

**School of Management and Logistic Sciences**

**Department of Management Sciences**

**Module description**

**B.Sc. in Management Sciences**

## Bachelor

Module Title	Module Code
Accounting Ethics and Corporate Governance	ACC435

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
30% Quizzes & project & presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ahmad Abu Dawleh

Course	Mode of Delivery	Contact Time	Self-study
Accounting Ethics and Corporate Governance	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Teaching: 45 hours;
- Readings at home: 35 hours;
- Preparation for the project: 25 hours;
- Preparation for presentation: 10 hours;
- Preparation for mid-term and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain what is corporate governance and its benefits in business entities.
- Discuss and explain the difference between corporate governance standards for both public and private companies in Jordan.
- Explain what business ethics is and how ethical culture affects business entities.
- Discuss how ethics and financial reporting go hand in hand as enforced by code of professional conduct.
- Relate the theoretical framework with research papers that are mainly address different corporate governance issues and different agency conflicts.
- Analyse the agency problems in real cases that are mainly demonstrated in research papers.

### Module Contents:

In order to address the above mentioned learning outcomes, the class starts with introducing and defining corporate governance, key theoretical models and how the definition of corporate governance can be varied according to its objectives to the stakeholders that are intended to be served by corporate governance mechanisms and to the ownership structure prevails in different environment. Control vs. ownership is shown, how the separation between the control and ownership might impact different corporate governance mechanisms and how it might play crucial role in addressing agency conflict from the classical agency theory point of view. Different ownership structures (concentrated, dispersed) and control mechanisms (weak, strong) are introduced, and it is shown how different combinations might be achieved in different environments, especially the combination of dispersed ownership and strong control and the mechanisms that violate one-share-one vote right to achieve such this combination.

The definition of accounting ethics, code of professional conduct and moral development are introduced. The definition of accounting is given, and external auditing as profession and how accountants' decisions might affect different stakeholders in the environment surrounding the company are illustrated. After that the definition of accounting ethics and the emergence of professional conduct especially after the accounting scandals that happened after 2002 such as Enron are developed in more depth. Decision making in accounting while dealing with an ethical dilemma is discussed. Then the stakeholders that have interests with the company and might be affected by accountants' decisions are covered. In addition, the question is answered how the accountant must deal with the pressure that many stakeholders may exercise to serve their interests at the expense of other stakeholders.

**.Planned Learning Activities and Teaching Methods:**

- Lecture;
- Group discussions;
- Case studies.

**Recommended or Required Reading:**

- Goergen, M.: International Corporate Governance. Harlow: Prentice-Hall, 2012
- Klein, G.: Ethics in accounting: A Decision-making Approach. John Wiley & Sons, 2015
- Stuart, I., Stuart, B., & Pedersen, L. J.: Accounting Ethics. John Wiley & Sons, 1<sup>st</sup> Edition, 2014.
- Selective research papers from different Journals such as:
  - The Journal of Law and Economics
  - Academy of Management Journal
  - Corporate Governance: An International Review Journal of Corporate Finance
  - Journal of Management Studies Journal of Business Ethics
  - Research in International Business and Finance

**Usability of the Module:**

This module is one of the International accounting program requirements. The module equips the students with the necessary knowledge of how the ethics of the business and the ethical backgrounds and morals of the employee could intervene in the business stability. This module is optional for both Management Sciences and Logistic Sciences Programs.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Arabic 99	ARB99

Compulsory Module	X	Year of Study	1	Semester Hours	0
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	0
Pre-university	X	Pre-program		Remedial	

### Examination

40% Mid-term exam  
20% Participation and homework  
40% Final exam

### Responsible Lecturer(s)

Dr. Mohammad Alhroot  
Dr. Haytham Al-Thawabieh  
Dr. Omar Abu Nawwas

Course	Mode of Delivery	Contact Time	Self-study
Arabic 99	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation; 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of Midterm exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Effectively employ the communication skills of reading, writing, speaking and listening in standard Arabic.
- Use Arabic dictionaries and linking words and terminology.
- Examine the varying components of sentences and accurately breakdown grammatical structures.
- Analyze literary texts and distinguish among their types.
- Explain literary and linguistic works to reveal meaning, purpose and images.
- Orally present an accurate expression of the meanings and purposes of the texts.
- Demonstrate an improved use of resources on linguistic and literary heritage.

### Module Contents:

- Relative pronouns;
- Demonstratives;
- The Hamza;
- Verbs;
- Nominal and verbal sentences;
- Pronouns;
- Punctuation marks;
- Poetic texts;
- Prose texts;
- allaiyyina Al'lif;

- At-tā' almarbūṭa wal maftūḥa;
- Short forms in writing;The dual;
- Broken plural;
- Sound masculine plural;
- Sound feminine plural.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions and brainstorming;
- Exercises in lecture;
- Five-minute presentation discussing any issue related to the topics of the module;
- Using the library and internet in obtaining sources and the preparation of material;

**Recommended or Required Reading:**

- Mustafa 'amīn, An-nahu Al-wāḍiḥ, Ali al-jārim, Dār Al-ma'ārif, 1983.
- Yahya Mair 'Alam, Dalīl Qawā'id Al-'Imlā' wa Mahārātuha, 2014.
- Muṣṭafa Al-Galāyīnī, Jāmi' Ad-Durūs Al-'Arabiyya, Dār Al-kutub Al-'ilmiyya, 2020

**Usability of the Module:**

Standard Arabic is a vital part of any student's education. It teaches them to produce well-argued and well-structured texts using a variety of language tools whether as students or in their future careers. In addition, properly learning Arabic teaches the use of the Arabic language to express the needs of the local, Arab and Islamic community. Finally, ARB099 is a prerequisite to other modules, especially ARB100, and successful completion of the module enables the student to register in a broader range of modules.

**Prerequisites and Co-requisites:**

The score 49 or below in the Arabic Placement Test (prerequisite)

**Language of Instruction:**

Arabic

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Arabic100	ARB100

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
20% Participation and homework  
40% Final exam

### Responsible Lecturer(s)

Dr. Mohammad Alhroot  
Dr. Haytham Al-Thawabieh  
Dr. Omar Abu Nawwas

Course	Mode of Delivery	Contact Time	Self-study
Arabic 100	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of Midterm exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Apply Standard Arabic on many different levels ranging from remembering and understanding details to being able to evaluate and create grammatically correct and meaningful sentences.
- Understand and explain a word structure and identify its origin and type.
- Analyze and quote famous literary figures such as poets and writers, in addition to knowing their literary eras and work.
- Identify the levels of the linguistic system.
- Analyze sentences and structures, deconstructing them into their constituting components, with a particular focus on nominal sentences and their complements.
- Discern grammatical mistakes at word and sentence level.
- Write correct sentences and phrases exemplifying each linguistic pattern studied.
- Adapt the grammatical role of vocabulary use according to language standards.

### Module Contents:

- Summarization;
- Punctuation;
- Spelling;
- Construction and inflection;
- Substitution indescribability;
- Sentence;
- Clause;
- Rhetoric issues and various applications;

- Poetic text (kun Balsaman/ َ بَلْسَمَانُ ك);
- Short story (Mūḡāmara Ḥarīra/ مغامرة خطيرة);
- Prose text (waḍiyyatu 'um li 'ibnatiha/ وصية أ بنتها);
- Verbal subject;
- Object whose subject is not mentioned;
- Nominal subject;
- Predicate;
- Active participle;
- Passive participles.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions and brainstorming;
- Exercises in lecture:
- Five-minute presentation discussing any issue related to the topics of the module;
- Using the library and internet in obtaining sources and the preparation of material.

#### **Recommended or Required Reading:**

- Abdu Ar-rājiḥī, At-Taṭbīq An-Naḥwī: Dār an-naḥḍa, 1979.
- 'Imīl Ya'qūb, Al-Ma'ājim Al-'Arabiyya, Dār Al-'ilm, 1985.
- Mahir Shaban, Al-Kitāba Al-Waḍiyya, wa Al-'ibda'iyya, Dar al-masīra, 2010.
- Fādil As-sāmīrā'ī, Aṣ-ṣarf Al-'arabī, Dār ibn kaṭīr, 2013.

#### **Usability of the Module:**

Arabic is the native language of Jordan and that of most of the German Jordanian University's students. Thus, it is vital that they graduate with adequate Arabic language skills. Although the native language of the country is Arabic, most day-to-day interaction occurs in colloquial Arabic rather than Standard Arabic. Standard Arabic poses as a challenge for many of our students as they fail to receive sufficient practice. Therefore, taking Arabic during their Bachelor's degree is vital to ensure they are well equipped with the tools to communicate formally in any career they choose.

#### **Prerequisites and Co-requisites:**

ARB099: Arabic 99 or a passing grade of 50 on the Arabic Placement Test (prerequisite)

#### **Language of Instruction:**

Arabic

#### **Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Arts' Appreciation	DES101

Compulsory Module		Year of Study	Any	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
25% Midterm exam  
25% Report and presentation  
10% Attendance and participation  
40% Final exam

### Responsible Lecturer(s)

Prof. Ziyad Haddad

Course	Mode of Delivery	Contact Time	Self-study
Arts' Appreciation	Face-to-face	45	45

### Duration of Study:

One Semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Research paper and self-reading at home: 15 hours;
- Preparation of presentation = 10 hours;
- Preparation of mid exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- *Knowledge and understanding:*
  - Understand art works within an objective framework based on informed historical context, style, form, meaning, subject matter and content.
  - Deduce and read cultural, social, and aesthetic messages and symbolic statements and to identify visual elements of art works.
- *Cognitive and intellectual skills (thinking and analysis):*
  - Understand the relation between aesthetic visual forms and their embedded meanings.
  - Show a high sense of understanding of the correlation between form and context in order to grasp, understand, recognize, and distinguish between the formal qualities of art work and its socio-cultural themes and concepts.
- *Communication skills (personal and academic):*
  - Show significant progress towards acceptable independent thinking in relation to analysing and understanding art work.
  - Demonstrate an acceptable level of communicating their conceptual thoughts in written forms as oral and written skills are vital towards the development of a highly educated personality to understand, appreciate and criticize art work.
- *Professional skills:*
  - Further develop and employ their understanding and education in professional life by means of the theoretical skills, the learning curve, know how, and practical skills they have acquired throughout this module.
- *Personal skills:*



- Identify their inclinations to art history and standpoint on art criticism.
- Analyze and be more self-aware of their own stand from the world of art, and the real world around.
- **Overall:**
  - Comprehend and understand key theoretical concepts about art.
  - Identify key historic moments in art evolution and development.
  - Understand the fine arts of different periods, styles, movements, and media.
  - Identify and understand visual elements of design principles of art works.
  - Be critical in an objective rather than subjective manner and better informed about art in general.
  - Understand art within a theoretical and cultural framework, purpose and meaning.
  - Comprehend the universal and timeless potentials and qualities characterizing great art works.
  - Evaluate, improve and develop their understanding of art world's cultures.

### **Module Contents:**

This module is a study of the major art styles and movements that appeared since the late 19th century to the early 21st century. The module explores the different economic, cultural, scientific and other changes that influence the artistic creative developments within global and historical contexts. Emphasis will be based on the understanding of stylistic development including the rise of avant-garde groups, the eventual triumph of Modernism, and the development of Postmodernism and contemporary art. Upon the completion, students should be able to identify and analyses a variety of artistic styles, periods, and media.

### **Planned Learning Activities and Teaching Methods:**

Sessions include lectures and (group) discussions with accompanying PowerPoint presentation of images, concepts, vocabulary terms, study questions, and suggested readings. The material presented in the lecture closely follows the images and concepts in the assigned reference materials in addition to other information that are to be researched by the students. Students will be responsible for all the material covered in both the lecture and reference materials that relate to topic.

Through a small project assignment, each student will have the opportunity to employ theoretical understanding into an assigned artwork to be described, analyzed and interpreted aesthetically within cultural and historical contexts.

The students will work individually and in teams. They will undergo major blocks of research towards presenting their research results. First, they will learn various theoretical frameworks on artworks. Second, they will learn about the analytical methods that allow them to understand and criticize the different art movements and approaches and go in groups and individually in developing their analysis.

### **Recommended or Required Reading:**

- Schlam, C.: The Joy of Art: How to Look at, Appreciate, and Talk about Art. Allworth. ISBN: 1621537056, 9781621537052, Simon and Schuster, New York, 2020.
- Gordon, P.: Art Matters: A Contemporary Approach to Art Appreciation. Oxford University Press, Oxford, 2019.
- Kleiner, F. S. Gardner, H.: Gardner's Art through the Ages. Boston, MA: Wadsworth Cengage Learning, 2013.
- Russel, J.: The Meanings of Modern Art, Museum of Modern Art i. a., New York, 1981.
- Greenough, H.: Form and Function, University of California Press, Berkeley, CA, 1947.
- Jones, A.: A Companion to Contemporary Art since 1945, Blackwell Publishing Ltd., Malden, MA, 2006.
- Barrett, T.: Teaching Toward Appreciation. International Handbook of Research of Arts Education, in: Liora Bresler, (ed). International Handbook of Research in Arts Education. Springer, New York: pages 639-654, 2007.

### **Usability of the Module:**

Students will acquire soft skills that could be of some meaning for their personal development and therefore also for their professional life. Through the module offered, the students can reflect their own appreciations, develop and defend standpoints, become accustomed to group work, research, presentation. The module enables the students to develop themselves into informed citizens. The module can be taken by all disciplines as it caters for an introduction to art in the daily life and therewith, they can perceive the urban environment in a more holistic manner.

### **Prerequisites and Co-requisites:**

None

### **Language of Instruction:**

English

**Recommended Optional Program Components:**  
None

## Bachelor

Module Title	Module Code
Bachelor's Thesis	MGT490

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	255
Optional Module		Winter Semester	X	ECTS	8.5
Pre-university		Pre-program		Remedial	

### Examination

60% Thesis structure & content  
40% Presentation and discussion

### Responsible Lecturer(s)

Dr. Ahmad Abu Dawleh

Course	Mode of Delivery	Contact Time	Self-study
Bachelor's Thesis	Consultations & supervision	45	210

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Consultation & supervision = 45 hours
- Preparation and writing thesis = 210hours

### Learning Outcomes:

By the end of this module, the student will be able to:

- Plan their research project according to the research process.
- Apply broader discipline knowledge to the specific research project.
- Analyse literature and data resources critically.
- Evaluate different interpretations within research field.
- Write independently in a clear, logically structured, and analytical way.
- Present and defend their research in a clear and academic format.

### Module Contents:

The Bachelor's thesis is carried out in the form of a research project within the department. The students put the competencies learned during the program into practice. The Bachelor's thesis is used to assess the student's initiative and their ability to plan, report and present a project. Students work independently on a Bachelor's thesis under the guidance of a supervisor. They are responsible for finding a project and supervisor

### Planned Learning Activities and Teaching Methods:

Scientific monitoring of the thesis through:

- Seminars for finding a topics;
- Small groups consultations;
- Individual sessions.

### Recommended or Required Reading:

- Bergh, D. D., & Ketchen Jr., D. J. (eds.): Building Methodological Bridges. Emerald Group Publishing, 1<sup>st</sup> Vol. 6, .2011.

- Denscombe, M.: The Good Research Guide: For Small-scale Social Research Projects. McGraw-Hill Education (UK), 2014.
- Dhawan, S.: Research Methodology for Business and management Studies. Swastik Publishers & Distributors, 1<sup>st</sup> Ed, 2010.
- Esterberg, K. G.: Qualitative Methods in Social Research, 1<sup>st</sup> Ed, 2002.
- May, T.: Social Research. McGraw-Hill Education (UK), 4<sup>th</sup> Ed, 2011.
- Peffers, K., Tuunanen, T., Rothenberger, M. & Chatterjee, S.: A Design Science Research Methodology for Information Systems Research. In: Journal of Management Information Systems, Volume 24, Issue 3, 2nd 2007-8, pp. 45-78.
- Sekran, U. & Bougie, R: (Research Methods for Business: A Skills Building Approach. John Wiley & Sons, Inc., 7<sup>th</sup> Ed, 2016.
- See also for literature in the Module Description for Business Statistics and Research Methods

**Usability of the Module:**

This module is a crucial part for the student graduation phase. It sets the basis for them and gives the first opportunity to challenge their inner self and excel with the requirements of scientific research.

**Prerequisites and Co-requisites:**

- MGT213: Research Methods for Business (prerequisite)
- Dept. Approval (prerequisite)

**Language of Instruction:**

English/German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Entrepreneurship	BE302

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Participation  
10% Quiz  
10% Project  
40% Final exam

### Responsible Lecturer(s)

Dina El Hindi

Course	Mode of Delivery	Contact Time	Self-study
Business Entrepreneurship	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation project: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of Midterm exam and final exam: 20 hours;
- .
- .

### Learning Outcomes:

By the end of this module, the student will be able to:

- Demonstrate improved management, creativity and thinking skills.
- Understand the basic development of entrepreneurship as a profession and comprehend various business models.
- Identify capital resources for new ventures and small businesses.
- Recall basic knowledge of human resource management for small businesses and will understand the social responsibilities of small business managers.
- Create their own vision, write a business plan, lead with their vision, and sell their own vision to become a real project.

### Module Contents:

- Entrepreneurship mindset;
- Creativity;
- Social responsibility;
- Stakeholders;
- SWOT Analysis;
- Setting goals;
- Planning (action plans);
- Business models;
- Marketing;

- Branding;
- Pricing Models;
- Budgeting.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Project planning.

**Recommended or Required Reading:**

- Cota L.: Business Inception: Successful Tools for Entrepreneurs, 2021.
- Johnson, K. D.: The Entrepreneur Mind: 100 Essential Beliefs, Characteristics, and Habits of Elite Entrepreneurs, 2013.
- Kuratko, D.: Entrepreneurship: Theory, Process, Practice, 11th ed., 2019.

**Usability of the Module:**

Since the German Jordanian University is designed according to the German applied university model, the Business Entrepreneurship module is an important module for students because it enables them to approach their careers as an entrepreneur and an innovator. It empowers them to bring positive change to the society and their lives through innovation. Business Entrepreneurship can complement any major students choose in university as it teaches them to adopt the entrepreneurial mind-set and behave responsibly and ethically in their roles as entrepreneurs or better understand the business environment as an employee.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Ethics	MGT316

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Midterm exam: 40%,  
Final exam: 40 %  
Assignments and presentation: 20 %

### Responsible Lecturer(s)

Dr Mohammad Ta'Amnha

Course	Mode of Delivery	Contact Time	Self-study
Business Ethics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 15 weeks \* 3 hours = 45 hours;
- Exercises at home: 35 hours;
- Readings: 25 hours;
- Preparation for exams: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recognize and discuss the critical role that effective business ethics plays in today's organizations.
- Explain the basic business ethics theories, concepts, models, and methods that are needed in the today's business settings.
- Apply business ethics concepts and technical knowledge to analyze business ethical problems, cases, and issues.
- Show the ability to link the theories to the practices within the business ethics field.

### Module Contents:

- Part One: Defining Business Ethics
  - Understanding Ethics
  - Defining Business Ethics
- Part Two: The Practice of Business Ethics
  - Organizational Ethics
  - Corporate Social Responsibility
  - Corporate Governance
  - The Role of Government
  - Blowing the Whistle
  - Ethics and Technology

- Part Three: The Future of Business Ethics
  - Ethics and Globalization
  - Doing What's Right in a Competitive Market

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case studies.

**Recommended or Required Reading:**

- Schwartz, M. S. (2017). Business ethics: An ethical decision-making approach. John Wiley & Sons.
- Ghillyer, A.: Business Ethics: A Real World Approach, 2<sup>nd</sup> edition, New York, McGraw-Hill, 2010.
- Hartman, L. P., DesJardins, J. R., & MacDonald, C. (2008). Business ethics: Decision making for personal integrity and social responsibility. Burr Ridge, IL: McGraw-Hill.

**Usability of the Module:**

This module is an elective module for the three Bachelor's Degree Programs Logistics Sciences, Management Sciences and International Accounting. It is intended to equip students with the knowledge and skills on how ethics in organizations should be managed, what is the code of ethics and how employees will comply to it.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Business Law	MGT315

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Mid exam  
10% Assignments  
10% Participation & Attendance  
40% Final exam

### Responsible Lecturer(s)

Prof Dr. Ahmad Al-Hawamdeh

Course	Mode of Delivery	Contact Time	Self-study
Business Law	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises, and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation of presentation: 15 hours;
- Preparation of in-class activities/ discussion: 5;
- Exercises and self-reading at home: 20 hours;
- Preparation for first exam: 10 hours;
- Preparation for second exam: 10 hours;
- Preparation for final exam: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recall relevant doctrines of law (contract law, intellectual property, companies' law) according to private and public law.
- Memorize the diverse types of legal relationships.
- Describe the motive and purpose of the law.
- Analysing contracts and identify key components.
- Defines various forms of intellectual property.
- Apply the knowledge and skills learned in different real cases.
- Evaluate legal business cases according to international and national legislation.

### Module Contents:

The module introduces to the fundamental principles of law applied in the business world by focusing on the legal environments that affect individuals', businesses, and business transaction. It covers laws governing international business transactions and a brief description of corporations, general partnerships, and limited liability companies. The module also deals with the techniques of moral reasoning that are needed to analyze moral issues in business. It presents legal rules for corporate codes of legal and ethical conduct, gives illustrative content mandated or impliedly required for codes of legal and ethical conduct and analyzes the impact of corporate codes of conduct and other corporate policy statements on criminal and civil liability.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Case studies;
- Individual assignments.

**Recommended or Required Reading:**

- Emerson, R. W.: Business Law, Baron's Business Review, New York, 6<sup>th</sup> edition, 2019.
- Alween, K.: Introduction to Law, Tarek Publisher, Amman, 2017.
- James, N., Business Law, 2019, 5<sup>th</sup> edition, Wiley, Sídney.

**Usability of the Module:**

This module is offered to equip students with the knowledge and skills about how commercial and business legislations managed in organizations. This is an elective module for the Bachelor's Degree Program Logistic Sciences and mandatory for both Bachelor Degree's Programs in International Accounting and in Management Sciences.

**Prerequisites and Co-requisites:**

MGT101 Principles of Management (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Module in Germany I (A)	MGTS501(A)

Compulsory Module		Year of Study	3	Semester Hours	15
Elective Module	X	Spring Semester	X	Workload	60
Optional Module		Winter Semester	X	ECTS	2
Pre-university		Pre-program		Remedial	

Examination
Depending on the host university's module description

Responsible Lecturer(s)
Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany I (A)	Face-to-face	15	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 15 hours;
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 35 hours;
- Preparation for exams: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### Module Contents:

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### Planned Learning Activities and Teaching Methods:

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Module in Germany I (B)	MGTS501(B)

Compulsory Module		Year of Study	3	Semester Hours	2
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

Depending on the host university's module description

### Responsible Lecturer(s)

Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany I (B)	Face-to-face	30	60

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures: 30 hours;
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 45 hours;
- Preparation for exams: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### Module Contents:

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### Planned Learning Activities and Teaching Methods:

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon the host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None

## **Bachelor**

Module Title	Module Code
Business Module in Germany I	MGT501

Compulsory Module		Year of Study	3	Semester Hours	45
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### **Examination**

Depending on the host university's module description

### **Responsible Lecturer(s)**

Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany I	Face-to-face	45	90

### **Duration of Study:**

One semester.

### **Allocation of Workload Hours:**

- Presence time in lectures: 45 hours
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 70 hours;
- Preparation for exams: 20 hours.

