



PROSPECTUS

# UNDERGRADUATE

## Faculty of Business Management



## Contents

---

Vision & Mission	03
Message from the Dean	04
Message from Vice Chancellor	05
Why Study at Majan?	07
About Majan	09
Business Management Studies	12
Technology-Enhanced Learning	14
DipHE / BA (Hons) in Business Administration	16
DipHE / BA (Hons) in Business Administration (General Pathway)	18
DipHE / BA (Hons) in Business Administration (Marketing Pathway)	20
DipHE / BA (Hons) in Business Administration (HR Management Pathway)	22
DipHE / BA (Hons) in Business Administration (Accounting Pathway)	24
DipHE / BA (Hons) Business Administration (Information Systems Pathway)	26
DipHE / BA (Hons) in Business Administration (Small Business Pathway)	28
DipHE / BA (Hons) in Business Administration (Tourism and Event Management Pathway)	30
DipHE / BA (Hons) in Business Administration (Transport and Operations Management Pathway)	32
DipHE / BA (Hons) in Accounting	34
DipHE / BA (Hons) in Finance	36
DipHE / BA (Hons) in Marketing	38
DipHE / BSc (Hons) in eBusiness	40
Fees	42

# VISION

To be a leading University that provides higher education of international standards in a dynamic environment that values cultural diversity, integrates technology, fosters knowledge creation and builds sustainable skills for employment and lifelong learning.

# MISSION

To provide an innovative learning environment that emphasizes the intellectual disciplines required in local, regional and international contexts.

The key strategic themes underlying the mission statement are:

**To build a knowledge based learning organisation.**

**To educate students and cultivate their capacity for life-long learning.**

**To strive for excellence in learning, teaching and research.**

**To develop the creative potential of all staff members.**



**Dr. Maha Kobeil**  
The Dean  
Majan University College

---

Welcome to Majan University College (MUC), one of the premier higher education institutions in the Sultanate of Oman, where the quality of education is of international standard. The College's vision is to provide a dynamic learning experience that fosters the knowledge, values and sustainable skills needed for employment and active citizenship. The highly qualified multi-national staff strive at all times to equip graduates with the necessary knowledge and skills to be self-reliant, to take decisions, and to be creative and innovative. We also encourage all students to make their voices heard, so that the College can tailor its services ever more closely to student needs.

Joining Majan immediately gives you the edge in today's competitive world. The College's curriculum is designed with the help of advice from top-level contacts in industry

and commerce, and is reviewed regularly to ensure that it stays relevant and up to date. In addition, Majan's approach to learning and teaching is based on an agreeable mix of classroom work blended with online activity. The College's IT infrastructure, resources, curricula, teaching strategies and virtual learning platform (Majan Online Virtual Environment or MOVE) ensure that learning is both enjoyable and effective. Students can learn on the go and access their learning materials anytime, anywhere, thus eventually becoming tech-savvy and independent graduates. Furthermore, the College provides opportunities for voluntary work and extra-curricular activities such as sports.

Without a doubt, Majan College offers a stimulating and greatly beneficial experience to all its students. I wish you success on your academic journey and a bright future.

**Mr. Bill Rammell****Vice Chancellor****University of Bedfordshire, United Kingdom**

It is delightful knowing that you are considering studying at Majan University College.

All degree programmes at Majan University College are awarded by the University of Bedfordshire, United Kingdom. The University has an outstanding and internationally renowned reputation for excellence in teaching and an inspiring study experience. We are proud to hold a Silver award in the UK's Teaching Excellence Framework, evidence of our commitment to students' learning.

We are collectively dedicated to building a strong partnership with students and academics around the world. Majan University College is one such collaboration that has existed over the last twenty years (2 decades).

Both institutions have enjoyed a mutually beneficial relationship with quality student

experience at the core of their endeavours.

The University of Bedfordshire is pleased that the academic standards of MUC are comparable to international standards and the University values the learning experience provided to the students in MUC backed by the resources made available to them.

Majan University College was the first private higher education institution (HEI) in the Sultanate of Oman to achieve institutional accreditation by the Oman Academic Accreditation Authority (OAAA). This endorses the fact that Majan University College students graduate "fit for purpose" as a result of the knowledge and skills gained as budding professionals.

