

## Programme Matrix

<b>Faculty</b>	Business
<b>Program</b>	Business and Commercial Law
<b>Award</b>	Diploma in Business and Commercial Law
<b>Credit Units / Hours</b>	36/68
<b>Academic Year</b>	2025/2026

Level	Semester 1						Semester 2					
	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

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
<b>Level 2</b>		
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

<p>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.</p>	<p>University Requierment</p>
<p>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.</p>	<p>Faculty Requierment</p>
<p>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.</p>	<p>Faculty Requierment</p>
<p>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</p>	<p>Faculty Requierment</p>
<p>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.</p>	<p>University Requierment</p>
<p>BINT2000 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.</p>	<p>Programme Requierment</p>