

Ministry of Science Research and Technology



**DANESHPAJOOHAN PISHRO**  
Higher Education Institute

**2018**

# Bachelor of Science in Business Management



DANESHPAJOOHAN PISHRO HIGHER EDUCATION INSTITUTE

- **COURSE CHART**
- **SYLLABUS**
- **SEMESTER CHART**

## Business Management Undergraduate Course Chart

General Courses						
Course Code	Course Title	Credits	Theoretical	Practical	Pre-requisite	Simultaneous
61-11-004	Islamic Thoughts-I	2	2	0	-----	-----
61-11-011	Islamic Thoughts-II	2	2	0	Islamic Thoughts-I	-----
61-11-003	Rite of Life (Applied Ethics)	2	2	0	-----	-----
61-11-012	Islamic Revolution of Iran	2	2	0	-----	-----
61-11-014	Analytical History of Islam	2	2	0	-----	-----
61-15-001	Persian Language	3	3	0	-----	-----
61-15-002	English Language	3	3	0	-----	-----
61-15-015	Physical Education	1	0.5	0.5	-----	-----
61-15-016	Exercise-I	1	0	1	Physical Education	-----
61-15-007	Family and Population Knowledge	2	2	0	-----	-----
61-11-008	Introduction to Constitution	2	2	0	-----	-----
61-11-013	The Holy Quran Exegesis	2	2	0	-----	-----
<b>Total Credits</b>		22	Note1: Only one course between 'Islamic Revolution of Iran' and 'Introduction to Constitution' shall be taken.			

Science Courses						
Course Code	Course Title	Credits	Theoretical	Pre-requisite		
2072001	Basic Mathematics	3	3	-----		
2072002	Application of Mathematics in Management	3	3	Basic Mathematics		
2072003	Microeconomics	3	3	Basic Mathematics		
2072004	Macroeconomics	3	3	Microeconomics		
2072005	Accounting Principles-I	3	3	-----		
2072006	Accounting Principles-II	3	3	Accounting Principles-I		
2072007	Statistics and Probability in Management-I	2	2	Basic Mathematics		
2072008	Statistics and Probability in Management-II	3	3	Statistics and Probability in Management-I		
2072009	Research Methods in Management	3	3	Statistics and Probability in Management-I		
2072010	Principles of Management from Islamic Perspective	3	3	-----		
2072011	Applications of Computer in Management	3	3	-----		
2072012	Business Legislation	2	2	-----		
2072013	Organizational Psychology	3	3	-----		
2072020	Management Theories and Principles	3	3	-----		
2072021	Organizational Behavior Management	3	3	Management Theories and Principles		
2072022	Human Resource Management	3	3	Organizational Behavior Management		
1671011	Operation Research-I	3	3	Application of Mathematics in Management		
1671012	Operation Research-II	3	3	Operation Research-I		
2072023	Financial Management from Islamic Perspective	2	2	Accounting Principles-II, Macroeconomics		
2072024	Professionals Skills for Managers	2	2	Management Theories and Principles, Organizational Behavior Management		
2072025	Marketing and Market Management- Islamic Perspective	3	3	Management Theories and Principles, Macroeconomics		
2071023	Industrial Accounting-I	3	3	Accounting Principles-II		
2072026	Improvement and Justice Programing	3	3	Microeconomics, Macroeconomics		
2072027	Introduction to Business Regulations	3	3	-----		
2072028	Business Ethics-Islamic Perspective	2	2	-----		
2072029	Systems Analyzing and Designing Techniques	3	3	Management Theories and Principles		
<b>Total Credits</b>		75				

Business Management Courses						
Course Code	Course Title	Credits	Theoretical	Pre-requisite		
2072030	Strategic Management	3	3	(in the fourth year)		
2072031	Conformity and Islamic Business Laws	3	3	Marketing and Market Management- Islamic Perspective		
2072032	Islamic and International Monetary and Financial Organizations	3	3	Macroeconomics		
1672038	Purchasing, Storekeeping and Distribution Systems	3	3	Operation Research-II		
2072033	International Business	3	3	Macroeconomics		
2072034	Management Textbook-I	2	2	English Language		
2072035	Management Textbook-II	2	2	Management Textbook-I		
2072036	Financial Management-II	3	3	Financial Management from Islamic Perspective		
2071026	Auditing-I	3	3	Accounting Principles-II		
2072037	Information Management Systems	3	3	Systems Analyzing and Designing Techniques		
2072038	International Marketing	3	3	International Business		
2072039	Introduction to Banking and Bank management	2	2	Macroeconomics		
2072040	Electronic Commerce	3	3	Information Management Systems		
<b>Total Credits</b>		36	Note: Students have to take at least 5 credits from the Elective courses.			