Choosing to have the "Majan Experience" is a great choice.



وَقُلْ لِرَبِّكَ رَبِّ الْعِزَّةِ  
صَلَّى اللَّهُ عَلَيْهِ وَسَلَّمَ



## Why Study at Majan?

**Majan University College is:**

- The first private college in Oman and maintains its dynamism by offering high quality education comparable to international standards.
- A leader in enhancing a student-centered learning approach with a focus on development of employability skills.
- Has been ranked as the best private college in Oman three times by independent surveys.
- Provides you with a unique learning environment with both physical and online learning resources at your disposal.
- Offers you the expertise of highly qualified academic staff from around the world.

## Awards & Accolades over the Years

- AIWA Award for Best Performing Company in 2019.
- 1st higher education institution to achieve full institutional accreditation by the Oman Academic Accreditation Authority (OAAA), 2017.
- No 1 in AIWA Awards for Best Performing Companies in 2016.
- Partner of the Year Award' by the University of Bedfordshire in their awards ceremony 2016.
- No 1 in AIWA Awards for Best Performing Companies in 2015.
- Most Trusted Brand Award by OER, 2016.
- Most Trusted Brand Award by OER, 2015.
- No 1 in AIWA Awards for Best Performing Companies in 2014.
- No 2 in AIWA Awards for Best Performing Companies in 2013.
- No 1 in the field of private higher education in Oman (Business Today Best Brands Surveys 2008 ,2009 and Oman Observer Surveys, 2008 ,2009).
- World Quality Commitment by Business Initiative Directions in Paris in 2007.



## About Majan

---

Established in 1995 as the first private sector college in Oman, Majan University College (MUC) has developed rapidly to become one of the most trusted higher education institutions. Today, it has 2,600 students, delivers eight undergraduate degrees and also offers four master's degrees. In December 2017 it became the first higher education institution to receive accreditation from the Oman Academic Accreditation Authority (OAAA) – illustrating its prominence in the higher education sector.

MUC is an accredited college of the University of Bedfordshire, UK (UoB). A bilateral agreement allows Majan to design, develop, review and update the curriculum for its undergraduate programmes. All curricula, assessments and teaching are subject to rigorous quality assurance measures, overseen by the University of Bedfordshire, which also issues the academic certificates. Currently, the College offers undergraduate programmes in

### **Business Administration (with 8 pathways)**

- General
- Human Resource Management
- Information Systems
- Tourism & Event Management
- Transport and Operations Management
- Small Business
- Marketing
- Accounting

### **Finance**

### **Accounting**

### **Marketing**

### **Computer & Internet Applications**

### **Networking**

### **Computing (with 3 pathways)**

- Oil & Gas (Regular & On/Off)
- Software Engineering
- Banking Information Systems

### **English Language**

All these English-medium degree programmes, validated by UoB, are delivered in full-time and part-time mode. The College is also a GOLD tuition provider for the Association of Certified Chartered Accountants (ACCA) examinations. Graduates from the BA (Hons) Accounting receive exemption for up to eight out of fourteen papers on the ACCA programme, while those from BA (Hons) Business Administration (Accounting pathway) may receive exemption for up to six papers. The College provides tuition for Certified Management Accountant (CMA) Certification as well.

### **The College offers four Master's degrees through collaboration with UoB:**

- MBA (Master of Business Administration)
- MSc in Computer Science (Master of Computer Science)
- MA in IHRM (International Human Resources Management)
- MA in Applied Linguistics





yle Smart Backpack  
Wael - Yahya - Faiza

Price

10,000  
5,000  
0

15,000  
20,000



# BUSINESS MANAGEMENT STUDIES



## Head of Faculty

Dr. M. Umaseslvi PhD



"The Faculty of Business Management, provides you with a unique and rich learning experience characterised by innovation, teaching excellence and technology enhanced learning. It promotes enterprise, employability and the capacity for lifelong learning"

## Voice of the student:

**Saif Mohammed Omar Al-Ojaili, Marketing Graduate**



"The tutors were highly competent in both their teaching methods and skills. With their assistance and guidance I was able to successfully implement what I was learning during my studies in marketing at my workplace"

## Technology-Enhanced Learning

### Use of online learning tools and Mobile Applications:

Socrative, Kahoot, Wiki, screencasts, Doceri using iPads, Google Chromebook classrooms and engaging tools on Majan's Virtual Learning Environment . These learning tools make students active participants in the learning process and the value of learning is driven by student participation. Use of these applications or resources engages students in real time and improves their understanding and application, thereby improving their performance.

