

COLLEGE OF BUSINESS

UNDERGRADUATE

DEGREE PLANNER

(PLAN B)

Autumn Semester 2006

COMMERCE

APPLICABILITY

**STUDENTS WHO HAVE JOINED
SPRING 04 & SUMMER 04**

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>*
- ✓ *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 session in which the subjects are on offer.*
- ✓ *If you experience any difficulty in planning your degree, you must consult the 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 Last day of payment of 1 st 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 nd installment (i.e. 25%) of tuition fees due for Progress Payment Plan	31 Oct
Last day for payment of 3 rd 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 10th & 11th June.

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 MUST 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
COMM 100	Employment Relations	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
LAW 100	Law in Society	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
ACCY 211	Management Accounting II	6	ACCY 102
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111
MARK 217	Consumer Behaviour	6	MARK101
MARK 270	Services Marketing	6	MARK 101
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects*
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218
ECON 230	Quantitative Analysis for Decision Making	6	COMM 121 (co-requisite)
MGMT 201	Organizational Behaviour	6	MGMT 110
FIN 226	Financial Markets & Institutions	6	ACCY102 & ECON 111
ECON 332	Managerial Economics	6	ECON 111
MGMT 389	International Business Management	6	MGMT 110 & MARK 101 or MGMT 218
Plus Electives with a minimum value of:		<u>18</u>	Of which 12CP may be from 100-level subjects.
Minimum Credit Points required to qualify for this BBA Degree		<u>144</u>	

*Check the pre-requisite.

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 A	6	N/A
ACCY 102	Accounting B	6	ACCY 100
BUSS 110	Introduction to Business Information Systems	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
FIN 221	Introductory Business Finance	6	ACCY 102 & ECON 111
ACCY 200	Financial Accounting	6	ACCY 102
ACCY 201	Financial Accounting IIB	6	ACCY 200
ACCY 211	Management Accounting II	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>42</u>	24CP must be at 200 or 300-level, as approved by the Dean or nominee
Minimum Credit Points required to qualify for this BBA Degree		<u>144</u>	

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	Prerequisites MUST 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
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
MGMT 102	Business Communications	6	N/A
MGMT 201	Organizational Behaviour	6	MGMT 110
MGMT 206	Managing Human Resources (if MGMT 398 not done)	6	MGMT 110
MGMT 220	Organizational Studies	6	MGMT 110
MGMT 311	Management of Change	6	MGMT 110
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218
MGMT 316	Operations Management (Do only if MGMT 216 not done)	6	ECON 111 & COMM 121
MGMT 350	Total Quality Management (Do only if MGMT 351 not done)	6	MGMT 110 & COMM 121
Plus Electives with a minimum value of		<u>42</u>	24CP must be at 200 or 300-level
Minimum Credit Points required to qualify for this BCom Degree		<u>144</u>	

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 MUST 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
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
MARK 217	Consumer Behaviour	6	MARK 101
MARK 239 (Replaced with MARK202)	Information for Marketing Decisions	6	COMM 121 (MARK201)
MARK 270	Services Marketing	6	MARK 101
MARK 301	Internet Applications for Marketing	6	MARK 101
MARK 319 (Replaced with MARK201)	Applied Marketing Research	6	MARK 101 & MARK 239
MARK 333	Marketing Communications	6	MARK 101
MARK 343	International Marketing	6	MARK 101
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects
Plus Electives with a minimum value of		<u>42</u>	18CP must be at 200 or 300-level
Minimum Credit Points required to qualify for this BCom Degree		<u>144</u>	

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 A	6	N/A
ACCY 102	Accounting B	6	ACCY 100
BUSS 110	Introduction to Business Information Systems	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
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
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 226	Financial Markets & Institutions	6	ACCY 102 & ECON 111
FIN 325	Bank Management	6	12 credit points of FIN subjects
Plus Electives with a minimum value of:		<u>42</u>	18 CP must be at 200 or 300 level
Minimum Credit Points required to qualify for BCom Degree		<u>144</u>	

