

**COLLEGE OF BUSINESS**

**UNDERGRADUATE**  
**DEGREE PLANNER**  
**(PLAN A)**

Autumn Semester 2006

**COMMERCE**

**APPLICABILITY**

**STUDENTS WHO HAVE JOINED  
AUTUMN 03 OR EARLIER**

## HOW TO USE THIS DEGREE PLANNER

- ✓ *Important dates relevant to your program are listed on page 3.*
- ✓ *Choose the degree you wish to study towards (For example Bachelor of Commerce Specialization: Marketing). The subjects required for completing the degree are listed on pages 4 - 11.*
- ✓ *Subject descriptions are available on our website <http://secure.uowdubai.ac.ae/cbs>.*
- ✓ *Subjects on offer in each semester are listed under Subjects on Offer in this document on pages 12 - 13.*
- ✓ *Complete the Degree Planner on page 14 based on the degree you have chosen and the semester in which the subjects are on offer.*
- ✓ *If you experience any difficulty in planning your degree, you must consult Academic Advisors – Mrs. Asima Shirazi, Dr. Gwendolyn Rodrigues, Dr. Jamal Roudaki or Mrs. Nandini Kaul for Business subjects.*

**Subject:** AUTUMN Session 2006 – Calendar of Dates  
Undergraduate Programs

|   |              |
|---|--------------|
| Orientation and Enrolment Day (New students)  | 10 & 11 Sept |
| Last day for payment of fees for subjects for Traditional Payment Plan and Guardian Payment Plan<br>Last day of payment of 1 <sup>st</sup> installment (i.e. 50%) of tuition fees due for Progress Payment Plan | 14 Sept      |
| Classes Commence  | 17 Sept      |
| Last day for enrolment in subjects  | 28 Sept      |
| Eid Al Fitter   | 21 – 26 Oct  |
| Last day for withdrawal from subjects without 'F' grade   | 26 Oct       |
| Last day for payment of 2 <sup>nd</sup> installment (i.e. 25%) of tuition fees due for Progress Payment Plan  | 31 Oct       |
| Last day for payment of 3 <sup>rd</sup> installment (i.e. 25%) of tuition fees due for Progress Payment Plan  | 14 Dec       |
| Last day of session / start of study break  | 21 Dec       |
| Examinations  | 02 - 11 Jan  |

\* **Dates are subject to change**

**Make up Classes will be held on 23 Nov & 07 Dec for UAE National Day Holiday**

Students are responsible for the accuracy of their enrolment. The above dates have been entered into the computer to ensure that late additions and / or withdrawals cannot be done by students.

If you have special circumstances for late enrolment or withdrawal from subjects, you will need to complete the relevant form and speak with the Chair - College of Business.

Enrolments for new students will commence at 9.30 am on 10<sup>th</sup> & 11<sup>th</sup> Sept.

Students who are not enrolled in any given subject by the correct date, or who have not paid their fees for any given subject by the correct date, will be deemed to be not enrolled in that subject, and will not appear on the class list for that subject. Lecturers will be instructed not to mark any assignments or examinations for students who are not on the class list for a given subject.

Late payment of fees will attract a penalty fee of AED 50 per subject per week. It is your responsibility to ensure that all fees are paid on time. You will not receive an invoice.

Students with difficulties with the above dates or times should consult with the Chair - College of Business.