### Innovative Assessments

Students in the Faculty of Business Management experience a number of innovative assessments during their time at Majan. Some examples of the kind of assessments that take place include:

**MARCOMM** - In a live 'market fair' students are assessed on their selling and communication skills. This effective strategy removes any fear of assessment. Students are highly motivated, interested and have a sense of ownership. It makes learning easy, effective and permanent and improves their performance and employability through improved marketing and communication skills.

**Socially Responsible Live Projects** - The students go through a new experience whereby the student groups organise road safety and fund raising events. This experience enhance employability and ability to self-reflect on matters related to moral and ethical values. The students learn about project management skills, which enhance their employability.

**GREEN Projects** - The students organise "Majan for Green Campaign" and prepare a project plan. The objective of the project is to enhance awareness for green products among students and staff. Using design thinking, the students design green products, which they display at an event, showcasing their creativity and innovation and problem solving skills.

**POSTER Presentations** - Students present their ideas and research through poster presentations.

**Debates** - Students are assessed based on their ability to debate critical issues. This promotes critical thinking skills among students.

**10 Rial Entrepreneur** - In order to nurture entrepreneurial mind-sets, Majan University College Entrepreneurial Club conducts the 10 Riyal entrepreneurial activity. The student teams start a temporary business in the college campus with a start-up capital of 10 Riyals and compete earn as much profits as possible within a given period of time.



## **Module Descriptors:**

### **Arabic Language and Society**

This module is designed for native Arabic speaking students. It aims to develop students' written and oral proficiency in Arabic. This module will help students acquaint with the characteristics of contemporary Omani /Arab culture and civilization, and H.M Sultan Qaboos' reign and vision for Oman. The syllabus and assessments are designed to teach the grammatical structure of Arabic and how to use it appropriately and communicate effectively in writing.

### **English Vocabulary in Use (EVU)**

This module is designed to extend students' academic vocabulary knowledge. The module will enable students to understand the different aspects of vocabulary knowledge and its usage in written English.

### **Fundamentals of Business Management**

In the current economic scenario, which is both dynamic and unpredictable, students need to acquire the fundamental knowledge of an enterprise that will contribute towards employability as well as develop skills for self-employment. This module aims to provide basic knowledge and skills of an enterprise that contribute towards one's selection of employment opportunities.

### **Fundamentals of ICT**

This module aims to equip students with fundamentals of information technology and focuses on understanding of common IT applications in day-to-day life. On completion of this module, students will be able to use prevalent applications to produce documents, spreadsheets and presentations with collaborative features.

### **English for General Reading and Writing**

This module aims to introduce students to various types of written texts, to understand their content as well as the organisation of ideas and structures. Students will learn different types, purpose and field of written texts.

### **Professional Communication Skills in English**

This module aims to consolidate and extend English language proficiency and communication skills (particularly listening and speaking) in workplace and professional settings. Students will be taught to communicate effectively in a multi-cultural environment by demonstrating effective listening, speaking and interpersonal skills in workplace / professional contexts.

### **Fundamentals of Personal Development**

The module aims to support student's development of personal values and transferable skills for career development. The activities and assessments of these modules will, enable students to identify personal strengths and areas for improvement and work towards acquiring transferrable skills. They will also be guided in planning career development and jobseeking skills in relation to employers' needs.

### **Logical and Problem Solving Skills**

This module is designed to acquaint students with various problem solving and decision making techniques. Through this module students will understand logic and follow a systematic approach in expressing arguments and inferences with proper reasoning. On completion they can demonstrate decision-making and creative thinking for solving the given problem using various techniques.

### **Omani Culture & Civilization**

This module is designed for Non-Arabic speaking students. It aims to introduce students to the main characteristics of contemporary Omani / Arab culture and civilisation. It also sheds light on the values of Arab communities and the need to uphold and adhere to these values. It includes the reign of H.M Sultan Qaboos and his vision for Oman. The module also aims to create awareness of Omani culture and teaches to appreciate and respect differences in cultures.

