

# BA in Commerce and International Business

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
MER23312	International market research	5.62	60
COI23313	Trade policy	5.62	60
ECO23314	Geopolitics	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
ADN23413	Human resources management	5.62	60
MER23414	International marketing	5.62	60
COI23415	Tariff classification and analysis	5.62	60
COI23416	International trade agreements I	5.62	60
LEX23403	English IV	12.62	135
Course Code	Fifth Semester	Credits	Hours
ADN23501	Business feasibility	5.06	54
COI23507	Contracts and forms of international payment	6.75	72
COI23508	International marketing	6.75	72
COI23509	Customs legislation applied	5.06	54
COI23510	International trade agreements II	5.06	54
COI23811	International traffic	5.06	54
Course Code	Sixth Semester	Credits	Hours
ADN23601	Leadership and negotiation skills	5.06	54
ADN23611	Quality and competitiveness	5.06	54
COI23612	International promotion	5.06	54
COI23613	Case management in customs clearance	6.75	72
COI23614	Regional studies	6.75	72
ADN23615	Logistics Process	5.06	54

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Course Code	Seventh Semester	Credits	Hours
ADN23701	Strategic planning and thinking	5.06	54
COI23711	Trade intangibles	5.06	54
COI23712	International negotiation and sales	5.06	54
COI23713	Export promotion programs	5.06	54
COI23714	International trade law	6.75	72
ADN23715	Supply chain management	6.75	72
Course Code	Eight Semester	Credits	Hours
ADN23801	Values in business	5.06	54
COI23809	Integrating trade and international business seminar	5.06	54
FIN23810	International financing and investment	6.75	72
COI23811	Intangible exports projects	5.06	54
COI23812	Export business plan direction	5.06	54
COI23813	International trade strategies	6.75	72
COI23814	Professional practices	23.37	54