### **Learning Outcomes:**

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### **Module Contents:**

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### **Planned Learning Activities and Teaching Methods:**

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon the host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Business Module in Germany II	MGT502

Compulsory Module		Year of Study	4	Semester Hours	45
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Depending on the host university's module description

### Responsible Lecturer(s)

Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany II	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 70 hours;
- Preparation for exams: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### Module Contents:

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### Planned Learning Activities and Teaching Methods:

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon the host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of Management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None

## **Bachelor**

Module Title	Module Code
Business Module in Germany III	MGT503

Compulsory Module		Year of Study	3	Semester Hours	45
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### **Examination**

Depending on the host university's module description

### **Responsible Lecturer(s)**

Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany III	Face-to-face	45	90

### **Duration of Study:**

One semester.

### **Allocation of Workload Hours:**

- Presence time in lectures: 45 hours;
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 70 hours;
- Preparation for exams: 20 hours.

### **Learning Outcomes:**

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### **Module Contents:**

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### **Planned Learning Activities and Teaching Methods:**

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Module in Germany IV	MGT504

Compulsory Module		Year of Study	3	Semester Hours	45
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Depending on the host university's module description

### Responsible Lecturer(s)

Depending on the host university's module description

Course	Mode of Delivery	Contact Time	Self-study
Business Module in Germany IV	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Exercises at home (self-reading at home and further assignments (allocation may vary upon host university's policy): 80 hours;
- Preparation for exams: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Attend classes and interact at academic level in German.
- Understand and apply specific methodological approaches taught.
- Read and analyze scientific contents related to management and to further aspects of business both in German and in English.
- Understand and elaborate on real life applications of the taught content.
- Apply taught contents to the German and the Jordanian business contexts.
- Communicate, present, and discuss about management and other business related topics in German and in English.

### Module Contents:

The module is part of the international experience of the students in Germany and reflects the German dimension of the German Jordanian Universities. Specific contents varies upon the specific module selected and upon the host university's module handbook and academic policies.

The module aims at equipping the students with intercultural, linguistic, and academic competencies in management and related fields. It further prepares the students to understand and interact in the academic and professional environment in Germany.

### Planned Learning Activities and Teaching Methods:

- Interactive lectures;
- Exercises in class and at home;
- Further activities and teaching approaches may vary upon the host university's policy.

**Recommended or Required Reading:**

- Textbook(s) based on host university's module descriptions.
- More resources are made available by the instructor.

**Usability of the Module:**

The module belongs to the elective modules students need to complete at their German host universities. The module deepens and expands the knowledge gained by the students in previous modules both in the field of management and in other areas of business. It is an elective module for Bachelor's Degree Program Management Sciences. It will equip the student with an exquisite knowledge and life time worth of experience. This module can be taken either during the German Year or upon failing and return from Germany at GJU.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

German (also German with English possible according to the rules applied to the German Year)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Business Statistics	MGT122

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Participation and assignments  
40% Final exam

### Responsible Lecturer(s)

Eng. Omar Bwaliez

Course	Mode of Delivery	Contact Time	Self-study
Business Statistics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Exercises: 30 hours;
- Readings: 30 hours;
- Preparation for exams: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe the shape of data (symmetric, right-skewed, left-skewed);
- Classify data into discrete and continuous;
- Explain the central tendency measures & various measures;
- Compute the probability of the three main continuous distributions (normal, uniform, exponential);
- Apply hypothesis testing (one-sample test).

### Module Contents:

This is a module in the basic statistical concepts and methods common in business and economics applications. The module introduces the students to statistical methods of collection, analysis, and presentation of quantitative data. Emphasis will be on the use of both descriptive and inferential statistical techniques within the workplace. Topics covered include descriptive statistics, probability, discrete and continuous distributions, confidence intervals, hypothesis testing, regressions, and sampling. Acquired knowledge should help students to deal with applications from all functional areas of business.

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Exercises;
- Homework.

**Recommended or Required Reading:**

- Berenson, M. L., Levine, D. M., Szabat, K. A. & Stephan, D. F.: Basic Business Statistics: Concepts and Applications, Pearson Education Ltd., Harlow, UK, 14th edition, 2020.
- Weiers, R. M. Introduction to business statistics., Cengage Learning. 7<sup>th</sup> Edition, 2010.
- Anderson, D. R., Sweeney, D. J., Williams, T. A., Camm, J. D., & Cochran, J. J. Modern business statistics with Microsoft Excel., Cengage Learning. 6<sup>th</sup> Edition, 2020.
- Black, K. Business statistics: for contemporary decision making. John Wiley & Sons. 9<sup>th</sup> Edition, 2011.

**Usability of the Module:**

This module is mandatory for all three Bachelor's Degree Programs International Accounting, Business Sciences and Logistic Sciences. The students will be able to refer to the acquired skills in applications and projects of other modules and the Bachelor's Thesis.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Computing Fundamentals for Business and Logistics	CS115

Compulsory Module	X	Year of Study	1	Semester Hours	4
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
30% Midterm exam  
40% Final exam

### Responsible Lecturer(s)

Dr. Abdullah Alfarrarjeh

Course	Mode of Delivery	Contact Time	Self-study
Computing Fundamentals for Business and Logistics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Guided, task driven and monitored (weekly) self-study for module (part of portfolio): 30 hours;
- Preparation of Portfolio: 10 hours;
- Portfolio assessment: 5 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the fundamentals of information system and technology and inspire the students about different aspects of Information Technology and its applications and their impact.
- Gain knowledge about the system unit and its major components.
- Understand modern software programs and packages.
- Understand the basics of programming.
- Refer to creative thinking, computational problem-solving and logical reasoning skills.
- Understand the basics of communications systems and networks.
- identify the most significant concerns for effective implementation of computer technology.

### Module Contents:

The module introduces basic information technology skills and concepts including the internet and the web, electronic commerce, application software, system software, basics of computer hardware (system unit, input and output devices, secondary storage), communications and networks, privacy, security, computer ethics, information systems, systems analysis and design. Moreover, the module introduces basic programming skills including creating web pages using hypertext mark-up language (HTML) and cascading style sheets (CSS), working with a database management systems using the structured query language (SQL), and the basics of the C++ language, e.g., variables, data types, arithmetic and logic expressions, input/output operations, selection structures, loop structures, arrays.

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- In-class exercise;
- Tutorials;
- Practical learning.

**Recommended or Required Reading:**

- O'Leary, T. J., O'Leary, L. I. & O'Leary, D. A.: Computing Essentials 2015: Complete Edition, McGraw-Hill Education, 25th edition, 2014.
- Deitel P. & Deitel H.: C++: How to Program, Pearson, 10th edition, 2016
- Robbins, Jennifer: Learning Web Design: A Beginner's Guide to HTML, CSS, JavaScript, and Web Graphics, O'Reilly Media, 4th edition, 2012.

**Usability of the Module:**

This is a compulsory module for the following Bachelor's Degree Programs: Logistic Sciences, Management Science, and International Accounting. It is a prerequisite for the following modules: Computer Aided MATH for Mechatronics (ME0224), Computer Aided Engineering Drawing (ME0111), and Numerical Methods for Engineers (BM371). Numerical Analysis for Engineers (BM371), Computer Aided MATH For IE (IE0222), Operations Research (IE0231), and Digital systems (CE212).

**Prerequisites and Co-requisites:**

CS1150: Computing Fundamentals for Business and Logistics Lab (co-requisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Computing Fundamentals for Business and Logistics Lab	CS1150

Compulsory Module	X	Year of Study	1	Semester Hours	5.8
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
6% Lab assignments  
3% Lab quizzes  
9% Lab midterm exam  
12% Lab final exam

### Responsible Lecturer(s)

Dr. Abdullah Alfarrarjeh

Course	Mode of Delivery	Contact Time	Self-study
Computing Fundamentals for Business and Logistics Lab	Face-to-face	45	45

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in labs: 45 hours;
- Conducting the weekly lab assignments (mandatory part of portfolio): 25hours;
- Preparation of lab (mandatory part of portfolio): 15 hours;
- Lab assessment: 5 hours;

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the fundamentals of information system and technology and inspire the students about different aspects of Information Technology and its applications and their impact.
- Gain knowledge about the system unit and its major components.
- Understand modern software programs and packages.
- Understand the basics of programming.
- Refer to creative thinking, computational problem-solving and logical reasoning skills.
- Understand the basics of communications systems and networks.
- Identify the most significant concerns for effective implementation of computer technology.

### Module Contents:

This lab aims to enhance hands-on experience on four application software (MS Word, MS Excel, MS PowerPoint, and MS Access) and the practice creating basic C++ programs using variables, data types, arithmetic and logic expressions, input/output operations, selection structures, loop structures, arrays and authoring web pages using hypertext mark-up language (HTML) and cascading style sheets (CSS).

### Planned Learning Activities and Teaching Methods:

- Lectures;
- In-class exercise;

- Tutorials;
- Practical learning.

**Recommended or Required Reading:**

- O'Leary, T. J., O'Leary, L. I. & O'Leary, D. A.: Computing Essentials 2015: Complete Edition, McGraw-Hill Education, 25th edition, 2014.
- Deitel P. & Deitel H.: C++: How to Program, Pearson, 10th edition, 2016
- Robbins, Jennifer: Learning Web Design: A Beginner's Guide to HTML, CSS, JavaScript, and Web Graphics, O'Reilly Media, 4th edition, 2012.

**Usability of the Module:**

This is a compulsory module for the following Bachelor's Programs: Logistic Sciences, Management Science, and International Accounting. It is a prerequisite for the following modules: Computer Aided MATH for Mechatronics (ME0224), Computer Aided Engineering Drawing (ME0111), and Numerical Methods for Engineers (BM371). Numerical Analysis for Engineers (BM371), Computer Aided MATH For IE (IE0222), Operations Research (IE0231), and Digital systems (CE212).

**Prerequisites and Co-requisites:**

CS115: Computing Fundamentals for Business and Logistics (Co-requisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Consumer Behavior	MGT322

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
20% Presentation and paper  
10% Homework  
40% Final exam

### Responsible Lecturer(s)

Dr. Aziz Madi

Course	Mode of Delivery	Contact Time	Self-study
Consumer Behavior	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Assignments: 35 hours;
- Preparation for mid-term: 30 hours;
- Preparation for exam: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Identify what is consumer behavior and its impact on marketing strategy;
- Describe the internal, situational and social influences on consumer behavior as individuals;
- Explain the different approaches consumers take to make buying decisions, and understand how the environment could affect these decisions, besides marketing applications of such approaches;
- Examine in details the effect of each of culture, subcultures, and groups on consumer's behavior.

### Module Contents:

- ☐ Consumer needs and motivations
- ☐ Decision making and product choice
- ☐ Personality and perception
- ☐ Consumer learning
- ☐ Attitudes and attitude change
- ☐ Communication and Consumer Behavior
- ☐ Reference Groups and Family Influences
- ☐ Social Class and Consumer Behavior
- ☐ The Influence of Culture and Subculture on Consumer Behavior
  - ☐ Adoption and the diffusion of innovations

### Planned Learning Activities and Teaching Methods:

- Lectures;

- Case studies;
- Group work project;
- Individual assignments.
- Games, in class group work and analysis, analysis of advertisements, develop advertisements concepts, analyze media, develop means-ends chain model, develop associative network.

**Recommended or Required Reading:**

- Solomon M.: Consumer Behavior: Buying, Having and Being, Pearson 13<sup>th</sup> edition, 2020.
- Schiffman L. & Kanuk K.: Consumer Behavior, Prentice Hall, 9<sup>th</sup> edition, 2007

**Other readings:**

- Arnould, E., Price, L. and Zinkhan, G. (2002), *Consumers*, 5th ed., McGraw Hill, New York, NY.
- Kotler P.: Marketing Management, Prentice Hall, 11<sup>th</sup> edition, 2002

**Usability of the Module:**

This is an elective module for the Bachelor's Degree Programs International Accounting and Logistic Sciences as well as a mandatory module for the Bachelor's Degree Program Management Sciences. Students will use the acquired skills and knowledge in the field of marketing with regards to consumers.

**Prerequisites and Co-requisites:**

MGT124 Fundamentals of Marketing, MGT126 Fundamentals of Microeconomics (prerequisites)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Contemporary Issues in Logistics	LOGS472

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
30% Group's project & presentation  
40% Final exam

### Responsible Lecturer(s)

Dr Luay Jum'a

Course	Mode of Delivery	Contact Time	Self-study
Contemporary Issues in Logistics	Face-to-face	45	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Group work on project: 20 hours;
- Preparation for the presentation: 10 hours;
- Consultation & supervision: 20 hours;
- Preparation for mid-term exam exams: 25 hours;
- Preparation of final exam and the final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe logistics as more than an operational function that passively executes a plan, but as a strategic function, that creates value and competitive advantage.
- Expand applied data analysis skills by analyzing and using supply chain data to make business decisions.
- Understand current challenges faced by logistics and supply chain professionals.
- Discuss the challenges faced by logistics and supply chain professionals.
- Conduct a study from the real market on an existing company in Jordan.
- Discuss real case studies in the field of logistics and supply chain.
- Evaluate career opportunities in the field of logistics and supply chain management

### Module Contents:

This module provides a practical, management perspective in different areas of logistics such as distribution, transportation, international logistics, key performance indicators, supply chain finance, technologies used in logistics and many other recent topics. The module is designed for students who have had little or no previous module work or professional experience in logistics.

It explores the various modern logistics techniques and focuses on the importance of innovation in logistics management. Globalization and e-commerce among other new trends and their effects on logistics and supply chain systems are considered. The module starts with the new trends in logistics and supply chain management, then the role of information technology in logistics is considered. Thereafter, selected topics and contemporary issues in

logistics and supply chain management are discussed with more focus on new literature published on these topics. Finally, the selected topics are linked to the local market settings and environment.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Presentations for real case studies;
- Videos;
- Small groups consultations;
- Individual sessions.

**Recommended or Required Reading:**

- Czakon, W., Kawa, A., & Scott, S. (2020). Network orientation of logistics service providers: the construct, dimensionality and measurement scale. *International Journal of Logistics Research and Applications*, 23(5), 474-492.
- Song, D. W., & Panayides, P. (Eds.). (2012). *Maritime logistics: contemporary issues*. Emerald Group Publishing
- Olson, D. L. (2011). *Supply chain risk management: tools for analysis*. 1<sup>st</sup> Edition, Business Expert Press.

**Usability of the Module:**

This is an elective module where students will understand the most up to date issues in the field of logistics and supply chain. This module will consider different logistics and supply chain up to date issues, practices and applications which will provide students with sufficient skills and knowledge to enable them to deal with those issues.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Corporate Strategies and Policy	MGT412

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
10% Homework / assignments  
10% Quizzes  
10% Active class participation  
40% Final

### Responsible Lecturer(s)

Engr. Mohammad Al-Anaswah

Course	Mode of Delivery	Contact Time	Self-study
Corporate Strategies and Policy	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Teaching Load; contact time: 15 weeks \* 3 hours = 45 hours;
- Assignments & web-based modules (self): 25 hours;
- Exercises & self-study: 25 hours;
- Preparations for presentation: 15 hours;
- Preparations for the exams: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recognize different models and theories of strategy and strategic management process.
- Recognize the role of knowledge and the internet and other electronic media in achieving a sustainable competitive advantage in the marketplace.
- Explain the strategic management process.
- Illustrate how to conduct an external strategic management audit.
- Illustrate how to perform an internal strategic-management audit.
- Examine every function of the organization in implementing the corporate strategy.
- Categorize and select the types of business strategies and diverse business units' strategies.
- Evaluate vision and mission statements of different organizations.
- Assess strategies using a practical framework.
- Devising an External Factor Evaluation (EFE) Matrix and Internal Factor Evaluation (IFE) Matrix.

### Module Contents:

The course covers a general introduction to strategy in order to create a common platform for the discussions pertaining to corporate strategy. The course covers two main themes, namely (a) the organisation of global business and collaboration (e.g., strategic alliances, networks, diversification, global sourcing, and vertical integration), as well as (b) how to create value in a global context (e.g., research and development strategies, value capture, and risk and uncertainty)

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions (students should be prepared to interact with the professor and other students and to offer corrections and alternative opinions);
- Exercises in class and at home;
- Writing and presenting research papers alone or in group work (students should be prepared to discuss assigned readings, homework problems, cases, and current events);
- Class participation is a significant component of this module (students' grade will be positively affected by their interest, effort, presentation, and quality of class participation and negatively affected by inappropriate behavior in class).

**Recommended or Required Reading:**

- Whittington, R., Regnér, P., Angwin, D., Johnson, G., & Scholes, K. (2020). Exploring Strategy Text and Cases. 12<sup>th</sup> Edition, Pearson UK.
- Dhir, S. (2019). Cases in Strategic Management: A Flexibility Perspective. 1<sup>st</sup> Ed, Springer.
- Lasserre, P. (2017). Global strategic management. 4<sup>th</sup> Edition, Macmillan International Higher Education.

**Usability of the Module:**

This is an elective module for both Bachelor's Degree Programs International Accounting and Logistic Sciences and a compulsory module for the Bachelor's Degree Program Management Sciences. This module will equip students with skills and knowledge in the field of corporate planning and strategy design.

**Prerequisites and Co-requisites:**

MGT314 Human Resources Management (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Decision Support Systems	MGT333

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Midterm Exam  
20% Homework /assignments, exercises, projects  
10% Participation (attendance, active class participation)  
40% Final

### Responsible Lecturer(s)

Eng. Mohammad Al-Anaswah

Course	Mode of Delivery	Contact Time	Self-study
Decision Support Systems	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises, and presentations: 15 weeks \* 3 hours = 45 hours;
- Assignments: 30 hours;
- Preparation for mid-term: 30 hours;
- Preparation for final exam: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recognize the role of Decision (and other Management) Support Systems (DSS) and their potential for assisting in organizational and individual decision making.
- Recognize Business Intelligence (BI) and Business Analytics (BA) support in decision making.
- Recognize the need for and the power of business reporting.
- Compare and contrast the types of problems that may be addressed effectively using DSS and Intelligent Systems.
- Differentiate between the concepts of making a choice and establishing a principle of choice.
- Apply intellectual and practical Skills to the decision making process.
- Refer to critical thinking, analytical reasoning, and problem-solving skills.
- Categorize and select appropriate modelling and analysis methods.
- Synthesize and Implement Automated Decision Systems (ADS) and Expert Systems (ES) for any given business problem.

### Module Contents:

- Overview of business intelligence, analytics, and decision support;
- Foundations and technologies for decision making;
- Business reporting, visual analytics, and Business Performance Management;
- Data mining;
- Modeling and analysis: Heuristic search methods and simulation;
- Automated decision systems and expert systems.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home, applying DSS tools;
- Real case studies.

**Recommended or Required Reading:**

- Turban E., Sharda, R. & Delen D.: Business Intelligence and Analytics: Systems for Decision Support. Pearson, 10th ed, 2014 (main text).
- Marakas, G. M.: Decision Support Systems, Pearson, EDITION, 2002.
- Evans J.: Business Analytics: Methods, Models and Decisions, Pearson, 2015.
- Corea, F.: An Introduction to Data: Everything You Need to Know About AI, Big Data and Data Science, Springer, 2019.
- Pierson, Li.: Data Science, Wiley, 2017.
- <https://www.teradata.com/>
- <http://dssbibook.com/>

**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program in Management Sciences and elective for both Bachelor's Degree Programs International Accounting and Logistic Sciences.

**Prerequisites and Co-requisites:**

MGT236 Management Information Systems (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

**Bachelor**

Module Title	Module Code
E-Business and E-Commerce Management	MGT329

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

**Examination**

30% Mid-term exam  
 20% Presentation and paper  
 10% Homework  
 40% Final exam

**Responsible Lecturer(s)**

Dr. Aziz Madi

Course	Mode of Delivery	Contact Time	Self-study
E-Business and E-Commerce Management	Face-to-face	45	90

**Duration of Study:**

One semester.

**Allocation of Workload Hours:**

- Presence time in lectures, exercises and presentations 15 weeks \* 3 hours: 45 hours
- Assignments: 35 hours
- Preparation for mid-term: 25 hours
- Preparation for exam: 30 hours

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Define the main concepts of e-business and e-commerce.
- Differentiate between the e-business and e-commerce.
- Explain how an organization can benefit from e-business and e-commerce.
- Discuss the different strategic approaches to implement e-business and e-commerce.
- Apply the concepts to develop a digital business plan.

**Module Contents:**

- The basics of electronic business,
- Forms of electronic commerce,
- Electronic data interchange,
- Electronic payment systems,
- Electronic business options and opportunities, – electronic business security concerns, and
- Legal and ethical issues.
- The practical seminar assignment is focused on analysis of a concrete business problem and on selecting an electronic solution to that problem.

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Case studies;
- Group work project;
- Individual work;
- Analysis of websites and current company efforts;
- Game to differentiate between digital business and e-business and e-commerce;
- Development of a business model;
- Development of a digital business idea;
- Development of a digital business plan.

**Recommended or Required Reading:**

- Chaffey, D.: E-Business and E-Commerce Management: Strategy, Implementation and Practice, Pearson Education Limited, 5<sup>th</sup> edition, 2011
- Langer, A. M., & Yorks, L. (2018). Strategic information technology : Best practices to drive digital transformation. 2<sup>nd</sup> ed. ProQuest Ebook Central

**Usability of the Module:**

This is compulsory module for Bachelor's Degree in Management Sciences and an elective module for both Bachelor's Degree Programs International Accounting and Logistic Sciences which intended to equip students with the skills and knowledge in the field e-business and e-commerce.

**Prerequisites and Co-requisites:**

MGT236 Management Information Systems (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
English I	ENGL098

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	0
Pre-university	X	Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Activities (quizzes, speaking, writing skills)  
40% Final exam

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English I	Face-to-face	45	45

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of mid-term exam and final exam: 20 hours.

### Learning Outcomes:

Students will be able to converse using simple introductory phrases and questions. They will be able to identify and use different forms of simple tenses. Students will also be able to engage within class groups to listen, recount experiences and to express feelings and ideas. They will be able to write for a variety of purposes – plan, draft, redraft and edit – letters, emails, as well as read texts with fluency. In addition, they will begin decoding phrases and sentences, not just single words.

### Module Contents:

- Grammar:
  - verb to be singular and plural forms;
  - verb to be negative and question forms;
  - a/an;
  - plural nouns;
  - possessive pronouns;

- possessive 's;
- irregular plural nouns;
- prepositions of place;
- question words;
- can/can't - questions and short answers;
- have/has;
- be + adjective;
- adjective + noun;
- like- questions and short answers;
- he/she + like;
- object pronouns;
- present simple + questions;
- prepositions of time;
- frequency adverbs;
- there is/are+ negative and question forms;
- imperative forms;
- Vocabulary:
  - the alphabet;
  - countries and nationalities;
  - numbers 1–10;
  - greetings;
  - in the classroom;
  - days of the week;
  - numbers 11–100;
  - colours;
  - word focus: in;
  - car hire;
  - family;
  - people;
  - months;
  - special occasions;
  - places in a town;
  - the time;
  - word focus: at;
  - snacks;
  - abilities;
  - possessions;
  - technology;
  - money and prices;
  - sports;
  - interests;
  - food;
  - opinion adjectives;
  - routines;
  - hobbies;
  - weather;
  - problems;
  - job activities;
  - education;
  - clothes;
  - hotel rooms;
  - travel;
  - hotels;
- Writing:
  - text type: an identity card; writing skill: capital letters (1);
  - text type: a form; writing skill: capital letters (2);
  - text type: a greetings card; writing skill: contractions;
  - text type: a text message; writing skill: and;
  - text type: an email; writing skill: but;
  - text type: short messages; writing skill: punctuation and sentence structure;
  - text type: a profile; writing skill: paragraphs;
  - text type: an email; writing skill: spelling: double letters;
- Reading and Listening: Units 1-9 related reading and listening practice:
  - Description
  - Conversation
  - main ideas and supporting details
  - identify examples
  - previewing and prediction
  - skimming and scanning



- finding the general idea and finding specific information
  - contextual meaning of vocabulary
- Oral:
  - Conversation questions

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work;
- Watching videos, reading a paragraph and sharing ideas.