# Dip HE / BA (Hons) in Business Administration

## Programme Overview

A comprehensive programme of study which develops business knowledge, skills and competence essential for effective decision-making. This facilitates an easy entry and acclimatisation in any organisation, both locally and internationally.

## Mode of Delivery

Full-time and Part-time.

## Awards

The programme offers the following pathways, to provide students with an opportunity to gain in-depth knowledge in their chosen area of specialisation.

- General
- Marketing
- Human Resources Management
- Accounting
- Information Systems
- Small Business
- Tourism and Event Management
- Transport Operations Management

Students are required to pass 8 modules totalling 120 credits in each year (level). In the final year students must also register for the project (dissertation) which accounts for 30 credits (equivalent to a double module). To be eligible for the award of the BA (Hons) students must satisfactorily complete 480 credits (32 modules) with a combination of core and specialisation modules.



# DipHE / BA (Hons) in Business Administration

## General Pathway

### Programme Overview

This programme aims to develop a student's intellectual ability, executive personality and managerial skills through an appropriate blending of business and general education. The programme provides students with exposure to different areas and functions of business such as Accounting, Finance, Information technology, Marketing, Human resource, Tourism and Strategy. It also enables students to take a broader perspective and ability to interlink different issues in the process of decision making. Students of this programme will also learn a broad range of managerial capabilities, problem solving and communication skills.

### Mode of Delivery

Full-time and Part-time.

### Job Opportunities

The graduates of this programme will be equipped with knowledge and skills that can help them in getting career in service as well as manufacturing sector and in different kinds of business organisation and offers scope for career enhancement in terms of cross functional expertise.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Human Resource Management	15
3	Legal Aspects of Business	15
4	Foundation to Business Strategy	15
5	Research Methods	15
6	Financial Systems and Services	15
7	Organisational Behaviour	15
8	Brand Communications / Ports Management and Marketing / Customer Experience Management / Event Management	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Strategic Management	15
3	Operations Management	15
4	Management Information Systems	15
5	Retail Management / International Marketing / Strategic Marketing / Leisure and Visitor Attraction Management	15
6	Entrepreneurship and Small Business	15
7	Strategic Human Resource Management / Employee Relations / Human Capital Management	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Business Administration

## Marketing Pathway

### Programme Overview

Students of this programme learn about the dynamic role of markets and marketing in today's economy and society. The programme has a strong emphasis on understanding consumers' aspirations and unfulfilled needs and also understanding their behaviour. This programme starts with providing the fundamental principles of marketing and progresses to the marketing applications in real life scenarios. In addition to the above, it also develops a good understanding of the core concepts underlying the practice of finance and accounting, micro and macro economics, organisational structure, management principles and the development of successful business strategies across the various sectors.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Organisational Behaviour	15
3	Legal Aspects of Business	15
4	Consumer Behaviour / Brand Communications	15
5	Foundation to Business Strategy	15
6	Research Methods	15
7	Customer Experience Management / Event Management	15
8	Marketing for Tourism and Hospitality / Travel, Tourism and Hospitality Industry / Digital Automation and Solutions	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Strategic Management	15
3	Strategic Marketing	15
4	Management Information Systems	15
5	Entrepreneurship and Small Business	15
6	Retail Management / International Marketing	15
7	Operations Management	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Business Administration

## HR Management Pathway

### Programme Overview

This programme develops a range of skills and knowledge essential to the effective management of HR functions such as staff planning, selection, job analysis, job design, recruitment and training, performance appraisal and assessment of training needs.

