



Ajloun National University

جامعة عجلون الوطنية

## **Faculty of Business**

### **Department OF Business Administration**

**Study Plan for the Bachelor's Degree  
in Business Administration  
Academic year 2023/2024**



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## Vision

Excellency, Entrepreneurship, and Benchmark in business administration sciences.

## Mission

Introducing distinguished Learning in the business field, sophisticated scientific research, and high-level consulting and training services

## Goals

- 1) Providing students with modern knowledge and skills in the field of management.
- 2) Encouraging and supporting scientific research for faculty members and students
- 3) Providing society with qualified graduates that meet the needs of the local, regional and international labor market.
- 4) Holding conferences and seminars to discuss contemporary topics in the field of specialization.
- 5) Adopting study plans that are compatible with the needs of the local, regional and international market.



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## Learning Outcomes

### Knowledge

Understanding modern trends in the business administration fields .

Employing modern administrative concepts to deal with contemporary administrative problems.

### Skills

Use critical thinking skills (quantitative and qualitative) in business.

Work and communicate effectively within the teamwork

### Competencies

Using scientific methods, information & Communication technology to analyze various administrative situations and problems.

Commitment to the system of professional ethics

Using leadership and entrepreneurial methods and teamwork skills in making administrative decisions.



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## Contents of the Study Plan

Study plan for the bachelor's degree of Business Administration of (132) credit hours distributed as follows:

Certified On Campus learning (1+1, An hour and a half of on campus learning + one half hour of campus learning).

Certified Electronic (1+1, An hour and a half synchronous Electronic + campus learning).

Certified Blended (1+1, An hour and a half synchronous Blended + campus learning).

Number	Type of Requirement	Credit Hours	percentage%
First	University Requirements	27	20.5 %
Second	Faculty Requirements	21	15.9 %
Third	Compulsory Requirements	72	61.3%
	Elective Requirements	9	
Fourth	Free Elective Requirement	3	2.3 %
Total		132	100%

## University Coding System

Faculty Code    Department Code    (Level Year)    Knowledge Area    Course sequence

4

01

0 Remedial  
1 First Year  
2 Second Year  
3 Third Year  
4 Fourth Year



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## Knowledge Area

Knowledge Number	Knowledge Area	Number of Credit Hours
0	Management and behavior	21
1	Supporting administrative aspects	12
2	Quantitative methods, scientific research and information technology	18
3	Business Fields	12
4	Supporting Fields	4



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First: University Requirements (27) Credit Hours

A. University Compulsory Requirement (12) Credit Hours

Course code	Course Name	Credit Hour	Prerequisite	Learning Type		
				Electronic	Blended	On Campus
704107	Entrepreneurship and Innovation	1	-		√	
704109	Leadership and Social Responsibility	1	-		√	
704116	Life Skills	1	-		√	
704117	English Language Skills (1)	2	714099	√		
704118	Arabic Language Skills (1)	2	704099		√	
704119	National Education	2	-		√	
704200	Military Sciences	3	-	√		

B. University Elective Requirements (15) Credit Hours

Course code	Course Name	Credit Hour	Prerequisite	Learning Type		
				Electronic	Blended	On Campus
201101	The Law in our Lives	3			√	
202132	Human Rights	3			√	
701140	Arab Library and Lexicography	3	-	√		
704103	International and Arab Contemporary Issues	3				√
704104	Islamic Culture	3	-	√		
704108	Integrity and Transparency	3			√	
704110	Digital Culture	3			√	
704112	Arabic Language Skills (2)	3	704118		√	
704113	Art of Rhetoric and Dialogue	3				√
704115	Development and Family Planning in Islam	3			√	
704141	History of Jerusalem	3			√	
704151	Computer Skills (1)	3	724099		√	
704152	Computer Skills (2)	3	704151		√	
704163	Foreign Language other than English	3			√	
704172	Sports and Health	3				√



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## Second: Faculty Requirements (21) Credit Hours

### A. Faculty Compulsory Requirements (21) Credit Hours

Course code	Course Name	Credit Hour	Prerequisite	Learning Type		
				Electronic	Blended	On Campus
401100	Principles of Management	3	-		√	
401109	Principles of Marketing	3	-		√	
401115	Mathematics for Business Students	3	-		√	
402101	Principles of Accounting (1)	3	-			√
403107	Principles of Management Information Systems	3	-	√		
405101	Principles of Microeconomics	3	-		√	
405202	Principles of Financial Management	3	401100 402101+			√