## Bachelor of Business Administration – General

- To qualify for the award of the degree of Bachelor of Business Administration (General) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code     | Title  | CP | Pre-requisites <b>MUST</b> be successfully completed before attempting subjects. |
|----------|--|----|--|
| ACCY 100 | Accounting A   | 6  | N/A  |
| ACCY 102 | Accounting B   | 6  | ACCY 100   |
| BUSS 110 | Introduction to Business Information Systems                   | 6  | N/A  |
| ECON 101 | Macroeconomic Essentials for Business                          | 6  | N/A  |
| ECON 111 | Introductory Microeconomics                                    | 6  | N/A  |
| COMM 121 | Quantitative Methods I<br><b>(Name change ECON 121)</b>        | 6  | N/A  |
| MARK 101 | Marketing Principles   | 6  | N/A  |
| MGMT 102 | Business Communications  | 6  | N/A  |
| MGMT 110 | Introduction to Management                                     | 6  | N/A  |
| FIN 221  | Introductory Business Finance                                  | 6  | ACCY 102 & ECON 111  |
| ECON 230 | Quantitative Analysis for Decision Making                      | 6  | COMM121 (co-requisite)   |
| MGMT 201 | Organizational Behaviour                                       | 6  | MGMT 110   |
| MGMT 314 | Strategic Management   | 6  | MGMT 110 & MARK 101 or MGMT 218  |
| MGMT 316 | Operations Management<br><b>(Do only if MGMT 216 not done)</b> | 6  | COMM 121 & ECON 111  |
| MGMT 389 | International Business Management                              | 6  | MGMT 110 &+ MARK 101 or MGMT 218   |
| MGMT 206 | Human Resource Management<br><b>(if MGMT 398 not done)</b>     | 6  | MGMT110  |

Plus ONE of the following subjects:

|          |                                |   |     |
|----------|--------------------------------|---|-----|
| ECON 205 | Macroeconomics Theory & Policy | 6 | N/A |
| ECON 215 | Microeconomics Theory & Policy | 6 | N/A |

Plus TWO of the following subjects:

|          |  |   |     |
|----------|--|---|-----|
| ECON 301 | Monetary Economics                             | 6 | N/A |
| ECON 302 | Transition Economics                           | 6 | N/A |
| ECON 332 | Managerial Economics<br>(If ECON 307 not done) | 6 | N/A |

|  |                   |  |
|--|-------------------|--|
| Plus Electives with a minimum value of:                              | <u>30</u>         | Of which 12CP must be at 200-level or higher |
| <b>Minimum Credit Points required to qualify for this BBA Degree</b> | <b><u>144</u></b> |  |

## Bachelor of Business Administration – Major: Accountancy

- To qualify for the award of the degree of Bachelor of Business Administration (Accounting) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code   | Title   | CP                | Pre-requisites MUST be successfully completed before attempting subjects. |
|--|---|-------------------|---|
| ACCY 100   | Accounting IA   | 6                 | N/A   |
| ACCY 102   | Accounting B  | 6                 | ACCY 100  |
| BUSS 110   | Introduction to Business Information Systems            | 6                 | N/A   |
| ECON 101   | Macroeconomic Essentials for Business                   | 6                 | N/A   |
| ECON 111   | Introductory Microeconomics                             | 6                 | N/A   |
| COMM 121   | Quantitative Methods I<br><b>(Name change ECON 121)</b> | 6                 | N/A   |
| MARK 101   | Marketing Principles                                    | 6                 | N/A   |
| MGMT 102   | Business Communications                                 | 6                 | N/A   |
| MGMT 110   | Introduction to Management                              | 6                 | N/A   |
| FIN 221  | Introductory Business Finance                           | 6                 | ACCY 102 & ECON 111   |
| ECON 230   | Quantitative Analysis for Decision Making               | 6                 | COMM 121 (co-requisite)   |
| ACCY 200   | Financial Accounting 2A                                 | 6                 | ACCY 102  |
| ACCY 201   | Financial Accounting IIB                                | 6                 | ACCY 200  |
| ACCY 211   | Management Accounting II                                | 6                 | ACCY 102  |
| ACCY 231   | Information Systems in Accounting                       | 6                 | ACCY 102  |
| ACCY 302   | Financial Accounting III                                | 12                | ACCY 201  |
| ACCY 312   | Management Accounting III                               | 6                 | ACCY 211  |
| ACCY 342   | Advanced Auditing                                       | 6                 | ACCY 201  |
| Plus Electives with a minimum value of                               |   | <u>30</u>         | 24CP must be at 200 or 300-level  |
| <b>Minimum Credit Points required to qualify for this BBA Degree</b> |   | <b><u>144</u></b> |   |