Students of this programme will also be exposed to modules in accounting and finance, information systems, mathematics and statistics, management and marketing with an additional focus on English Language courses. As graduates of this programme, students will be able to analyse personnel requirements in the context of external environmental conditions and internal needs so that they design appropriate recruitment and selection procedures. In addition this programme will provide the skills and understanding required to develop and apply suitable systems for training and development, performance appraisal and employee compensation under different organisational and job settings.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Performance Management	15
3	Human Resource Management	15
4	Legal Aspects of Business	15
5	Organisational Behaviour	15
6	Foundation to Business Strategy	15
7	Research Methods	15
8	Work Psychology	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Management Information Systems	15
3	Human Capital Management	15
4	Strategic Human Resource Management	15
5	Strategic Management	15
6	Employee Relations	15
7	Entrepreneurship and Small Business	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Business Administration

## Accounting Pathway

### Programme Overview

The programme provides a blend of a conceptual theoretical framework of accounting with practical applications through more specialised accounting requirements. This programme will develop a wide range of skills such as analytical problem solving, teamwork, research and organising and communicating relevant information, an understanding of the legal, economic, behavioural and human aspects of business organisations. Graduates of this programme will be capable of pursuing careers in middle management in auditing companies and accounting jobs in other sectors. The graduates from this programme are exempted from studying 6 papers out of 14 papers in the ACCA programme.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Business Law and Taxation	15
3	Research Methods	15
4	Foundation to Business Strategy	15
5	Organisational Behaviour	15
6	Management Accounting	15
7	Advanced Accounting	15
8	Financial Reporting	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Financial Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Cost Accounting	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Strategic Management	15
3	Advanced Management Accounting	15
4	Financial Statement Analysis	15
5	Management Information Systems	15
6	Forensic Accounting / Islamic Banking and Finance	15
7	Entrepreneurship and Small Business	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) Business Administration

## Information Systems Pathway

### Programme Overview

This programme is designed to meet the growing needs of today's changing business world by merging IT skills with business education. This programme will enable students to apply information technology solutions to business situations, evaluate technical knowledge and confidently take on project and team management in IT-related business scenarios. It also develops a good understanding of the business environment including the legal, economic, behavioural and human aspects and the core concepts underlying the practice of integrating Business practices with Information Technology. It is aimed at developing students' skills of interpreting and communicating complicated technical ideas to those with less technical knowledge and prepares them for leadership roles in Business and IT management such as IT consultant, management consultant, business analyst, project manager, systems analyst, business systems and integration consultant, and security and privacy consultant.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Internet Technology and Web Applications	15
3	Organisational Behaviour	15
4	Legal Aspects of Business	15
5	Database Management Systems	15
6	Foundation to Business Strategy	15
7	Research Methods	15
8	Operating Systems	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Introduction to Programming	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Strategic Management	15
3	Emerging Technologies in Information Systems	15
4	Database Administration	15
5	E-systems	15
6	Entrepreneurship and Small Business	15
7	Project Management Methods and Tools	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# Dip HE / BA (Hons) in Business Administration

## Small Business Pathway

### Programme Overview

The importance of entrepreneurship and Small and Medium Enterprises has been widely accepted as vital for economic growth and employment generation. The role of higher education in the creation of graduate entrepreneurs is significant. Hence, there is a need for designing a deliberate educational strategy to encourage entrepreneurship among students in particular and society in general. Entrepreneurs have a set of personal skills, attributes and behaviour that go beyond the purely commercial. The BA (Hons) in Business Administration with Small Business pathway develops the skills that are necessary to meet the demands for setting up and managing individual businesses.

The programme provides the business management core knowledge that includes an extensive background in the functional areas of marketing, accounting, and management; an understanding of the business environment to include the legal, economic, behavioural and human aspects; technical skills in information systems, mathematics and quantitative analysis; and the ability to communicate, integrate and synthesise. As graduates, students will be able to integrate theory and practice which will enable them to communicate effectively, understand the internal and external environments of business, appreciate the legal, ethical, strategic and behavioural contexts of business decisions, and understand the financial and economic dynamics which constitute the context for business activity.

Students will be equipped with the skills, knowledge and methods that are needed to launch a new enterprise, take over an existing business, or be a dynamic manager who can make a dramatic difference in the future of a small business.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	New Business Enterprise	15
3	Organisational Behaviour	15
4	Legal Aspects of Business	15
5	Accounting for Small Business	15
6	Foundation to Business Strategy	15
7	Research Methods	15
8	Financial Systems and Services	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Financial Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	Introduction to Accounting Information Systems	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Management Information Systems	15
3	E-Business for SMEs	15
4	Small Business Finance	15
5	Strategic Management	15
6	Retail Management	15
7	Operations Management	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Business Administration

## Tourism and Event Management Pathway

### Programme Overview

This programme includes modules aimed at providing students with the fundamentals of business management, including accountancy, computing and marketing and is augmented by specialization in travel and tourism modules. Research methods and skills, market segmentation, strategic planning, advertising, sales, promotions, pricing, and distribution are explored in depth. Graduates are prepared for a career in business management with an emphasis on the relevant skills and knowledge pertaining to the tourism sector.