Elective Courses (not complete)						
Course Code	Course Title	Credits	Theoretical	Pre-requisite		
2072041	Labor Relations in Organization	3	3	Organizational Psychology, Human Resource Management		
2072046	Entrepreneurship	2	2	-----		
<b>Total Credits</b>		-				
<b>Total Credits (All Courses)</b>		138				

## Basic Mathematics

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072001	Basic Mathematics	3	3	-----

**Limits and Continuity**, Continuity Applied to Inequalities

**Differentiation**, The Derivative, Rules for Differentiation, The Derivative as a Rate of Change, Derivatives of Logarithmic Functions, Derivatives of Exponential Functions, Logarithmic Differentiation, Higher-Order Derivatives,

**Curve Sketching**, The Second-Derivative Test, Asymptotes, Applied Maxima and Minima, Average Value of a Function, Differential Equations, Applications of Differential Equations, Improper Integrals,

**Continuous Random Variables**, Continuous Random Variables, The Normal Distribution, The Normal Approximation to the Binomial Distribution,

**Multivariable Calculus**, Partial Derivatives, Applications of Partial Derivatives, Implicit Partial Differentiation, Higher-Order Partial Derivatives, Maxima and Minima for Functions of Two Variables, Lagrange Multipliers, Lines of Regression.

## Application of Mathematics in Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072002	Application of Mathematics in Management	3	3	Basic Mathematics

**Mathematics of Finance**, Compound Interest, Present Value, Interest Compounded Continuously, Annuities, Amortization of Loans, Perpetuities,

**Matrix Algebra**, Matrices, Matrix Addition and Scalar Multiplication, Matrix Multiplication, Solving Systems by Reducing Matrices, Solving Systems by Reducing Matrices, Inverses, Leontief's Input-Output Analysis, Determinants The Properties of Determinants, Permutations and Cofactors, Cramer's Rule, Inverses, and Volumes

**Linear Programming**, Linear Inequalities in Two Variables, Linear Programming, Multiple Optimum Solutions, The Simplex Method, Degeneracy, Unbounded Solutions, and Multiple Solutions, Artificial Variables, Minimization, The Dual.

## Microeconomics

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072003	Microeconomics	3	3	Basic Mathematics

**Introduction to Economics**: Economics and the economy , Tools of economic analysis, Demand, supply, and the market, Elasticities of demand and supply;

**Microeconomics**: Consumer choice and demand decisions, Introducing supply decisions , Costs and supply, Perfect competition and pure monopoly, Market structure and imperfect competition, The labor market, Different types of labor, Factor markets and income distribution, Risk and information, The information economy;

**Welfare Economics:** Welfare economics, Government spending and revenue, Industrial policy and competition policy, Natural monopoly.

## Macroeconomics

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072004	Macroeconomics	3	3	Microeconomics

**Macroeconomics:** Intro to macroeconomics, Output and aggregate demand, Fiscal policy and foreign trade, Money and Banking, Interest rates and monetary transmission, Monetary and fiscal policy, Aggregate supply, prices and the adjustment to shocks, Inflation, expectations, and credibility, Unemployment, Exchange rates and the balance of payments, Open economy macroeconomics, Economic Growth, Business cycles, Macroeconomics: taking stock;

**The World Economy:** International trade , Exchange rate regimes, European integration, Less developed countries.

## Accounting Principles-I

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072005	Accounting Principles-I	3	3	-----

**The Building Blocks of Accounting:** The Basic Accounting Equation, Using the Accounting Equation, Financial Statements;

**The Recording Process:** Adjusting the Accounts, Completing the Accounting Cycle, The Classified Balance Sheet, Accounting for Merchandising Operations;

**Inventories:** Classifying and Determining Inventory, Inventory Costing, Basic Concepts of Accounting Information Systems ,Fraud and Internal Control, Cash Controls;

**Accounting for Receivables:** Types of Receivables, Accounts Receivable, Notes Receivable;

**Plant Assets; Natural Resources; and Intangible Assets.**

## Accounting Principles-II

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072006	Accounting Principles-II	3	3	Accounting Principles-I