## Bachelor of Commerce - Major: Management

- To qualify for the award of the degree of Bachelor of Commerce (Management) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code     | Title  | CP | Pre-requisites <b>MUST</b> be successfully completed before attempting subjects. |
|----------|--|----|--|
| ACCY 100 | Accounting IA  | 6  | N/A  |
| ACCY 102 | Accounting B   | 6  | ACCY 100   |
| BUSS 110 | Introduction to Business Information Systems               | 6  | N/A  |
| ECON 111 | Introductory Microeconomics                                | 6  | N/A  |
| COMM 121 | Quantitative Methods I<br><b>(Name change ECON 121)</b>    | 6  | N/A  |
| MARK 101 | Marketing Principles                                       | 6  | N/A  |
| MGMT 110 | Introduction to Management                                 | 6  | N/A  |
| LAW 100  | Law in Society   | 6  | N/A  |
| FIN 221  | Introductory Business Finance                              | 6  | ACCY 102 & ECON 111  |
| MGMT 102 | Business Communications                                    | 6  | N/A  |
| MGMT 201 | Organizational Behavior                                    | 6  | MGMT 110   |
| MGMT 218 | Competitive Analysis                                       | 6  | ECON 111   |
| MGMT 314 | Strategic Management                                       | 6  | MGMT 110 & MARK 101 or<br>MGMT 218   |
| MGMT 206 | Human Resource Management<br><b>(if MGMT 398 not done)</b> | 6  | MGMT 110   |

Plus at least ONE of the following subjects:

|  |  |   |                                      |
|--|--|---|--------------------------------------|
| ECON 230   | Quantitative Analysis for Decision Making II | 6 | COMM 121 (co-requisite)              |
| MARK 239<br><small>(Replaced with MARK202)</small> | Analysis for Marketing Decisions             | 6 | COMM 121<br><small>(MARK201)</small> |

Plus the following subjects:

|          |  |   |                     |
|----------|--|---|---------------------|
| MGMT 316 | Operations Management<br><b>(Do only if MGMT 216 not done)</b> | 6 | ECON 111 & COMM 121 |
| MGMT 220 | Organizational Studies   | 6 | MGMT 110            |

Plus the following subjects:

|   |   |                   |                                    |
|---|---|-------------------|------------------------------------|
| MGMT 350  | Total Quality Management<br><b>(Do only if MGMT 351 not done)</b> | 6                 | MGMT 110 & COMM 121                |
| MGMT 389  | International Business Management                                 | 6                 | MGMT 110 & MARK 101 or<br>MGMT 218 |
| Plus Electives with a minimum value of                                |   | <u>30</u>         |                                    |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |   | <b><u>144</u></b> |                                    |

## Bachelor of Commerce - Major: Marketing

- To qualify for the award of the degree of Bachelor of Commerce (Marketing) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code     | Title  | CP | Pre-requisites <b>MUST</b> be successfully completed before attempting subjects. |
|----------|--|----|--|
| ACCY 100 | Accounting IA  | 6  | N/A  |
| ACCY 102 | Accounting B   | 6  | ACCY 100   |
| BUSS 110 | Introduction to Business Information Systems           | 6  | N/A  |
| LAW 100  | Law in Society   | 6  | N/A  |
| ECON 111 | Introductory Microeconomics                            | 6  | N/A  |
| COMM 121 | Quantitative Methods I ( <b>Name change ECON 121</b> ) | 6  | N/A  |
| MARK 101 | Marketing Principles                                   | 6  | N/A  |
| MGMT 110 | Introduction to Management                             | 6  | N/A  |