### Mode of Delivery

Full-time and Part-time

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Foundation to Business Strategy	15
3	Organisational Behaviour	15
4	Research Methods	15
5	Marketing for Tourism and Hospitality / Travel, Tourism and Hospitality Industry	15
6	Legal Aspects of Business	15
7	Customer Experience Management	15
8	Event Management	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Strategic Management	15
3	Management Information Systems	15
4	Event Operations Management	15
5	Sustainable Tourism Planning and Development	15
6	Leisure and Visitor Attraction Management	15
7	Entrepreneurship and Small Business	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BSc (Hons) in Business Administration

## Transport and Operations Management Pathway

### Programme Overview

Transport Operations Management is a new BA Business Administration pathway designed to equip students with knowledge and skills relevant to the operation of shipping and road transport systems and associated supply chains. Students who follow this pathway will gain a good grounding in logistics and inventory management tasks, preparing them for careers in ports, logistics and land transport management.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

- Full-time and Part-time

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	Foundation to Business Strategy	15
2	Research Methods	15
3	Legal Aspects of Business	15
4	Land Transport Management	15
5	English for Professional Development and Communication	15
6	Organisational Behaviour	15
7	Supply Chain and Logistics Management	15
8	Ports Business and Marketing / Ports Management and Shipping	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Principles of Management	15
2	Principles of Economics	15
3	Business Mathematics and Statistics	15
4	Introduction to Transport Management	15
5	Introduction to Business Accounting	15
6	Integrated Language Skills for Business	15
7	Academic Reading and Writing for Business	15
8	IT Applications for Business	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	15
2	Strategic Management	15
3	Inventory and Warehouse Management	15
4	Ports Operations, Pricing and Financing / Transport Finance and Insurance	15
5	Project Management / Enterprise Resource Management	15
6	Transport Operations Management	15
7	Entrepreneurship and Small Business	
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Accounting

## Programme Overview

This programme is designed for students who are interested in pursuing a career in accountancy or in obtaining further professional accounting qualifications. Students are provided with information on accounting principles, cost accounting, budget creation and control, tax accounting, auditing procedures and statement analysis measurement and disclosure, managerial accounting, business law, forensic accounting, and corporate finance. Knowledge of the above will give students the necessary edge that they need to find work in this highly competitive and very rewarding field. This programme aims to develop a wide range of skills including technical, analytical, problem solving, tax and accounting research, teamwork, research, organising, technological, communication and interpersonal skills all of which are crucial to today's accounting profession. As a graduate of this programme, you will have career flexibility as you can work either for the government or private companies locally or internationally. The graduates from this programme are exempted from studying 8 papers out of 14 papers in the ACCA programme.

## Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

## Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Business Law and Taxation	15
3	Research Methods	15
4	Foundation to Business Strategy	15
5	Quantitative Techniques in Accounting and Finance	15
6	Management Accounting	15
7	Advanced Accounting	15
8	Financial Reporting	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Financial Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Cost Accounting	15
7	Introduction to Accounting Information Systems	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Advances in Accounting and Finance (Dissertation)	15
2	Financial Statement Analysis	15
3	Auditing	15
4	Corporate Finance	15
5	Advanced Management Accounting	15
6	Strategic Management	15
7	Small Business Finance	15
8	Forensic Accounting	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

## DipHE / BA (Hons) in Finance

### Programme Overview

This programme is designed for students who would like to be professional in global financial markets, designing financial management strategies or providing financial advice to governments, companies or individuals. Finance students will have the opportunity to learn the principles and applications of financial analysis, management, securities analysis, portfolio management, risk management, international finance, and strategy. Graduates of this programme will be equipped with a broad range of relevant skills, including logical thinking, problem solving and numerical skills such as the use of statistical techniques in the analysis of business problems. They will also be equipped with the generic skills of information technology, communication, creativity, logical reasoning, critical analysis and good judgment.