**Recommended or Required Reading:**

- National Geographic Learning, Life Beginner 2nd ed. Student book, 2019
- National Geographic Learning, Life Beginner 2nd ed. Workbook, 2019
- National Geographic Learning, Life Beginner 2nd ed. iTools extra activities, 2019

**Usability of the Module:**

English is one of the major languages of the world. Most academic and business communication is carried out through English. Therefore, it is very important for any university student to learn proper English. This is especially true for the German Jordanian University students as their entire university degree is taught in English. ENGL098 in particular is the foundation module to other levels so that students can begin their journey to improve their skills. Moreover, students taking this module still think in Arabic and translate to English in their minds. This module helps them to begin to break free of this common barrier of language learning and begin thinking in English using the culture of English speakers. In addition, they will be spending their internship year in Germany and will have the opportunity to travel to many European countries if they desire. Therefore, improving their English for basic survival and intercultural communication is vital. English 98 is a prerequisite for English 099).

**Prerequisites and Co-requisites:**

English Placement Test grade of 0-20 (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
English II	ENGL099

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	0
Pre-university	X	Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Activities (quizzes, speaking, writing skills)  
40% Final exam

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English II	Face-to-face	45	45

### Duration of Study:

One semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of mid-term exam and final exam: 20 hours.

### Learning Outcomes:

Students will be able to converse using simple Yes/No questions and Wh-questions and answers in Standard English dealing with basic survival needs. They will also be able to describe a sequence of events in the past dealing with their personal life. They will be able to recognize and produce basic constructions such as subject – verb agreement in sentences and appropriate use of pronouns. Moreover, they will be able to convey, to a limited degree, the different meanings of ability, possibility, or suggestion and use the imperative to give, to a limited degree, orders, advice, or warning. Students will be able to understand and convey the appropriate mood of a message.

### Module Contents:

- Grammar:
  - English tenses: Present; Past; Present and Past Continuous; Present Perfect; Future Simple
  - -ing forms;
  - Can;
  - Countable and uncountable nouns;

- Comparative and superlatives;
  - Modals.
- Vocabulary:
  - Personal information, family, word roots;
  - Colors, furniture, objects;
  - Word building: suffixes; collocations; synonyms and antonyms; word families; word forms;
  - Word focus: preposition: in;
  - Verbs and nouns collocations;
  - Word focus: mean, write;
  - Menus, clothes, food verbs;
  - Journey adjectives;
  - Word focus: time, money.
- Writing:
  - Sentences;
  - A paragraph;
  - Topic sentence, supporting details, closing sentence.
- Reading and Listening: Units 1-7 related reading and listening practice:
  - Main ideas and supporting details;
  - Identify examples;
  - Previewing and prediction;
  - Skimming and scanning;
  - Finding the general idea and finding specific information;
  - Contextual meaning of vocabulary.
- Oral:
  - Conversation questions.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work;
- Watching videos, reading a paragraph and sharing ideas.

#### **Recommended or Required Reading:**

- National Geographic Learning, Life Elementary 2nd ed. Student book, 2019
- National Geographic Learning, Life Elementary 2nd ed. Workbook, 2019
- National Geographic Learning, Life Elementary 2nd ed. iTools extra activities, 2019

#### **Usability of the Module:**

English may not be the most spoken language in the world, but it is the official language of 53 countries and spoken by around 400 million people across the globe. Being able to speak English is not just about being able to communicate with native English speakers, it is the most common second language in the world. If you want to speak to someone from another country, then the chances are that you will both be speaking English to do this. Therefore, it is very important for any university student to learn proper English. This is especially true for the German Jordanian University students as their entire university degree is taught in English. ENGL099 in particular is the foundation module to other levels so that students can begin their journey to improve their skills. Moreover, students taking this module still think in Arabic and translate to English in their minds. This module helps them begin to break free of this common barrier of language learning and begin thinking in English using the culture of English speakers. In addition, they will be spending their internship year in Germany and will have the opportunity to travel to many European countries if they desire. Therefore, improving their English for basic survival and intercultural communication is vital. English 99 is a prerequisite for English 101.

#### **Prerequisites and Co-requisites:**

English Placement Test grade of 0-40 (prerequisite)

#### **Language of Instruction:**

English

#### **Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
English III	ENGL101

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Activities (quizzes, speaking, writing skills)  
40% Final exam

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English III	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of mid-term exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, students will be able to use appropriate vocabulary and grammar when formulating sentences and speaking in the English language. Students' reading skills will be improved through critical analysis of reading texts. In addition, students will be able to produce properly written paragraphs using the basic rules of writing, such as: the topic sentence, the supporting sentences and the concluding sentence. Furthermore, students will also be able to use grammatical rules correctly when they converse using the English language. Different oral and speaking skills such as effective speaking, clarity of voice and content, eye contact and effective listening will also be developed after taking this module.

### Module Contents:

- Grammar:
  - Present simple;
  - Present continuous;
  - Comparatives and superlatives, comparative modifiers;

- Past Simple;
- Past continuous;
- Quantifiers;
- Articles;
- Future forms.
- Vocabulary:
  - Everyday routines;
  - Collocations with do, play and go;
  - Words related to medical problems;
  - Words related to sports;
  - Vocabulary related to travelling;
  - Transport vocabulary;
  - Personal qualities, risks and challenges;
  - Vocabulary related to materials and recycling;
  - Words related to celebrations and life events.
- Writing:
  - Filling a form;
  - Writing an advertisement;
  - Writing a short story;
  - Writing formal emails;
  - Writing a description for a travel blog.
- Reading and Listening:
  - Related reading and listening for units one – six;
  - The main argument;
  - Reading between the lines;
  - Identifying opinion vs. fact;
  - Close reading;
  - Identifying the key information;
  - Supporting the main argument.
- Oral:
  - Speech.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in-group work.

#### **Recommended or Required Reading:**

- National Geographic Learning, Life Pre-Intermediate 2nd ed. Student book, 2019
- National Geographic Learning, Life Pre-Intermediate Workbook 2nd ed., 2019
- National Geographic Learning, Life Pre-Intermediate iTools 2nd ed. extra activities, 2019

#### **Usability of the Module:**

As English is one of the main languages of the world, this module helps students communicate more effectively in a broader range of cultures and contexts. At ENGL101 level, students are able to handle more complex language constructions in both understanding and producing language. Their vocabulary is broad enough to meet the majority of their academic and personal needs. This module also serves as the prerequisite not only for ENGL102 but also to all the university electives as its completion enables students to understand and present module material in English successfully. Furthermore, the language of instruction at GJU is English; therefore, English skills are a prerequisite to successfully graduate. Last but not least, as GJU's programs aim at graduating internationally competitive students, English communication skills are a basic requirement.

#### **Prerequisites and Co-requisites:**

ENGL099: English III or a grade of 41-60 in the English Placement Test (prerequisite)

#### **Language of Instruction:**

English

#### **Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
English IV	ENGL102

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Activities (quizzes, speaking, writing skills)  
40% Final exam

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English IV	Face-to-face	45	45

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of mid-term exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the students will demonstrate improved English skills to better communicate, define their needs and recognize the meaning of words in context. They will be able to implement analogies, idioms, and words with precise connotations and denotations in a variety of oral and written presentations in a native professional performance. In addition, students will be able to differentiate, categorize and compare ideas and make inferences and analyses. They will demonstrate the ability to evaluate, critique and rank writings for clarity, sentence variety, precise vocabulary, and effective phrasing. Finally, they will formulate well-designed sentences in an organized text.

### Module Contents:

- Grammar:
  - Review of English tenses: Present; Past; Present and Past Continuous;
  - Present and past perfect, Present, Past Perfect Continuous;
  - Future Simple, Future Continuous, Future Perfect Continuous;

- Static verbs;
- Question forms: direct and indirect questions;
- Predictions;
- Future forms;
- Model verbs;
- First conditional: if + will;
- Using “When, as soon as, unless, until, before”;
- Purpose: to ..., for ... and, so that ...;
- Certainty and possibility.
- Vocabulary:
  - Units 1-6 related vocabulary and idioms;
  - Word focus: love;
  - Feelings;
  - Word building: adjective and noun collocations;
  - Musical styles;
  - Emotions;
  - Word focus: kind;
  - Describing performances;
  - Describing experiences;
  - Word building: adverbs;
  - Word focus: get;
  - Word focus: job and work.
  - Education;
  - Word building: prefix re-pay and conditions;
  - Job requirements;
  - A healthy lifestyle;
  - Word focus: so;
  - Restaurants;
  - Word focus: long;
  - Art;
  - Word building: nouns and verbs;
  - lay adverbs in stories.
- Writing:
  - Text type: a business profile;
  - Writing skill: criteria for writing;
  - Text type: a review;
  - Writing skill: linking ideas;
  - Text type: a blog post;
  - Writing skill: interesting language;
  - Text type: a covering letter;
  - Writing skill: formal style;
  - Text type: a formal letter/email;
  - Writing skill: explaining consequences;
  - Text type: a news story;
  - Writing skill: structuring a news story.
- Reading and listening:
  - Units 1-6;
  - Drawing conclusions;
  - evaluating sources;
  - Reading between the lines;
  - Understanding different sides of an argument;
  - Understanding language cues;
  - Opinion vs. fact.
- Oral:
  - A debate/presentation.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work.

#### **Recommended or Required Reading:**

- Life Intermediate 2nd ed. Student book, National Geographic Learning, 2019
- Life Intermediate Workbook 2nd ed, National Geographic Learning, 2019
- Life Intermediate iTools 2nd ed. extra activities, National Geographic Learning, 2019

**Usability of the Module:**

As English is one of the main languages of the world this module helps students communicate more effectively in a broader range of cultures and contexts. Students focus on English at an intermediate level on the receptive skills of reading and listening and the productive skills of writing and speaking. Since the language of instruction at GJU is English; therefore, English skills are a prerequisite to graduate and support students in their future career path. More specifically, English IV (ENGL102) is a prerequisite for English V (ENGL201).

**Prerequisites and Co-requisites:**

ENGL101: English III or a score of 61-80 on the English Placement Test (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
English V	ENGL201

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Class activities (speaking, quizzes, and writing skills)  
40% Final

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English V	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of mid-term exam and final exam: 20 hours.

### Learning Outcomes:

By the end of the module, students will be able to communicate in English using native-like speaking, reading, and writing skills. The students' vocabulary will have expanded to include proper diction and enabled them to use appropriate phrases and words according to the context. In addition, there will be a significant improvement in their ability to use idioms, synonyms and collocations of English language; they will be competent at expressing their ideas and elaborating on their thoughts. Students will also be able to apply improved critical thinking skills while reading English texts. They will be able to evaluate conclusions, supporting examples, identifying opinions, ways of arguing and looking at different perspectives. They will also be able to understand and use tone to effect meaning and use emotive language. Students apply improved writing skills as well. They can analyze and produce 2-3 page essays with an emphasis on argumentation and persuasion working both independently and cooperatively to gather, evaluate, and synthesize necessary information.

### Module Contents:

- Grammar:
  - Present tenses: simple, continuous, and perfect;

- Past simple and present perfect;
- Use of determiners;
- Use of expressions of quantity;
- Verb with infinitive or -ing;
- Verbs with both -ing and to + infinitive;
- Zero and first conditionals;
- Verb patterns with reporting verbs;
- Passive reporting verbs.
- Vocabulary:
  - Units 1, 4, 5, 7, and 9 related vocabulary and idioms;
  - Describing character;
  - Phrasal verbs about friendships;
  - Word building: forming adjectives;
  - Word focus: sense;
  - Vocabulary: art;
  - Words focus: spend;
  - Vocabulary: urban features;
  - Word building: adverb+ adjective;
  - Word focus: fall;
  - Vocabulary: raising children (verbs);
  - Word focus: same and different;
  - Describing traditions;
  - Vocabulary: reporting verbs;
  - Word focus: word.
- Writing:
  - Outline of an essay;
  - Thesis statements;
  - Topic sentence;
  - Supporting sentences;
  - Parallel structure;
  - Transition words;
  - Punctuation.
- Reading and listening:
  - Identifying the main aspect;
  - Balancing arguments;
  - Fact or opinion;
  - Claims and justifications;
  - Emotive language;
  - Weighing the evidence;
  - Reinforcing ideas.
- Oral:
  - Presentations.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work.

#### **Recommended or Required Reading:**

- National Geographic Learning, Life Upper Intermediate 2nd ed. Student book, 2019
- National Geographic Learning, Life Upper Intermediate 2nd ed. Workbook, 2019
- National Geographic Learning, Life Upper Intermediate 2nd ed. iTools extra activities, 2019

#### **Usability of the Module:**

As English is one of the main languages of the world this module helps students communicate more effectively in a broader range of cultures and contexts. It also helps students in their career path, as upon completion of the module, the students receive a Language Proficiency Certificate, which indicates their language competency in the universally recognized CEFR rating. At English V (ENGL201) level, students are now thinking of their German Year including Bachelor

#### **Prerequisites and Co-requisites:**

ENGL102: English IV (prerequisite)

**Language of Instruction:**  
English

**Recommended Optional Program Components:**  
None

## Bachelor

Module Title	Module Code
English VI	ENGL202

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Oral presentation  
10% Class activities (speaking, quizzes, and writing skills)  
40% Final

### Responsible Lecturer(s)

Abeer Shannees  
Areen Tarawneh  
Dr. Bassmah Altaher  
Dr. Deema Khasawneh  
Dina El Hindi  
Iman Sha'shaa  
Dr. Kawthar Karain  
Rasha Hijazeen  
Dr. Thelal Oweis  
Vera Khamashta

Course	Mode of Delivery	Contact Time	Self-study
English VI	Face-to-face	45	45

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 15 hours;
- Preparation of Midterm exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to

- Better converse in the English language using the idiomatic language of native speakers.
- Read and decipher the language of news and literature for a better understanding of biased language and subtle meanings.
- Apply improved writing skills in order to better communicate in written form in both professional and personal contexts.
- Make connections between a text read independently, make predictions, compare and contrast ideas and make inferences.
- Analyze the relationships among thesis (main idea), evidence (concrete supporting details), and argument to evaluate claims made in informational texts such as newspaper editorials and campaign speeches.
- Use analogies, idioms, and words with precise connotations and denotations in a variety of oral and written presentations.
- Revise writing for clarity, sentence variety, precise vocabulary, and effective phrasing.

**Module Contents:**

- Grammar:
  - Review of English tenses: Present; Past; Present and Past Continuous; Present and Past Perfect
  - Present and Past Perfect Continuous; Future Simple; Future Continuous; Future Perfect Continuous;
  - Passive voice;
  - Future probability;
  - Past models;
  - Emphatic Structures: cleft sentence; do;
  - Avoiding Repetition: synonyms; ellipsis.
- Vocabulary:
  - Related vocabulary and idioms;
  - Word focus: life;
  - Word building: phrasal verb get;
  - Idioms: safety;
  - Word focus: foot/feet;
  - Adverb and adjective collocations;
  - Word focus: ground;
  - Word building: suffix -able;
  - Word building: give;
  - Repeated word pairs;
  - Word focus matter.
- Writing:
  - Argumentative writing;
  - Outline;
  - Thesis statement;
  - Unity;
  - Coherence;
  - Topic sentence;
  - Fragments;
  - Run-on;
  - Parallel phrases.
- Reading and Listening: Units 1-5 related reading and listening practice:
  - Understanding how an argument develops;
  - Use of contrasts;
  - Fact or opinion;
  - Finding counter arguments;
  - Identifying aims;
  - Analysing descriptive language;
  - Identifying personal opinions;
  - Reading between the lines.
- Oral:
  - News analysis.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work.

**Recommended or Required Reading:**

- National Geographic Learning, Life Advanced 2nd ed. Student book, 2019
- National Geographic Learning, Life Advanced 2nd ed. Workbook, 2019
- National Geographic Learning, Life Advanced 2nd ed. iTools extra activities, 2019

**Usability of the Module:**

As English is one of the main languages of the world this module helps students communicate more effectively in a broader range of cultures and contexts. It also this module helps students in their career path because upon completion of the module, the students receive a Language Proficiency Certificate which indicates their language competency in the universally recognized CEFR rating. Furthermore, the language of instruction at GJU is English; therefore, English skills are a prerequisite to successfully graduate. The module, which builds upon English V (ENGL201), is the last in a series of curricular offers in this regard. Last but not least, as GJU's programs aim at graduating internationally competitive students, English communication skills are a basic requirement.

**Prerequisites and Co-requisites:**

ENGL201: English V (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Entrepreneurship	MGT594

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Participation  
10% Quiz  
10% Project  
40% Final exam

### Responsible Lecturer(s)

Fathi Yosef

Course	Mode of Delivery	Contact Time	Self-study
Entrepreneurship	Face-to-face	45	90

### Duration of Study:

One semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation project: 30 hours;
- Exercises and self-reading at home: 35 hours;
- Preparation of mid-term exam and final exam: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand entrepreneurship and its practice.
- Better understand his/her creative abilities.
- Understand the basic development of entrepreneurship as a profession and comprehend various business models.
- Understand creativity and the concept that it is a function of intelligence' and understand that "Imagination is the beginning of creation".
- Identify capital resources for new ventures and small businesses.
- Recall basic knowledge of human resource management for small businesses and will understand the nature of small business managers.
- Create their own vision, write a business plan, lead with their vision, and sell their own vision to become a real project.

### Module Contents:

Entrepreneurship is an interdisciplinary module designed to teach students how to think and act entrepreneurial. Students learn how to start-up and operate a business while in school, thus turning their learning into earning. The module will build on cross-curricular academic skills, by integrating inquiry-based learning and business tools that will enable students to analyze, create, develop and pilot small businesses. Students also will understand how to manage and operate a small business and how to market their products directly to the consumer via the local marketplace or present venture to potential investors for financing. Concepts and skills are reinforced by a strong emphasis on projects.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in-group work.

**Recommended or Required Reading:**

- Kuratko, Donald: Entrepreneurship: Theory, Process, Practice, 11<sup>th</sup> edition, 2019.
- van, G. M., & Masurel, E. (Eds.). (2011). Entrepreneurship in context. 2<sup>nd</sup> Ed, ProQuest Ebook
- Dollinger, M. (2008). Entrepreneurship. 4<sup>th</sup> Ed, Marsh Publications.
- Hisrich, R. D., Peters, M. P., & Shepherd, D. A. (2017). Entrepreneurship. 10<sup>th</sup> Ed, McGraw-Hill Education.

**Usability of the Module:**

This module is an elective module for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences. Students will learn how the small and medium business established and understand practices related to entrepreneurship. Furthermore, students will become aware about the linkages between business theories and real life contexts.

**Prerequisites and Co-requisites:**

LOGS492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Field Training	MGT391

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	x	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

### Examination

Internship report / evaluation by the local company / organization

### Responsible Lecturer(s)

Dr. Serena Sandri

Course	Mode of Delivery	Contact Time	Self-study
Field Training		0	180

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Sending applications, communication with companies and other formalities: 10 hours;
- Internship at a local or regional/international approved company: 160 hours;
- Writing final report: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Work in a professional environment;
- Work in a team and communicate with professionals;
- Apply concepts in the field of study to real life examples;
- Connect classroom theory with real-life industry experience and vice versa.

### Module Contents:

Training at a local or regional/international approved company. The training must cover any topic or multiple areas of the respective field of study.

### Planned Learning Activities and Teaching Methods:

- Application and communication with companies;
- Practical internship.

### Recommended or Required Reading:

None extra; however, recommended literature from the modules relevant to the context of the internship.

### Usability of the Module:

This module is a compulsory requirement for the Bachelor's Degree Program Logistic Sciences, and it's a core requisite for the German Year. The main goal behind this module is to provide the students with an experience in the local companies and to adhere them to a work experience prior to their German year.

**Prerequisites and Co-requisites:**

Department approval (prerequisite)

**Language of Instruction:**

None specified.

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Fundamentals of Finance	ACC251

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Class activities (assignments & quizzes)  
40% Final exam

### Responsible Lecturer(s)

Mr. Ali Awad

Course	Mode of Delivery	Contact Time	Self-study
Fundamentals of Finance	Face-to-face	45	90

### Duration of Study:

One semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and analysing case studies: 30 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of exams: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recall the components of the main financial statements and the legal forms of business organizations.
- Distinguish between the financial markets and institutions.
- Describe the relationship between finance, accounting and economics.
- Describe the managerial finance functions and roles.
- Use ratios to analyze a firm's financial performance (liquidity, profitability, debt, activity, market value).
- Apply the time value of money in decision making and personal life.
- Analyze the risk and return of a single asset and a portfolio of assets.
- Develop the cash flow statement.

### Module Contents:

- Revenue & Gross Margin
- Operating Expense & Net Income
- Gross & Net Margin Explained
- Advanced Income Statement
- Revenue Recognition
- Expense Recognition
- Balance Sheet Basics - Liabilities & Net Worth
- Double Entry Book-keeping
- Working Capital and Debt / Equity Ratio and Return on Net Worth
- Cash Flow Statement Basics
- Building a Cash Flow Statement

- Analyzing a Cash Flow Statement
- Depreciation & Amortization
- Taxes

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Group work;
- Exercises;
- Case analysis;

**Recommended or Required Reading:**

- Lawrence J. *Gitman*. Chad J Zutter: Principles of Managerial Finance, Pearson, 14th edition 2015
- Stephen *Ross* and Randolph *Westerfield* and Jeffrey *Jaffe* and Bradford Jordan. Corporate Finance. 12<sup>th</sup> edition. 2019.McGraw-Hill/Irwin
- Stanley B. Block; Geoffrey A. Hirt; Bartley Danielsen: Foundations of Financial Management.17th International Edition. McGraw-Hill Education, 2018.

**Usability of the Module:**

This module is a compulsory module for the three Bachelor's Degree Programs Management Sciences, Logistic Sciences and International Accounting as a school requirement. It sets the basis for understanding the concept of finance and how to integrate this knowledge in the other modules that are related to finance.

**Prerequisites and Co-requisites:**

ACC101: Principles of Accounting(prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Fundamentals of Macroeconomics	MGT226

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Quizzes and homework  
40% Final exam

### Responsible Lecturer(s)

Dr. Serena Sandri, Dr. Metri Mdanat

Course	Mode of Delivery	Contact Time	Self-study
Fundamentals of Macroeconomics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Preparation and homework: 30 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of exams: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand what macroeconomics is and what the difference between macro- and microeconomics are.
- Define and understand the most important macroeconomic concepts, such as Gross Domestic Product, national income, unemployment, and inflation.
- Understand and describe important macroeconomic theories.
- Apply those theories to real economic situations.
- Illustrate the effects of fiscal and monetary policies on an economy and explain their interaction.
- Differentiate between short- and long-run effects of macroeconomic policies.