Plus the following subjects:

|                                     |                                     |   |                            |
|-------------------------------------|-------------------------------------|---|----------------------------|
| MARK 217                            | Consumer Behaviour                  | 6 | MARK 101                   |
| MARK 239<br>(Replaced with MARK202) | Information for Marketing Decisions | 6 | COMM 121<br>(Mark201)      |
| MARK 270                            | Services Marketing                  | 6 | MARK 101                   |
| MARK 319<br>(Replaced with MARK201) | Applied Marketing Research          | 6 | MARK 101 & MARK 239        |
| MARK 333                            | Marketing Communications            | 6 | MARK 101                   |
| MARK 344                            | Marketing Strategy                  | 6 | MARK 101 & 3 MARK subjects |

Plus the following subjects:

|   |  |                   |                     |
|---|--|-------------------|---------------------|
| MARK 301  | Internet Applications for Marketing                                | 6                 | MARK 101            |
| MARK 343  | International Marketing<br>( <b>Do only if MARK 359 not done</b> ) | 6                 | MARK 101            |
| Plus Electives with a minimum value of                                |  | <u>48</u>         | 8 elective subjects |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |  | <b><u>144</u></b> |                     |

## Bachelor of Commerce - Major: Finance

- To qualify for the award of the degree of Bachelor of Commerce (Finance) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of **72** credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study **does not** satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code     | Title   | CP | Pre-requisites MUST be successfully completed before attempting subjects. |
|----------|---|----|---|
| ACCY 100 | Accounting IA   | 6  | N/A   |
| ACCY 102 | Accounting B  | 6  | ACCY 100  |
| BUSS 110 | Introduction to Business Information Systems            | 6  | N/A   |
| LAW 100  | Law in Society  | 6  | N/A   |
| ECON 111 | Introductory Micro-economics                            | 6  | N/A   |
| COMM 121 | Quantitative Methods I<br><b>(Name change ECON 121)</b> | 6  | N/A   |
| MARK 101 | Marketing Principles                                    | 6  | N/A   |
| MGMT 110 | Introduction to Management                              | 6  | N/A   |
| ECON 222 | Quantitative Methods 2<br><b>(Name change ECON 122)</b> | 6  | N/A   |
| ECON 101 | Macroeconomic Essentials for Business                   | 6  | N/A   |
| ACCY 200 | Financial Accounting 2A                                 | 6  | ACCY 102  |
| FIN 221  | Introductory Business Finance                           | 6  | ACCY 102 & ECON 111   |
| FIN 223  | Investment Analysis                                     | 6  | FIN 221   |
| LAW 210  | Contract Law  | 6  | LAW 100   |
| FIN 322  | Advanced Business Finance                               | 6  | 12 credit points of FIN subjects  |
| FIN 323  | Portfolio Management                                    | 6  | FIN 223   |
| FIN 324  | Financial Statement Analysis                            | 6  | FIN 221   |

Plus the following subjects:

|          |                                  |   |                    |
|----------|----------------------------------|---|--------------------|
| FIN 226  | Financial Markets & Institutions | 6 | ACCY102 & ECON 111 |
| ECON 215 | Microeconomic Theory and Policy  | 6 |                    |

Plus ONE of the TWO subjects:

|   |                                  |                   |                                  |
|---|----------------------------------|-------------------|----------------------------------|
| FIN 325   | Bank Management                  | 6                 | 12 credit points of FIN subjects |
| FIN 352   | Critical Perspectives in Finance | 6                 | FIN 221                          |
| Total CREDIT POINTS compulsory Subjects                               |                                  | 120               |                                  |
| Plus Electives with a minimum value of:                               |                                  | <u>24</u>         |                                  |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |                                  | <b><u>144</u></b> |                                  |



