunities designed to provide practical, hands-on experience in a specific field or industry. These programs typically take place during the summer months and are aimed at students, recent graduates, or professionals looking to upskill or gain new expertise. Summer training can be offered by educational institutions, corporations, or independent training providers and can vary in format, including internships, workshops, or certification courses. |                       |               |             |

**Module 41**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                | Course/Module Title               | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------------|-------------|
| BMT 311                                                                                                                                                                                                                                                                                                                                                                                                             | Reading computer 3(EXCEL Advance) | 4             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                        | Lect/Lab./Prac./Tutor             | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                   | 1                                 | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                         |                                   |               |             |
| <b>Excel Advanced (Reading Computer 3)</b> refers to high-level proficiency in Microsoft Excel, focusing on mastering complex functions, data analysis, automation, and advanced tools within Excel. Advanced Excel skills are crucial for data professionals, analysts, accountants, and anyone who deals with large datasets, enabling them to efficiently manipulate, visualize, and extract insights from data. |                                   |               |             |

**Module 42**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Course/Module Title     | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| BMT 312                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Projects and Evaluation | 4             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1                       | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                         |               |             |
| <p><b>Projects and Evaluation</b> involves the systematic planning, execution, monitoring, and assessment of projects to ensure their success and effectiveness. Project evaluation plays a critical role in determining whether a project has met its objectives, stayed within its budget and timeline, and delivered the intended results. The evaluation process can be both formative (ongoing) and summative (conducted after project completion) and often involves various stakeholders.</p> |                         |               |             |

**Module 43**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Course/Module Title   | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 313                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Material Management   | 4             | 6           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 1                     | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                       |               |             |
| <p><b>Material Management</b> is the process of planning, sourcing, procuring, storing, and distributing materials and resources required in the production process of an organization. It involves managing the flow of raw materials, components, and finished products to ensure that they are available in the right quantity, at the right time, and at optimal costs. Effective material management is crucial for operational efficiency, cost control, and ensuring the smooth functioning of production and supply chain operations.</p> |                       |               |             |

**Module 44**

| Code                                                                                                                                                                                                                                                                                                                                                               | Course/Module Title                | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|---------------|-------------|
| BMT 401                                                                                                                                                                                                                                                                                                                                                            | principle of Managerial Accounting | 5             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                       | Lect/Lab./Prac./Tutor              | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                  | 2                                  | 78            | 3.1         |
| Description                                                                                                                                                                                                                                                                                                                                                        |                                    |               |             |
| <p>The Principles of Managerial Accounting course is designed to provide students with a solid foundation in the concepts, techniques, and tools used in managerial accounting. This course focuses on how accounting information is used by managers to make informed business decisions, control operations, and enhance overall organizational performance.</p> |                                    |               |             |

**Module 45**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                 | Course/Module Title             | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| BMT 402                                                                                                                                                                                                                                                                                                                                                                                                                              | principle of Banking Management | 5             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                         | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                    | 2                               | 78            | 3.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                          |                                 |               |             |
| The Principles of Banking Management course provides a comprehensive understanding of the banking sector, focusing on the core principles, practices, and regulatory frameworks that govern banking operations. This course is designed for students and professionals interested in the management of banks and financial institutions, equipping them with the knowledge to navigate the complexities of the banking environment.. |                                 |               |             |

**Module 46**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Course/Module Title      | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------|-------------|
| BMT 403                                                                                                                                                                                                                                                                                                                                                                                                                                               | International Management | 6             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                          | Lect/Lab./Prac./Tutor    | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 2                        | 93            | 3.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                           |                          |               |             |
| The International Management course provides a comprehensive exploration of the complexities and dynamics of managing organizations in a global context. It focuses on the strategies, challenges, and practices that leaders face when operating across national borders. This course is designed for students and professionals seeking to develop the skills and knowledge necessary to navigate the international business landscape effectively. |                          |               |             |

**Module 47**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Course/Module Title             | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| NTU 400                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Scientific Research Methodology | 4             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 0                               | 62            | 2.533       |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                 |               |             |
| Designed for students in technical fields, this course introduces the methodologies and tools for conducting scientific research. Topics include research design, data collection, statistical analysis, and ethical considerations. The module emphasizes the application of these methodologies to technology-related research, preparing students to undertake quality research projects and contribute to the field of information technology management. |                                 |               |             |

**Module 48**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Course/Module Title            | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|---------------|-------------|
| BMT 404                                                                                                                                                                                                                                                                                                                                                                                                                                               | Quality and control Management | 6             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                          | Lect/Lab./Prac./Tutor          | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 2                              | 77            | 4.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                |               |             |
| The Quality and Control Management course is designed to provide participants with a comprehensive understanding of quality management principles, tools, and practices essential for ensuring high standards in products and services. This course focuses on the concepts of quality control, quality assurance, and continuous improvement methodologies, preparing participants to effectively manage quality in various organizational contexts. |                                |               |             |

**Module 49**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Course/Module Title     | ECTS          | Semester    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-------------|
| BMT 405                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Reading computer4(SPSS) | 4             | 7           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Lect/Lab./Prac./Tutor   | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1                       | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |               |             |
| The Reading Computer 4 (SPSS) course focuses on developing participants' skills in using SPSS (Statistical Package for the Social Sciences) for data analysis and interpretation. This course is designed for individuals seeking to enhance their ability to read, manipulate, and analyze data effectively. Participants will gain hands-on experience in navigating SPSS, conducting statistical analyses, and interpreting results, making it ideal for students and professionals in various fields. |                         |               |             |

**Module 50**

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Course/Module Title           | ECTS          | Semester    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|---------------|-------------|
| BMT 406                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Managerial Accounting advance | 5             | 8           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Lect/Lab./Prac./Tutor         | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2                             | 78            | 3.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                               |               |             |
| The Advanced Managerial Accounting course is designed to deepen participants' understanding of managerial accounting concepts and practices. Building on foundational knowledge, this course explores advanced topics such as budgeting techniques, performance measurement, cost management, and strategic decision-making. Participants will develop skills necessary for effective management and control in organizations, making it ideal for professionals seeking to enhance their |                               |               |             |

managerial accounting capabilities.