**Current Liabilities and Payroll Accounting; Accounting for Partnerships:** Liquidation of a Partnership;

**Corporations:** Accounting for Issues of Common Stock, Accounting for Treasury Stock, Accounting for Preferred Stock, Dividends, Retained Earnings, and Income Reporting, Long-Term Liabilities;

**Bond Basics:** Accounting for Bond Issues ,Accounting for Bond Redemptions ,Accounting for Other Long-Term Liabilities;

**Investments:** Accounting for Debt Investments, Accounting for Stock Investments, Valuing and Reporting Investments.

## Statistics and Probability in Management-I

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072007	Statistics and Probability in Management-I	2	2	Basic Mathematics

Descriptive Statistics; Descriptive Measures; Probability Basics; The Normal Distribution; Inferential Statistics; Confidence Intervals for One Population Mean; Hypothesis Tests for One Population Mean; Chi-Square Procedures; Regression, Correlation, and ANOVA- Descriptive Methods in Regression and Correlation; Inferential Methods in Regression and Correlation; Analysis of Variance (ANOVA).

## Statistics and Probability in Management-II

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072008	Statistics and Probability in Management-II	3	3	Statistics and Probability in Management-I

Acquire the basic concepts of probability and statistical inference; Understand the basic statistical calculations and helpful IT tools; Identify the elements of a univariate statistical model; Using statistical packages and correctly interpret them. Methods in Regression and Correlation; Inferential Methods in Regression and Correlation; Analysis of Variance (ANOVA).

## Research Methods in Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072009	Research Methods in Management	3	3	Statistics and Probability in Management-I

Introduction to research; The scientific approach and alternative approaches to investigation; The broad problem area and defining the problem statement; The critical literature review; Theoretical framework and hypothesis development; Elements of research design; Data collection methods: (Interviews, Observation, Questionnaires); Experimental designs; Measurement of variables: (Operational definition, Scaling, reliability, validity); Sampling; Quantitative data analysis; Hypothesis testing; Qualitative data analysis; The research report; Writing.

## Principles of Management from Islamic Perspective

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072010	Principles of Management from Islamic Perspective	3	3	-----

Awareness about management functions. Examining Islam's Prophet and Imams' way of living and dealing with different issues, to learn managerial lessons.

## Applications of Computer in Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072011	Applications of Computer in Management	3	3	-----

Familiarizing students with computer, learning the principles of programming, interaction with computer in order to solve the managerial problems, dealing with the issues such as accepting computer as a tool in achieving organization's goal and understanding systematic thinking. Familiarizing students with Word, Excel and PowerPoint.

## Business Legislation

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072012	Business Legislation	2	2	-----

Introduction to Halal businesses and sources of income from Islamic Sharia and jurisprudence.

## Organizational Psychology

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072013	Organizational Psychology	3	3	-----

This course applies behavioral science knowledge to professional organizations. The goal of this course is to understand how businesses can be designed so that both efficiency and the quality of employee life are improved. Topics will include the history of Organizational psychology, job analysis, psychological assessments, personnel decisions, organizational change, teamwork, motivation, leadership, and work stress and health.

## Management Theories and Principles

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072020	Management Theories and Principles	3	3	

To familiarize the students with the general concepts of management in different societies and applications of principles of management in relation to societies' need for the sake of self-sufficiency and fulfilling material and spiritual needs considering cultural, social, religious and economical situations.

## Organizational Behavior Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072021	Organizational Behavior Management	3	3	Management Theories and Principles

**OB:** An overview & Learning; Values and Attitudes; Personality & Personality Attributes; Perception & Attribution Social perception; Motivation: Principles, applications and exercises; Emotions & E.I; Group Processes & Teams in Organizations; Interpersonal Communications; Leadership; Power & Politics at work; Conflict, Negotiations & Stress Management.

## Human Resource Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072022	Human Resource Management	3	3	Organizational Behavior Management

The objective of the course is to equip students with knowledge, skill and competencies to manage people along with capital, material, information and knowledge asset in the organization. The course has been designed keeping in mind not specifically the need of HR Managers but all Managers- Fundamental assumption being that all Managers' Finance and Market approaching are accountable to their organization in terms of impact of their HRM practices and systems. The effectiveness of human resource management in organization depends largely on individual perception, assumption and belief about people.