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Third: Department Requirements (81) Credit Hours

A. Department Compulsory Requirements (72) Credit Hours

Course code	Course Name	Credit Hour	Prerequisite	Learning Type		
				Electronic	Blended	On Campus
201121	Principles of Commercial Law	3	-		√	
401103	Management Communication Skills	3	401100	√		
401105	Human Resources Management	3	401100		√	
401108	Change and Crisis Management	3	401100		√	
401111	Methods of Scientific Research	3	405311		√	
401203	Organizational Behavior	3	401100	√		
401209	Business ethics and social responsibility	3	-		√	
401212	Marketing Management	3	401109		√	
401215	Materials management	3	401100		√	
401237	Small project management	3	401100			√
401302	Organization Theory	3	401100	√		
401313	Operations and Production Management	3	401100			√
401333	Public Relations Management	3	-	√		
401334	Insurance Management	3	-			√
401338	Total Quality Management	3	401100		√	
401403	Strategic Management	3	401100	√		
401407	Sales Management	3	401109		√	
401412	Quantitative Methods in Management	3	401115			√
401424	Applications of Computers in Business	3	-			√
402426	Managerial accounting	3	402101		√	
403129	E-commerce	3	-		√	
403203	Electronic Governance	3	403107		√	
405102	Principles of Macroeconomics	3	405101		√	
405311	Statistics for Business Students	3	-		√	





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## B. Department Elective Requirements (9) Credit Hours

Course code	Course Name	Credit Hour	Prerequisite	Learning Type		
				Electronic	Blended	On Campus
401131	Business Entrepreneurship	3	-		√	
401202	Management and Environment	3	-	√		
401207	Promotion	3	401109		√	
401239	Institutional Governance	3	-		√	
401404	Control Management	3	401100			√
401416	Negotiation Management	3	-		√	
401435	International Business Management	3	-		√	
401452	Graduation Project (Business Administration )	3	Completion of 90 credit hours +401111		√	
401453	Field Training	3	Completion of 90 credit hours			√
402102	Principles of Accounting 2	3	402101			√
403231	Knowledge Management	3	403107		√	
404219	Management of Islamic Banks	3	-		√	
405142	Managerial Economic	3	-		√	
405333	Feasibility Studies and Project Evaluation	3	405202	√		

## Fifth: Free Elective Requirements (03) Credit Hours

The students studies a free course offered by the university with (3) credit hours



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## Advisement Plan for obtaining a bachelor's degree in Business Administration

### First Year

First Semester			
Course Number	Course Name	Credit Hours	Prerequisite
401100	Principles of Management	3	-
401109	Principles of Marketing	3	-
402101	Principles of Accounting 1	3	-
403107	Principles of Management Information Systems	3	-
401100	University Elective Requirement	3	-
Total		15	

Second Semester			
Course Number	Course Name	Credit Hours	Prerequisite
401105	Human Resources Management	3	401100
401108	Change and Crisis Management	3	401100
401115	Mathematics for Business Students	3	-
405101	Principles of Microeconomics	3	-
-	Compulsory Specialization Requirements	3	-
-	University Compulsory Requirement	3	-
Total		18	



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## Second Year

### First Semester

Course Number	Course Name	Credit Hours	Prerequisite
201121	Principles of Commercial Law	3	-
401103	Management Communication Skills	3	401100
405102	Principles of Macroeconomics	3	405101
405202	Principles of Financial Management	3	401100 +402101
405311	Statistics for Business Students	3	-
-	Elective university requirement	3	-
Total		18	

### Second Semester

Course Number	Course Name	Credit Hours	Prerequisite
401111	Methods of Scientific Research	3	405311
401212	Marketing Management	3	401109
401203	Organizational Behavior	3	401100
401237	Small project management	3	401100
-	Compulsory Specialization Requirements	3	-
-	University Compulsory Requirement	3	-
Total		18	



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## Third Year

### First Semester

Course Number	Course Name	Credit Hours	Prerequisite
401209	Business ethics and social responsibility	3	-
401215	Materials management	3	401100
401407	Sales Management	3	401109
403129	E-commerce	3	-
401302	Organization Theory	3	401100
-	Elective Requirement – University	3	-
Total		18	

