

# BA in Administration (Management)

Course Code	First Semester	Credits	Hours
ADN23101	Principles of administration	5.62	60
FIN23102	Finance information workshop	5.62	60
MAT23103	Mathematics for business	5.62	60
DER23104	General notions in law	5.62	60
MER23105	Marketing	5.62	60
MER23106	Design thinking	5.62	60
LEX23107	English I	12.62	135

Course Code	Second Semester	Credits	Hours
ADN23201	Entrepreneurial dynamic	5.62	60
SIS23202	Technology for business	5.62	60
MAT23203	Financial mathematics workshop	5.62	60
FIN23204	Corporate finance	5.62	60
ECO23205	Business economics	5.62	60
ADN23206	Business and culture	5.62	60
LEX23207	English II	12.62	135

Course Code	Third Semester	Credits	Hours
MER23301	Market structure analysis	5.62	60
ADN23302	Human and executive skills	5.62	60
ADN23303	Global business	5.62	60
ADN23321	Organizational psychology and teamwork	5.62	60
MAT23322	Probability and statistics	5.62	60
DER23323	Commercial law	5.62	60
LEX23304	English III	12.62	135

Course Code	Fourth Semester	Credits	Hours
ADN23401	Business model and commercialization	5.62	60
MER23402	Communication and professional image	5.62	60
ADN23425	Process effectiveness	5.62	60
ADN23426	Organizational conflict management	5.62	60
CON23427	Costs and budgeting	5.62	60
DER23428	Labor law	5.62	60
LEX23403	English IV	12.62	135

Course Code	Fifth Semester	Credits	Hours
ADN23501	Business feasibility	5.06	54
ADN23522	Production management	5.06	54
ADN23523	Competency-based talent management	6.75	72
MER23524	Market intelligence competency	5.06	54
CON23525	Fiscal impact on business operations	6.75	72
ADN23526	Working capital management	5.06	54

Course Code	Sixth Semester	Credits	Hours
ADN23601	Leadership and negotiation skills	5.06	54
ADN23626	Quality and productivity systems	6.75	72
ADN23627	Personnel management	5.06	54
MER23628	Marketing strategies	5.06	54
ADN23629	Strategic management	6.75	72
FIN23630	Long-term financial planning	5.06	54

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Course Code	Seventh Semester	Credits	Hours
ADN23701	Strategic planning and thinking	5.06	54
ADN23725	Internal control of the company	6.75	72
ADN23726	Organizational change management	6.75	72
MER23727	Sales administration	5.06	54
ADN23728	Business negotiation	5.06	54
FIN23740	Investment portfolio management	5.06	54
Course Code	Eight Semester	Credits	Hours
ADN23801	Values in business	5.06	54
ADN23822	Integrative management seminar	5.06	54
ADN23823	Prospective direction	6.75	72
MER23824	Strategic marketing	5.06	54
ADN23825	Business Simulator	5.06	54
FIN23826	Risk management	6.75	72
ADN23827	Professional practices	23.37	54