

## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 203244                    **Description:** Purchasing & Inventory Management

**Full Course Description:** Organizing and managing purchasing and invenotry management, scientific determination of project needs of raw materials , materials quality and quantity , purchasing and storing function, inventory control, centralization and decentralization in purchasing .

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**Course ID:** 203252                    **Description:** Human Resource Management

**Full Course Description:** Principles and importance of human resources management , selecting and training of employees, health , safety , and security, performance appraisal , human and labor relations , rewards and wages determination and motivation.

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**Course ID:** 203257                    **Description:** Organizational Supervision

**Full Course Description:**

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**Course ID:** 203271                    **Description:** Hospitality Industry

**Full Course Description:**

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**Course ID:** 203282                    **Description:** Commercial Law

**Full Course Description:**

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**Course ID:** 203364                    **Description:** International Business

**Full Course Description:**

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**Course ID:** 203373                    **Description:** Hotel Human Resources Management

**Full Course Description:**

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**Course ID:** 203374                    **Description:** Travel Geography in Jordan

**Full Course Description:**

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**Course ID:** 203375                    **Description:** Legal Legislation For Hospitality Management

**Full Course Description:**

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**Course ID:** 203377                    **Description:** Public relations

**Full Course Description:**

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**Course ID:** 203378                    **Description:** Hotel Management Operations

**Full Course Description:**

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**Course ID:** 203440                    **Description:** Total Quality Management

**Full Course Description:**

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**Course ID:** 203471                    **Description:** Food Preparation

**Full Course Description:**

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**Course ID:** 203472                    **Description:** Food and Beverage Management

**Full Course Description:**

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**Course ID:** 203473                    **Description:** Hospitality Marketing and Prommotion

**Full Course Description:**

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**Course ID:** 203474                    **Description:** Accomodation Service Management

**Full Course Description:**

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**Course ID:** 203475                    **Description:** Food Health and Saftey

**Full Course Description:**

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**Course ID:** 203476                    **Description:** Business Norms in Multicultural Lontext

**Full Course Description:**

## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 203477      **Description:** Resturants Management

**Full Course Description:**

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**Course ID:** 203478      **Description:** Hotel Facilities Design and Mainteuance

**Full Course Description:**

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**Course ID:** 203479      **Description:** Banquet and Meeting Management

**Full Course Description:**

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**Course ID:** 203483      **Description:** Organization Theory

**Full Course Description:** Dimensions of organizational structure , organization design, the concept of organizational effectiveness and its relation to organizational structure , types of organizational structure.

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**Course ID:** 203484      **Description:** International Commercial Laws

**Full Course Description:**

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**Course ID:** 203495      **Description:** Cases In Industrial Management

**Full Course Description:**

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**Course ID:** 203497      **Description:** Specialized Topics in Hotel Management

**Full Course Description:**

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**Course ID:** 203499      **Description:** Practical Training

**Full Course Description:**

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**Course ID:** 2203101      **Description:** Principles Of Management

**Full Course Description:** Definitions of management, evolution of management thinking, functions of management (planning, organizing, leading, and controlling), schools of management thoughts, environmental analysis , and managerial skills .

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**Course ID:** 2203232      **Description:** Operations Research

**Full Course Description:** Concepts of operations research and quantitative analysis in management decision making, model building and / or techniques like ( linear programming, the graphical and algebric methods ) transportation and distribution models, business network analysis ( CPU, PERT), and computer applications of OR problems.

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**Course ID:** 2203243      **Description:** Production & Operations Management

**Full Course Description:** The nature and concepts of production and operations management , decisions related to the selection and designing of new product, manpower requirements, the selection of project location , facilities layout, supportive departments, comprehensive planning and major scheduling , demand forcasting and computer applications

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**Course ID:** 2203255      **Description:** Business Communaction

**Full Course Description:** Communication process and model , basics and style of business letter writing , memorandums, reports, the art of listening in business, the role of business communication , verbal and nonverbal communication , and barriers to effective communication.

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**Course ID:** 2203281      **Description:** Organization Behavior

**Full Course Description:**

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**Course ID:** 2203324      **Description:** International Marketing

**Full Course Description:** Marketing problems affecting multinational corporations , reasons for growth and expansion outside local country boundaries , economic, cultural, social, political and legal factors affecting the marketing mix.

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**Course ID:** 2203325      **Description:** Sales Management

**Full Course Description:**

## Courses Description

**College:** Business

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**Course ID:** 2203329      **Description:** Commercial Promotion

**Full Course Description:**

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**Course ID:** 2203340      **Description:** Small Business Management

**Full Course Description:** Stages of developing a new venture , managerial decisions related to location and sources of financing , application of management theories and techniques to small business ventures, administrative , financial and marketing functoins , leadership issues , and human relations in small businesses .