### Module Contents:

The module deals with basic macroeconomic concepts, theories, and methods. The first part of the module introduces the students to the field of macroeconomics and to important macroeconomic issues such as the definition and measurement of national income and the concepts of economic productivity, growth, unemployment, and inflation. The second part of the module will provide a unified theoretical framework to address these issues and to study the impact of different policies, such as monetary and fiscal policies, on the aggregate behavior of individuals. Acquired knowledge should help the students in understanding and analyzing recent real world economic experiences and events and in addressing how current policy initiatives affect the macroeconomic performance of the different countries.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;

- Discussion and debates on current economic development.

**Recommended or Required Reading:**

- Case, K., Fair, R. & Oster, S.: Principles of Macroeconomics, Prentice Hall, 12<sup>th</sup> edition, 2016.
- Selected readings from reports by economic institutions (World Bank, International Monetary Fund)
- Additional selected readings and exercises from:
  - Samuelson, P. & Nordhaus, W.: Macroeconomics. Mc-Graw-Hill/ Irwin, 19<sup>th</sup> Ed, 2009.
  - Stiglitz, J., Ocampo, J. E., Spiegel, S., French-Davis, R. & Nayyar, D.: Stability with Growth Macroeconomics, Liberalization, and Development, Oxford University Press, 1<sup>st</sup> ed, 2006.

**Usability of the Module:**

This module is one of the Management Sciences program requirements. The module aims to equip students with needed knowledge to understand and analyze real world economic events and in addressing how current policy initiatives affect the macroeconomic performance of the different countries. The skills and knowledge gained from this module will help students to understand economics from macro perspective.

**Prerequisites and Co-requisites:**

MGT122: Business Statistics (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Fundamentals of Marketing	MGT124

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Class participation  
40% Final exam

### Responsible Lecturer(s)

Dr. Fathi Yosef

Course	Mode of Delivery	Contact Time	Self-study
Fundamentals of Marketing	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Group work on project: 20 hours;
- Preparation for the presentation: 10 hours;
- Consultation & supervision: 20 hours;
- Preparation for mid-term exam exams: 25 hours;
- Preparation of final exam and the final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and explain the marketing concept and differentiate classical and modern marketing.
- Define and explain the overall strategy of the organization, and how to create a marketing strategy.
- List and explain the Impact of Micro and Macro Environment on Marketing.
- Understand and explain the differences between consumer market and business market behaviors.
- Memorize the concepts of marketing.
- Summarize the key theories and concepts of marketing.
- Practice the role of marketing managers in day-to-day work and the decisions they take that relate to the marketing mix.
- Organize and design business portfolio.
- Organize and prepare a full marketing plan for a real company of their choice.
- Execute and implement marketing research methods to solve a marketing problem.
- Compare different marketing strategies by using the skills and knowledge gained.

### Module Contents:

This module aims to equip students with an understanding of the role of marketing and the value of marketing management in achieving corporate success within an increasingly competitive, dynamic and turbulent environment. Focusing on the strategic importance of marketing, and its important role in the overall strategy, evaluating the different tools of marketing and the decisions a marketing manager is responsible for, and also

investigating the role of the internet and electronic media in enhancing and expanding the efforts of marketing, never underestimating the role of social marketing and social responsibility as a frame for studying marketing.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Homework;
- Real case studies;
- Assignments.

**Recommended or Required Reading:**

- Kotler, P & Armstrong, G. (2017): Principles of Marketing, 17<sup>th</sup> edition. Pearson.
- Jobber, D., & Ellis-Chadwick, F. (2019). EBOOK: Principles and Practice of Marketing, 9 Ed.. McGraw Hill.
- Varey, R. J. (2002). Marketing communication: Principles and practice. Psychology Press.
- Moore, K., & Pareek, N. (2010). Marketing : The basics. ProQuest Ebook Central <https://ebookcentral.proquest.com>

**Usability of the Module:**

This module is an elective module for the Bachelor's Degree Program International Accounting and compulsory for both Bachelor's Degree Programs Management Sciences as well as Logistic Sciences. This module is useful for students to understand the marketing concepts and how the market is functioning, which is a basis for other modules of all mentioned programs such as consumer behaviour MGT322.

**Prerequisites and Co-requisites:**

MGT101 Principles of Management (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Fundamentals of Microeconomics	MGT126

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

10% Participation  
20% Case study & Presentation  
30% Midterm exam  
40% Final exam

### Responsible Lecturer(s)

Metri Mdanat

Course	Mode of Delivery	Contact Time	Self-study
Fundamentals of Microeconomics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours
- Preparation and writing an assignment: 35 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 25 hours;
- Preparation of midterm exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Identify what is economics and main components.
- Analyze demand and supply applications, and market equilibrium.
- Explain the concepts of economic problem and scarcity, elasticity, production and costs, utility, and market structure.
- Distinguish between consumers and producers behavior in the market.
- Apply and analyze the theoretical concepts and theories on case scenarios.

### Module Contents:

The module deals with basic microeconomic concepts, theories, and methods. The module introduces the students to the field of microeconomics and to important issues such as the economic problem of scarcity and choice as well as consumers' and producers' behavior in input and output markets. It also addresses supply and demand elasticity; utility; production and costs as well as input and output markets. It then addresses the characteristics of different market structures such as perfect competition and monopoly.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real-life cases;

- Writing and presenting assignment alone or in group work.

**Recommended or Required Reading:**

- Case, K. E., Fair, R. C. & Oster, S. M.: Principles of Microeconomic, 10<sup>th</sup> Ed. 2012.
- Mankiw, N. G.: Principles of economics. Cengage Learning, 8<sup>th</sup> Ed. 2018.
- Dutta, S. (2006). Introductory economics (micro and macro) : For class xii. ProQuest Ebook Central <https://library.gju.edu.jo:2101>.

**Usability of the Module:**

This is a compulsory module for all three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences as it gives the foundations of economics from a microeconomics perspective and equips students with the relevant knowledge they will deepen in the modules of the higher semesters.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
German I (B1 Track)	GERL101B1

Compulsory Module	X	Year of Study	1	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

### Examination

5% Active participation  
20% Portfolio consisting of two writing assignments and a video presentation  
35% Oral or written midterm exam  
40% Written final exam

### Responsible Lecturer(s)

Anna Kloska (coordinator for German I)  
And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German I (B1 Track)	Face-to-face	135	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 35 hours;
- Preparation for the midterm and final exam: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Comprehend very familiar, everyday expressions and very simple sentences and structures related to areas of most immediate relevance according to the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the Level A1.1 (beginners without pre-knowledge).
- Introduce herself/himself and others, express likes and dislikes, fill out a personal form, ask questions and give answers in present and partially in past tense, set private and semi-official appointments, describe people and things and express frequency and quantity in a very basic way both orally and in writing.
- Communicate with native speakers on a very basic level if those involved in the conversation speak slowly and clearly and are willing to support the non-native speaker.

### Module Contents:

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A1.1 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: basic personal and family information, numbers, dates, time, possessions and needs, ordering and buying food and groceries, studying and education, work environment and professions, leisure activities, transportation and travelling, daily routine, celebrations, furniture and design. In terms of grammatical phenomena, it deals with simple sentence structures, gender, number and the four forms of articles, nominative and accusative case, verb conjugation (present and perfect tense) for regular and some irregular verbs.

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Introductory training focussing on the interrelation between reception and production;
- Training towards an active acquisition of new vocabulary and grammatical phenomena;
- Introduction to blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Very short lectures, simple and structured discussions, and short debates;
- Preparation for assignments and exams.

**Recommended or Required Reading:**

- Glas-Peters S., Pude A. & Reimann M.: Menschen: Deutsch als Fremdsprache Kursbuch A1.1, Hueber Verlag GmbH & Co. KG, München, 3<sup>rd</sup> edition, 2018.
- Glas-Peters S., Pude A. & Reimann M.: Menschen: Deutsch als Fremdsprache Arbeitsbuch A1.1, Hueber Verlag GmbH & Co. KG, München, 10<sup>th</sup> edition, 2019.
- Scheffler B.: Menschen: Deutsch als Fremdsprache Intensivtrainer A1, Hueber Verlag GmbH & Co. KG, München, 3<sup>rd</sup> edition, 2018.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's degree programs for students of all schools (except SAHL) and the first of six German language modules offered by the German Language Center. Having completed this module, students can choose between two different tracks (B1 or B2) in order to complete their German language study program with either the official B1 exam, conducted in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut' or the B2 exam according to the CEFR.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title		Module Code	
German II (B1 Track)		GERL102B1	
Compulsory Module	X	Year of Study	1
Elective Module		Spring Semester	X
Optional Module		Winter Semester	X
Pre-university		Pre-program	
Semester Hours		9	
Workload		180	
ECTS		6	
Remedial			

### Examination

5% Active participation  
20% Portfolio consisting of two writing assignments and a video presentation  
35% Oral or written midterm exam  
40% Written final exam

### Responsible Lecturer(s)

Dr. Monika Hryniewicka (coordinator for German II)  
And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German II (B1 Track)	Face-to-face	135	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 35 hours;
- Preparation for the midterm and final exam: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and use familiar, everyday expressions and very simple sentences and structures related to areas of most immediate relevance according to the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the level A1.2 (basic users).
- Introduce herself/himself and others, express likes and dislikes, fill out a personal form, ask questions and give answers in present and past tense, set private and official appointments, describe people and things, ask for directions, express frequency and quantity in a basic way both orally and in writing.
- Communicate with native speakers on a very basic level if those involved in the conversation speak slowly and clearly and, if need be, are willing to support the non-native speaker.

### Module Contents:

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A1.2 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: basic personal and family information, locations and directions, living environment, appointments, wishes and desires, health issues, characteristics and physiognomy of people, household, rules and regulations, clothes and fabrics, weather, and common national and international celebrations. In terms of grammatical phenomena, it deals with temporal, local and other prepositions, accusative and dative case, determiners, declension of nouns and pronouns, modal verbs, the imperative form, independent and subordinated clauses, simple past and past perfect forms of regular and irregular verbs.

### Planned Learning Activities and Teaching Methods:

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Training towards an active acquisition and a more independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Short discussions, simple debates and short presentations;
- Preparation for assignments and exams.

**Recommended or Required Reading:**

- Evans S., Pude A. & Specht F.: Menschen: Deutsch als Fremdsprache Kursbuch A1.2, Hueber Verlag GmbH & Co. KG, München, 9<sup>th</sup> edition, 2021.
- Glas-Peters S., Pude A. & Reimann M.: Menschen: Deutsch als Fremdsprache Arbeitsbuch A1.2, Hueber Verlag GmbH & Co. KG, München, 8<sup>th</sup> edition, 2021.
- Scheffler B., Menschen: Deutsch als Fremdsprache Intensivtrainer A1, Hueber Verlag GmbH & Co. KG, München, 3<sup>rd</sup> edition, 2018.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's degree programs for students of all schools (except SAHL) and the second of six German language modules within the B1 track offered by the German Language Center which, altogether, lead the students towards the official B1 exam according to the CEFR which is conducted in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut'.

**Prerequisites and Co-requisites:**

GERL101B1: German I (B1 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title		Module Code	
German III (B1 Track)		GERL201B1	
Compulsory Module	X	Year of Study	2
Elective Module		Spring Semester	X
Optional Module		Winter Semester	X
Pre-university		Pre-program	
Semester Hours		6	
Workload		120	
ECTS		4	
Remedial			

### Examination

5% Active participation  
20% Portfolio consisting of two writing assignments and a video presentation  
35% Oral or written midterm exam  
40% Written final exam

### Responsible Lecturer(s)

Jakob Goos (coordinator for German III)  
And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German III (B1 Track)	Face-to-face	90	30

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 6 hours = 90 hours;
- Exercises and self-studying at home: 24 hours;
- Preparation for the midterm and final exam: 6 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and use familiar, frequently used expressions and simple sentences and structures related to areas of a wider immediate relevance according to the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the level A2.1 (basic users).
- Talk about their academic and/or professional background, describe their living conditions, express likes and dislikes, ask questions and give answers in present and past tense, ask for help and support, make suggestions and give advice, describe health problems and talk with medical doctors and nurses, express pity, sorrow and hopes, express frequency and quantity in a basic way both orally and in writing.
- Communicate with native speakers within simple and familiar tasks requiring a simple and direct exchange of information on familiar and routine matters.

### Module Contents:

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A2.1 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: detailed personal and family information, profession, work and companies, living conditions and housing, tourism and leisure, shopping, lifestyle and culture, sports and fitness, health issues, food, nutrition and eating in restaurants. In terms of grammatical phenomena, it deals with determination, complex verbforms, nominalization, adjective inflection, temporal and local prepositions, the general subjunctive mood, and sentence connectors.

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Exercises focussing on the interrelation between receptive and productive activities;
- Training towards an active acquisition and a more independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, debates and presentations
- Preparation for assignments and exams.

**Recommended or Required Reading:**

- Habersack C., Pude A. & Specht F.: Menschen: Deutsch als Fremdsprache Kursbuch A2.1, Hueber Verlag GmbH & Co. KG, 9<sup>th</sup> edition, München, 2022.
- Breitsameter A., Glas-Peters S. & Pude A.: Menschen: Deutsch als Fremdsprache Arbeitsbuch A2.1, Hueber Verlag GmbH & Co. KG, München, 6<sup>th</sup> edition, 2021.
- Batra S. & Ransberger K.: Menschen: Deutsch als Fremdsprache Intensivtrainer A2, Hueber Verlag GmbH & Co. KG, München, 1<sup>st</sup> edition, 2016.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's degree programs for students of all schools (except SAHL) and the third of six German language modules within the B1 track offered by the German Language Center which, altogether, lead the students towards the official B1 exam according to the CEFR which is conducted in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut'. In accordance with the GJU study plan, this module consists of 4 ECTS, instead of 6, and therefor offers a stronger progression for the 'basic user' of German who has approached his/her 'waystage' level of the language according to the CEFR.

**Prerequisites and Co-requisites:**

- GERL102B1: German II (B1 Track) (prerequisite) OR
- GERL102B2: German II (B2 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
German IV (B1 Track)	GERL202B1

Compulsory Module	X	Year of Study	2	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

### Examination

5% Active participation  
10% Oral exam  
10% Written assignment  
35% Oral or written midterm exam  
40% Written final exam

### Responsible Lecturer(s)

Elena Kleist (coordinator for German IV)  
And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German IV (B1 Track)	Face-to-face	135	45H

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 30 hours;
- Preparation for the midterm and final exam: 9 hours;
- Preparation for the official B1 exam according to the CEFR: 6 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Distinguish between familiar expressions, sentences and structures related to areas of immediate relevance and more elaborated components like the main points of clear standard input on familiar matters regularly encountered in work, school, leisure etc. according to the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the level A2.2 (basic users) and, partially, at the level B1.1 (independent user).
- Talk about personal experiences with languages, express feelings of happiness, joy and discomfort, describe own media consumption habits, describe travel experiences, convince others, describe and report in official situations, describe statistics, write formal invitations and short emails, make suggestions and talk about future events and situations, describe dreams hopes and ambitions and briefly give reasons or explanations for opinions and plans.
- Communicate with native speakers about essential points and ideas in familiar contexts.
- Understand the characteristics of the official B1 exam according to the CEFR and use strategies to overcome obstacles while solving said exam.

### Module Contents:

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A2.2 and, partially, B1.1 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses

on the following topics: administration and bills, telecommunication, books and press, travelling and mobility, weather and climate, education, profession and work specifics, friendships and other relations, invitations, customer services, future and abstractions. In terms of grammatical phenomena, it deals with complex sentence structures (independent and subordinated clauses) and connectors, the passive voice, indirect questions, complex prepositions, past forms of modal verbs, relative clauses, and the future tense. The module eventually introduces the characteristics of the official B1 exam according to the CEFR.

#### **Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Training towards an active acquisition and a more independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, debates, presentations etc.;
- Preparation for assignments and exams;
- Preparation for the official B1 exam according to the CEFR.

#### **Recommended or Required Reading:**

- Habersack C., Pude A. & Specht F.: Menschen: Deutsch als Fremdsprache Kursbuch A2.2, Hueber Verlag GmbH & Co. KG, München, 7<sup>th</sup> edition, 2021.
- Breitsamer A., Glas-Peters S. & Pude A.: Menschen: Deutsch als Fremdsprache Arbeitsbuch A2.2, Hueber Verlag GmbH & Co. KG, München, 5<sup>th</sup> edition, 2019.
- Brau-Podeschwa J., Habersack C. & Pude A.: Menschen: Deutsch als Fremdsprache Kursbuch B1.1, Hueber Verlag GmbH & Co. KG, München, 6<sup>th</sup> edition, 2021.
- Breitsamer A., Glas-Peters S. & Pude A.: Menschen: Deutsch als Fremdsprache Arbeitsbuch B1.1, Hueber Verlag GmbH & Co. KG, 4<sup>th</sup> edition, München, 2019.
- Scheffler B.: Menschen: Deutsch als Fremdsprache Intensivtrainer A2, Hueber Verlag GmbH & Co. KG, 1<sup>st</sup> edition, München, 2016.
- Kersting D.: Menschen: Deutsch als Fremdsprache Intensivtrainer B1, Hueber Verlag GmbH & Co. KG, München, 1<sup>st</sup> edition, 2017.
- Dittrich R. & Maenner D.: Prüfungstraining Goethe-/ÖSD-Zertifikat B1, Cornelsen Schulverlage GmbH, Berlin, 3<sup>rd</sup> edition, 2017.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

#### **Usability of the Module:**

This is a compulsory module in the Bachelor's degree programs for students of all schools (except SAHL) and the fourth of six German language modules within the B1 track offered by the German Language Center which, altogether, lead the students towards the official B1 exam according to the CEFR which is conducted in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut'.

#### **Prerequisites and Co-requisites:**

- GERL201B1: German III (B1 Track) (prerequisite) OR
- GERL201B2: German III (B2 Track) (prerequisite)

#### **Language of Instruction:**

German

#### **Recommended Optional Program Components:**

None

## Bachelor

Module Title		Module Code	
German V (B1 Track)		GERL301B1	
Compulsory Module	X	Year of Study	3
Elective Module		Spring Semester	X
Optional Module		Winter Semester	X
Pre-university		Pre-program	
Semester Hours		9	
Workload		180	
ECTS		6	
Remedial			

### Examination

Final exam consisting of the official B1 exam according to the CEFR, conducted in cooperation with the 'Goethe- Institut' or the 'TestDaF-Institut'. Students pass the module by successfully passing at least two of the four parts of the exam which are based on the four 'language skills' *reading, listening, writing and speaking*. The module only offers a pass or fail option and therefore does not contain any other forms of examination.

### Responsible Lecturer(s)

Friederike Haumann (coordinator for German V)

And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German V (B1 Track)	Face-to-face	135	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 30 hours;
- Preparation for the official B1 exam according to the CEFR: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure etc. according to the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the level B1.1 and B1.2 (independent user).
- Deal with most situations likely to arise whilst traveling in an area where German is spoken, produce simple connected texts on topic which are familiar or of personal interest, describe experiences and events, dreams, hopes and ambitions, statistics, and briefly give reasons and explanations for opinions and plans.
- Understand the main point of many radio or TV programs on current events and topics, understand the description of events, feelings and wishes in personal letters, write personal letters/texts describing experiences and impressions, write straightforward connected texts on topics which are familiar or of personal interest.
- Communicate with native speakers about essential points and ideas in familiar contexts and about topics of personal or partially professional interest.
- Follow a lecture or talk within her/his field, provided the subject matter is familiar and the presentation straightforward and clearly structured.
- Understand simple technical information, such as operating instructions for everyday equipment.
- Understand all characteristics of the official B1 exam according to the CEFR and use a variety of strategies to overcome obstacles while solving said exam and all its components.

**Module Contents:**

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves B1.1 and B1.2 'Can Do statements' related to the four 'Language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: events in the past, different emotions and feelings, communication with colleagues and supervisors, job applications, biographies and history, politics and society, visions and future, rules and regulations, environment and climate, and general statistics. In terms of grammatical phenomena, it deals with the future tense, complex adjective inflection, complex syntactical and morphological structures, prepositions, and the passive voice of modal verbs. The module eventually enables the students to successfully pass the official B1 exam according to the CEFR which is a curricular part of this module and thus its final exam

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Training towards an active acquisition and a more independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, debates, presentations etc.;
- Preparation for assignments and exams;
- Preparation for the official B1 exam according to the CEFR:

**Recommended or Required Reading:**

- Brau-Podeschwa J., Habersack C. & Pude A.: Menschen: Deutsch als Fremdsprache Kursbuch B1.1, Hueber Verlag GmbH & Co. KG, 6<sup>th</sup> edition, München, 2021.
- Breitsameter A., Glas-Peters S. & Pude A.: Menschen: Deutsch als Fremdsprache Arbeitsbuch B1.1, Hueber Verlag GmbH & Co. KG, München, 4<sup>th</sup> edition, 2019.
- Brau-Podeschwa J., Habersack C. & Pude A.: Menschen: Deutsch als Fremdsprache Kursbuch B1.2, Hueber Verlag GmbH & Co. KG, München, 7<sup>th</sup> edition, 2022.
- Breitsameter A., Glas-Peters S. & Pude A.: Menschen: Deutsch als Fremdsprache Arbeitsbuch B1.2, Hueber Verlag GmbH & Co. KG, München, 6<sup>th</sup> edition, 2022.
- Kersting D.: Menschen: Deutsch als Fremdsprache Intensivtrainer B1, Hueber Verlag GmbH & Co. KG, München, 1<sup>st</sup> edition, 2017.
- Dittrich R. & Maenner D.: Prüfungstraining Goethe-/ÖSD-Zertifikat B1, Cornelsen Schulverlage GmbH, Berlin, 3<sup>rd</sup> edition, 2017.
- Lode-Gerke M., Pourseifi M. & Weidinger S.: Mit Erfolg zum TestDaF, Ernst Klett Sprachen Stuttgart, 10<sup>th</sup> edition, 2020.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's degree programs for students of all schools (except SAHL) and the fifth of six German language modules within the B1 track offered by the German Language Center. The module enables the students to master the official B1 exam according to the CEFR which is conducted in cooperation with the 'Goethe- Institut' or the 'TestDaF-Institut' and a curricular part of this module.

**Prerequisites and Co-requisites:**

- GERL202B1: German IV (B1 Track) (prerequisite) OR
- GERL202B2: German IV (B2 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
German VI (B1 Track)	GERL302B1

Compulsory Module	X	Year of Study	3	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

### Examination

20% Internship application training (CV, cover letter and interview)  
40% Portfolio for technical languages consisting of oral and written assignments/exercises (midterm)  
40% Written final exam

### Responsible Lecturer(s)

Esther Kurani (coordinator for German VI Intensive and Regular)  
And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-study
German VI (B1 Track)	Face-to-face	90	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 6 hours = 90 hours;
- Exercises and self-studying at home: 28 hours:
  - Intercultural communication: 3 hours;
  - Job/internship application: 10 hours;
  - Technical language: 15 hours;
- Preparation for the midterm and final exam: 10 hours;
- Further individually conducted self-studies meeting the students' personal demands: 52 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Successfully manage the application process for a six months internship in Germany which is part of the obligatory 'German Year' for all GJU students. The process consists of finding and understanding a suitable add in accordance with the students' major, writing a convincing CV and cover letter, and mastering an effective and mostly fluent interview, departing spontaneously, taking initiatives, expanding ideas with little help or prodding from the interviewer.
- Successfully manage the most significant situations which the student, in accordance with the currently studied major, encounters during her/his theoretical and practical semester in Germany. This process is being achieved within a technical language training focussing on action orientated and communicative scenarios like following lectures, taking notes, summarizing academic and technical texts, writing official emails and texts related to academic and vocational encounters, holding presentations, communicating both verbally and in writing with professors, university staff, students as well as with colleagues and customers during an internship.
- Understand the concept of general intercultural phenomena, reflect and understand the differences between culture and cultural standards in Jordan and in Germany, understand the concept of 'culture shock' and potentially cope with its different stages, reflect about appropriate and inappropriate behaviour in Germany as well as understand the concepts of open-mindedness and 'culture clash'.