The course will provide students logic and rationale to make fundamental choice about their own assumption and belief in dealing with people. This course examines the role of the human resource professional as a strategic partner in managing today's organizations. Key functions such as recruitment, selection, development, appraisal, retention, compensation, and labor relations are examined.

## Operations Research-I

Course Code	Course Title	Credits	Theoretical	Pre-requisite
1671011	Operation Research-I	3	3	Application of Mathematics in Management

Linear programming – problem formulation, simplex method, duality and sensitivity analysis; Transportation and assignment models; Network flow models, constrained optimization and Lagrange multipliers; Simple queuing models; Dynamic programming; simulation – manufacturing applications; PERT and CPM, time-cost trade-off, resource leveling.

## Operations Research-II

Course Code	Course Title	Credits	Theoretical	Pre-requisite
1671012	Operation Research-II	3	3	Operation Research-I

To impart knowledge on some probabilistic optimization techniques. Transportation and assignment models. Deterministic inventory models; Probabilistic inventory models; Queuing theory; Decision theory, linear programming.

## Financial Management from Islamic Perspective

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072023	Financial Management from Islamic Perspective	2	2	Accounting Principles-II, Macroeconomics

Introduction to financial management, An Overview of Islamic Financial Management , Islamic Financial System Ethics, Islamic jurisprudential principles, Risk and Uncertainty Management in the Islamic Financial System, Financial Markets and Institutions, Fundamental concepts in financial management, Financial Statements, Financial instruments, Cash Flow, and Taxes, Analysis of Financial Statements, Common Size and Percent Change Analyses, Time Value of Money, Continuous Compounding and Discounting, Growing Annuities, Financial assets, Interest Rates, Bonds and Their Valuation, Zero Coupon Bonds, Bond Risk and Duration, Bankruptcy and Reorganization.

## Professionals Skills for Managers

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072024	Professionals Skills for Managers	2	2	Management Theories and Principles, Organizational Behavior Management

Introduction to required skills for management including: Individual effectiveness emphasized personal skills, Communications and problem solving, Human work force motivating, Leadership...

## Marketing and Market Management – Islamic Perspective

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072025	Marketing and Market Management- Islamic Perspective	3	3	Management Theories and Principles, Macroeconomics

An understanding of general concepts of market management and its application in relation with insurance and social needs towards self sufficiency and eliminating material and spiritual needs, considering present cultural, social, religious and economical conditions. Topics covered in this course:

Market management concepts (organization internal view); Various type of market and marketing environment(organization external view); Market division and buyers different needs; Buyer behavior; Quantitative measurement of market and sales forecasting; Business goal and marketing organization; General marketing plan and special insurance marketing; Marketing research; Marketing system and different marketing models; How to create Creativity in marketing management.

## Industrial Accounting-I

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2071023	Industrial Accounting-I	3	3	Accounting Principles-II

Explains how accounting data can be interpreted and applied by management in planning and controlling business activities. Shows how accounting data can help solve problems confronting management. Attention also given to use of accounting data by investors, potential investors, and lenders. Concentration on use of data rather than collection and presentation.

## Improvement and Justice Programing

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072026	Improvement and Justice Programing	3	3	Microeconomics, Macroeconomics

Introduction to Islam's views about Improvement and advancement., Define the progress, Planning for Islamic progress, A Comparative Study of Islamic Progress and Western Development.



## Introduction to Business Regulations

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072027	Introduction to Business Regulations	3	3	-----

Introduction to different types of regulations concerning business such as Corporate Registration Law, The law of the guild system, Labor and social security laws, Business Law, The law of intellectual property.

## Business Ethics – Islamic Perspective

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072028	Business Ethics-Islamic Perspective	2	2	-----

Introduction to valued concepts and professional ethics in management from an Islamic point of view. Business Concepts, Ethics, and Islamic Ethics, Business relationship with ethics and management, Ethical Issues in Business, Ethical issues in advertising, Ethical Issues in Satisfaction, Ethical Issues in Organizational Competition.

## Systems Analyzing and Designing Techniques

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072029	Systems Analyzing and Designing Techniques	3	3	Management Theories and Principles

To familiarize the students with the importance of system design and analysis, also understanding system concepts, systematical thinking, system process, general theory of systems, science of control and communication and application of each of them in organization and finally understanding the concept of procedures, and system analysis and design tools. Main topics covered in this course:

Introduction; Feasibility study and understanding the organization; Management of analyzing and designing a new system; System Analysis and design tools.