### Second Semester

Course Number	Course Name	Credit Hours	Prerequisite
401313	Operations and Production Management	3	401100
401333	Public Relations Management	3	-
401334	Insurance Management	3	-
401338	Total Quality Management	3	401100
403203	Electronic management	3	403107
-	University Elective Requirement	3	-
Total		18	



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## Fourth Year

### First Semester

Course Number	Course Name	Credit Hours	Prerequisite
401403	Strategic Management	3	401100
401412	Quantitative Methods in Management	3	401115
402426	Managerial Accounting	3	402101
-	University Compulsory Requirement	3	-
-	Free Requirements	3	-
Total		15	

### Second Semester

Course Number	Course Name	Credit Hours	Prerequisite
401424	Computer applications in business	3	-
-	Mandatory Specialization Requirements	3	-
-	University Compulsory Requirement	3	-
-	University Elective Requirement	3	-
Total		12	



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## Courses Description

### Faculty Compulsory Requirements ( 21 Credit Hours)

**Course Number** : 401100  
**Course Title** : Principles of Management  
**Credit Hours** : 3  
**Prerequisites** : -

**Introduction to the Principles of Management, their definition, evolution, characteristics, functions, and a general overview of public and private projects, their legal forms, and their main functions, as well as the development of management intellectual schools. Basic management processes that can be classified into consecutive management processes such as planning, organizing, directing, and controlling, and ongoing management processes such as making administrative decisions and communication with practical applications through cases and exercises.**

**Course Number** : 401109  
**Course Title** : Principles of Marketing  
**Credit Hours** : 3  
**Prerequisites** : -

**This course includes an analytical study of the fundamental principles and concepts of marketing, including its definition and the evolution of its concept. It also covers the study of the marketing environment and explains its impact on the marketing process.**

**Course Number** : 401115  
**Course Title** : Mathematics for Business Students  
**Credit Hours** : 3  
**Prerequisites** : -

**Understanding the mathematical methods necessary for solving business problems, basics of business mathematics such as algebra review, applications of equations and inequalities, graphical representation of functions, quadratic functions, exponential functions, logarithmic functions, financial mathematics, matrix algebra, geometric linear programming, and probability.**



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**Course Number** : 402101  
**Course Title** : Principles of Accounting 1  
**Credit Hours** : 3  
**Prerequisites** : -

Understanding the conceptual and institutional framework of financial accounting, measuring the elements of the income statement and retained earnings, the balance sheet, the cash flow statement, current liabilities, and merchandise inventory.

**Course Number** : 403107  
**Course Title** : Principles of Management Information Systems  
**Credit Hours** : 3  
**Prerequisites** : -

This course aims to highlight the integration of technology and management in a business context. It covers the fundamentals of designing and developing information systems, which help enhance organizational performance. The course includes topics such as information systems and organizations, types of information systems, databases, data analysis, as well as information technology and communications. Through studying this course, students will acquire the ability to analyse information needs and use technology to support management and make informed decisions. This course also helps them understand the challenges and opportunities that arise in the rapidly changing business world and enables them to deal with it successfully in an advanced information environment.

**Course Number** : 405101  
**Course Title** : Principles of Microeconomics  
**Credit Hours** : 3  
**Prerequisites** : -

This course includes the study of the fundamental concepts of economics, including the definition of economics, the economic problem, the relationship of economics to other sciences, different economic systems, supply and demand, equilibrium, elasticity, consumer behavior, utility theory, and indifference curves, production and costs, various types of markets, and factors of production markets.



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**Course Number** : 405202  
**Course Title** : Principles of Financial Management  
**Credit Hours** : 3  
**Prerequisites** : 401100+ 402101

**Correlations and Endings: Communication; Roll's Theorem; Mean Value Theorem and its generalization; Increasing and Decreasing Correlations; The Maximum Value of Correlations; Drawing Relative Correlations; Unlimited Integration; Limited Integration; Inverse Correlations, Logarithmic and Exponential Correlations (with their derivatives and integrals); Exponential Correlations; Inverse Trigonometric Correlations.**





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## Compulsory Department Requirements ( 72 Credit Hours):

Course Number	: 401103
Course Title	: Management Communication Skills
Credit Hours	: 3
Prerequisites	: 401100

The concept of communication in management in terms of being a means of unifying the efforts of individuals and modifying their behavior in the organization, such as transferring, exchanging, and making a change. Management communication skills aim to achieve the organization's goals by understanding the importance of communication, acknowledging the most important channels of communication, understanding the impact of the environment on communication processes, defining behavioral management theories, decision-making, exploring communication obstacles, and addressing some errors resulting from the misuse of communication.