**Module Contents:**

The content of the module follows the discretionary standards in the Common European Framework of Reference for Languages (CEFR) at the level B1.2 (independent user) while focusing on technical language components, job/internship application and intercultural communication. The module strategically deals with the particular characteristics of the 'German Year' during which, usually in his/her 4th study year, each student pursues a semester at one of the GJU's German partner universities and completes an internship in a German company or organization. Focusing on reception, interaction and production, the module involves B1.2 'Can Do statements' related to the four 'language skills' according to the CEFR, combining them with technical language and vocational components. Thus, the module offers a student-centered approach in realistic and context-based learning scenarios which meet the linguistic demands of the GJU students' future studying and working environment.

**Planned Learning Activities and Teaching Methods:**

- Activities focussing on the interrelation between reception and production;
- Intensive training towards the independent acquisition and consolidation of vocabulary and verbal phrases as well as more complex grammatical phenomena and syntactical structures;
- Blended learning, flipped classroom and intensified self-studying components;
- Controlled, guided and free in-class activities;
- Individual, partner and group work activities;
- Whole-class activities;
- Lectures, discussions, presentations, debates etc., including aspects of common everyday situations, professional encounters with technical language, internship application and intercultural phenomena;
- Preparation for assignments and exams;
- Writing a CV and a cover letter.

**Recommended or Required Reading:**

- Kersting D.: Menschen: Deutsch als Fremdsprache Intensivtrainer B1, Hueber Verlag GmbH & Co. KG, München, 1<sup>st</sup> edition, 2017.
- Turtur U.: Übungen zum Wortschatz der deutschen Schriftsprache, Verlag Liebaug-Dartmann, Meckenheim, 3<sup>rd</sup> edition, 2013.
- Lode-Gerke M., Pourseifi M. & Weidinger S.: Mit Erfolg zum TestDaF, Ernst Klett Sprachen Stuttgart, 10<sup>th</sup> edition, 2020.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).
- Handouts/Readers for Technical Language, Application Training and Intercultural Communication (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and the last of six language modules within the B1 track offered by the German Language Center. The module enables the students to pursue the 'German Year' which consists of one semester at one of the GJU's German partner universities as well as of an internship in a German company or organization. The module is internally divided in twelve sub-groups according to the students' different majors:

- Architecture (GERL302ARCH);
- Design and Visual Communication (GERL302DES);
- Management Science (GERL302MNG);
- Logistic Sciences (GERL302LOG);
- International Accounting (GERL302ACC);
- Computer Science, Computer Engineering, Communications Engineering, Electrical and Communication Engineering, Electrical Engineering (GERL302IT);
- Industrial Engineering (GERL302IE);
- Mechatronic and Mechanical Engineering (GERL302MM);
- Energy Engineering (GERL302EWE);
- Civil and Environmental Engineering (GERL302CE);
- Biomedical Engineering (GERL302BM);
- Pharmaceutical and Chemical Engineering (GERL302CH).

**Prerequisites and Co-requisites:**

- GERL301B1: German V (B1 Track) (prerequisite) OR GERL301 B2: German V (B2 Track) (prerequisite)
- Students who have passed said module with all four parts of the official B1 exam according to the CEFR (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**  
None

Module Title	Module Code
German II (B2 track)	GERL102B2

Compulsory Module	X	Year of Study	1	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

**Examination**

5% Active participation  
 5% Video project  
 10% Portfolio consisting of different oral and/or written exercises and assignments  
 10% Written in-class test  
 30% Oral or written midterm exam  
 40% Written final exam

**Responsible Lecturer(s)**

Samir Haskic (coordinator for the B2 track)  
 And a team of several instructors whose number varies each semester according to the number of sections for said level.

Course	Mode of Delivery	Contact Time	Self-Study
German II (B2 track)	Face-to-face	135	45

**Duration of Study:**

One semester.

**Allocation of Workload Hours:**

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 35 hours;
- Preparation for the midterm and final exam: 10 hours.

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Understand and use familiar, everyday expressions and simple sentences and structures related to areas of most immediate relevance according to the discretionary standards in the *Common European Framework of Reference for Languages* (CEFR) at the level A1.2 and, partially, A2.1 (basic users).
- Talk about their academic and/or professional background, describe their living conditions, express likes and dislikes, ask questions and give answers in present and past tense, ask for help and support, make suggestions and give advice, express pity, sorrow and hopes, express frequency and quantity in a basic way both orally and in writing.
- Introduce herself/himself and others, express likes and dislikes, fill out a personal form, ask questions and give answers in present and past tense, set private and official appointments, describe people and things, ask for directions, express frequency and quantity in a basic way both orally and in writing.
- Communicate with native speakers on a basic level if those involved in the conversation speak slowly and clearly and, if need be, are willing to support the non-native speaker.

**Module Contents:**

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A1.2 and, partially, A2.1 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: basic personal and family information, locations and directions, living environment, appointments, wishes and desires, health issues, characteristics and physiognomy of people, household, rules and



regulations, clothes and fabrics, weather, common national and international celebrations, profession and work, living environment, shopping and groceries, travel, urbanism and culture. In terms of grammatical phenomena, it deals with different forms and functions of prepositions, accusative and dative case, determiners, declension of nouns and pronouns, modal verbs, the imperative form, independent and subordinated clauses, simple past and past perfect forms of regular and irregular verbs, adjective declination and general subjunctive mood.

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Training towards an active acquisition and a more independent consolidation of vocabulary and grammatical phenomena;
- Introducing forms of blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Short lectures, discussions, debates and presentations;
- Preparation for assignments and exams.

**Recommended or Required Reading:**

- Evans S., Pude A., Specht F., Menschen: Deutsch als Fremdsprache Kursbuch A1.2, 9th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Glas-Peters S., Pude A., Reimann M., Menschen: Deutsch als Fremdsprache Arbeitsbuch A1.2, 8th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Habersack C., Pude A., Specht F., Menschen: Deutsch als Fremdsprache Kursbuch A2.1, 9th Edition, Hueber Verlag GmbH & Co. KG, München, 2022.
- Breitsameter A., Glas-Peters S., Pude A., Menschen: Deutsch als Fremdsprache Arbeitsbuch A2.1, 6th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Scheffler B., Menschen: Deutsch als Fremdsprache Intensivtrainer A1, 3rd Edition, Hueber Verlag GmbH & Co. KG, München, 2018.
- Batra S., Ransberger K., Menschen: Deutsch als Fremdsprache Intensivtrainer A2, 1st Edition, Hueber Verlag GmbH & Co. KG, München, 2016.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and, together with its' prerequisite GERL101B1, the second of six language modules within the optional B2 track offered by the German Language Center. The B2 track qualifies GJU students to master the official B2 exam according to the CEFR which is conducted either internally at the German Language Center or in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut' during the students' sixth study semester.

**Prerequisites and Co-requisites:**

GERL101B1: German I (B1 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

Module Title	Module Code
German III (B2 track)	GERL201B2

Compulsory Module	X	Year of Study	2	Semester Hours	6
Elective Module		Spring Semester	X	Workload	120
Optional Module		Winter Semester	X	ECTS	4
Pre-university		Pre-program		Remedial	

**Examination**

5% Active participation  
 5% Video project  
 10% Portfolio consisting of different oral and/or written exercises and assignments  
 10% Written in-class test  
 30% Oral or written midterm exam  
 40% Written final exam

**Responsible Lecturer(s)**

Samir Haskic (coordinator for the B2 track)  
 And a team of several instructors whose number varies each semester according to the number of sections for said level.

Course	Mode of Delivery	Contact Time	Self-Study
German III (B2 track)	Face-to-face	90	30

**Duration of Study:**

One semester.

**Allocation of Workload Hours:**

- Presence time in lectures, exercises and exams: 15 weeks \* 6 hours = 90 hours;
- Exercises and self-studying at home: 24 hours;
- Preparation for the midterm and final exam: 6 hours.

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Distinguish between familiar expressions, sentences and structures related to areas of immediate relevance and more elaborated components like the main points of clear standard input on familiar matters regularly encountered in work, school, leisure etc. according to the discretionary standards in the *Common European Framework of Reference for Languages* (CEFR) at the level A2.1 and A2.2 (basic users).
- Talk about their academic and/or professional background, describe their living conditions, express likes and dislikes, ask questions and give answers in present and past tense, ask for help and support, make suggestions and give advice, describe health problems and talk with medical doctors and nurses, express pity, sorrow and hopes, describe simple statistics, express frequency and quantity in a basic way both orally and in writing, express feelings of happiness, joy and discomfort and write personal emails and letters, understand and produce comments, blogs and reports.
- Communicate with native speakers in simple and familiar tasks requiring a simple and direct exchange of essential information on familiar and routine matters.

**Module Contents:**

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves A2.1 and A2.2 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics: detailed personal and family information, profession, work and companies, living conditions and housing, tourism and leisure, shopping, lifestyle and culture, sports and fitness, health issues, food, nutrition and eating in restaurants, experiences with learning languages, administration and bills, telecommunication, media,

books and press, travelling and mobility, weather and climate, education, profession and work specifics. In terms of grammatical phenomena, it deals with complex sentence structures (independent and subordinated clauses) and connectors, the passive voice, indirect questions, complex prepositions, past forms of modal verbs, relative clauses, and the future tense.

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Exercises focussing on the interrelation between receptive and productive activities;
- Training towards an active acquisition and an independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, debates and presentations;
- Preparation for assignments and exams.

**Recommended or Required Reading:**

- Habersack C., Pude A., Specht F., Menschen: Deutsch als Fremdsprache Kursbuch A2.1, 9th Edition, Hueber Verlag GmbH & Co. KG, München, 2022.
- Breitsameter A., Glas-Peters S., Pude A., Menschen: Deutsch als Fremdsprache Arbeitsbuch A2.1, 6th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Habersack C., Pude A., Specht F., Menschen: Deutsch als Fremdsprache Kursbuch A2.2, 7th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Breitsamer A., Glas-Peters S., Pude A., Menschen: Deutsch als Fremdsprache Arbeitsbuch A2.2, 5th Edition, Hueber Verlag GmbH & Co. KG, München, 2019.
- Batra S., Ransberger K., Menschen: Deutsch als Fremdsprache Intensivtrainer A2, 1st Edition, Hueber Verlag GmbH & Co. KG, München, 2016.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and the third of six language modules within the optional B2 track offered by the German Language Center. The B2 track qualifies GJU students to master the official B2 exam according to the CEFR which is conducted either internally at the German Language Center or in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut' during the students' sixth study semester. In accordance with the GJU study plan, this module consists of 4 ECTS, instead of 6, and therefor offers a stronger progression for the 'basic user' of German who, by completing this module, reaches her/his 'waystage' language level according to the CEFR.

**Prerequisites and Co-requisites:**

GERL102B2: German II (B2 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Programme Components:**

None

Module Title	Module Code
German IV (B2 track)	GERL202B2

Compulsory Module	X	Year of Study	2	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

**Examination**

5% Active participation  
 5% Video project  
 10% Portfolio consisting of different oral and/or written exercises and assignments  
 10% Written in-class test  
 30% Oral or written midterm exam  
 40% Written final exam

**Responsible Lecturer(s)**

Samir Haskic (coordinator for the B2 track)  
 And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-Study
German IV (B2 track)	Face-to-face	135	45

**Duration of Study:**

One semester.

**Allocation of Workload Hours:**

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 28 hours;
- Preparation for the midterm and final exam: 10 hours;
- Preparation for the official B1 exam according to the CEFR: 7 hours.

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Understand the main points of clear standard input on familiar matters regularly encountered in work, school, leisure etc. according to the discretionary standards in the *Common European Framework of Reference for Languages* (CEFR) at the level B1.1 and B1.2 (independent user).
- Deal with most situations likely to arise whilst traveling in an area where German is spoken, produce simple connected texts on topic which are familiar or of personal interest, describe experiences and events, dreams, hopes and ambitions and briefly give reasons and explanations for opinions and plans.
- Understand the main point of many radio or TV programmes on current events and topics, understand the description of events, feelings and wishes in personal letters, write personal letters/texts describing experiences and impressions, write straightforward connected texts on topics which are familiar or of personal interest.
- Communicate with native speakers about essential points and ideas in familiar contexts and about topics of personal or partially professional interest.
- Follow a lecture or talk within her/his field, provided the subject matter is familiar and the presentation straightforward and clearly structured.
- Understand simple technical information, such as operating instructions for everyday equipment.
- Understand all characteristics of the official B1 exam according to the CEFR and use different strategies to overcome obstacles while solving said exam and all its components.

**Module Contents:**

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves B1.1 and B1.2 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities, the module focuses on the following topics and tasks: friendships and other relations, invitations, customer services, events in the future and abstractions, formal invitations and short emails, making suggestions, events in the past, different emotions and feelings, communication with colleagues and supervisors, job applications, biographies and history, politics and society, expressing visions, rules and regulations, environment and climate, verbalization of statistics. In terms of grammatical phenomena, it deals with the future tense, complex adjective inflection, complex syntactical and morphological structures, different forms and functions of prepositions, and the passive voice of modal verbs. The module eventually introduces the characteristics of the official B1 exam according to the CEFR.

#### **Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Training towards an active acquisition and an independent consolidation of vocabulary and grammatical phenomena;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, debates and presentations;
- Preparation for assignments and exams;
- Preparation for the official B1 exam according to the CEFR.

#### **Recommended or Required Reading:**

- Brau-Podeschwa J., Habersack C., Pude A., Menschen: Deutsch als Fremdsprache Kursbuch B1.1, 6th Edition, Hueber Verlag GmbH & Co. KG, München, 2021.
- Breitsameter A., Glas-Peters S., Pude A., Menschen: Deutsch als Fremdsprache Arbeitsbuch B1.1, 4th Edition, Hueber Verlag GmbH & Co. KG, München, 2019.
- Brau-Podeschwa J., Habersack C., Pude A., Menschen: Deutsch als Fremdsprache Kursbuch B1.2, 7th Edition, Hueber Verlag GmbH & Co. KG, München, 2022.
- Breitsameter A., Glas-Peters S., Pude A., Menschen: Deutsch als Fremdsprache Arbeitsbuch B1.2, 6th Edition, Hueber Verlag GmbH & Co. KG, München, 2022.
- Kersting D., Menschen: Deutsch als Fremdsprache Intensivtrainer B1, 1st Edition, Hueber Verlag GmbH & Co. KG, München, 2017.
- Dittrich R., Maenner D., Prüfungstraining Goethe-/ÖSD-Zertifikat B1, 3rd Edition, Cornelsen Schulverlage GmbH, Berlin, 2017.
- Lode-Gerke M., Pourseifi M., Weidinger S., Mit Erfolg zum TestDaF, 10th Edition, Ernst Klett Sprachen Stuttgart, 2020.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

#### **Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and the fourth of six language modules within the optional B2 track offered by the German Language Center. The B2 track qualifies GJU students to master the official B2 exam according to the CEFR which is conducted either internally at the German Language Center or in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut' during the students' sixth study semester. The module also enables the students to master the official B1 exam according to the CEFR which is conducted in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut'. The exam is a curricular part of the fifth semester module GERL301B1 and has to be passed by all students of the German Language Center.

#### **Prerequisites and Co-requisites:**

GERL201B2: German III (B2 Track) (prerequisite)

#### **Language of Instruction:**

German

#### **Recommended Optional Programme Components:**

None

Module Title	Module Code
German V (B2 track)	GERL301B2

Compulsory Module	X	Year of study	3	Semester Hours	9
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

#### Examination

5% Active participation  
 5% Video project  
 10% Portfolio consisting of different oral and/or written exercises and assignments  
 10% Written in-class test  
 30% Oral or written midterm exam  
 40% Written final exam

#### Responsible Lecturer(s)

Samir Haskic (coordinator for the B2 track)  
 And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-Study
German V (B2 track)	Face-to-face	135	45

#### Duration of Study:

One semester.

#### Allocation of Workload Hours:

- Presence time in lectures, exercises and exams: 15 weeks \* 9 hours = 135 hours;
- Exercises and self-studying at home: 35 hours;
- Preparation for the midterm and final exam: 10 hours.

#### Learning Outcomes:

By the end of this module, the student will be able to:

- Largely understand and produce rather complex texts on both concrete and abstract topics, including technical discussions in her/his field of specialisation and according to the discretionary standards in the *Common European Framework of Reference for Languages* (CEFR) at the level B2.1 (independent user).
- Interact with an initial degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party.
- Largely understand standard spoken language, live or broadcast, on both familiar and unfamiliar topics normally encountered in personal, social, academic or vocational life.
- Show a relatively high controlled degree of grammatical control without making errors which cause misunderstanding and with the growing ability to correct most of her/his mistakes.
- Largely follow essentials of lectures, talks, reports and other forms of academic/professional presentation which are propositionally and linguistically complex.
- Understand announcements and messages on concrete and abstract topics spoken in standard dialect at normal speed.
- Scan quickly through long texts, locating relevant details and understand and exchange complex information and advice on the full range of matters related to her/his occupational role.
- Understand the main characteristics of the official B2 exam according to the CEFR and use different strategies to overcome obstacles while solving said exam and its different components.

#### Module Contents:

Creating a student-centered approach in realistic and context-based learning scenarios, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU). Focusing on reception, interaction and production, the module involves B2.1 'Can Do statements' related to the four 'language skills' according to the CEFR. Thus, in terms of communicative activities and grammatical phenomena, the module focuses on the following tasks and topics: written texts on a wide range of subjects, viewpoints on a topical issue, oral and written expression of advantages and disadvantages of various options, conversations, spoken descriptions and viewpoints on different general topics, morphological and syntactical structures like tenses and moods, inflection and derivation, and complex sentence connectors.

**Planned Learning Activities and Teaching Methods:**

- Listening and reading exercises (reception);
- Exercises combining spoken interaction and production;
- Exercises combining written interaction and production;
- Activities focussing on the interrelation between reception and production;
- Intensive training towards the independent acquisition and consolidation of vocabulary and verbal phrases as well as complex grammatical phenomena and syntactical structures;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Whole-class activities;
- Individual, partner and group work activities;
- Lectures, discussions, presentations, debates etc., including aspects of common everyday situations and professional encounters;
- Preparation for assignments and exams;
- Introduction to the official B2 exam according to the CEFR.

**Recommended or Required Reading:**

- Koithan U., Schmitz H., Sieber T., Sonntag R., Aspekte neu B2.1 Lehrbuch, 9th Edition, Ernst Klett Sprachen, Stuttgart, 2020.
- Koithan U., Schmitz H., Sieber T., Sonntag R., Aspekte neu B2.1 Arbeitsbuch, 10th Edition, Ernst Klett Sprachen, Stuttgart, 2022.
- Lütke M., Moritz U., Rodi M., Aspekte neu B2 Intensivtrainer, 3rd Edition, Ernst Klett Sprachen, Stuttgart, 2019.
- Frater A., Schäfer N., Weidinger S., Mit Erfolg zum Goethe-Zertifikat B2, 2nd Edition, Ernst Klett Sprachen, Stuttgart, 2020.
- Lode-Gerke M., Pourseifi M., Weidinger S., Mit Erfolg zum TestDaF, 10th Edition, Ernst Klett Sprachen, Stuttgart, 2020.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).

**Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and the fourth of six language modules within the optional B2 track offered by the German Language Center. The B2 track qualifies GJU students to master the official B2 exam according to the CEFR which is conducted either internally at the German Language Center or in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut' during the students' sixth study semester.

**Prerequisites and Co-requisites:**

GERL202B2: German IV (B2 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

Module Title	Module Code
German VI (B2 track)	GERL302B2

Compulsory Module	X	Year of Study	3	Semester Hours	6
Elective Module		Spring Semester	X	Workload	180
Optional Module		Winter Semester	X	ECTS	6
Pre-university		Pre-program		Remedial	

**Examination**

15% Internship application training (CV, cover letter and interview)  
 15% Oral or written midterm exam (language)  
 30% Portfolio for technical languages consisting of oral and written assignments/exercises  
 40% Written final exam

**Responsible Lecturer(s)**

Samir Haskic (coordinator for the B2 track)  
 And a team of several instructors whose number varies each semester according to the number of sections for said level

Course	Mode of Delivery	Contact Time	Self-Study
German VI (B2 Track)	Face-to-face	90	90

**Duration of Study:**

One semester.

**Allocation of Workload Hours:**

- Presence time in lectures, exercises and exams: 15 weeks \* 6 hours = 90 hours;
- Exercises and self-studying at home: 28 hours:
  - Intercultural communication: 3 hours;
  - Job/internship application: 10 hours;
  - Technical language: 15 hours;
- Preparation for the midterm and final exam: 20 hours;
- Preparation for the official B2 exam according to the CEFR: 42 hours.

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Understand and produce rather complex texts on both concrete and abstract topics, including technical discussions in her/his field of specialisation and according to the discretionary standards in the *Common European Framework of Reference for Languages* (CEFR) at the level B2.2 (independent user).
- Interact with a degree of fluency and spontaneity that makes regular interaction with native speakers quite possible without strain for either party.
- Understand standard spoken language, live or broadcast, on both familiar and unfamiliar topics normally encountered in personal, social, academic or vocational life.
- Show a highly controlled degree of grammatical control without making errors which cause misunderstanding and with the growing ability to correct most of her/his mistakes.
- Follow essentials of lectures, talks, reports and other forms of academic/professional presentation which are propositionally and linguistically complex.
- Understand announcements and messages on concrete and abstract topics spoken in standard dialect at normal speed.
- Scan quickly through long texts, locating relevant details and understand and exchange complex information and advice on the full range of matters related to her/his occupational role.
- Understand all characteristics of the official B2 exam according to the CEFR and use different strategies to overcome obstacles while solving said exam and its different components.
- Successfully manage the application process for a six months internship in Germany which is part of the obligatory 'German Year' for all GJU students. The process consists of finding and understanding a



suitable add in accordance with the students' major, writing a convincing CV and cover letter, and mastering an effective and mostly fluent interview, departing spontaneously, taking initiatives, expanding ideas with little help or prodding from the interviewer.

- Successfully manage the most significant situations which the student, in accordance with the currently studied major, encounters during her/his theoretical and practical semester in Germany. This process is being achieved within a technical language training focussing on action orientated and communicative scenarios like following lectures, taking notes, summarizing academic and technical texts, writing official emails and texts related to academic and vocational encounters, holding presentations, communicating both verbally and in writing with professors, university staff, students as well as with colleagues and customers during an internship.
- Understand the concept of general intercultural phenomena, reflect and understand the differences between culture and cultural standards in Jordan and in Germany, understand the concept of 'culture shock' and potentially cope with its different stages, reflect about appropriate and inappropriate behaviour in Germany as well as understand the concepts of open-mindedness and 'culture clash'.

