

Program	BS Business Education
Semester	1 <sup>st</sup>
Credit Hours	3
Pre-requisite	None
Course Title	BSBE 313 PRINCIPLES OF MANAGEMENT
Introduction	This is an introductory course about the management of organizations. It provides instructions on principles of management that have general applicability to all types of enterprises; basic management philosophy and decision making; principles involved in planning, organizing, leading, and controlling; and recent concepts in management. The principles learned in this course will allow the student to effectively work with and through others in an organization. The course will also encourage the students to explore and inquire the applicability of western management principles and theories in local settings. Besides, the course will discuss the Islamic perspective of managing businesses and organizations.
Learning Outcome	At the conclusion of this course, the student should be able to: <ol style="list-style-type: none"> <li>1. Hold informed conversations with functional specialists and understand how to draw effectively on their expertise in managing organizations.</li> <li>2. Understand the relevance of the western management principles and theories, for local settings.</li> <li>3. Understand the Islamic perspective of managing businesses and organizations.</li> <li>4. Apply course concepts and theory in a practical context.</li> <li>5. Integrate several of the disciplines studied</li> <li>6. Demonstrate empirical investigative skills by producing an in-depth analysis of a management situation usually presented through case studies, resulting in recommendations for a programme of action.</li> <li>7. Recognise the need to take a holistic approach to performance improvement rather than a narrowly functional approach.</li> </ol>
Course Content	Introduction to Management <ul style="list-style-type: none"> <li>• Organizations</li> <li>• The management Process</li> </ul> The History and evaluation of Management <ul style="list-style-type: none"> <li>• Organizational theories and different approaches to management</li> </ul> The organizational Culture and the Manager <ul style="list-style-type: none"> <li>• The external environment and the Manager</li> <li>• The internal environment and the manager</li> </ul> Foundations and basic elements of Planning <ul style="list-style-type: none"> <li>• Process of planning and MBO</li> </ul>

	<ul style="list-style-type: none"> <li>• Effective strategic planning</li> </ul> <p>Decision Making</p> <ul style="list-style-type: none"> <li>• The managers role as decision maker</li> <li>• Decision making process</li> </ul> <p>Basics of Strategic Management</p> <ul style="list-style-type: none"> <li>• Case of Strategic Management</li> <li>• Strategic management process</li> </ul> <p>Organizational Structure</p> <ul style="list-style-type: none"> <li>• Types of organizational structures</li> <li>• Departmentalization,</li> <li>• Line/staff authority,</li> <li>• Commitments and group decision making</li> </ul> <p>Human Resource Management</p> <ul style="list-style-type: none"> <li>• HRM processes</li> <li>• Principles of selection</li> <li>• Performance</li> <li>• Career planning</li> </ul> <p>Motivation</p> <ul style="list-style-type: none"> <li>• Theories of Motivation</li> <li>• Current issues in Motivation</li> </ul> <p>Leadership</p> <ul style="list-style-type: none"> <li>• Leadership and its characteristics</li> <li>• Leadership styles and behaviours</li> <li>• Leadership Theories</li> </ul> <p>Controlling</p> <ul style="list-style-type: none"> <li>• Controlling Process</li> <li>• Controlling Techniques</li> </ul>
References	<p>Robbins, S.P. &amp; Coulter, M. (2018) <i>Management</i>. 14<sup>th</sup> ed. Pearson</p> <p>George R. Terry &amp; Stefan G. Franklin (1997) <i>Principles of Management</i>. AITBS Publishers, New Delhi</p> <p>Deetz, S. A., Tracy, S. J., &amp; Simpson, J. L. (2000). <i>Leading Organizations Through Transition: Communication And Cultural Change</i>. Thousand Oaks: Sage.</p> <p>Hooper, A., &amp; Potter, J. (2000). <i>Intelligent leadership: Creating a passion for change</i>. Sydney, NSW: Random House.</p> <p>Shafritz, S., Steven Ott, J., &amp; Yong Suk Jang. (2005). <i>Classics of Organization Theory</i>. Fort Worth: Harcourt Publishers.</p>
Teaching/ Learning Strategies	<p>Lecture</p> <p>Multimedia presentations</p> <p>Cooperative Learning</p> <p>Non creditor workshops and seminars.</p> <p>Active Learning</p>
Evaluation Criteria	Course Evaluation

	Assignments	20
	Mid Semester Test	25
	Final Project	15
	Final Test	40
	Total	100