## Bachelor of Commerce – Double Major: Management & Finance

- To qualify for the award of the degree of Bachelor of Commerce (Management & Finance) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of 72 credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study does not satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code  | Title  | CP         | Pre-requisites MUST be successfully completed before attempting subjects. |
|---|--|------------|---|
| ACCY 100  | Accounting IA  | 6          | N/A   |
| ACCY 102  | Accounting B   | 6          | ACCY 100  |
| BUSS 110  | Introduction to Business Information Systems               | 6          | N/A   |
| LAW 100   | Law in Society   | 6          | N/A   |
| ECON 111  | Introductory Microeconomics                                | 6          | N/A   |
| COMM 121  | Quantitative Methods I<br>(Name change ECON 121)           | 6          | N/A   |
| MARK 101  | Marketing Principles                                       | 6          | N/A   |
| MGMT 110  | Introduction to Management                                 | 6          | N/A   |
| ECON 222  | Quantitative Methods II                                    | 6          | N/A   |
| ACCY 200  | Financial Accounting 2A                                    | 6          | ACCY 102  |
| FIN 221   | Introductory Business Finance                              | 6          | ACCY 102 & ECON 111   |
| FIN 223   | Investment Analysis  | 6          | FIN 221   |
| LAW 210   | Contract Law   | 6          | LAW 100   |
| MGMT 102  | Business Communications                                    | 6          | N/A   |
| MGMT 201  | Organizational Behaviour                                   | 6          | MGMT 110  |
| MGMT 218  | Competitive Analysis                                       | 6          | ECON 111  |
| Plus ONE of the following subjects:                                   |  |            |   |
| MGMT 316  | Operations Management<br>(Do only if MGMT 216 not done)    | 6          | ECON 111 + COMM121  |
| MGMT 220  | Organizational Studies                                     | 6          | MGMT 110  |
| Plus the following subjects:  |  |            |   |
| FIN 226   | Financial Markets & Institutions                           | 6          | ACCY 102 & ECON 111   |
| FIN 322   | Advanced Business Finance                                  | 6          | 12 credit points of FIN subjects  |
| FIN 323   | Portfolio Management                                       | 6          | FIN 223   |
| FIN 324   | Financial Statement Analysis                               | 6          | FIN 221   |
| FIN 325   | Bank Management  | 6          | 12 credit points of FIN subjects  |
| MGMT 314  | Strategic Management                                       | 6          | MGMT 110 & MARK 101 or<br>MGMT 218 or MGMT 220                            |
| MGMT 350  | Total Quality Management<br>(Do only if MGMT 351 not done) | 6          | MGMT110 & COMM121   |
| MGMT 389  | International Business Management                          | 6          | MGMT 110 & MARK 101 or<br>MGMT 218  |
| MGMT 398  | Human Resource Management                                  | 6          | MGMT 110  |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |  | <b>156</b> |   |

## Bachelor of Commerce - Double Major: Management & Marketing

- To qualify for the award of the degree of Bachelor of Commerce (Management & Marketing) a candidate shall accrue an aggregate of **at least 144** credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of 72 credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study does not satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code                                       | Title  | CP | Pre-requisites MUST be successfully completed before attempting subjects. |
|--|--|----|---|
| ACCY 100                                   | Accounting IA  | 6  | N/A   |
| BUSS 110                                   | Introduction to Business Information Systems               | 6  | N/A   |
| ECON 111                                   | Introductory Microeconomics                                | 6  | N/A   |
| COMM 121                                   | Quantitative Methods I<br><b>(Name change ECON 121)</b>    | 6  | N/A   |
| MARK 101                                   | Marketing Principles                                       | 6  | N/A   |
| MGMT 110                                   | Introduction to Management                                 | 6  | N/A   |
| LAW 100                                    | Law in Society   | 6  | N/A   |
| ACCY 102                                   | Accounting B   | 6  | ACCY 100  |
| FIN 221                                    | Introductory Business Finance                              | 6  | ACCY 102 & ECON 111   |
| MGMT 102                                   | Business Communications                                    | 6  | N/A   |
| MGMT 201                                   | Organizational Behavior                                    | 6  | MGMT 110  |
| MARK 217                                   | Consumer Behavior  | 6  | MARK 101  |
| MGMT 218                                   | Competitive Analysis                                       | 6  | ECON 111  |
| MARK 239<br><b>(Replaced with MARK202)</b> | Information for Marketing Decisions                        | 6  | COMM 121<br><b>(MARK201)</b>  |
| MARK 270                                   | Services Marketing   | 6  | MARK 101  |
| MGMT 314                                   | Strategic Management                                       | 6  | MGMT 110 & MARK 101 or MGMT 218   |
| MARK 319<br><b>(Replaced with MARK201)</b> | Applied Marketing Research                                 | 6  | MARK 101 & MARK 239   |
| MARK 333                                   | Marketing Communications                                   | 6  | MARK 101  |
| MARK 344                                   | Marketing Strategy   | 6  | MARK 101 & 3 MARK Subjects.   |
| MGMT 206                                   | Human Resource Management<br><b>(if MGMT 398 not done)</b> | 6  | MGMT 110  |