Course Number	: 401105
Course Title	: Human Resources Management
Credit Hours	: 3
Prerequisites	: 401100

Explaining how human resources carry out their responsibilities and how to manage them by examining fundamental concepts, ensuring their efficient and effective deployment within the organization. It also aims to focus on humans and focus on the role played by personnel management, as it specializes in dealing with humans. Resolving issues by placing the right individuals in suitable positions through a transparent and equitable employment policy. By periodically reviewing salaries, reinforcing the principles of equality and justice, and implementing incentives, highlighting their significance and impact, methods are established to assess individual performance. Topics that will be discussed in this material: Introduction to human resources management, work analysis, and design, the process of planning, recruitment, and selection of human resources in the company, employee training and the decision-making mechanism as well as the concept and importance of human resources management in the life of the organization, how to plan human resources, and how to attract and select Human resources, analyzing and describing jobs, training human resources, motivating and rewarding them, in addition to evaluating performance, planning the career path, empowering workers, and maintaining their security and safety.



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**Course Number** : 401108  
**Course Title** : **Change and Crisis Management**  
**Credit Hours** : 3  
**Prerequisites** : 401100

**Establishing ongoing compatibility between business organizations and their external environment is a fundamental requirement for the sustainability of these organizations and the continuity of their competitive advantages. Furthermore, the article explores how handling sources of change and crises in the modern business environment determines the success or failure of these organizations. Therefore, this article aims to discuss the best methods to address the evolving reality that impacts all types of organizations, irrespective of their nature of work.**

**Course Number** : 401203  
**Course Title** : **Organizational Behavior**  
**Credit Hours** : 3  
**Prerequisites** : 401100

**Examining organizational behavior involves studying individual and collective behavior due to their impact on organizational effectiveness. This includes exploring behavioural factors influencing performance, such as individual perception, tendencies, and personality. Effective organizational leadership plays a crucial role in satisfying diverse motivations through fostering comprehensive communication within the organization.**

**Course Number** : 401209  
**Course Title** : **Business ethics and social responsibility**  
**Credit Hours** : 3  
**Prerequisites** : -

**Exploring the concept of business ethics and its fundamental issues, the historical evolution of theories and approaches to business ethics, and crucial issues in business ethics. This includes social responsibility, management ethics, environmental responsibility, and professional ethics. The presentation also highlights management ethics through examples from various administrative experiences.**



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**Course Number** : 401212  
**Course Title** : Marketing Management  
**Credit Hours** : 3  
**Prerequisites** : 401109

administrative functions, including planning, organizing, coordinating, directing, and controlling.

**Course Number** : 401215  
**Course Title** : Materials management  
**Credit Hours** : 3  
**Prerequisites** : 401100

Introducing the concepts, principles, and models that can be utilized to achieve objectives in purchasing and warehousing. Consequently, it encompasses a simplified and analytical presentation of the fundamentals of purchasing, materials, and warehouse management.

**Course Number** : 401237  
**Course Title** : Small project management  
**Credit Hours** : 3  
**Prerequisites** : 401100

Understanding the concept of modern establishments, their types, and management methods through practical approaches in handling their affairs and employee matters. Providing students with information about small business projects and illustrating their position in the national economy. Discussing the factors influencing the success and failure of these projects and the managerial role in them, as well as exploring methods of expansion and the decision-making process. Next, providing students with a brief overview of production management in small projects, clarifying the concept of entrepreneurship in small projects, examining the economic feasibility of these projects, outlining the procedures for registering and initiating the project, and studying financial management along with the process of effective administrative control.