### Job Opportunities

Graduates may be employed by trading and merchant banks, investment firms, consultancies, treasury and risk management, stock broking, fund and portfolio management, international trade and derivatives trading, pricing and stock exchanges.

### Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

### Mode of Delivery

Full-time and Part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Financial Markets and Institutions	15
3	Quantitative Techniques in Accounting and Finance	15
4	Business Law and Taxation	15
5	Managerial Finance	15
6	Foundation to Business Strategy	15
7	Research Methods	15
8	Financial Reporting	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Financial Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Introduction to Accounting Information Systems	15
7	Fundamentals of Finance	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Advances in Accounting and Finance (Dissertation)	15
2	Financial Statement Analysis	15
3	International Finance	15
4	Corporate Finance	15
5	Security Analysis and Portfolio Management	15
6	Strategic Management	15
7	Small Business Finance	15
8	Financial Engineering	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BA (Hons) in Marketing

## Programme Overview

This programme is designed for students who are interested in making a career in marketing of products and services. This programme will develop an in-depth understanding of the theoretical base relevant to consumer behaviour, advertising and promotional activities, brand management, sales force management, retail marketing and related marketing decisions. It will enhance students' ability to apply the theoretical knowledge to the analysis and evaluation of marketing problems using appropriate market research techniques. The subjects covered include marketing strategy and campaign planning, public relations, working across different media and technologies while skills such as analytical, problem solving, teamwork, research and organising and communicating information receive great emphasis.

## Job Opportunities

Graduates will be able to work for advertising firms, consumer product companies, retail chains, wholesalers, media outlets, auto dealerships, tourist resorts, government ministries and non-profits.

## Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BA (Hons) (420 credits)

## Mode of Delivery

Full-time and Part-time

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Organisational Behaviour	15
3	Brand Communications	15
4	Legal Aspects of Business	15
5	Customers Experience Management	15
6	Foundation to Business Strategy	15
7	Research Methods	15
8	Consumer Behaviour	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Principles of Management	15
5	Principles of Economics	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (Business Administration) (Dissertation)	30
2	Retail Management	15
3	Management Information Systems	15
4	Strategic Marketing	15
5	International Marketing	15
6	Entrepreneurship and Small Business	15
7	Project Management	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

# DipHE / BSc (Hons) in eBusiness

## Programme Overview

This programme is designed to give students employable skills that they can use within the growing field of e-business. Students will gain skills in research, communication, problem solving, contemporary business strategies, planning, management, supervision, and critical thinking. In addition, they will gain proficiency in web page design, networks administration, databases, systems analysts, and technical support. Hence, this programme provides a synthesis of business and information technology to evaluate disseminated information via online resources, intranets, and various networks of information for the purposes of improved business communication.

## Job Opportunities

Graduates in eBusiness can work as web page designers, systems analysts, technical support, and administrators for networks and databases.

## Awards

(Students must register for a particular award in order to qualify for that award)

- Diploma in Higher Education (360 credits)
- BSc (Hons) (420 credits)

## Mode of Delivery

Full-time and part-time.

## Programme Structure

### Modules in First Year (Level 3)

	MODULE NAME	CREDITS
1	Arabic Language and Society (Arabic speakers) / Omani Culture and Civilization (Non-Arabic Speakers)	15
2	English Vocabulary in Use	15
3	Fundamentals of Business Management	15
4	Fundamentals of ICT	15
5	English for General Reading and Writing	15
6	Professional Communication Skills in English	15
7	Fundamentals of Personal Development	15
8	Logical and Problem Solving Skills	15
<b>Total Credits</b>		<b>120</b>

### Modules in Third Year (Level 5)

	MODULE NAME	CREDITS
1	English for Professional Development and Communication	15
2	Operating Systems	15
3	Foundation to Business Strategy	15
4	Customer Experience Management / Brand Communications	15
5	Database Management Systems	15
6	Digital Automation and Solutions	15
7	Research Methods	15
8	Internet Technology and Web Applications	15
<b>Total Credits</b>		<b>120</b>