#### **Module Contents:**

Combining everyday language with technical language components, job/internship application and intercultural communication, the module strategically deals with the unique demands made by everyday student life at the German Jordanian University (GJU), including the particular characteristics of the 'German Year' during which, usually in his/her 4<sup>th</sup> study year, each student pursues a semester at one of the GJU's German partner universities and completes an internship in a German company or organization. Focusing on reception, interaction and production, the module involves B2.2 'Can Do statements' related to the four 'language skills' according to the CEFR, which – in terms of non-technical language components – cover the following communicative activities and grammatical phenomena: detailed written texts on a wide range of subjects, viewpoints on a topical issue, oral and written expression of advantages and disadvantages of various options, extended conversations, spoken descriptions and viewpoints on most general topics, and the following morphological and syntactical structures: inflection and derivation, indirect speech and conjunctive mood, and complex independent and subordinated clauses. Altogether, the module offers a student-centered approach in realistic and context-based learning scenarios which meet the linguistic demands of the GJU students' future studying and working environment.

#### **Planned Learning Activities and Teaching Methods:**

- Activities focussing on the interrelation between reception and production;
- Intensive training towards the independent acquisition and consolidation of vocabulary and verbal phrases as well as complex grammatical phenomena and syntactical structures;
- Blended learning, flipped classroom and self-studying components;
- Controlled, guided and free in-class activities;
- Individual, partner and group work activities;
- Whole-class activities;
- Lectures, discussions, presentations, debates etc., including aspects of common everyday situations, professional encounters with technical language, internship application and intercultural phenomena;
- Preparation for assignments and exams;
- Writing a CV and a cover letter;
- Preparation for the official B2 exam according to the CEFR.

#### **Recommended or Required Reading:**

- Koithan U., Mayr-Sieber T., Schmitz H., Sieber T., Sonntag R., Lösche R.-P., Moritz U., Aspekte neu B2.2 Lehrbuch, 10th Edition, Ernst Klett Sprachen, Stuttgart, 2021.
- Koithan U., Schmitz H., Sieber T., Sonntag R., Aspekte neu B2.2 Arbeitsbuch, 10th Edition, Ernst Klett Sprachen, Stuttgart, 2022.
- Lütke M., Moritz U., Rodi M., Aspekte neu B2 Intensivtrainer, 3rd Edition, Ernst Klett Sprachen, Stuttgart, 2019.
- Frater A., Schäfer N., Weidinger S., Mit Erfolg zum Goethe-Zertifikat B2, 2nd Edition, Ernst Klett Sprachen, Stuttgart, 2020.
- Lode-Gerke M., Pourseifi M., Weidinger S., Mit Erfolg zum TestDaF, 10th Edition, Ernst Klett Sprachen Stuttgart, 2020.
- Handouts for Reading, Listening, Writing and Speaking Comprehension (German Language Center).
- Handouts/Readers for Technical Language, Application Training and Intercultural Communication (German Language Center).

#### **Usability of the Module:**

This is a compulsory module in the Bachelor's program for students of all schools (except SAHL) and the last of six language modules within the optional B2 track offered by the German Language Center, qualifying the students to master the official B2 exam according to the CEFR which is conducted internally at the German Language Center or in cooperation with the 'Goethe-Institut' or the 'TestDaF-Institut'. Eventually, the module enables the students to

pursue the 'German Year' which consists of one semester at one of the GJU's German partner universities as well as of an internship in a German company or organization. The module is divided in twelve sub-groups according to the students' different majors:

- Architecture (GERL302ARCH);
- Design and Visual Communication (GERL302DES);
- Management Science (GERL302MNG);
- Logistic Sciences (GERL302LOG);
- International Accounting (GERL302ACC);
- Computer Science, Computer Engineering, Communications Engineering, Electrical and Communication Engineering, Electrical Engineering (GERL302IT);
- Industrial Engineering (GERL302IE);
- Mechatronic and Mechanical Engineering (GERL302MM);
- Energy Engineering (GERL302EWE);
- Civil and Environmental Engineering (GERL302CE);
- Biomedical Engineering (GERL302BM);
- Pharmaceutical and Chemical Engineering (GERL302CH).

**Prerequisites and Co-requisites:**

GERL301B2: German V (B2 Track) (prerequisite)

**Language of Instruction:**

German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Green and Reverse Logistics	LOG341

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
20% Presentation and paper  
10% Homework  
40% Final exam

### Responsible Lecturer(s)

Industrial Prof. Imad Hatamleh, Dr. Hassan Younis

Course	Mode of Delivery	Contact Time	Self-study
Green and Reverse Logistics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Excursion: 10 hours;
- Assignments: 30 hours;
- Preparation for mid-term: 25 hours;
- Preparation for final exam: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Evaluate the main concepts of sustainability and its goals;
- Analyze the terms green and reverse logistics;
- Evaluate the benefits of reverse logistics;
- Defend the green supply chain;
- Create Environmental Management System EMS and implement it on transportation system;
- Produce a carbon footprint process;
- Design closed-loop supply chain;
- Appraise the barriers of green logistics implementation;
- Explain the environmental impacts of logistics;
- Categorize the benefits of green logistics;
- Discuss the historical development of green logistics;
- Apply the solutions to reduce the effect of logistics activities on environment.

### Module Contents:

This course will give students a good understanding about current issues in green logistics. The course's purpose is to provide and establish a knowledge of environmental issues related to logistics and supply chain management by using real world situations

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Case studies;
- Group work;
- Excursion.

**Recommended or Required Reading:**

- McKinnon A., Cullinane, S., Browne, M. & Whiteing, A. (ed.): Green Logistics: Improving the Environmental Sustainability of Logistics, 1<sup>st</sup> edition, 2010.
- Bretzke, W. R., & Barkawi, K. (2012). Sustainable logistics: responses to a global challenge. Springer Science & Business Media.
- Waters, D., & Rinsler, S. (2014). Global logistics: New directions in supply chain management. 7<sup>th</sup> Ed, Kogan Page Publishers.

**Usability of the Module:**

This Module is Compulsory Module for Bachelor's Degree in logistic sciences and elective for Bachelor's Degree in Management Sciences. It aim to provide the students with an exquisite knowledge in the green logistic field. It will provide a base for more advanced modules in Logistics and Supply chain.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Human Resources Management	MGT314

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
40 %Final exam  
20 %Assignments and Presentation

### Responsible Lecturer(s)

Dr Mohammad Ta'Amnha.  
Dr. Fathi Yosef

Course	Mode of Delivery	Contact Time	Self-study
Human Resources Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours.
- Preparation of presentation: 25 hours;
- Working on assignments: 25 hours;
- self-reading at home: 40 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recognize and discuss the critical role that effective HRM plays in today's organizations.
- Explain the basic HR functions, theories, concepts, models, and methods that needed by HR professionals.
- Apply HRM concepts and technical knowledge to analyze HRM problems, cases, and issues.
- Show the ability to link the theories to the practices within the HR field.
- Memorize the key concepts of HRM and identify the different contexts related to each of them.
- Criticize different theories and applications in the field of HRM.
- Write an essay in different topics within HRM functions.
- Negotiate different HRM topics.
- Reflect understanding in different work contexts.
- Implement the skills and knowledge within HRM department in any organizations.
- Solve HR issues through the implementation of skills and knowledge gained throughout the module.

### Module Contents:

- HRM in a changing environment;
- Introduction to HR functions;
- Effective job analysis;
- Employee recruitment;
- Selecting employees;
- Training and developing employees;
- Career development;
- Performance management;

- Compensation;
- Employee benefits.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case studies.

**Recommended or Required Reading:**

- DeCenzo, D. A., Robbins, S. P. & Verhulst, S. L.: Human Resource Management, Wiley, 12<sup>th</sup> edition, 2015.
- Dessler, G., Sutherland, G., & Cole, N. D. (2005). Human resources management in Canada. 11<sup>th</sup> Ed. Pearson Education Canada.
- Dwivedi, R. S. (2009). A textbook of human resource management. Vikas Publishing House.
- Noe, R. A., Hollenbeck, J. R., Gerhart, B. A., & Wright, P. M. (2007). Fundamentals of human resource management.

**Usability of the Module:**

This is a compulsory module for the Bachelor's Degree Program Management Sciences and an elective module for both Bachelor's Degree Programs International Accounting as well as Logistic Sciences. This module is also offered in the Bachelor's Degree Program German and English for Business and Communications (GEBC). This module will help students to understand other advanced modules such as Organizational Development & Change MGT416, International Business & Globalization MGT414 & Corporate Strategies and Policies MGT412. Moreover, knowledge and skills gained in this module will help students in their future careers.

**Prerequisites and Co-requisites:**

MGT211 Organizational Behavior (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Humanitarian Logistics	LOGS446

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
25% Mid-term  
30% Research paper & presentation  
5% Participation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ismail Abu Shaika, Mrs. Batul Abuqdairi, ,

Course	Mode of Delivery	Contact Time	Self-study
Humanitarian Logistics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and writing research paper: 40 hours;
- Preparation of presentation: 15 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Apply their knowledge from the private logistics sector to the humanitarian sector;
- Operate under the use of logistics theories, concepts, and methods;
- Analyze and appreciate personal and cultural diversity;
- Compose a research paper as preparation for the German Year, Bachelor Thesis and surveys;
- Communicate, present, and discuss about logistics and humanitarian logistics.
- Make logistics-oriented decisions in the humanitarian sector.

### Module Contents:

Students get acquainted with the fundamental concepts of disaster management and humanitarian logistics. Logistics is one of the most critical components to successful humanitarian assistance, characterized by the efficient and effective delivery of the right assistance to the right beneficiaries at the right time.

This module will prepare students for roles ranging from planning, managing, implementing and controlling the flow and storage of goods, material, cost and information along the entire emergency supply chain for the purpose of relief and alleviating the suffering of people in places with disasters.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;

- Real case scenarios & simulations;
- Group exercises;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Van Wassenhove, L.: Humanitarian Logistics Palgrave Macmillan , 1<sup>st</sup> ed, 2009.
- Tatham, P. & Christopher, M.: Humanitarian Logistics: Meeting the Challenge of Preparing for and Responding to Disasters, Kogan Page, 3<sup>rd</sup> edition, 2018.
- Klumpp, M., De Leeuw, S., Regattieri, A., & De Souza, R. (Eds.). 2015<sup>th</sup> ed, (2015). Humanitarian logistics and sustainability. Berlin: Springer International Publishing.
- Kovács, G., Spens, K., & Moshtari, M. (Eds.). (2017). The Palgrave handbook of humanitarian logistics and supply chain management. Springer.
- Cozzolino, A. (2012). Humanitarian logistics and supply chain management. In Humanitarian logistics (pp. 5-16). Springer, Berlin, Heidelberg.

**Usability of the Module:**

This Module is Compulsory module in logistic sciences program it will help equip the students in the humanitarian cases and evolve them in the cases. This will help students who are going to continue their studies for M.Sc. & PhD, also will help after graduation in dealing with life cases related to the humanitarian field.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Import-Export Management	LOGS214

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
20% Presentation and paper  
10% Homework  
40% Final exam

### Responsible Lecturer(s)

Industrial Prof. Imad Hatamleh

Course	Mode of Delivery	Contact Time	Self-study
Import-Export Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Excursion: 15 hours;
- Assignments: 30 hours;
- Preparation for mid-term: 20 hours;
- Preparation for exam: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define the main concepts of exports and imports processes.
- Recall the historical evolution of international trade.
- List the main necessary documents for import & export operations.
- Describe the determinants of international trade.
- Explain the main methods of payments in international trade.
- List the factors that affect the exchange rate.
- Describe the channels of product distributions in international trade.
- Explain the pricing approaches.
- List the 11 incoterms and explain each one.
- Explain the risks in international trade.
- List the elements of international sale contract.
- Summarize the factors to be considered when selecting the import product and supplier.

### Module Contents:

- Import and export laws
- Customs regulations
- International and domestic trade law
- Shipping operations
- Documentation
- Tariff regulations

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Case studies;
- Group work;
- Excursion.

**Recommended or Required Reading:**

- Senyoum, B.: Export-import Theory, Practices and Procedures, 3<sup>rd</sup> edition, 2017.
- Cook, T. A., ALSTON, R., & Raja, K. (2012). Mastering import and export management.. 2<sup>nd</sup> Ed. ProQuest Ebook Central <https://library.gju.edu.jo:2101>
- Seyoum, B. (2008). Export-import theory, practices, and procedures. 2nd Ed. ProQuest Ebook Central <https://library.gju.edu.jo:2101>

**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program Logistic Sciences and an elective for both Bachelor's Degree Programs International Accounting as well as Management Sciences. This module will provide students with the knowledge about trade and import-export operations directly needed for the professional skill-set.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Intercultural Communications	IC101

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Participation  
20% Short essay quizzes  
40% Final exam

### Responsible Lecturer(s)

Dr. Eva Haddad

Course	Mode of Delivery	Contact Time	Self-study
Intercultural Communications	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation for essay quizzes: 10 hours;
- Self-reading and chapter questions at home: 20 hours;
- Preparation of Midterm exam and final exam: 15 hours.

### Learning Outcomes:

By the end of the module, the student will be able to:

- Realize the importance of intercultural communication and the power to exchange ideas, thoughts and having a win-win approach when dealing with others.
- Demonstrate intercultural communication in a manner that understands, comprehends and empathizes with the other while maintaining a sense of identity and appreciation for one's own culture.
- Demonstrate the skills of sending and receiving messages between people whose cultural background could lead them to interpret verbal and nonverbal signs differently.
- Recognize the diversity of these cultural differences and at the same time distinguish the possibilities to overcome them.

### Module Contents:

- Identity;
- Culture;
- Communication;
- Barriers to intercultural communication;
- Communication competence;
- Nonverbal communication across cultures;
- Future challenges to intercultural communication;
- Acculturation and de-culturation;
- The stress Adaptation Growth Dynamic;
- Intercultural identity and cultural relativism.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing short essays.

**Recommended or Required Reading:**

- Fred J.: Intercultural Communication, 9<sup>th</sup> edition, 2018.
- Larry A. S.: Communication Between Cultures, 8<sup>th</sup> edition, 2013.
- Larry A. S.: Intercultural Communication: A Reader, 14<sup>th</sup> edition, 2015.

**Usability of the Module:**

Students will be empowered with the tools that offer powerful possibilities for improving the communication process. The skills students will learn will serve them to acquire skills for a lifetime. It empowers them with abilities to becoming competent communicators, realizing the concepts of cultural relativism and world citizenship, and embracing cultural differences through verbal and nonverbal communication. This will create in them a sense of empathy and respect for various identities and teach them to value the importance of our shared human identity. Finally, students will value diversity and work towards inclusion and harmony with their world. The skills acquired in the module will prepare the students for their mandatory German Year. The University's efforts to recognize and surmount cultural differences bears the potential to open up business and social opportunities throughout the world and maximize the contribution of all the citizens in a diverse world.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
International Business & Globalization	MGT414

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
40% Midterm exam  
20% Report and presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ghazi A Samawi

Course	Mode of Delivery	Contact Time	Self-study
International Business & Globalization	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks\*3 hours = 45 hours;
- Preparation and writing research paper: 30 hours;
- Preparation of presentation; 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain the historical background to international trade, and to provide students with a sound understanding of the major trade flows in the world, the politico-economic rationale for international trade, and why companies should trade abroad.
- Identify the international environment in which companies operate. This will include the various Governmental and non-governmental organizations, and the influence they have on the development of international business.
- Recognize the specific market environments in which companies will operate; specifically this will include an in-depth analysis of the various types of political systems, economies, and cultures to be found throughout the world.
- Explain the role and importance of multinational enterprises in international business.
- Classify the various tariff and non-tariff barriers to international trade.
- Judge why and how firms engage in international business activity.
- Have a critical and solid knowledge and understanding of theory underlying the importance of international business, international trade and national competitiveness.
- Differentiate role and impact of international businesses on national economic development.
- State how the economic, political/legal and financial environments affect international business operations.
- Examine how cultural and behavioral differences influence countries' business practices and how these differences can be addressed using appropriate strategies.

**Module Contents:**

This module will introduce students to the international business environments: political, legal, economic, institutional, and socio-cultural. As the global economy becomes closely integrated, the need for understanding its driving forces as well as its impacts on the domestic economy becomes critical. To help students prepare for this challenge, areas such as global manufacturing and managing value-adding chains, export and import strategies, international delivery modes, export financing issues, foreign direct investments and strategic alliances will be examined.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Wild, J. J. & Wild, K. L.: International Business: The Challenges of Globalization, 8<sup>th</sup> edition, 2017.

*Others Sources:*

- Daniels, J., Radebaugh, L. & Sullivan, D.: International Business: Environments and Operations, Pearson Education Limited, 15<sup>th</sup> edition, 2014
- Acemoglu, D. and Robinson, J.: Why Nations Fail: The Origins of Power, Prosperity and Poverty, Crown Publishers, 2012.
- Rugman, A. M. & Collinson, S.: International Business, Prentice Hall, 4<sup>th</sup> edition, 2006.
- Rugman A. M & Brewer, T. L.: The Oxford Handbook of International Business. Oxford University Press, 2001

*Recommended Journals:*

- International Journal of Management
- Journal of International Business Studies
- Harvard Business Review

**Usability of the Module:**

This is a compulsory module for Bachelor's Degree Program Management Sciences and an elective for both Bachelor's Degree Programs International Accounting as well as Logistic Sciences. This module will provide students with the knowledge related to trade and commerce from international perspective.

**Prerequisites and Co-requisites:**

MGT226 Fundamentals of Macroeconomics & MGT314 Human Resources Management (prerequisites)

**Language of Instruction:**

English (or if German professors are available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
International Corporate Finance	ACC352

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
20% Presentation and research paper  
40% Final exam

### Responsible Lecturer(s)

Dr. Mohammad Alomari

Course	Mode of Delivery	Contact Time	Self-study
International Corporate Finance	Face-to-face	45	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and writing research paper; 30 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define the basic types of financial management decisions and the role of the financial manager.
- Describe the goal of financial management.
- Recognize the financial implications of the different forms of business organization.
- Identify the conflict of interest that can arise between managers and owners.
- Apply and interpret the different criteria to evaluate proposed investment including net present value and other investment criteria such as; the payback rule, the discounted payback, the average accounting return, and the internal rate of return.
- Calculate the relevant cash flows for various types of proposed investments to make the best capital investment decision.
- Evaluate cost-cutting proposals and the equivalent annual cost of a project as well as setting a bid price for a project.
- Examine and construct the different methods used in corporate finance for project's analysis and evaluation such as scenario and sensitivity analysis and some various forms of break-even analysis.
- Describe how the degree of operating leverage can affect the cash flows of a project.
- Explain how capital rationing affects the ability of a company to accept projects.
- Compute the firm's overall cost of capital (debt and equity) and identify some of the pitfalls associated with it and what to do about them.
- Appraise how to correctly include flotation cost in capital budgeting projects.
- Summarize how corporations raise capital and issue securities, and how much a firm should borrow, and the dividend controversy.
- Explain how exchange rates are be quoted, purchasing power parity, international fisher effect, and the different types of exchange rate risk and impact of political risk on international business investing.

**Module Contents:**

This is an introductory module and as such, provides instruction on key concepts you will use throughout the students' education and business career. Some of the topics covered during this module are vital in the world of corporate or "business" finance. This module will introduce to the very basic but important concepts in corporate finance. It critically examines the theoretical and practical implications of the basic principles of the investment and financing decisions undertaken by the financial manager, where the value of the firm is always maximised. It then attempts to discuss in-depth key issues in which investment and financing decisions interact and cannot be made separately.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Parrino, R., Kidwell, D. S., & Bates, T. : Fundamentals of corporate finance.. John Wiley & Sons, 2<sup>nd</sup> Ed. 2011.
- Ross, Westerfield, Jaff & Bley: Corporate Finance, McGraw Hill, 12<sup>th</sup> Ed. 2019.
- Stanley Block; Geoffrey Hirt; Bartley Danielsen: Foundations of Financial Management, McGraw-Hill/Irwin, 17<sup>th</sup> Ed. 2019.

**Usability of the Module:**

This is a compulsory module for the Bachelor's degree Program in International Accounting and elective for both Management Sciences & Logistic Sciences Bachelor's programs. Students will gain the skills and knowledge needed in International Accounting Module and other advanced modules.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



Module Title	Module Code
International Internship	LOGS492

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	900
Optional Module		Winter Semester	X	ECTS	30
Pre-university		Pre-program		Remedial	

Examination
Internship report
Certificate issued by the German company / organization

Responsible Lecturer(s)
Dr. Serena Sandri

Course	Mode of Delivery	Contact Time	Self-study
International Internship		0	900

**Duration of Study:**  
One semester.

**Allocation of Workload Hours:**

- Sending applications, communication with companies and other formalities: 60 hours;
- Full-time internship 40 hr/week \* 20 weeks = 800 hours;
- Writing final report: 40 hours.

**Learning Outcomes:**

By the end of this module, the student will be able to:

- Represent oneself in a professional curriculum vitae and successfully undergo job interviews;
- Work in an international professional environment;
- Work in a team and communicate with professionals;
- Apply concepts in the field of study to real life examples and vice versa.

**Module Contents:**

Training at a German/International approved company. The training must cover any topic or multiple areas of the respective field of study. The training must be approved by the Office of Industrial Links (OIL) at GJU and the respective Exchange Coordinator.

**Planned Learning Activities and Teaching Methods:**

- Writing a job application, a CV and communicate with companies;
- Practical internship.

**Recommended or Required Reading:**

None extra; however, recommended literature from the modules relevant to the context of the internship.

**Usability of the Module:**

This module is a compulsory module for the Bachelor's Degree Program Logistic Sciences and also an essential part in a GJU student life. It helps to expand their personal and professional traits and also apply the theoretical knowledge they gained in a more enhanced approach.

**Prerequisites and Co-requisites:**

- LOGS391: Field Training (prerequisite)
- GERL302: German VI (prerequisites)
- Department approval

**Language of Instruction:**

English/German

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
International Taxation	ACC343

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
35% Research paper (mid-term exam)  
25% Presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ali Mohammad Al-attar

Course	Mode of Delivery	Contact Time	Self-study
International Taxation	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and writing research paper: 40 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and interpret the items of the income tax law; understand the differences between tax planning the tax avoidance; compute the income tax according the tax law; understand and account for deferred tax.
- Demonstrate quantitative skills in making management decision related to tax issues; deal with tax cases, sometimes in quite complicated situations.
- Compose a research paper as preparation for the German year, thesis and surveys.
- Communicate, present, and discuss about International Taxation in English and German.

### Module Contents:

The module addresses the various aspects of taxation, such as tax payment in general, double taxation, tax evasion and tax equality. In particular, theoretical and practical aspects of the income tax, sales tax laws and Zakat in Jordan are covered, and illustrated through examples and cases. In addition, international tax planning and avoidance will be covered as well.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;

- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Bittker, B. I. & Lokken, L.: Fundamentals of International Taxation, Edition 2017/2018
- Isenbergh, J.: International Taxation: Concepts and Insights, 3<sup>rd</sup> edition, 2009.
- Jordanian Tax Law

**Usability of the Module:**

This module is a compulsory module in the international accounting department and elective for the other two Bachelors programs Management Sciences & Logistic Sciences., it will provide the students with better understanding for taxations laws and how to calculate the taxes based on certain formulas and regulations.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Introduction to Logistics	LOGS101

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
40% Mid-term exam  
20% Project and presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Abdelrahim Alsoussi

Course	Mode of Delivery	Contact Time	Self-study
Introduction to Logistics	Face-to-face	45	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Group work on project: 20 hours;
- Preparation for the presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation for mid-term exams: 10 hours;
- Preparation of final exam and the final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe the scope of logistics and Supply Chain Management.
- Discuss the development of logistics management.
- Explain the role of logistics management in an organization.
- Explain the basic concepts related to logistics.
- Identify the main components of a logistics system.