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 A	6	N/A
ACCY 102	Accounting B	6	ACCY 100
BUSS 110	Introduction to Business Information Systems	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
MGMT 102	Business Communications	6	N/A
MGMT 201	Organizational Behaviour	6	MGMT 110
MGMT 206	Managing Human Resources (if MGMT 398 not done)	6	MGMT 110
MGMT 220	Organizational Studies	6	MGMT 110
MGMT 311	Management of Change	6	MGMT 110
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218
MGMT 316	Operations Management (Do only if MGMT 216 not done)	6	ECON 111 & COMM 121
MGMT 350	Total Quality Management (Do only if MGMT 351 not done)	6	MGMT 110 & COMM 121
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
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 226	Financial Markets & Institutions	6	ACCY 102 & ECON 111
FIN 325	Bank Management	6	12 credit points of FIN subjects
Minimum Credit Points required to qualify for this BCom Degree		<u>150</u>	

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 150** 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 A	6	N/A
ACCY 102	Accounting B	6	ACCY 100
BUSS 110	Introduction to Business Information Systems	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
MGMT 102	Business Communications	6	N/A
MGMT 201	Organizational Behaviour	6	MGMT 110
MGMT 206	Managing Human Resources (if MGMT 398 not done)	6	MGMT 110
MGMT 220	Organizational Studies	6	MGMT 110
MGMT 311	Management of Change	6	MGMT 110
MGMT 314	Strategic Management	6	MGMT 110 & MARK 101 or MGMT 218
MGMT 316	Operations Management (Do only if MGMT 216 not done)	6	ECON 111 & COMM 121
MGMT 350	Total Quality Management (Do only if MGMT 351 not done)	6	MGMT 110 &+ COMM 121
MARK 217	Consumer Behaviour	6	MARK 101
MARK 239 (Replaced with MARK202)	Information for Marketing Decisions	6	COMM 121 (MARK201)
MARK 270	Services Marketing	6	MARK 101
MARK 301	Internet Applications for Marketing	6	MARK 101
MARK 319 (Replaced with MARK201)	Applied Marketing Research	6	MARK 101 & MARK 239
MARK 333	Marketing Communications	6	MARK 101
MARK 343	International Marketing	6	MARK 101
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects
Minimum Credit Points required to qualify for this BCom Degree		<u>150</u>	

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 150** 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 A	6	N/A
ACCY 102	Accounting B	6	ACCY 100
BUSS 110	Introduction to Business Information Systems	6	N/A
COMM 121	Quantitative Methods I	6	N/A
ECON 101	Macroeconomic Essentials for Business	6	N/A
ECON 111	Introductory Microeconomics	6	N/A
MARK 101	Marketing Principles	6	N/A
MGMT 110	Introduction to Management	6	N/A
COMM 351	Business Ethics and Governance	6	72 credit points
MARK 217	Consumer Behaviour	6	MARK 101
MARK 239 (Replaced with MARK202)	Information for Marketing Decisions	6	COMM 121 (MARK201)
MARK 270	Services Marketing	6	MARK 101
MARK 301	Internet Applications for Marketing	6	MARK 101
MARK 319 (Replaced with MARK201)	Applied Marketing Research	6	MARK 101 & MARK 239
MARK 333	Marketing Communications	6	MARK 101
MARK 343	International Marketing	6	MARK 101
MARK 344	Marketing Strategy	6	MARK 101 & 3 MARK subjects
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
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 226	Financial Markets & Institutions	6	ACCY 102 & ECON 111
FIN 325	Bank Management	6	12 credit points of FIN subjects
Minimum Credit Points required to qualify for this BCom Degree		<u>150</u>	

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	✓		

APPLICABILITY: STUDENTS WHO HAVE JOINED SPRING 04 or SUMMER 04

Correct at the time of printing and subject to change without notice.

The University reserves the right to withdraw a subject, tutorial group, workshop or computer lab class due to insufficient enrolment.

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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 Replaces with MARK 319	✓		
MARK 202	Applied Marketing Research B Replaces with MARK 239		✓	
MARK 217	Consumer Behavior		✓	
MARK 270	Services Marketing	✓		
MARK 301	Internet Applications for 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: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

Session: _____ Year: _____

Code	Subject Title	CP

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!