



Programme Matrix

Faculty	Business
Program	Business and Commercial Law
Award	Bachelor's of Business and Commercial Law
Credit Units / Hours	68/131
Academic Year	2025/2026

Level	Semester 1											
	Course Code	Course Name	Pre-requisite	Core/ Elective	Units	Hours	Course Code	Course Name	Pre-requisite	Core/ Elective	Units	Hours
1	BUMG1110	Principles of Management	N/A	Core	2	4	BUMK1201	Principles of Marketing	N/A	Core	2	4
	BUMG1105	Business Statistics	N/A	Core	2	4	BULA1201	Introduction to Business Law	N/A	Core	2	4
	BUMG1104	Introduction to Microeconomics	N/A	Core	2	4	BUMG1202	Introduction to Macroeconomics	N/A	Core	2	4
	BUAC1101	Principles of Accounting	N/A	Core	2	4	UNIR1100	Communication Skills I	N/A	Core	2	3
	UNIR1002	Arabic Language Skills	N/A	Core	1	2	UNIR1001	Oman and Islamic Culture	N/A	Core	1	2
2	BULA2101	Legal Issues in Commercial Law	NA	Core	2	4	BULA2201	Employment Law	NA	Core	2	4
	BULA2102	Law of Organizations	NA	Core	2	4	BULA2202	Extractive Industry Law	NA	Core	2	4
	BUAC2102	Financial Management	BUAC1101	Core	2	4	BUIS2201	Management Information Systems	NA	Core	2	4
	BUMG2110	Organizational Behavior	BUMG1110	Core	2	4	UNIR2100	Communication Skills II	UNIR1100	Core	2	3
	UNIR2001	Entrepreneurship	NA	Core	2	2	BINT2000	Internship	75% of the courses	Core	0	0
3	BULA3101	Contract Law	NA	Core	2	4	BULA3201	Intellectual Property Law	NA	Core	2	4



	BULA3102	Consumer Protection Law	NA	Core	2	4	BULA3202	Air & Maritime Law	NA	Core	2	4
	BUIS3103	Digital Business	NA	Core	2	4	BUMG3202	International Business	BUMG1110	Core	2	4
	UNIR3100	Communication Skills III	UNIR2100	Core	2	3	BUMG4202	Governance & Business Ethics	BUMG1110	Core	2	4
4	BULA4101	Information Technology Law	NA	Core	2	4	BULA4201	International Trade Law	NA	Core	2	4
	BULA4102	Tourism & Hospitality Law	NA	Core	2	4	BULA4202	Alternative Dispute Resolution	NA	Core	2	4
	BUMG4110	Supply Chain Management	BUMG1110	Core	2	4	BUMG4201	Strategic Management	BUMG1110	Core	2	4
	BUMG4104	Business Research Methods	BUMG1110	Core	2	4	BUMG4204	Research Project	BUMG4104	Core	2	4
							BINT4000	Internship	75% of the courses	Core	0	0



Level 1	Course Requirement
BUMG1110 Introduction to management principles, concepts and techniques, management process and functions including: 1) Planning and decision-making, organizing, staffing, leadership, motivation, communication and control. 2) Nature and importance of business and its objectives, development of a fundamental understanding of some basic functions in business such as production and operations, marketing, finance, and human resource management.	Faculty Requierment
BUMG1105 Basic statistical concepts and techniques such as sample, population, parameter, statistic, descriptive statistics, probability concepts, theoretical discrete and continuous probability distributions (Binomial, Poisson, and Normal), inferential statistics (confidence intervals and Hypothesis testing) as applied in business and economics.	Faculty Requierment
BUMG1104 Fundamental economics concepts, opportunity cost, scarcity, demand, supply, price mechanisms, household behavior, government role, utility, market structure, profit maximization, theory of the firm, income, applied microeconomics	Faculty Requierment
BUAC1101 Accounting as a source of information for decision makers in profit and non-profit organizations. The basic concepts of accounting such as revenues, expenses, assets, liabilities, profit and capital. Introduction to double entry and elementary bookkeeping. Recording simple transactions, adjusting the accounts for prepayments and accruals, completing the accounting cycle and preparing elementary financial statements. Accounting for a complete cycle for merchandising enterprises (perpetual inventory systems) and preparing bank reconciliation.	Faculty Requierment
UNIR1002 يعتني هذا المقرر بتطور مهارات اللغة العربية لدى الطلبة، وما يتعلق بها من قواعد نحوية وإملائية، كما يعتني بتقنيات الكتابة في مجموعة من الأنماط الوظيفية، كالسيرة الذاتية، وعرض الكتاب وتقدمه، وكتابة التقرير	University Requierment
BUMK1201 Introduction to marketing principles from conceptual, analytical and managerial points of view; Marketing mix; Marketing Environment; Consumer Markets and Consumer Buyer behavior and their application; Business Markets and e-marketing.	Faculty Requierment
BULA1201 The course will cover the torts of negligence and its relevance with the business activities or professionals in the business transactions; products liability and its implications in the business; commercial contracts, its formation, terms and how the contracts are discharged; and dispute resolution methods that would be relevant in business, in particular arbitration and intellectual property rights under the law of Sultanate of Oman.	Faculty Requierment