### Module Contents:

Business logistics considers the two-directional flow and storage of products and information; into, within, and out of the organization. The logistics system consist of three sub-systems: inbound, internal, and outbound logistics. As the first module in logistics, LOGS101 starts with defining logistics and determining the scope of logistics management as a part of supply chain management. The importance of logistics in the micro- and macro-economic levels, the systems and total cost approaches to logistics, logistical relationships within the firm, and the main logistics activities are also covered in the first part of this module. Thereafter, more detailed examination of logistics activities is considered including procurement; demand management, order management, and customer service; inventory management; warehousing management; packaging and material handling; and transportation management. Afterwards, the organizational and managerial issues related to logistics are considered including organizational structure and design, productivity, quality, risk, sustainability, and complexity.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Videos.

**Recommended or Required Reading:**

- Murphy, P. & Knemeyer A. M.: Contemporary Logistics, Pearson, 12<sup>th</sup> Ed. 2018.
- Lambert, D.M; Stock, J.R.; Ellram, L.M : Fundamentals of Logistics Management. Irwin/McGraw-Hill. 1st Ed. 1998.
- Ghiani, G., Laporte, G., & Musmanno, R. (2013). Introduction to logistics systems management. 2nd Ed. ProQuest Ebook Central <https://library.gju.edu.jo:2101>

**Usability of the Module:**

This is a compulsory module for all three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences. This module will equip students with the basics of logistics and how it operates that can be deepened during the later semesters.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Inventory Management	LOGS315

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Quizzes and assignments  
40% Final exam

### Responsible Lecturer(s)

Dr. Khaldoun Tahboub

Course	Mode of Delivery	Contact Time	Self-study
Inventory Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours
- Excursion: 15 hours;
- Assignments: 30 hours;
- Preparation for mid-term: 20 hours;
- Preparation for exam: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- State and define different inventory terms and concepts.
- Identify and explain the strategic importance of inventory within an organization and along the supply chain.
- Identify and explain the differences between different inventory models and their uses.
- Solve problems involving different inventory management scenarios.
- Apply inventory management methods and techniques in a practical setting.
- Work in a team to implement the module group project.
- Write a group project report.
- Communicate, present, and discuss in English the findings of a practical group project.

### Module Contents:

Inventory management deals with planning, organizing, and controlling the accumulation of raw materials, work-in-process, and finished products stocks. The introductory part of the module discusses the movement of inventories through the supply chain, reasons for holding inventory, importance of inventory, role of inventory, and the costs associated with inventory. The second part of this module focuses on independent demand inventory methods, starting with the classical EOQ model and then considering the cases of known demand and uncertain demand. The third part of the module deals with the information required to support inventory planning is considered, including: information from inventory management information system, demand forecasts, and planned operations. The last part describes the dependent demand approach focusing mainly on material requirements planning and just-in-time operations.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Class exercises and quizzes in class, and home assignments;
- Group project and site visits.

**Recommended or Required Reading:****Textbook:**

- Waters, D.: Inventory Control and Management, Wiley; 2nd Ed. 2003.

**Additional references:**

- International Trade Centre (ITC): Managing Inventory, Modular Learning System in Supply Chain Management (Module 11), 2014.
- Arnold J. R. T., Chapman, S. N. & Clive L. M.: Introduction to Materials Management, Pearson, 7th Ed., 2008.
- Mercado, C. (ed.): Hands-on Inventory Management, Auerbach Publications, Taylor & Francis Group, 1st Ed, 2008.

**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program Logistic Sciences and an elective for both Bachelor's Degree Programs International Accounting and Management Sciences. It provides students with concepts and applications of inventory and how to manage it. Furthermore, this module will provide students with the knowledge and skills which will be used in other advanced modules.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Islamic Finance and Accounting	ACC455

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
30% Quizzes & project & presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ahmad Abu-dawleh

Course	Mode of Delivery	Contact Time	Self-study
Islamic Finance and Accounting	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Teaching: 45 hours;
- Readings at home: 30 hours;
- Preparation for the project: 20 hours;
- Preparation for presentation: 20 hours;
- Preparation for mid-term and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe the origins and developments of Islamic Economics, Banking and Finance.
- Rely on a sound in-depth understanding of the main principles of Islamic banking and finance.
- Identify a range of commonly used Islamic financial products and services.
- Explain the differences between Islamic and conventional finance.
- Understand Islamic Insurance (Takaful), and how it differs from conventional insurance.
- Explain the accounting treatment for selected Islamic finance transaction.
- Prepare financial statements for Islamic banks.

### Module Contents:

This module provides an insight into the key features of Islamic banking business from theoretical foundations to the development of Islamic banking practices and main types of Islamic banking products. In addition, the module examines the operational features of Islamic banks focusing on their performance and how they differ from conventional interest-based banks. The module also focusses on the accounting and reporting for Islamic banks transactions.

In chapter one, we introduce general overview of what the module covers, on the basis of topics covered in previous modules, discussing the general outline of each topic area and then we introduce the conventional banking and its transactions and supervision. In the second chapter, we introduce Islamic banking, an introduction, basis, and differences with conventional banking system. In chapter three, we introduce different financial products of Islamic banks and how the basis of profit-and-losses sharing principle impacts these products. More specifically, we introduce Murabaha Financing, Mudaraba Financing, Musharaka Financing, Istisna'a Financing, and Salam

Financing. Since the Mudaraba financing is the most important source of funds for Islamic banking, we explain the practicals of this source of funds, how it may differ from the deposits system in conventional banks. In addition, we relate this theoretical part with the accounting treatment for this mode of financing in both sides of the Balance Sheet (assets and liabilities). Finally, in order to apply what have been discussed throughout the module, we take annual reports (for 3 successive years) for conventional and Islamic banks and analyse the main differences between them in terms of sources of funds, uses of funds, disclosure, etc. in form of report prepared the students after split them into groups.

**Planned Learning Activities and Teaching Methods:**

- Lecture;
- Group discussions;
- Case studies.

**Recommended or Required Reading:**

*Main Text Book:*

- Kettell, B.: Introduction to Islamic Banking and Finance, Wiley. 1st Ed., 2011.

*Other References:*

- Ayub, M.: Understanding Islamic Finance, 1<sup>st</sup> edition, Wiley, 2007.
- Abdul-Rahman, Y.: The art of Islamic banking and finance, Wiley, 1<sup>st</sup> edition, 2010.
- Maali, B.: Accounting and Financial Reporting in Islamic Banks: The Case of Jordan", University of Southampton, PhD Thesis, 2005.
- Hanudin. A.: Accounting for Islamic Bank Transactions, Universiti Malaysia Sabah, 1<sup>ST</sup> Ed, 2014
- Annual reports for one conventional and one Islamic bank.

**Usability of the Module:**

This module is a compulsory module for Bachelor's Degree program in International Accounting. It will guide the students and enables them to have a better understanding of how the Islamic banking system work and what are the main differences between the conventional banks and the Islamic banks.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Knowledge Management	MGT313

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
10% Homework/assignments, exercises, quizzes  
10% Participation (attendance, active class participation)  
40% Final exam

### Responsible Lecturer(s)

Engr. Mohammad Al-Anaswah

Course	Mode of Delivery	Contact Time	Self-study
Knowledge Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Teaching contact time: 15 weeks x 3 hours = 45 hours;
- Assignments & web-based modules (self): 30 hours;
- Exercises & self-study: 30 hours;
- Preparations for presentation: 15 hours;
- Preparations for the exams: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain the critical factors that will lead to the successful implementation of KM practices.
- Explain the diversity of disciplines and content that make up the field of KM.
- Distinguish between different perspectives in the KM literature.
- Apply concepts of intellectual capital in practice.
- Apply different KM strategies appropriately to different contexts.
- Contrast the differences between organizational learning and the learning organization.
- Compare and contrast several types of knowledge support systems.
- Categorize and select appropriate knowledge management technologies for particular needs.
- Synthesize and select and implement KM systems for any given business problem.

### Module Contents:

The module "Knowledge Management (KM)" introduces basic concepts and ideas on knowledge acquisition, creation, and externalization in modern organization. The main aim of the module is to enable students to acquire a critical understanding of knowledge as a driver of organization inimitable strategic capabilities and competencies. This module addresses different aspects of KM: knowledge taxonomies, intellectual assets evaluation, KM tools, KM systems, Organizational learning, knowledge driven value creation, cross-cultural issues in KM. In discussing these issues, the students acquire deeper understanding of knowledge phenomenon; develop their analytical skills for diagnostic of organization intellectual ability as well as managerial skills for knowledge-based strategy implementation.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions (students should be prepared to interact with the professor and other students and to offer corrections and alternative opinions);
- Exercises in class and at home;
- Writing and presenting research papers alone or in group work (students should be prepared to discuss assigned readings, homework problems, cases, and current events);
- Class participation is a significant component of this module (students' grade will be positively affected by their interest, effort, presentation, and quality of class participation and negatively affected by inappropriate behavior in class).

**Recommended or Required Reading:***Main text:*

- Ashok J.: Knowledge Management: An Integrated Approach, Pearson 2<sup>nd</sup> Ed, 2011.

*Other readings:*

- Probst, G., Raub, S., Romhardt, K.: Managing Knowledge: Building Blocks for Success, Wiley, 1<sup>st</sup> Ed, 2000.
- North, K. & Kumta, G.: Knowledge Management. Value Creation through Organizational Learning, Springer, 2<sup>nd</sup> Ed, 2014.
- Nonaka, I., Takeuchi, H.: The Knowledge-creating Company. New York: Oxford University Press, 1<sup>st</sup> Ed. , 1995.
- Davenport, T.; Prusak, L.: Working Knowledge: How Organizations Manage What They Know. Harvard Business School Press, 2<sup>nd</sup> Ed, 2000.
- Dalkir K. (2005): Knowledge Management in Theory and Practice. Elsevier Butterworth–Heinemann, 2005

**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program Management Sciences and an elective for the Bachelor's Degree Programs International Accounting and Logistic Sciences. This module is about how to manage knowledge and use it in businesses and therefore of direct relevance for the professional skill-set.

**Prerequisites and Co-requisites:**

MGT236 Management Information Systems (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Leadership and Emotional Intelligence	EL101

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Oral presentation  
10% Scrapbook  
10% Class activities and participation  
40% Final exam

### Responsible Lecturer(s)

Dina El Hindi  
Dr. Bassmah Altaher  
Dr. Kawthar Karain

Course	Mode of Delivery	Contact Time	Self-study
Leadership and Emotional Intelligence	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of Midterm exam and final exam: 15 hours.

### Learning Outcomes:

By the end of the module, the student will be able to

- Better understand and manage his/her emotions.
- Control the emotional impact they have on others to optimize any situation.
- Understand others and empathize with others, as well as value the importance of social skills and of empathy.
- Apply necessary skills to be leaders both in their personal and professional lives, distinguishing the various styles of leadership and when and how to apply them.
- Analyze their personal lives and evaluate moments of leadership in their lives and implement what they have learned to what they have already encountered and experienced in life.
- Take an intelligent leader's perspective on what they have previously thought was an average experience of themselves or of others.

### Module Contents:

- EI test;
- Assessing Your Emotional Intelligence;
- Universal emotions;
- Triggers and emotional hijacks;

- Daniel Goleman's EI Model: Self-awareness; self-management; empathy; social skills;
- Women in leadership roles;
- Emotional labor;
- The Open Loop;
- Understanding the science of moods;
- Mirroring and emotional contagion;
- Leadership vs. management;
- Top 10 leadership qualities of a manager;
- Ethics and leadership;
- Leadership that gets results (leadership styles);
- Feedback;
- Teamwork;
- Self-improvement: Comfort zone;
- Being realistic;
- Antithesis theory.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work.

**Recommended or Required Reading:**

- Goleman, D.: Emotional Intelligence, 2010.
- Goleman, D.: What Makes a Leader: Why Emotional Intelligence Matters, 2013.
- Bradberry, T. & Greaves, J.: Emotional Intelligence 2.0, 2009.
- Kouzes J. & Posner, B.: The Leadership Challenge, 5<sup>th</sup> edition, 2012.

**Usability of the Module:**

The skills students will learn will serve them during the course of their studies in project related modules, modules that require teamwork and especially during local field training and international internship. It will also help them succeed in any career they choose because emotional intelligence is currently a key requirement of employers in any field. In addition, individuals who learn the skills highlighted in this module are more likely to avoid miscommunication, reach consensus, manage stress and deal with conflicts effectively.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Leadership	MGT493

Compulsory Module		Year of Study	4	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Participation and presentations  
40% Final exam

### Responsible Lecturer(s)

Course	Mode of Delivery	Contact Time	Self-study
Leadership	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks\*3 hours = 45 hours;
- Exercises at home and writing research paper: 35 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of final exam and final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the history of leadership and current leadership theories.
- Understand how leadership models are put into practice personally, locally, and globally.
- Gain knowledge of diverse cultures, cross-cultural communication.
- Understand how ethics, morals, and values relate to their leadership dilemmas.
- Integrate their lived experiences into their leadership development process

### Module Contents:

The module provides a roadmap to achieve excellence in Leadership. It outlines the theoretical foundations of the concept of Leadership through a thorough review of leadership theories and provides students with the opportunity to understand what it takes to influence and empower others.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

### Recommended or Required Reading:

- Kouzes, J. & Posner, B.: The Leadership Challenge, 5th edition, 2012.
- Northouse, P. G. (2016). Leadership: Theory and practice. 7th Ed. Thousand Oaks, CA: Sage
- Komives, S., Lucas, N., & McMahon, T. (2013). Exploring leadership: For college students who want to make a difference. 3rd Ed. San Francisco, CA: Jossey-Bass.
- Lussier, R. N., & Achua, C. F. (2015). Leadership: Theory, application, & skill development. 6th Ed. Cengage learning.
- Northouse, P. G., 2010 Leadership, Theory and Practice, 5<sup>th</sup> Ed, Thousand Oaks, Ca.: Sage Publications.

**Usability of the Module:**

This is an elective module for the three Bachelor's Degree Programs International Accounting, Logistic Sciences and Management Sciences, which will equip students with concepts and theories of leadership and how it can be managed in daily business life.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Logistics Network Design	LOGS324

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Project 1  
15% Project 2  
5% Presentation  
40% Final exam

### Responsible Lecturer(s)

Dr Ismail Abushaikh

Course	Mode of Delivery	Contact Time	Self-study
Logistics Network Design	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence in lectures: 45 hours;
- Project 1 workload: 30 hours;
- Presentation preparation: 10 hours;
- Preparation for exams: 40 hours;
- Field trip: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand theory and practice of managing global supply chains.
- Illustrate how companies take the decision of centralization and decentralization of their distribution activities.
- Examine how companies design their logistics systems.
- Analyze logistics networks.
- Assess the role of logistics networks in improving the overall supply chain performance.

### Module Contents:

This module introduces students to the theory and practice of logistics systems design and operations. Students will be exposed to issues surrounding the location of distribution centers, optimal number of distribution, centralization and decentralization of logistics systems. The module also covers logistics hubs and network design, cross-docking, its types and design of cross-docking facilities, road demountable, benchmarking and performance measurement of logistics operations, logistics performance index and measurements of global logistics performance, sourcing models in logistics, the design and operations of dry ports, global trends in logistics, the design of humanitarian and sustainable networks.

### Planned Learning Activities and Teaching Methods:

- Lectures;

- Within-class exercises;
- Field trips;
- Group discussion.

**Recommended or Required Reading:**

- Rushton, Croucher & Baker: The Handbook of Logistics and Distribution Management, Kogan-Page Limited, 4<sup>th</sup> edition, . YEAR.
- Helbing, D. (Ed.). (2007). Managing complexity: insights, concepts, applications. 1st Ed. Springer.
- Hübner, R. (2007). Strategic supply chain management in process industries: An application to specialty chemicals production network design (Vol. 594). Springer Science & Business Media.

**Usability of the Module:**

This is a compulsory module for B.Sc. in Logistic Sciences program where students will understand the mechanisms of designing supply chain and distribution networks.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Management Information Systems	MGT236

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

10% Case study analysis  
10% Class discussions (groups and individual)  
30% Midterm  
10% Quiz  
40% Final exam

### Responsible Lecturer(s)

Dr. Sana AlGhzawi

Course	Mode of Delivery	Contact Time	Self-study
Management Information Systems	Face-to-face	45	90

### Duration of Study:

One semester

### Allocation of Workload Hours:

- Presence time in lectures: 15 weeks x 3 hours: 45 hours;
- Working on case studies: 15 hours;
- Self-reading at home: 20 hours;
- Preparation for quizzes: 15 hours;
- Preparation for theoretical exams: 40 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recall the concepts of Management Information Systems (MIS), their elements, main types, and utilization to achieve organizational strategies and competitive advantage.
- Define the process of an information system development life cycle to support organizational operations.
- Demonstrate their abilities to plan, design, develop and evaluate information systems using different approaches that align with organizational strategies and needs.
- Identify the role of information systems in influencing decision-making processes.
- Describe how organizations use and manipulate information systems to meet organizational strategies and objectives.
- Collect and manage useful data.
- Evaluate firms' needs to utilize modern technologies to survive and thrive in a dynamic and turbulent business environment.
- Evaluate ethical dilemmas raised by the new advancements in IT, MIS, and the dark side of big data.

### Module Contents:

This module introduces the principles of management information systems. It provides students with the educational background to the technologies of information systems and to then development of large-scale information systems, E-business; how businesses use information systems, achieving competitive advantage with information system, ethical and social issues related to information systems, securing information systems, enterprise applications,

improving decision making and managing knowledge. The material presented in this module takes a management approach rather than a technical approach.

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Group and one on one discussions;
- Real world case studies;
- Power point presentations.

**Recommended or Required Reading:**

- Laudon, K. C. & Laudon, J. P.: Management Information Systems: Managing the Digital Firm, Global Edition, Pearson, 15<sup>th</sup> edition, 2017.
- A. K Gupta.: Management Information System, S. Chand, 1<sup>st</sup> edition, 2014.
- Rainer and Brad: (2015), Management Information System, Wiley, 3<sup>rd</sup> edition, 2015.
- Pearson K. E., Saunders, C. & Galetta, D. F.: Managing and Using Information Systems: A Strategic Approach, Wiley, 6<sup>th</sup> edition, 2015.

**Usability of the Module:**

This module is one of the Management Sciences program requirements. The module aims to equip students with the knowledge on how businesses use information systems and how it helps them achieving competitive advantage. This module is the base for advanced modules such as Knowledge Management MGT313, E-Business & E-Commerce MGT329 & Decision Support System MGT333.

**Prerequisites and Co-requisites:**

- MGT101: Principles of Management (prerequisite)
- CS115: Computing Fundamentals for Business & Logistics (prerequisite)
- CS1150 Computing Fundamentals for Business & Logistics Lab (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Management Accounting	ACC332

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
40% Research paper and cases (mid-term exam)  
20% Presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ali Mohammad Al-attar

Course	Mode of Delivery	Contact Time	Self-study
Management Accounting	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and writing research paper and cases: 40 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Be aware of the practical problems facing the Jordanian firms in using the scientific methods (covered in this module) in taking rational decisions.
- Identify the relevant costs and present it for the managers to make rational decisions and choose the most profitable investment project by employing the scientific methods.
- Identify the differences between the financial and managerial accounting.
- Analyse behaviour of fixed, variable and mixed costs, and prepare income statements using the contribution margin format.
- Prepare cost-volume profit analysis.
- Understand the advantages and disadvantages of both variable and absorption costing.
- Prepare budgeted financial statements.
- Identify relevant and irrelevant costs and benefits in a decision situation and identify the methods used in accepting an investment project.
- Act with soft skills in management accounting (intercultural and international skills, self- and team competences, skills for logistics leaders).
- Compose a research paper as preparation for the German year, thesis and surveys.
- Communicate, present, and discuss about management accounting in English and German.

**Module Contents:**

The module covers the fundamentals of managerial accounting, covering practices and methods in support of planning, decision-making and control. The module introduces cost terms and the use of accounting information in planning and control decisions. The module presents managerial accounting tools such as cost-volume-profit analysis, comprehensive budgeting, relevant costs related to nonrecurring decisions, responsibility accounting, and performance evaluation. The module covers capital budgeting, and concludes with a discussion of strategic management accounting techniques.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Garrison, R. H., Noreen, E. W. & Brewer, P. C.: Managerial Accounting (Middle East Edition), 2nd edition, 2010.
- Garrison, R. H., Noreen, E. W. & Brewer, P. C.: Managerial Accounting, 16th edition, 2017.
- Hilton, R. W.: Managerial Accounting, 9th Ed, 2014.
- Brewer, P. C., Garrison, R. H., & Noreen, E. W. (2015). Managerial accounting. 14th Ed, McGraw-Hill Create

**Usability of the Module:**

This is a compulsory module in the Bachelor's Degree Program International Accounting. It will enable the student to have a clearer perspective in terms of handling with numbers from managerial perspective and understand the different profit margin and how to implement each one of them , in order to reach a decision.

**Prerequisites and Co-requisites:**

ACC101: Principles of Accounting (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Mathematics for Business	MGT121

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Class participation  
40% Final exam

### Responsible Lecturer(s)

Dr. Raed Al Khasawnaeh

Course	Mode of Delivery	Contact Time	Self-study
Mathematics for Business	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation for assignments: 40 hours;
- Exercises at home: 30 hours;
- Preparation exams: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain fundamental and relevant mathematical tools and methodology.
- Classify issues in quantitative business and economic analysis.
- Apply methods accurately and carefully to well define business and economic problems.
- Compute and solve problems by applying mathematical tools.

### Module Contents:

The aim of this module is to provide students with fundamentals of mathematics as a tool necessary for analysing business situations. This module covers basic algebra and arithmetic (algebraic expressions and their simplification, linear, quadratic, irrational equations, inequalities, simultaneous equations).

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Exercises in class and at home.

### Recommended or Required Reading:

- Jacques, I.: Mathematics for Economics and Business, Pearson, 8<sup>th</sup> edition, 2015.
- Karris, S. T. (2001). Mathematics for business, science, and technology. 1<sup>st</sup> ed, Orchard Publications.
- Wallis, W. D. (2012). A beginner's guide to finite mathematics: for business, management, and the social sciences. 2<sup>nd</sup> Ed, Springer Science & Business Media.

- Brechner, R., & Bergeman, G. (2016). Contemporary Mathematics for Business & Consumers. 8<sup>th</sup> ed, Cengage Learning.
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**Usability of the Module:**

This module provides a thorough foundation in mathematical methods for economics, business studies and accountancy students. It enables students to move to a variety of other subjects as Statistics, Micro and Macro Economics, Financial Accounting modules smoothly. This module will help students in the other modules which need mathematical tools such as, Quantitative Analysis for Business MGT224 & Project Management & Planning MGT328.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Military Science [For Jordanians Only]	MILS100

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	60
Optional Module		Winter Semester	X	ECTS	2
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Participation and homework  
10% Presentation  
40% Final exam

### Responsible Lecturer(s)

Military Science Office at GJU

Course	Mode of Delivery	Contact Time	Self-study
Military Science	Face-to-face	45	15

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 5 hours;
- Exercises and self-reading at home: 5 hours;
- Preparation of midterm exam and final exam: 5 hours

### Learning Outcomes:

By the end of this module, the student will be able to:

- Express his/her national feeling and loyalty to the country's leadership and encourage their pride in Jordanian constants and values.
- Demonstrate an overall general military education.
- Comprehend and understand the capabilities of the Jordanian Armed Forces.
- Comprehend and understand the capabilities of the Arab Army and other security agencies.
- Comprehend and understand the role of the Jordanian Armed Forces and the Arab Army in developing and serving the Jordanian society.