Plus the following subjects:

|          |  |   |          |
|----------|--|---|----------|
| MARK 301 | Internet Applications for Marketing                              | 6 | MARK 101 |
| MARK 343 | International Marketing<br><b>(Do only if MARK 359 not done)</b> | 6 | MARK 101 |

Plus Any Three of the Following subjects:

|   |   |                   |                                 |
|---|---|-------------------|---------------------------------|
| MGMT 316  | Operations Management   | 6                 | ECON 111 & COMM 121             |
| MGMT 220  | Organizational Studies  | 6                 | MGMT 110                        |
| MGMT 350  | Total Quality Management<br><b>(Do only if MGMT 351 not done)</b> | 6                 | MGMT110 & COMM121               |
| MGMT 389  | International Business Management                                 | 6                 | MGMT 110 & MARK 101 or MGMT 218 |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |   | <b><u>150</u></b> |                                 |

## Bachelor of Commerce - Double Major: Marketing & Finance

- To qualify for the award of the degree of Bachelor of Commerce (Marketing & Finance) a candidate shall accrue an aggregate of at least 144 credit points plus the prescribed Freshman program by satisfactory completion of the subjects listed in the program of study.
- A maximum of 72 credit points of 100-level subjects can be taken.
- A pass conceded grade at 300-level in any required subject within the program of study does not satisfy degree requirements.
- A maximum of 24 credit points are permitted at the pass conceded grade.

| Code  | Title  | CP                | Pre-requisites MUST be successfully completed before attempting subjects. |
|---|--|-------------------|---|
| ACCY 100  | Accounting IA  | 6                 | N/A   |
| ACCY 102  | Accounting B   | 6                 | ACCY 100  |
| BUSS 110  | Introduction to Business Information Systems                     | 6                 | N/A   |
| LAW 100   | Law in Society   | 6                 | N/A   |
| ECON 111  | Introductory Micro-economics                                     | 6                 | N/A   |
| COMM 121  | Quantitative Methods I<br><b>(Name change ECON 121)</b>          | 6                 | N/A   |
| MARK 101  | Marketing Principles   | 6                 | N/A   |
| MGMT 110  | Introduction to Management                                       | 6                 | N/A   |
| ECON 222  | Quantitative Methods II<br><b>(Name change ECON 122)</b>         | 6                 | N/A   |
| ACCY 200  | Financial Accounting 2A  | 6                 | ACCY 102  |
| FIN 221   | Introductory Business Finance                                    | 6                 | ACCY 102 & ECON 111   |
| FIN 223   | Investment Analysis  | 6                 | FIN 221   |
| LAW 210   | Contract Law   | 6                 | LAW 100   |
| MARK 217  | Consumer Behavior  | 6                 | MARK 101  |
| MARK 239<br>(Replace with MARK202)                                    | Information for Marketing Decisions                              | 6                 | COMM 121<br>(MARK201)   |
| MARK 270  | Services Marketing   | 6                 | MARK 101  |
| FIN 226   | Financial Markets & Institutions                                 | 6                 | ACCY102 & ECON111   |
| FIN 322   | Advanced Business Finance  | 6                 | 12 credit points of FIN subjects  |
| FIN 323   | Portfolio Management   | 6                 | FIN223  |
| FIN 324   | Financial Statement Analysis                                     | 6                 | FIN221  |
| FIN 325   | Bank Management  | 6                 | 12 credit points of FIN subjects  |
| MARK 319<br>(Replace with MARK201)                                    | Applied Marketing Research                                       | 6                 | MARK 101 & MARK 239   |
| MARK 333  | Marketing Communications   | 6                 | MARK 101  |
| MARK 344  | Marketing Strategy   | 6                 | MARK 101 & 3 MARK Subjects.   |
| MARK 301  | Internet Applications for Marketing                              | 6                 | MARK 101  |
| MARK 343  | International Marketing<br><b>(Do only if MARK 359 not done)</b> | 6                 | MARK 101  |
| <b>Minimum Credit Points required to qualify for this BCom Degree</b> |  | <b><u>156</u></b> |   |