## Strategic Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072030	Strategic Management	3	3	(in the fourth year)

Introduction to Strategic Management; Competitive Strategy; Corporate Strategy; Strategy Implementation: Structure, Systems and People; Recent Advances. The Strategic Management course is designed to explore an organization's vision, mission, examine principles, techniques and models of organizational and environmental analysis, discuss the theory and practice of strategy formulation and implementation such as corporate governance and business ethics for the development of effective strategic leadership.

## Conformity and Islamic Business Laws

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072031	Conformity and Islamic Business Laws	3	3	Marketing and Market Management- Islamic Perspective

An understanding of: business communication system; responsibilities from business activities; characteristics, duties and rights of individuals; legal entities; business law. Topics covered in this course:

Business deals; Merchants: real or natural merchant; Real businessmen: definition of merchant, trade, traders requirements; Legal merchants: Generalities, history, company contract. Company's nationality, company's residential; Various types of Companies: Commercial companies, cooperative; Business documents; Business contracts; Bankruptcy and liquidation.

## Islamic and International Monetary and Financial Organizations

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072032	Islamic and International Monetary and Financial Organizations	3	3	Macroeconomics

The role of financial and monetary organizations to meet business organization needs, investment affairs and an understanding of capital and money market trends. Topics covered in this course:

Savings and financial resources concentration in society; Methods of capital formation, capital expense calculation and financing methods; Characteristics of money and capital market in developing countries; Forecasting the financial activities process in financial market, stock market. securities and capital market; Effective economic factors on capital and money flow, financial market changes, Inflation, change in interest rate, money exchange; The role of new banking system in monetary and financial market in Iran; Foreign financial sources, loans, credits, international reserves; The role of oil income in financial market of exporting countries; Providing research report by student regarding one of the issues in financial and monetary market; European foreign exchange market; Current issues and trends in international financial and monetary affairs.

## Purchasing, Storekeeping and Distribution Systems

Course Code	Course Title	Credits	Theoretical	Pre-requisite
1672038	Purchasing, Storekeeping and Distribution Systems	3	3	Operation Research-II

Gaining knowledge in purchasing and supply management in manufacturing and commercial organization in order to minimize the related costs and also understand channels of distribution system inside and outside the country in order to be aware of their problems and presenting solutions to improve their qualities. Tender and Auction, Warehousing, product coding and warehouse inventory management.

## International Business

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072033	International Business	3	3	Macroeconomics

Understand the concept of globalization, and its scope and consequences; Realize how important internationalization is as a competitive advantage; Learn the factors that make it convenient to operate in many different locations; Identify the different ways to internationalize and plan the internationalization process; Study the current situation of internationalized companies. Introduction to the International Monetary Fund, the OPEC and Eco Organization, Letter of Credit, The emergence of economic organizations.

## Management Textbook-I & -II

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072034	Management Textbook-I	2	2	English Language
2072035	Management Textbook-II	2	2	Management Textbook-I

To teach words, terms, and selected texts from common sources in management, in order to develop students' knowledge and enabling them to use scientific and technical business references in English. After finishing this course they should be able to read English books related to their field of study with reasonable speed and to understand its concepts.

## Financial Management-II

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072036	Financial Management-II	3	3	Financial Management from Islamic Perspective

Investment decisions, Interest rates and bond assessment, Stock valuation, Cost of Capital, Provision of capital, Credits and inventory of goods

Using the CAPM to Estimate the Risk-Adjusted Cost of Capital, Techniques for Measuring Beta Risk, Real Options: Investment Timing, Growth, and Flexibility, Capital structure and dividend policy, Capital Structure and Leverage, Degree of Leverage, Distributions to Shareholders: Dividends and Share Repurchases, Working capital management, forecasting, and multinational financial management, Working Capital Management, Inventory Management, Short-Term Loans and Bank Financing, Financial Planning and Forecasting, Forecasting Financial Requirements When Financial Ratios Change, Multinational Financial Management.

## Auditing-I

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2071026	Auditing-I	3	3	Accounting Principles-II

The Profession of Auditing, The Assurance Services Market, The Audit Standards' Setting Process, Audit Reports, Legal Liability Considerations for Auditors, Ethics and the Audit Profession, The Process of Auditing, Audit Responsibilities and Objectives, Nature and Type of Audit Evidence, Audit Planning, Considering Materiality and Audit Risk, Internal Control,

Risk of Fraud, Implications of Information Technology for the Audit Process, Developing the Overall Audit Plan and Audit Program.