### Modules in Second Year (Level 4)

	MODULE NAME	CREDITS
1	Integrated Language Skills	15
2	Academic Reading and Writing	15
3	Introduction to Business Accounting	15
4	Introduction to Programming	15
5	Principles of Management	15
6	Principles of Marketing	15
7	IT Applications for Business	15
8	Business Mathematics and Statistics	15
<b>Total Credits</b>		<b>120</b>

### Modules in Fourth Year (Level 6)

	MODULE NAME	CREDITS
1	Project (E-Business) (Dissertation)	30
2	Virtual Enterprises	15
3	E-Systems	15
4	Strategic Management	15
5	Management Information Systems	15
6	Project Management Methods and Tools	15
7	Entrepreneurship and Small Business	15
<b>Total Credits</b>		<b>120</b>

Please note that programme structures are subject to change and modules may be offered in any of the semesters in an academic year.

## Fees

### Undergraduate (UG) Fee Structure for Local Students Full-Time Mode

LEVELS	REGISTRATION FEES	SEMESTER 1 MODULES FEES	SEMESTER 2 MODULES FEES	TOTAL TUITION FEES PER YEAR
Foundation	150 OMR	1,010 OMR	1,010 OMR	2,170 OMR
Year 1 (Level 3)	150 OMR	1,052 OMR	1,052 OMR	2,254 OMR
Year 2 (Level 4)	150 OMR	1,052 OMR	1,052 OMR	2,254 OMR
Year 3 (Level 5)	150 OMR	1,052 OMR	1,052 OMR	2,254 OMR
Year 4 (Level 6)	150 OMR	1,312 OMR	1,312 OMR	2,774 OMR
Deposit (Refundable)				100 OMR
<b>Total Fees</b>				<b>11,806 OMR</b>

### Undergraduate (UG) Fee Structure for Local Students Part-Time mode

LEVELS	REGISTRATION FEES	SEMESTER 1 MODULES FEES	SEMESTER 2 MODULES FEES	TOTAL TUITION FEES PER YEAR
Foundation	150 OMR	840 OMR	840 OMR	1,830 OMR
Year 1 (Level 3)	150 OMR	1,052 OMR	1,052 OMR	2,254 OMR
Year 2 (Level 4)	150 OMR	789 OMR	789 OMR	1,720 OMR
Year 3 (Level 4 & 5)	150 OMR	789 OMR	789 OMR	1,728 OMR
Year 4 (Level 5 & 6)	150 OMR	789 OMR	919 OMR	1,728 OMR
Year 5 (Level 6)	-	984 OMR	984 OMR	1,858 OMR
Deposit (Refundable)				100 OMR
<b>Total Fees</b>				<b>11,466 OMR</b>

## Fees

### Undergraduate (UG) Fee Structure for International Students Full-Time Mode

LEVELS	REGISTRATION FEES	SEMESTER 1 MODULES FEES	SEMESTER 2 MODULES FEES	TOTAL TUITION FEES PER YEAR
Foundation	175 OMR	1,414.000 OMR*	1,414.000 OMR	3,003.000 OMR
Year 1 (Level 3)	175 OMR	1,472.800 OMR	1,472.800 OMR	3,120.600 OMR
Year 2 (Level 4)	175 OMR	1,472.800 OMR	1,472.800 OMR	3,120.600 OMR
Year 3 (Level 5)	175 OMR	1,472.800 OMR	1,472.800 OMR	3,120.600 OMR
Year 4 (Level 6)	175 OMR	1,836.800 OMR	1,836.800 OMR	3,848.600 OMR
Deposit (Refundable)				100 OMR
<b>Total Fees</b>				<b>16,313.400 OMR</b>

**Note:** The fee structure is subject to change. For further enquiries, please contact +968 24730409 or email [finance@majancollege.edu.om](mailto:finance@majancollege.edu.om)



**Majan College**  
University College

**For further information, contact the Student Recruitment and Outreach Office (SROO)**

Phone: 24730409 | Toll Free: 80071000 | Website: [majancollege.edu.om](http://majancollege.edu.om) | Email: [studentoutreach@majancollege.edu.om](mailto:studentoutreach@majancollege.edu.om)

**Address**

Muttrah, Way No. 2621, Building No. 1986, P.O.Box: 710, P.C.: 112, Sultanate of Oman

**Follow us on**