## Commerce Faculty Subjects on Offer

| Subject Code | Subject Title                                 | Autumn 06 | Spring 07 | Summer 07 |
|--------------|---|-----------|-----------|-----------|
| ARTS 015     | Introduction to University Life               | ✓         | ✓         | ✓         |
| ARTS 017     | Islamic Culture                               | ✓         | ✓         | ✓         |
| MATH 015 +   | Foundation Mathematics A                      | ✓         | ✓         | ✓         |
| CSCI 015 +   | Computer Applications                         | ✓         | ✓         | ✓         |
| STAT 015     | Introduction to Statistics                    | ✓         | ✓         | ✓         |
| ARTS 025     | Literary Skills                               | ✓         | ✓         | ✓         |
| ARTS 035     | Introduction to Philosophy                    | ✓         | ✓         | ✓         |
| PSYC 015     | Introduction to Psychology                    | ✓         | ✓         | ✓         |
| MATH 020 +   | Foundation Mathematics B                      | ✓         | ✓         | ✓         |
| ACCY 100     | Accounting 1A                                 | ✓         | ✓         | ✓         |
| ACCY 102     | Accounting 1B                                 | ✓         | ✓         | ✓         |
| ACCY 201     | Financial Accounting 2 B                      |           | ✓         |           |
| ACCY 200     | Financial Accounting 2 A                      | ✓         |           |           |
| ACCY 211     | Management Accounting 2                       | ✓         |           |           |
| ACCY 231     | Information systems in Accounting             |           | ✓         |           |
| ACCY 302     | Financial Accounting 3                        |           | ✓         |           |
| ACCY 312     | Management Accounting 3                       | ✓         |           |           |
| ACCY 328     | International Taxation                        |           | ✓         |           |
| ACCY 342     | Advanced Auditing                             | ✓         |           |           |
| BUSS 110     | Introduction to Business Information Systems  | ✓         | ✓         | ✓         |
| BUSS 211     | Requirement Determination and System Analysis | ✓         |           |           |
| BUSS 312     | Distributed Information Systems               |           | ✓         |           |
| COMM 100     | Introduction to Employment Relations          | ✓ a       |           |           |
| COMM 121     | Quantitative Methods 1                        | ✓         | ✓         | ✓         |
| COMM 351     | Business Ethics & Governance                  | ✓         | ✓         |           |
| COMM 399     | Special Topic in Commerce                     | ✓         | ✓         |           |
| ECON 101     | Macroeconomic Essentials for Business         | ✓         |           | ✓         |
| ECON 111     | Introductory Microeconomics                   |           | ✓         | ✓         |
| ECON 216     | International Trade Theory                    | ✓         |           |           |
| ECON 332     | Managerial Economics & Operations Research    |           | ✓         |           |
| FIN 221      | Introductory Business Finance                 | ✓         | ✓         |           |
| FIN 223      | Investment Analysis                           | ✓         |           |           |
| FIN 226      | Financial Markets & Institutions              | ✓         |           |           |
| FIN 241      | International Financial Management            | ✓         |           |           |
| FIN 322      | Advanced Business Finance                     |           | ✓         |           |
| FIN 323      | Portfolio Management                          |           | ✓         |           |
| FIN 324      | Financial Statement Analysis                  | ✓         |           |           |
|              |   |           |           |           |