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**Course Number** : 401302  
**Course Title** : **Organization Theory**  
**Credit Hours** : 3  
**Prerequisites** : 401100

**This compilation of information enables students to understand organization theories and distinguish between organization theory, organization design, and organizational structure. It also provides students with the fundamental concepts of organization theory, highlighting its importance and goals. Additionally, the course covers administrative theories and their development, analysis of the organization's environment, strategies for dealing with the environment, organizational goals, the organization's size and complexity, the impact of technology on the organization, the design and patterns of the organization's structure, power dynamics, strength, and politics in organizations, as well as topics related to change, organizational development, and creativity within the organization.**

**Course Number** : 401313  
**Course Title** : **Operations and Production Management**  
**Credit Hours** : 3  
**Prerequisites** : 401100

**This compilation of information equips students with an understanding of the fundamental concepts associated with the management of industrial and service operations. It includes monitoring key developments in operations management, exploring the areas of benefit from them. Additionally, it introduces students to the concept of production management and production processes, sheds light on production activities, and aids in comprehending the theory underpinning production and operations management. The course covers various topics, including qualitative methods of forecasting, techniques for selecting project sites, strategic energy planning, internal factory layout and its types, comprehensive production planning, introduction to operational processes and their scheduling, quality control, maintenance management, and the study of practical cases in the field.**



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**Course Number** : 401333  
**Course Title** : **Public Relations Management**  
**Credit Hours** : 3  
**Prerequisites** : 311202

Introducing students to the theories, rules, and procedures that form the basis of practicing public relations. This course covers the importance of public relations, planning public relations programs, program elements, the administration's relationship with various popular and media entities, governmental and private agencies, research in the field of public relations, public relations methods, the mechanisms used to implement programs, and the reality of public relations in Jordan.

**Course Number** : 401334  
**Course Title** : **Insurance Management**  
**Credit Hours** : 3  
**Prerequisites** : -

Topics related to insurance, its general principles and advantages, types of risks and insuring them, the general perspective of insurance, insurance legislation, insurance contracts and procedures, the social and economic importance of insurance, Supervision and control of insurance and reinsurance companies and its objectives, how to calculate insurances and calculate.

**Course Number** : 401338  
**Course Title** : **Total Quality Management**  
**Credit Hours** : 3  
**Prerequisites** : 401100

management, planning for product quality, and product control, in addition to total quality management in terms of its concept, principles, application requirements, application steps, and quality circles. As well as the international quality management system (ISO), and the Japanese experience in the field of total quality management.



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**Course Number** : 401111  
**Course Title** : **Methods of Scientific Research**  
**Credit Hours** : 3  
**Prerequisites** : 405311

This course explores the methodologies for conducting scientific research, emphasizing the study and collection of data from various sources. It covers diverse methods for gathering information, various techniques for presenting data in an analytically accessible manner, and the study of statistical methods for data analysis. The course also delves into specific statistical methods for analyzing data to derive meaningful results. Additionally, it provides guidance on crafting a scientific research report, addressing both its form and content.

**Course Number** : 401403  
**Course Title** : **Strategic Management**  
**Credit Hours** : 3  
**Prerequisites** : 401100

Concepts and basics of strategic management, and the steps of strategy formulation represented by defining the strategic vision, formulating the organization's mission and strategic objectives, and strategic management processes that include analyzing the organization's external and internal environment using strategic analysis tools, and also includes identifying alternatives or options.

**Course Number** : 401407  
**Course Title** : **Sales Management**  
**Credit Hours** : 3  
**Prerequisites** : 401109

Scientific concepts and modern methods in managing sales activity and highlighting the integration between sales and marketing activities. It also focuses on the basic aspects of managing sales activity, such as planning, organizing, coordinating, directing and controlling. Knowledge of the skills of salespeople and personal selling.



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**Course Number** : 401412  
**Course Title** : **Quantitative Methods in Management**  
**Credit Hours** : 3  
**Prerequisites** : 401115

**A collection of information that enables the student to learn a group of concepts and methods through a detailed presentation of the basic concepts of quantitative methods, namely linear programming, decision theory, the problem of transportation, allocation, and prediction.**

**Course Number** : 401424  
**Course Title** : **Computer Applications in Business**  
**Credit Hours** : 3  
**Prerequisites** : -

**A collection of information that enables the student to know a set of concepts to be able to use software that supports decision-making in business and build computer applications that deal with business management topics. This course also presents the concepts and principles that establish the student's use of efficient and commonly used computer tools in the business sector, such as word processors and web pages. Spreading, e-mail, and browsing websites. The student also learns about basic computer concepts and terminology, physical components, and computerized management information systems in the process of supporting administrative decisions, as well as presentations and their interactive use, which reflects positively on training and practical application to provide the student with the necessary experiences and skills in organizations.**