BUMG1202	The main areas, which will be covered in this course, are the objectives of macroeconomic policies, GDP, economic growth, Inflation, employment, Interest rate, Investment, taxation, government expenditure, fiscal and monetary policies, balance of payments, relations with International economy and contemporary issues.	Faculty Requierment
UNIR1100	This course is designed to provide students with the performance based skills required to communicate effectively and efficiently in their future workplace. Team Based Learning is introduced to actively engage students in a learning process, to have better learning outcomes and to develop their collaborative skills and build up their confidence in communicating in English .	University Requierment
UNIR1001	يتضمن هذا المقرر عرضاً لمدخل دراسة الثقافة الإسلامية، وأهميتها، ومصادرها وخصائصها، ومقوماتها، والمعالم الثقافية التي امتازت، ودور الثقافة الإسلامية في بناء الشخصية المسلمة، وكيفية مواجهة التحديات المعاصرة التي تعصف بالأمة المسلمة اليوم، وأساليب الغزو الفكري، كما يستعرض إسلام أهل عمان، وأبرز ملامح الثقافة الإسلامية في المجتمع العماني، ودور العمانيين في بناء الحضارة الإسلامية ونشر الإسلام، وإسهاماتهم في المجالين التجاري والحضاري.	University Requierment
Level 2		
BULA2101	The course will cover the torts of negligence and its relevance with the business activities or professionals in the business transactions; products liability and its implications in the business; commercial contracts, its formation, terms and how the contracts are discharged; and dispute resolution methods that would be relevant in business, in particular arbitration and intellectual property rights under the law of Sultanate of Oman.	Faculty Requierment
BULA2102	This course provides an introduction to the legal framework in which managers operate a business enterprise. It examines various business relationships and organizations including Agency relationships; Partnerships; Limited liability companies; Corporations; Duties of senior management; Rights of shareholders; Rights and duties in the context of transactions for corporate control; and Insider trading. Because the course focuses on the legal environment in which management decisions are made, legal cases are used in class discussion as per requirements.	Faculty Requierment
BUAC2102	Background to corporate financial decision-making and behavior of capital markets. Financial mathematics with emphasis on discounting techniques, capital budgeting, investment appraisal. Short-term asset management, costs of funds.	Faculty Requierment
BUMG2110	To explore the nature of Organizational Behavior, Individual Behavior, Values and Personality, Perception and learning in organizations, Emotions & Attitudes, Foundations of group behavior, Power and Politics, Organizational Culture and Change.	Faculty Requierment

UNIR2001	This course is an introductory course in entrepreneurship and innovation. The course aims to expose undergraduate students of various academic backgrounds to business venturing and entrepreneurial activity. Students will apply themselves through developing their own business ideas and assessing them using knowledge and skills acquired during the course.	University Requierment
BULA2201	This course will focus on the following issues in relation to employment law: Nature of employment, Duties of employees and employers, safe and secure work environment, and types of employee dismissal: fair, unfair and constructive. The role of Governmental Labor Offices and Labor Associations will also be discussed.	Faculty Requierment
BULA2202	The course will expose students to a variety of academic perspectives on the course topic, ranging from organizational and technical planning aspects to law, economics and political science. Based on a combination of lectures, a field visit to one of few currently or prospective operating mines and a local settlement, and students' application of theoretical knowledge in a practical context, the interdisciplinary approach will enhance students' ability to act in a multidisciplinary context and stimulate their appreciation and understanding of how their own field interacts with other fields.	Faculty Requierment
BUIS2201	Foundation concepts of technology, applications, development, and management. Computer hardware, software, telecommunication and database. Business applications of IS in business operations, decision making and strategic advantage. Management issues such as security, ethics, IS management, IS planning, Knowledge management	Faculty Requierment
UNIR2100	The purpose of the course is to equip students with the necessary language skills that are required in communicating in an effective way. A major focus of the course will be on writing skills including paragraph organization, structure and using appropriate language for oral communication. This course also aims to familiarize students with the use of relevant language elements for describing graphs, charts and their trends. Team Based Learning instructional strategies are used in this course.	University Requierment
Level 3		
BULA3101	This course will cover in detail the nature of contracts in and their essential elements. The legality of contracts and the legal capacity of the parties involved. Conditions of contracts: implied and expressed terms, exclusion clauses, and trans-national terms. Discharge of contracts and remedies.	Faculty Requierment
BULA3102	This course examines problems in the formation of consumer transactions, then moves to the element of the transaction and concludes with preparations. At each stage of the transaction, the first investigation is whether any intervention on behalf of consumers is warranted. The second inquiry is concerned with	Faculty Requierment