| Subject Code | Subject Title  | Autumn 06 | Spring 07 | Summer 07 |
|--------------|--|-----------|-----------|-----------|
| FIN 325      | Bank Management  |           | ✓         |           |
| FIN 351      | International Finance                                  |           | ✓         |           |
| IACT 201+    | Info Tech and Citizen's Rights                         | ✓         | ✓         |           |
| LAW 100      | Law in Society   | ✓         |           | ✓         |
| MARK 101     | Marketing Principles                                   | ✓         | ✓         | ✓         |
| MARK 201     | Applied Marketing Research A<br>Replaces with MARK 319 | ✓         |           |           |
| MARK 202     | Applied Marketing Research B<br>Replaces with MARK 239 |           | ✓         |           |
| MARK 217     | Consumer Behavior                                      |           | ✓         |           |
| MARK 270     | Services Marketing                                     | ✓         |           |           |
| MARK 301     | Internet Applications for<br>Marketing                 | ✓         |           |           |
| MARK 333     | Marketing Communications                               |           | ✓         |           |
| MARK 343     | International Marketing                                | ✓         |           |           |
| MARK 344     | Marketing Strategy                                     |           | ✓         |           |
| MGMT 102     | Business Communications                                |           | ✓         | ✓         |
| MGMT 110     | Introduction to Management                             | ✓         | ✓         | ✓         |
| MGMT 201     | Organizational Behavior                                |           | ✓         |           |
| MGMT 206     | Managing Human Resources                               |           | ✓         |           |
| MGMT 218     | Competitive Analysis                                   | ✓         |           |           |
| MGMT 220     | Organizational Analysis                                |           | ✓         |           |
| MGMT 309     | Supply Chain Management                                |           | ✓         |           |
| MGMT 311     | Management of Change                                   | ✓         |           |           |
| MGMT 314     | Strategic Management                                   |           | ✓         |           |
| MGMT 316     | Operations Management                                  | ✓         |           |           |
| MGMT 350     | Total Quality Management                               |           | ✓         |           |
| MGMT 389     | International Bus. Management                          | ✓         |           |           |

- a. Subject not offered after Autumn 2006  
+ College of IT subject

**Note:** Schedule subject to change as per management decisions

# DEGREE PLANNER

Session: \_\_\_\_\_ Year: \_\_\_\_\_

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Session: \_\_\_\_\_ Year: \_\_\_\_\_

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Session: \_\_\_\_\_ Year: \_\_\_\_\_

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Session: \_\_\_\_\_ Year: \_\_\_\_\_

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**To ensure quality in your Degree and a proper distribution of subjects over all semesters, it is of UTMOST importance that you plan your subjects well in advance! Here are a few Guidelines that you should follow in preparing your Degree Plan:**

- Certain subjects have pre-requisites. Try your best to complete these pre-requisite subjects **as soon as feasible**.
- Most importantly, **100-level subjects must be completed BEFORE 200-level subjects; 200-level subjects must be completed BEFORE 300-level subjects!**
- Rules pertaining to your individual degree and specialisation must be paid special attention to.
- If you need any assistance in planning your degree feel free to consult our extremely helpful Academic Advisors.

If the above-mentioned guidelines are followed and your degree is planned smoothly, you should not have any difficulty with individual sessions. Good luck and get cracking on your Degree Plan!