## Information Management Systems

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072037	Information Management Systems	3	3	Systems Analyzing and Designing Techniques

Management and Systems; Understanding System Analysis and Design, Types of Information Systems, Data base, Trading system; Decision Making with MIS; IS Security, Control System Success and Failure; The Future Trends in MIS.

## International Marketing

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072038	International Marketing	3	3	International Business

The course participants will become more familiar with the nature and practices of international marketing. They should feel equally confident to be able to distinguish international marketing mechanics from the domestic marketing models and approaches. They would be far more equipped to design and participate in designing an international marketing strategy. The spin-off benefits to the participants should be to develop in them a right attitude, inject enthusiasm and hone their interactive ability as they address the issues and challenges of operating in the international markets.

## Introduction to Banking and Bank Management

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072039	Introduction to Banking and Bank management	2	2	Macroeconomics

Banking and the creation of money; Deposits and other liability instruments; Financial contracts; Insurance companies, central banking and monetary policy, International Banking...

## Electronic Commerce

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072040	Electronic Commerce	3	3	Information Management Systems

Introduction to E-commerce; Technology Infrastructure for E-commerce; Business Concepts and Social Issues in E-commerce. This course provides the tools, skills and understanding of technological concepts and issues surrounding the emergence of and future directions of electronic business practices, with a strong focus on electronic commerce initiatives. The student develops an understanding of the current business models, strategies and opportunities in electronic publishing, communication, distribution, collaboration, and online payment options.

## Labor Relations in Organization

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072041	Labor Relations in Organization	3	3	Organizational Psychology, Human Resource Management

Introduction to issues concerning work and work force in different economical parts of the society.

## Entrepreneurship

Course Code	Course Title	Credits	Theoretical	Pre-requisite
2072046	Entrepreneurship	2	2	-----

Who is the entrepreneur and what is entrepreneurship?; Creativity and recognizing the opportunity; The business model; Business strategy; Market research and marketing strategy; Entry strategies, legal and professional ethic matters; The economics of new entrepreneurial actions; The importance of the management team.

Total	Guide				Course Title		Bachelor of Science in Business Management Semester Chart								Semester
	BM Business Management		G General Course												
	S Science		E Elective Course		Credits	Course type									
17	Organizational Psychology		Persian Language		Principles of Management from Islamic Perspective		Basic Mathematics		Accounting Principles-I		Business Legislation				1
	2	S	3	G	3	S	3	S	3	S	3	S			
17	English Language		Islamic Thoughts-I		Application of Mathematics in Management		Microeconomics		Accounting Principles-II		Management Theories and Principles				2
	3	G	2	G	3	S	3	S	3	S	3	S			
19	Statistics and Probability in Management-I		Islamic Thoughts -II		Organizational Behavior Management		Macroeconomics		Management Textbook-I		Industrial Accounting-I		Applications of Computer in Management		3
	3	S	2	G	3	S	3	S	2	BM	3	S	3	S	
18	Systems Analyzing and Designing Techniques		Statistics and Probability in Management-II		Human Resource Management		Rite of Life (Applied Ethics)		Management Textbook-II		Operation Research-I		Professionals Skills for Managers		4
	3	S	3	S	3	S	2	G	2	BM	3	S	2	S	
18	Business Ethics-Islamic Perspective		Islamic Revolution of Iran		Marketing and Market Management- Islamic Perspective		Auditing-I		Financial Management from Islamic Perspective		Operation Research-II		Introduction to Banking and Bank management		5
	2	S	2	G	3	S	3	BM	3	S	3	S	2	BM	
18	Introduction to Business Regulations		Islamic and International Monetary and Financial Organizations		Purchasing, Storekeeping and Distribution Systems		Financial Management-II		Research Methods in Management		Physical Education		Analytical History of Islam		6
	3	S	3	BM	3	BM	3	BM	3	S	1	G	2	G	
16	Improvement and Justice Programing		Information Management Systems		Conformity and Islamic Business Laws		Strategic Management		International Business		Exercise-I				7
	3	S	3	BM	3	BM	3	BM	3	BM	1	G	2	G	
15	International Marketing		Electronic Commerce		Entrepreneurship/ another Elective C.		Labor Relations in Organization/ another Elective C.		Family and Population Knowledge		The Holy Quran Exegesis				8
	3	BM	3	BM	2	E	3	E	2	G	2	G	2	G	