the extent to which intervention impacts upon the freedom of contract and the rights of the parties concerned, including the cost of such intervention.	
BUIS3103 This course is designed to introduce the concepts and nature of E-Business, doing business in the digital economy, B2B applications, and major models of E-business. Understanding the enterprise systems and the supply chain, global and inter-organizational information systems, building an E-Business, network computing for collaboration practical cases, impact on business, EB strategy.	Faculty Requierment
UNIR3100 The purpose of the course is to enhance students' performance-based competence, reinforce essay composition skills and introduce students to the practices and finer points of writing for academic purposes. It further develops academic writing skills including: note taking, paraphrasing, summarizing, direct quotation and Harvard style citation. The course will place equal or greater emphasis on composition skills such as: essay structure, paragraph structure, coherence and general language skills.	University Requierment
BULA3201 Matters related to Intellectual Property Law is of growing concern among the business community across the world. As a member of the global community Oman needs to equip its students with proper knowledge of the subject matter to deal with Intellectual Property Rights related matters in maintaining a cohesive business competitiveness environment. It is in realization of this fact that this course has been added to the program.	Faculty Requierment
BULA3202 Aviation and Maritime Law module is designed to impart information to commercial law graduates in national and international maritime and aviation laws which allow them to make a contribution to the shipping and aviation industry. The course involves, legal system for both aviation and maritime; basic principles of liability, safety and security in aviation and maritime industries, employment laws of both, and dispute settlement laws in aviation and maritime industries.	Faculty Requierment
BUMG3202 The overall aim of this course is to focus on developing students' knowledge of international business so that they understand how business function in international context. In particular, the course will focus on various aspects of international business such as trends in the international marketplace, international business environment issues, theories of international trade, internationalization factors, internationalization process, market entry modes, cultural aspects of international management, globalization, international investment mobilization and international financial institutions.	Faculty Requierment
BUMG4202 The course is designed to educate students with the legal, moral and ethical issues in business and to create sensitivity to the possible consequences of decisions made by businesses in achieving their profit objectives.	Faculty Requierment

Level 4	
BULA4101 The course focuses on legal and regulatory aspects of the Internet and related technologies. It covers topics of concern to individuals as well as businesses and government, including protection of intellectual property in a digital environment, electronic contracts, computer and information security, and cyber-crime. IT Law examines the legal problems that have arisen due to the considerable increase in the use of computers in society since the last quarter of the 20th century.	Faculty Requierment
BULA4102 This course describes tourism law for future tourism industry law professionals. The module offers a legal perspective on the three crucial aspects of tourism - business, the environment and the tourist/consumer.	Faculty Requierment
BUMG4110 As global competition in both goods and services intensifies, an organization's growth and sustainability depends upon how well it integrates the supply chain function into its overall planning and strategy. Thus, it is imperative for all business professionals to acquire an understanding of supply chains. Supply Chain Management deals with the chain of functions and organizations that create values for customers and shareholders. It involves designing and producing goods and services, the physical distribution of goods and services, and the streamlining of the supply chain components to achieve maximum efficiency and sustainability.	Faculty Requierment
BUMG4104 The Research Project A course is deigned to equip students with skills to develop a research proposal. The course covers the fundamentals of a research project such as research objectives and research questions, literature review, various elements of qualitative and quantitative methods, negotiating access, ethical issues, data collection and data analysis.	Faculty Requierment
BULA4201 This course is designed to advance the knowledge of business law students and further enable them to discuss complex issues of the international trading system. In this context, the course will impart lessons on the following topics: international trade transactions including international sale of goods which will focus on the Vienna Convention on the international sale of goods, international carriage of goods and international arbitration, types of arrangements for undertaking international business such as licensing agreements, franchise agreements, and distributorship agreement.	Faculty Requierment
BULA4202 "Conduct of business activities are often faced with rise of disputes of different magnitude. An amicable solution to such disputes not only saves time and cost compared to costly court procedures, but also helps maintain the confidentiality and business reputation of the parties in concern. Hence, this course is designed and proposed with a view to providing the students knowledge about methods of alternative dispute resolution, their applicability and advantages.	Faculty Requierment

BUMG4201 "This course introduces the students to the theory and practice of strategic management with a view to building and applying skills in conceptualizing strategic planning and developing actual strategic plans for various organizational settings.	Faculty Requierment
BUMG4204 "This course is built on the fundamentals of Business Research Methods course; students are expected to conduct an independent research through which they are expected to demonstrate a command of the research process including identification of business problems, data collection, interpretation, and presentation. The area of focus will be accounting and finance.	Faculty Requierment
BINT4000 The course is designed to provide a short period of professional experience to students from the Business and Commercial Law programme, so as to enhance their employability prospects. Furthermore, the internship will offer students the prospect to apply knowledge, concepts and skills learnt throughout the degree program to date in a real business setting thus enabling an experiential learning opportunity. Upon completing the fourth year of study, all students should undergo a mandatory eight weeks of professional training. Students can choose to undertake an internship within the public or private sector, or non-governmental organizations.	Programme Requierment