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**Course ID:** 2203341      **Description:** Project Management

**Full Course Description:** Principles and concepts of project management, organizing and managing project life cycle, project planning and controlling , network analysis and models, resources allocation , and the use computers in project management.

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**Course ID:** 2203346      **Description:** Production Planning & Control

**Full Course Description:** Concepts and nature of production planning and controlling, capacity planning , aggregate planning materials requirements planning ( MRP ), just in time scheduling ( JIT ) , quality control, inventory analysis and control, work scheduling, and computer aided production planning .

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**Course ID:** 2203367      **Description:** Administrative Planning & Control

**Full Course Description:**

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**Course ID:** 2203420      **Description:** Consumer Behavior

**Full Course Description:** Consumers` characteristics and their effect on the buying decisions of products and services , stages of the purchasing decision process, buying incentives, the effect of environmental factors on consumer behavior, and models that explain peoples behavior.

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**Course ID:** 2203427      **Description:** Marketing Strategy

**Full Course Description:**

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**Course ID:** 2203452      **Description:** Management Information Systems

**Full Course Description:** Introduction and nature of MIS, types of information systems, role of technology in programming information systems, analysis and designing of information systems. Application, evaluation and Strategic role of information systems .

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**Course ID:** 2203461      **Description:** Strategic Management

**Full Course Description:**

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**Course ID:** 2203495      **Description:** Special Topics

**Full Course Description:**

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**Course ID:** 2203496      **Description:** Special Topics in International Management

**Full Course Description:**

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**Course ID:** 110203204      **Description:** Organizational Behavior

**Full Course Description:** .

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**Course ID:** 110203207      **Description:** Knowledge management

**Full Course Description:** >

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**Course ID:** 110203208      **Description:** Business Communaction

**Full Course Description:** .

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**Course ID:** 110203209      **Description:** Business Ethics

**Full Course Description:** A

## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 110203219      **Description:** Electronic Trade

**Full Course Description:** .

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**Course ID:** 110203222      **Description:** Operations Research

**Full Course Description:** .

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**Course ID:** 110203232      **Description:** Purchasing And Inventory Management

**Full Course Description:** .

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**Course ID:** 110203234      **Description:** Hospitality industry

**Full Course Description:** a

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**Course ID:** 110203235      **Description:** Small Business Management

**Full Course Description:** .

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**Course ID:** 110203241      **Description:** Management Information Systems

**Full Course Description:** .

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**Course ID:** 110203263      **Description:** Food Preparation

**Full Course Description:** a

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**Course ID:** 110203291      **Description:** Introduction to Tourism Management

**Full Course Description:** ;;;

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**Course ID:** 110203294      **Description:** Travel Geography in Jordan

**Full Course Description:** a

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**Course ID:** 110203303      **Description:** Organization Theory

**Full Course Description:** .

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**Course ID:** 110203304      **Description:** Public relations Management

**Full Course Description:** a

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**Course ID:** 110203307      **Description:** International Business

**Full Course Description:** dd

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**Course ID:** 110203312      **Description:** Marketing Management

**Full Course Description:** .□

This course is intended to integrate the materials learned in all other marketing course work as well as prepare the student for a career in marketing. This course is designed to push your analytical and marketing abilities while empowering you to make critical marketing decisions based on a combination of facts, assumptions, and critical judgments. Emphasis is on the application of the marketing process in the turbulent global business environment. Marketing decisions, analysis, and issues are integrated with the goal of achieving customer satisfaction to gain a sustainable competitive advantage within an industry.

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**Course ID:** 110203313      **Description:** Services Marketing

**Full Course Description:** .

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**Course ID:** 110203316      **Description:** Sales Management

**Full Course Description:** .

## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 110203318      **Description:** Consumer Behavior

**Full Course Description:** .

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**Course ID:** 110203331      **Description:** Operations Management

**Full Course Description:** .

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**Course ID:** 110203333      **Description:** Production Planning & Control

**Full Course Description:** .

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**Course ID:** 110203337      **Description:** Project Management

**Full Course Description:** .

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**Course ID:** 110203351      **Description:** Accomodation Service Management

**Full Course Description:** a

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**Course ID:** 110203352      **Description:** Events Management

**Full Course Description:** a

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**Course ID:** 110203353      **Description:** Meetings and Conferences Management

**Full Course Description:** a

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**Course ID:** 110203362      **Description:** Resturants Management

**Full Course Description:** a

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**Course ID:** 110203371      **Description:** Decision support systems

**Full Course Description:** a

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**Course ID:** 110203372      **Description:** Expert Systems

**Full Course Description:** a

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**Course ID:** 110203373      **Description:** Customer Relationship Management