**Course Number** : 402426  
**Course Title** : **Managerial accounting**  
**Credit Hours** : 3  
**Prerequisites** : 402101

**This course covers the conceptual framework of managerial accounting, the use of information for short-term decision-making, analysis of the cost-profit-volume relationship, cost structure and financial leverage, short-term production decisions, planning and capital budgets, and responsibility accounting.**



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**Course Number** : 403129  
**Course Title** : E-Commerce  
**Credit Hours** : 3  
**Prerequisites** : -

This course aims to study the information technology related to the fundamentals of e-commerce and its applications in various sectors and industries. The topics covered in the course include: opportunities in the business environment, e-commerce strategies and the challenges it faces, the elements and structure of e-commerce, its technological and business motivations, competitive advantage, modern technologies and distribution channels, pricing and advertising in the electronic environment, electronic payment methods, and security aspects and e-commerce security techniques.

**Course Number** : 403203  
**Course Title** : Electronic Governance  
**Credit Hours** : 3  
**Prerequisites** : 403107

This course aims to transform regular administrative work from manual management into computer-based management by relying on powerful information systems that assist in making administrative decisions quickly and cost-effectively. Electronic management can encompass both internal and external communications for any organization. The objective is to introduce full transparency and accountability, ultimately leading to the enhancement of electronic management within any organization. The course includes the development of general management, reduction of paperwork, service improvement, mobility reduction, information delivery at any time and place, easy information access, improved economic competitiveness, and the use of the internet for global trade.

**Course Number** : 405102  
**Course Title** : Principles of Microeconomics  
**Credit Hours** : 3  
**Prerequisites** : 405101

The fundamental concepts of economics include the definition of economics, the economic problem, the relationship of economics with other sciences, different economic systems, supply and demand, equilibrium, elasticity, consumer behavior, utility theory, and indifference curves, production and costs, different types of markets, and factor markets.





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**Course Number** : 405311  
**Course Title** : **Statistics for Business Administration Students**  
**Credit Hours** : 3  
**Prerequisites** : -

**This course covers the study of statistics, methods for handling both population and sample data, sampling techniques, measures of central tendency, measures of dispersion, correlation, regression analysis, probability theory, probability distributions, random variables, standard scores, time series, estimation, and hypothesis testing. This is achieved through the application of all the mentioned concepts to practical business and investment models**



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## Elective Department Requirements (9 Credit Hours):

Course Number	: 401131
Course Title	: Business Entrepreneurship
Credit Hours	: 3
Prerequisites	: -

Providing the student with the knowledge and skills necessary to transform ideas and innovations into applied business projects in accordance with the rules of establishing commercial projects and how to create and form new business establishments at the level of both individuals and companies and develop them, and learn the basics of establishing a project, starting from the main requirements of the entrepreneur and passing through how to plan the establishment of projects, organization, marketing and research. About the sources of funding and finally the practical steps for project management. The course deals with the student submitting an applied business plan to create a commercial project that he discusses with his colleagues. The educational methods used in the course also include lectures and case studies with the aim of enriching the students' knowledge and introducing them to the challenges facing entrepreneurs.

Course Number	: 401202
Course Title	: Management and Environment
Credit Hours	: 3
Prerequisites	: -

The management environment is considered a dynamic process through which individuals and groups are able to become aware of their surroundings and acquire knowledge, values, competencies and experiences, and thus help them work to find solutions to the problems of the current and future environment. This article aims to review the nature of the relationship between the organization and its management in general with the surrounding environment with its various elements, specifications and aspects. The most important topics discussed in this course are: the economic, cultural, social, political, technological, international environment, the direct environment of management, which includes the customer, the organization's general assembly, the board of directors, the media, the government and its role, and ways to deal with environmental variables.