#### Module 51

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Course/Module Title               | ECTS          | Semester    |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------------|-------------|
| BMT 407                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>Banking Management Advance</b> | 5             | 8           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Lect/Lab./Prac./Tutor             | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2                                 | 78            | 3.1         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                   |               |             |
| The Advanced Banking Management course provides an in-depth exploration of the complexities of managing banks and financial institutions in a dynamic global environment. This course builds on foundational banking principles, focusing on advanced topics such as risk management, regulatory compliance, strategic planning, and financial innovation. Participants will gain the skills and knowledge necessary to navigate contemporary challenges and opportunities in the banking sector. |                                   |               |             |

#### Module 52

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Course/Module Title       | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|---------------|-------------|
| BMT 408                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>Graduation Project</b> | 6             | 8           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Lect/Lab./Prac./Tutor     | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                           | 62            | 5.8         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                           |               |             |
| The Graduation Project course is a capstone experience designed for students to apply their knowledge and skills acquired throughout their academic program to a comprehensive, practical project. This course allows participants to engage in independent research or a practical project that addresses a real-world problem or opportunity within their field of study. Students will demonstrate their ability to integrate theory and practice, showcasing their analytical, problem-solving, and presentation skills. |                           |               |             |

#### Module 53

| Code                                                                                 | Course/Module Title             | ECTS          | Semester    |
|--------------------------------------------------------------------------------------|---------------------------------|---------------|-------------|
| BMT 409                                                                              | <b>Total Quality Management</b> | 6             | 8           |
| Class (hr/w)                                                                         | Lect/Lab./Prac./Tutor           | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                    | 2                               | 77            | 4.8         |
| Description                                                                          |                                 |               |             |
| The Total Quality Management (TQM) course is designed to provide participants with a |                                 |               |             |

comprehensive understanding of quality management principles and practices aimed at enhancing organizational performance. This course focuses on the philosophies, tools, and techniques essential for implementing TQM in various industries. Participants will learn how to foster a culture of continuous improvement, engage employees in quality initiatives, and achieve customer satisfaction.

#### Module 54

| Code                                                                                                                                                                                                                                                                                                                                                                                                                                   | Course/Module Title       | ECTS          | Semester    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|---------------|-------------|
| BMT 410                                                                                                                                                                                                                                                                                                                                                                                                                                | Reading computer5(Access) | 4             | 8           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                                                           | Lect/Lab./Prac./Tutor     | SSWL (hr/sem) | USWL (hr/w) |
| 2                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1                         | 62            | 2.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                                                            |                           |               |             |
| The Reading Computer 5 (Access) course is designed to provide participants with the skills and knowledge needed to effectively use Microsoft Access for data management and database creation. This course covers fundamental concepts of database design, querying data, and generating reports, making it ideal for students, professionals, and anyone interested in mastering Access as a tool for data organization and analysis. |                           |               |             |

#### Module 55

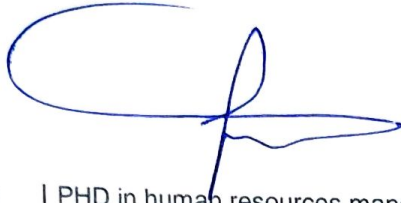
| Code                                                                                                                                                                                                                                                                                                                                                                                                 | Course/Module Title   | ECTS          | Semester    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 411                                                                                                                                                                                                                                                                                                                                                                                              | Risk Management       | 4             | 8           |
| Class (hr/w)                                                                                                                                                                                                                                                                                                                                                                                         | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                                                                                                                                                                                                                                    | 1                     | 47            | 3.5         |
| Description                                                                                                                                                                                                                                                                                                                                                                                          |                       |               |             |
| The Risk Management course is designed to equip participants with the knowledge and skills necessary to identify, assess, and mitigate risks in various organizational contexts. This course covers key concepts in risk management frameworks, tools, and techniques, providing participants with a comprehensive understanding of how to manage risks effectively to achieve strategic objectives. |                       |               |             |

#### Module 56

| Code                                                                                                                                                                                 | Course/Module Title   | ECTS          | Semester    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------|-------------|
| BMT 412                                                                                                                                                                              | Financial legislation | 4             | 8           |
| Class (hr/w)                                                                                                                                                                         | Lect/Lab./Prac./Tutor | SSWL (hr/sem) | USWL (hr/w) |
| 1                                                                                                                                                                                    | 1                     | 47            | 3.5         |
| Description                                                                                                                                                                          |                       |               |             |
| The Financial Legislation course is designed to provide participants with a comprehensive understanding of the legal and regulatory framework governing the financial industry. This |                       |               |             |

course covers key laws, regulations, and compliance requirements that financial institutions must adhere to, as well as the implications of these regulations on business practices. Participants will gain insights into how financial legislation affects risk management, governance, and operational strategies within financial organizations.

## Contact



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