**Full Course Description:** a

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**Course ID:** 110203405      **Description:** Strategic Management

**Full Course Description:** .

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**Course ID:** 110203406      **Description:** Human Resource Management

**Full Course Description:** .

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**Course ID:** 110203407      **Description:** Hotel Human Resource Management

**Full Course Description:** a

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**Course ID:** 110203408      **Description:** Advanced Human Resource Management

**Full Course Description:** IIII

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**Course ID:** 110203415      **Description:** Commercial Promotion

**Full Course Description:** A

### Courses Description

**College:** Business

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**Couse ID:** 110203416      **Description:** Hospitality Marketing and promotion

**Full Course Description:** a

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**Couse ID:** 110203421      **Description:** Research Methods in Management

**Full Course Description:** .

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**Couse ID:** 110203423      **Description:** Advanced Operations Research

**Full Course Description:** .

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**Couse ID:** 110203434      **Description:** Total Quality Management

**Full Course Description:** .

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**Couse ID:** 110203435      **Description:** Hotel Management Operations

**Full Course Description:** a

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**Couse ID:** 110203436      **Description:** Supply Chain Management

**Full Course Description:** .

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**Couse ID:** 110203442      **Description:** Human Resource Information Systems

**Full Course Description:** A

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**Couse ID:** 110203443      **Description:** Marketing Information Systems

**Full Course Description:** A

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**Couse ID:** 110203444      **Description:** Operations Management Information Systems

**Full Course Description:** A

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**Couse ID:** 110203461      **Description:** Food and Beverage Management

**Full Course Description:** a

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**Couse ID:** 110203491      **Description:** Special Topics in Business

**Full Course Description:** A

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**Couse ID:** 110203492      **Description:** Practical Training

**Full Course Description:** a

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**Couse ID:** 110203494      **Description:** Special Topics in Hotel Managment

**Full Course Description:** jjjj

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**Couse ID:** 110203495      **Description:** Project

**Full Course Description:** a

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**Couse ID:** 1802031204      **Description:** Organizational Behavior

**Full Course Description:** حح

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**Couse ID:** 1802031208      **Description:** Business Communaction

**Full Course Description:** ggggg



## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 1802031491      **Description:** Special Topics in Business Administration

**Full Course Description:** kkkkkkkkkk

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**Course ID:** 1802032217      **Description:** Electronic Commerce

**Full Course Description:** o

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**Course ID:** 1802032241      **Description:** Management Information Systems

**Full Course Description:** k/l

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**Course ID:** 1802032319      **Description:** E-Marketing

**Full Course Description:** e

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**Course ID:** 1802032342      **Description:** Human Resource Information Systems

**Full Course Description:** hhh

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**Course ID:** 1802032344      **Description:** Operations Management Information Systems

**Full Course Description:** ;

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**Course ID:** 1802032445      **Description:** Information Systems Projects Management

**Full Course Description:** k

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**Course ID:** 1802032446      **Description:** Special Topics in Management Information Systems

**Full Course Description:** ll

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**Course ID:** 1802032471      **Description:** Knowledge Management

**Full Course Description:** k

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**Course ID:** 1802032472      **Description:** Decision Support Systems

**Full Course Description:** :::

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**Course ID:** 1802032490      **Description:** Practical training

**Full Course Description:** ih

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**Course ID:** 1802032495      **Description:** Graduation Project

**Full Course Description:** ;

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**Course ID:** 1802033234      **Description:** Hospitality Industry

**Full Course Description:** ب

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**Course ID:** 1802033258      **Description:** Hotel Legislation

**Full Course Description:** gg

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**Course ID:** 1802033263      **Description:** Food Preparation

**Full Course Description:** ب

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**Course ID:** 1802033291      **Description:** Introduction to Tourism Management

**Full Course Description:** ع

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**Course ID:** 1802033304      **Description:** Public Relations Management

**Full Course Description:** ل

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**Course ID:** 1802033351      **Description:** Accommodation Service Management

**Full Course Description:** k

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**Course ID:** 1802033352      **Description:** Events Management

**Full Course Description:** ر



## Courses Description

**College:** Business

**Department:** Business Administration

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**Course ID:** 1802033353      **Description:** Meetings and Conferences Management

**Full Course Description:** n

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**Course ID:** 1802033362      **Description:** Resturants Management

**Full Course Description:** ن

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**Course ID:** 1802033416      **Description:** Hospitality Marketing and Promotion

**Full Course Description:** l

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**Course ID:** 1802033435      **Description:** Hotel Management Operations

**Full Course Description:** l

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**Course ID:** 1802033461      **Description:** Food and Beverage Management

**Full Course Description:** g

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**Course ID:** 1802033492      **Description:** Practical Training

**Full Course Description:** n