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**Course Number** : 401239  
**Course Title** : **Institutional Governance**  
**Credit Hours** : 3  
**Prerequisites** : -

**Regulating the relationship between the owners of business organizations and those in charge of managing those organizations through their boards of directors is it one of the pivotal issues to ensure that the interests of the organization's primary stakeholders (the owners) are achieved, without compromising the importance of the transparency and clarity of the administrative practices of those in charge of managing those organizations? Therefore, this course aims to explain the concept of corporate governance and review its basic axes in order to familiarize students with the modern foundations that must be followed to manage and organize the way in which business organizations are managed in a fair, just and transparent manner that achieves the interests of all parties directly related to the organization's performance.**

**Course Number** : 401404  
**Course Title** : **Control Management**  
**Credit Hours** : 3  
**Prerequisites** : 401100

**Providing an integrated vision of the functions of planning and control in economic project management by reviewing all the theoretical and practical methods and techniques used in this field, in addition to some applied examples to help the student understand the content of the subject. Realizing the importance of control management in saving time and energy and preserving natural resources.**

**Course Number** : 401416  
**Course Title** : **Negotiation Management**  
**Credit Hours** : 3  
**Prerequisites** : -

**Concepts and approaches related to the art and science of negotiation, the foundations and strategies of negotiation, and the people responsible for managing the negotiation process.**



Ajloun National University

جامعة عجلون الوطنية

**Course Number** : 401435  
**Course Title** : **International Business Management**  
**Credit Hours** : 3  
**Prerequisites** : -

The nature of business management, its importance and types, learning about foreign trade theories, the theory of absolute advantage, comparative advantage, the theory of the ratio of production factors, foreign investment and the host country through globalization issues, the international business management environment, political risks and conflict of goals between the international organization and the host country, organization and functions of business. International, global management across diverse cultures, political risk management and negotiations, ways to Enter international markets.

**Course Number** : 401452  
**Course Title** : **Graduation Project (Business Administration )**  
**Credit Hours** : 3  
**Prerequisites** : Completion of 90 credit hours +401111

This course aims to develop the student's research ability, as the student conducts research proposed by the student or teacher in the field of management, where the student uses the scientific research method.

**Course Number** : 401453  
**Course Title** : **Field Training**  
**Credit Hours** : 3  
**Prerequisites** : Completion of 90 credit hours

This course deals with the practical training of students in public and private institutions, scientific and practical supervision of them in work sites, the student submitting a report on the nature of the work in which he was trained, and discussing the contents of the report by the academic supervisor of the training.



Ajloun National University

جامعة عجلون الوطنية

**Course Number** : 402102  
**Course Title** : **Principles of Accounting 2**  
**Credit Hours** : 3  
**Prerequisites** : **402101**

**Recording, Valuation, and Inventory Assessment Methods, Internal Control and Bank Reconciliation, Creditors and Bills, Accounting for Fixed Assets, Natural Resources, and Intangible Assets, Financial Investments.**

**Course Number** : 403231  
**Course Title** : **knowledge management**  
**Credit Hours** : 3  
**Prerequisites** : **403107**

various perspectives. The course covers topics including types and forms of knowledge, knowledge processes, the knowledge management lifecycle, knowledge management strategies, organizational learning, knowledge discovery systems, knowledge ownership systems, knowledge sharing systems, and knowledge application systems. It also explores the evaluation of the impact of knowledge management on business enterprises, the role of intellectual capital in achieving competitive advantage for organizations, and the analysis and assessment of tangible and intangible knowledge assets.

**Course Number** : 404219  
**Course Title** : **Islamic Banking Management**  
**Credit Hours** : 3  
**Prerequisites** : -

**The Principles and Foundations of Islamic Banking Management and its Analysis, Islamic Banking Operations that Distinguish it from Conventional Banks, Explaining and Analyzing the Conceptual Framework of Islamic Banking Operations, its Policies in Managing Liabilities and Assets, Managing Financing and Investment Methods, and Profit and Loss Accounts, as well as Studying the General Principles for Evaluating its Performance and the Challenges It Faces.**



Ajloun National University

جامعة عجلون الوطنية

**Course Number** : 405333  
**Course Title** : Feasibility Studies and Project Evaluation  
**Credit Hours** : 3  
**Prerequisites** : 405202

**Theoretical Principles and Foundations Related to Feasibility Studies, their Importance, understanding their Elements and Various Stages, Models used in Project Evaluation such as Discounted and Non-Discounted Criteria, Market Studies, Financial Analysis, and Technical Study of Different Investment Projects that assist in the process of generating, analyzing, studying, and realizing good ideas. This is based on the analysis and evaluation of economic projects from the perspective of business owners and the national economy (profitability and social), enabling them to demonstrate the feasibility of these projects.**