### Module Contents:

- The evolution and development of the Hashemite Kingdom of Jordan and the Jordanian Armed Forces – The Arab Army;
- Roles of the Jordanian Armed Forces – The Arab Army;
- Development of Security and Protection Agencies;
- Citizenship and Challenges.

### Planned Learning Activities and Teaching Methods:

- Classroom lectures using PPT Slides;
- Interactive discussions.

**Recommended or Required Reading:**

Military Science Book; 2020 edition

**Usability of the Module:**

The Military Science Module is a mandatory module in all of Jordanian universities. It promotes and increases Jordanian university students' national feeling and loyalty to the country's leadership and encourage their pride in Jordanian morals and values, while providing them with an overall general military education. In addition, highlighting the capabilities of the Jordanian Armed Forces / Arab Army and other security agencies, their capabilities and their role in developing and serving the Jordanian society through predefined lectures and comprehensive material. Overall knowledge of the role of the armed forces in society instils in people a deep respect for them rather than misunderstanding their presence or role in any society.

**Prerequisites and Co-requisites:**

ARB099: Arabic 99 (prerequisite)

**Language of Instruction:**

Arabic

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
National Education	NE101

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	60
Optional Module		Winter Semester	X	ECTS	2
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Written report,  
10% Presentation  
10% Students' class discussions and participation  
40% Final exam

### Responsible Lecturer(s)

Dr. Abdallah Raggad  
Dr. Safa Shweihat

Course	Mode of Delivery	Contact Time	Self-study
National Education	Face-to-face	22.5	15
	Online platform Edraak	22.5	

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in classroom lectures, exercises and presentations: 15 weeks \* 1.5 hours = 22.5 hours;
- Presence on online platform Edraak: 15 weeks \* 1.5 hours = 22.5 hours;
- Preparation and practicing oral presentation: 5 hours;
- Exercises and self-reading at home: 5 hours;
- Preparation of midterm exam and final exam: 5 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and apply the balance between behavioral claims such as "the rights of the citizen, and compliance with obligations" as stipulated by the Jordanian Constitution.
- Commit to the values of good citizenship: responsible freedom, positive and active participation, equality and equal opportunities, solidarity, cooperation and the preservation of public property.
- Demonstrate a commitment to the rights and duties as a Jordanian citizen according to the constitution, as well as the ethics of the Jordanian society.
- Create a sense of respect and appreciation for the diversity of ethnic, religious and cultural references in Jordanian society.
- Question behavior which conflicts with the supreme national interest and will demonstrate national unity and loyalty.
- Integrate voting or running for election in various types of elections on objective grounds in their role as a citizen.
- Differentiate between the terms of National Education: affiliation, loyalty, the supreme national interest, political development and democracy, the political culture, good citizenship, equality and participation.

### Module Contents:

- Introduction to Civic Education;

- History of the Hashemite Kingdom of Jordan;
- Development and population;
- Political system in Jordan, and its process of democratization;
- Jordan's economy;
- Jordanian society and change;
- National security in Jordan;
- Education system in Jordan.

Edraak Online platform: Video interviews on:

- History of Jordan;
- Role of women in Jordan;
- Political challenges;
- Cultural issues and challenges.

#### **Planned Learning Activities and Teaching Methods:**

- Lectures;
- Edraak online platform;
- Dialogue and discussion;
- Student class presentation;
- Scientific reports;
- Following-up on important or problematic Jordanian events.

#### **Recommended or Required Reading:**

- سعيد التل، سهيلة بنات ، وهالة بوادي ، وآخرون "التربية الوطنية / الأردن أنموذج ( " ) 2020
- Shweihat, S.: The Role of Universities in the Development of Political Awareness among Students and Ways to Develop It, in: An-Najah University Journal for the Humanities, Vol. (34) 10, 2020.
- Shweihat, S.: The Role of Education Faculties at Jordanian Universities in Developing Citizenship among Students, Dirasat, Human and Social Sciences, University of Jordan, Vol. (46) 2, 2019.
- Shweihat, S.: The Foundation of National Education, 2006.
- Shweihat, S.: Jordanian Citizenship, 2009.
- Joffe, G. (ed.): Jordan in Transition 1990-2000, 2003.
- Royal Hashemite Court: The Jordanian Constitution, 1952.
- Coplin, B.: Manual for Good Citizenship: Public Policy Skills in Actions, 2010.
- Edraak online platform videos and material.

#### **Usability of the Module:**

National Education is a mandatory module by the Jordanian Government in every university to teach students Jordanian laws and citizen responsibilities. It is an important module because it helps students understand their diverse culture and the role of government in addition to the role of individuals in making a country united and successful. They will carry this sense of loyalty and understanding with them anywhere they go because they appreciate that any individual in any country regardless of whether they are a citizen or a visitor have both rights and responsibilities.

#### **Prerequisites and Co-requisites:**

ARB099: Arabic 99 or a passing grade of 50 or above on the Arabic placement test (prerequisite).

#### **Language of Instruction:**

Arabic

#### **Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Operations Management	LOGS213

Compulsory Module		Year of Study	2	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

5% Participation  
5% Reflection and review  
30% Mid-term exam  
20% Project and presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Omar Shubailat

Course	Mode of Delivery	Contact Time	Self-study
Operations Management	Face-to-face	45	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation for project: 20 hours;
- Preparation of presentation: 10hours;
- Exercises and self-reading at home and preparation for mid-term exam: 30 hours;
- Preparation of final exam: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Articulate and exemplify operations management policies and techniques to the service vs manufacturing sector.
- Explain the role of operations management in the overall business strategy of a firm.
- Describe the independence of the operation system with other key functional areas of the firm.
- Identify and differentiating comparative approaches to operations management in a global context.
- Breakdown, categorize and calculate the key factors and the interdependence of these factors in the design of effective operating systems by using appropriate tools.

### Module Contents:

This module covers the concepts, processes, and managerial skills needed in producing goods and/ or services. The module focuses on decisions that convert broad policy directives into specific actions. It also deals with monitoring and evaluating of operations activities to see that they conform to established plans. The major techniques of quantitative analysis are applied to a variety of managerial decision problems. Emphasis is placed on developing formal analytic skills, especially in structured problem solving and on recognizing the strengths, limitations, and usefulness of management science techniques.

Topics:

- Using operations to create value
- Process strategy and analysis
- Planning capacity

- Managing process constraint
- Managing quality
- Planning and scheduling operations
- Managing effective projects
- Efficient remodule planning.

**Planned Learning Activities and Teaching Methods:**

- Lecture;
- Quizzes;
- Videos provided through Moodle (eLearning).

**Recommended or Required Reading:**

- KRAJEWSKI, L., Ritzman, L. P., & Malhotra, M. K. (2019). Operations management. Processes and Supply Chains, 12<sup>th</sup> Ed, Harlow: Pearson.
- Stevenson, W. J., Hojati, M., & Cao, J. (2014). Operations management (p. 182). 12th Ed, McGraw-Hill Education.
- Greasley, A. (2007). Operations management. 1<sup>st</sup> Ed, Sage.

**Usability of the Module:**

This module is a compulsory in the Bachelor's Degree Program Logistic Sciences. It will help equip the student with the required knowledge in terms of the business operations and the aim of the business, and its main key factors of operation.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Organizational Behaviour	MGT211

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
40% Final exam  
20% Assignments and presentation

### Responsible Lecturer(s)

Dr Mohammad Ta'Amnha, Dr. Fathi Yosef

Course	Mode of Delivery	Contact Time	Self-study
Organizational Behaviour	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation of presentation: 25 hours;
- Working on assignments: 35 hours;
- self-reading at home: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define the key concepts related to organizational behavior.
- Highlight relevant theories in different contexts.
- Memorize the key definitions and concepts in the field of organizational behavior.
- Summarize the basic concepts of organizational behavior, including attitude, motivation, emotions and moods, groups and work teams, and apply them in real cases and work contexts.
- Relate workplace behaviors from different organizational behavior perspectives.
- Understand organizational behavior challenges faced by employers, and be able to critically discuss and suggest solutions to potential problems relevant to organizational behavior.
- Identify key workplace attitudes in real life contexts.
- Express different viewpoints pertaining to different concepts.
- Compare the concepts of organizational behavior and spot the similarities and differences between them.
- Paraphrase the concepts and theories using the student's own words and style.
- Predict individual's behavior in workplace context according to case studies.
- Articulate clearly and precisely the learned concepts and theories in different contexts.

### Module Contents:

- What is organizational behavior?
- Diversity in organizations;
- Attitudes and job satisfaction;
- Emotions and moods;

- Personality and values;
- Perception and individual decision making;
- Motivation concepts;
- Motivation: from concepts to application;
- Understanding work teams;
- Leadership.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

**Main Textbook:**

- Robbins, S. & Judge, T.: Organizational Behavior, Pearson Education limited. England, 16th edition, 2015.

**Extra Readings:**

- Smith, P., Farmer, M., & Yellowley, W. (2013). Organizational behaviour. 1st Ed, Routledge.
- Bratton, J. (2015). Introduction to work and organizational behaviour. 3<sup>rd</sup> Ed, Macmillan International Higher Education.
- Huczynski, A. A., Buchanan, D. A., & Huczynski, A. A. (2013). Organizational behaviour (p. 82). 8<sup>th</sup> Ed, Harlow: Pearson.

**Usability of the Module:**

This is a compulsory module for both logistic sciences and management sciences programs. This is intended to equip students with the basics and theories of organizational behaviour. These knowledge and skills will be applied in advanced modules such as HRM MGT314.

**Prerequisites and Co-requisites:**

MGT101: Principles of Management (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Organizational Development and Change	MGT416

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Report and Presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ghazi A Samawi

Course	Mode of Delivery	Contact Time	Self-study
Organizational Development and Change	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks\*3 hours = 45 hours.
- Preparation and writing research paper: 30 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain in detail the historical foundations and methodological underpinnings of action research and organization development (OD).
- Identify the concepts and techniques upon which survey feedback, process consultation and team-building interventions are based.
- Explain the steps involved in planned change and appreciate the delicate nature of organizational interventions.
- Differentiate between and among trendy fads that waste organizational time, energy and effort from truly effective models, paradigms and change strategies that make real improvements in human behavior in organizations.
- Identify organizational situations that require professional assistance, diagnose the organizational issues, and at a basic level, apply the appropriate intervention. Easily locate professional resources/tools available to the practitioner.
- Integrate OD frameworks with broader HR principles and competency models.
- Refer to a framework for diagnosing, making decisions and interventions for the development process.

### Module Contents:

Organization Development (OD) is the process of planning and implementing interventions to create interpersonal, group, intergroup, or organization-wide change. This module presents the theoretical foundations of organization development as an applied behavioral science. Students will also be introduced to many types of interpersonal, intra-group, intergroup, and organizational interventions that are used to effect comprehensive and lasting changes.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Jones, G. R.: Organizational Theory, Design, and Change: Global Edition, Pearson, 8<sup>th</sup> edition, 2013.
- Harvey, D. & Brown, D. R.: An Experiential Approach to Organization Development, Pearson, 9<sup>th</sup> edition, 2015.
- McLean, G. N.: Organization Development: Principles, Processes, Performance, Berrett- Koehler Publishers, Inc., 1<sup>st</sup> edition, 2006.
- French, W. L. & Bell, C. H.: Organization Development: Behavioral Science Interventions for Organization Improvement, Prentice Hall, 6<sup>th</sup> edition, 1999.
- The Organization Development Journal (ISSN 0889-6402).
- Leadership & Organization Development Journal (ISSN 0143-7739).

**Usability of the Module:**

This is a compulsory module for the Bachelor's Degree Program Management Sciences and an elective for both Bachelor's Degree Programs International Accounting & Logistic Sciences. It is intended to provide students with the knowledge and practices about how to develop organizations.

**Prerequisites and Co-requisites:**

MGT314 Human Resources Management (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Principles of Accounting I	ACC101

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
40% Midterm exam  
10% Participation  
10% Homework  
40% Final exam

### Responsible Lecturer(s)

Dr. Ahmad Abu Dawleh

Course	Mode of Delivery	Contact Time	Self-study
Principles of Accounting	Face-to-face	45	90

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Teaching : 45 hours;
- Exercises : 35 hours;
- Preparation for the exam: 20 hours;
- Reading : 35 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the basic concepts of accounting.
- Differentiate and prepare different types of financial statements and reports.
- Discuss and apply how revenues, expenses, assets and liabilities are recognized in the records.
- Formulate and compute income for both service and merchandising companies.
- Implement inventory valuation methods for valuing ending inventory and cost of goods sold.

### Module Contents:

This module covers the conceptual foundation of accounting, the accounting cycle for service and merchandising enterprises, the preparation of income statement and related information, the balance sheet of proprietorships and partnerships, basics of accounting information systems, introduction to the conceptual framework for the preparation and presentation of financial statements as well as the valuation and reporting of selected items reported in the balance sheet; such as cash and inventories.

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Powerpoint;
- Exercises;
- Case analysis.

**Recommended or Required Reading:**

- Weygandt, J. J., Kimmel P. D. & Kieso, D. E.: Financial Accounting: IFRS, John Wiley & Sons, Inc., 4th edition, 2018.
- Weygandt, J. J., Kimmel P. D. & Kieso & M.E. Jill : Accounting Principles. 14th Ed, 2020. Wiley
- Wild J. & Shaw : Fundamental Accounting Principles. McGraw-Hill, 24th Ed, 2018.

**Usability of the Module:**

This is a compulsory module in the International accounting department. It will provide the student with a very basic knowledge in accounting in order to build on it for the next courses, especially Principles of Accounting II (ACC102).

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Principles of Management	MGT101

Compulsory Module	X	Year of Study	1	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Preparation, presentation and paper about the field trip  
40% Final exam

### Responsible Lecturer(s)

Dr. Rana Sabri, Dr. Fathi Yosef, Dr. Mohamed Taamnah, Mr. Omar Bawaliz

Course	Mode of Delivery	Contact Time	Self-study
Principles of Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours, including excursion (8 hours);
- Readings: 30 hours;
- Assignments: 30 hours;
- Preparation for presentation: 10 hours;
- Preparation for exams: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define the main concepts of management and organization.
- Differentiate between the main functions of management (planning, leading, organizing and controlling).
- Explain the different schools of strategic management.
- Discuss historic & contemporary developments in management.
- Apply management tools and models to case studies and real cases.

### Module Contents:

The module is designed to equip students with the basic knowledge and skills in the field of management. The module consists of the main concepts of management and the management process. During this module; basic concepts of management will be illustrated. The module covers the following topics:

- The management process;
- History of management;
- External environment and organizational culture;
- Fundamentals of planning;
- Fundamentals of control;
- Fundamentals of organizing;
- Essentials of leadership.

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Case studies;
- Group work;
- Excursion;
- Presentation.

**Recommended or Required Reading:**

- John R. Schermerhorn Jr. & Daniel G. Bachrach: Management. 14th Ed, Wiley, 2020.
- Robbins, S. P., DeCenzo, D. A. & Coulter, M. K.: Fundamentals of Management: Essential Concepts and Applications, Pearson Prentice Hall, 6<sup>th</sup> Ed, 2007.
- Griffin R. Fundamentals of Management: 8th Edition, 2015. Cengage Learning.

**Usability of the Module:**

This is a compulsory module for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences which is usually taken in the first year. This module will provide students with the foundational concepts of management and business, which will be further developed in many other modules of higher semesters. This module is the base for other modules such as Fundamentals of Marketing MGT124, Human Resources management MGT314 and Organizational Behaviour MGT211.

**Prerequisites and Co-requisites:**

None

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Procurement Management	LOGS223

Compulsory Module		Year of Study	2	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Group project & presentation  
40% Final exam

### Responsible Lecturer(s)

Dr Luay Jum'a

Course	Mode of Delivery	Contact Time	Self-study
Procurement Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours.
- Group work on project: 20 hours.
- Preparation for the presentation: 10 hours.
- Exercises and self-reading at home: 20 hours.
- Preparation for first and second exams: 25 hours.
- Preparation of final exam and the final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain the importance of procurement and supplier management in today's business environment.
- Describe the basic concepts, techniques, methods and applications of procurement and supplier management, including supplier selection, sourcing decisions, and managing supplier performance.
- Analyze the purchasing process of real companies based in Jordan.
- Evaluate the purchasing process of real companies based in Jordan and how it can be improved.
- Design a suppliers' evaluation tool to measure their performance.
- Employ data provided by suppliers and/or the purchasing department in calculating performance indicators.
- Compare between suppliers based on data about their performance.
- Understand purchasing strategies and how to apply them based on the organization's different resources.
- Identify best practices used by companies through analysis of real case studies.

### Module Contents:

Purchasing management is a significant component for any business. Companies recognize the significant cost savings that can arise from effective purchasing decisions and likewise how poor purchasing strategies may result in disaster. So, this module focuses on providing a solid managerial perspective of the purchasing function as a part of the logistical activities and as a part of the supply chain management. It presents the most current and complete coverage of today's purchasing activities and provides numerous real-world cases, insights and knowledge into the strategies, processes, and practices of the purchasing function.

This module aims to develop an understanding of the important role of purchasing in the organization and the relationship between the purchasing department and other departments in the organization. Furthermore, this module introduces the basic concepts, techniques, methods and applications of procurement and supplier management, including supplier selection, sourcing decisions, and managing supplier performance. It explains purchasing strategies and policies as well as activities of the purchasing manager. Moreover, this module discusses the impact of purchasing on competitive success, profitability and other measures of organizational performance and defines what specialized purchasing skills and techniques are required.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Presentations for real case studies;
- Videos.

**Recommended or Required Reading:**

- Monczka, R. M., Handfield R. B., Giunipero, L. C., and Patterson, J. L.: Purchasing and Supply Chain Management, South-Western/Cengage, 6<sup>th</sup> edition, 2016.
- Lysons, K., & Farrington, B. :Procurement and supply chain management. Pearson UK. 9th Ed, 2016.
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**Usability of the Module:**

This is a compulsory module for the Bachelor's Degree Program Logistic Sciences and an elective for both Bachelor's Degree Programs Management Sciences and International Accounting.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Project Management & Planning	MGT328

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Quizzes and participation  
40% Final exam

### Responsible Lecturer(s)

Eng. Omar Bwalize

Course	Mode of Delivery	Contact Time	Self-study
Project Management & Planning	Face to face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations 15 weeks \* 3 hours = 45 hours;
- Preparation for assignments: 40 hours;
- Exercises at home: 20 hours;
- Preparation exams = 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Recognize the importance of project management.
- Discuss the basic concepts of project management.
- Describe the actual procedures used in initiating, planning, executing, monitoring and controlling, and closing projects.
- Relate project management concepts to solve actual problems of companies
- Appraise collaborative behavior through working in groups.

### Module Contents:

This module is designed for business students. We will start with defining the project and the project management processes. Then we will move on to the project management knowledge areas: scope management, project scheduling management (networks, duration estimation and critical path), project risk management, project leadership, project selection and portfolio management, project organizational context, and cost management.

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Interactive exercises.

**Recommended or Required Reading:**

- Meredith, J. R., Shafer, S. M., Mantel Jr, S. J., & Sutton, M. M. (2020). Project management in practice. 7th Edition. John Wiley & Sons.
- Pinto, J. K.: Project Management: Achieving Competitive Advantage, Pearson Education, 3rd edition, 2013.
- Krenzer H. :Project Management: A Systems Approach to Planning, Scheduling, and Controlling. Wiley, 11<sup>th</sup> Ed. 2031
- Project Management Institute (PMI): PMBOK Guide, Project Management Institute, 6<sup>th</sup> Ed, 2017.

**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program Management Sciences and optional for both Bachelor's Degree Programs International Accounting and Logistic Sciences. This module is to equip student with the knowledge and skills about how to manage and design projects.

**Prerequisites and Co-requisites:**

MGT224 Quantitative Analysis for Business (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Quality Management	MGT418

Compulsory Module	X	Year of Study	4	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	x	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

Portfolio:  
40% Midterm exam  
20% Report and presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Ghazi A Samawi

Course	Mode of Delivery	Contact Time	Self-study
Quality Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks\*3 hours = 45 hours;
- Preparation and writing research paper: 30 hours;
- Preparation of presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation of final exam and final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe and explain the quality management theory, principles, and practices.
- Classify and meet the needs of internal/external customers.
- Implement quality improvement efforts using teams.
- Use the quality improvement tools and practices for continuous improvement.
- Develop strategies for organizational change, transformation and excellence.
- To use the business model in analyzing the organization operations and increasing the competitiveness

### Module Contents:

Total Quality Management (TQM) helps the students to learn to view quality from a variety of functional perspectives, gain a better understanding of the problems associated with improving quality, also quality tools utilized in service and international/environments. This module focuses on the essence, principles, and practices of total quality management (TQM). Some of the ideas and topics that are covered are: process improvement; process orientation; service quality; human resources; customer satisfaction programs; quality function deployment; process control and capability; role of inspection; economics of quality; productivity measurement; learning and organizational performance measures; and teachings of Deming, Juran, and Crosby.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;

- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

- Goetsch, D. & Davis, S.: Quality Management for Organizational Excellence, Pearson, 8<sup>th</sup> edition, 2016.
- Besterfield .D.H : Quality Improvement. Pearson, 9th Edition, 2012.
- Oakland, J. S.: Total Quality Management and Operational Excellence: Text with Cases Paperback, Routledge. 5th Ed. 2020.
- Deming, W. E.: Out of the Crisis, MIT Press, 2018.
- Liker, J. K.: The Toyota Way: 14 Management Principles from the World's Greatest Manufacturer, McGraw-Hill Education, 1<sup>st</sup> Ed, 2004.

**Usability of the Module:**

This course is compulsory for both Bachelor's Degree Programs Management Sciences & Logistic Sciences and an elective for the Bachelor's Degree Program International Accounting.

**Prerequisites and Co-requisites:**

MGT224 Quantitative Analysis for Business (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Quantitative Analysis for Business	MGT224

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Participation and assignments  
40% Final exam

### Responsible Lecturer(s)

Eng. Omar Bwaliez

Course	Mode of Delivery	Contact Time	Self-study
Quantitative Analysis for Business	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Exercises = 45 hours;
- Readings = 30 hours;
- Preparation for exams = 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Making use of operations research methods.
- Modelling and solving real world problems in the field of business and management. .
- Utilizing some basic computer applications to solve such problems.
- Integrating the results in the decision-making process.

### Module Contents:

The module aims to provide the students with some basic concepts of quantitative methods for supporting decision making for managerial situation and practice. The module covers decision analysis, regression models, forecasting models, and the graphical and computer methods of linear programming models.

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Excises;
- Homework.

### Recommended or Required Reading:

- Render, B., Stair, Jr., R., Hanna, M. & Hale, T: Quantitative Analysis for Management, ,Pearson Education, 13<sup>th</sup> edition, 2018.
- Anderson, D. R., Sweeney, D. J., Williams, T. A., Camm, J. D., & Cochran, J. J. (2015). Quantitative Methods for Business . 13<sup>th</sup> Ed. Cengage Learning.

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**Usability of the Module:**

This module is compulsory for the Bachelor's Degree Program Management Sciences and an elective for the Bachelor's Degree Program International Accounting. It will equip students with the mathematical tools and approaches used for business.

**Prerequisites and Co-requisites:**

MGT122 Business Statistics (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Research Methods for Business	MGT213

Compulsory Module	X	Year of Study	2	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Research paper and presentation  
40% Final exam

### Responsible Lecturer(s)

Dr. Serena Sandri, Dr. Rana Sabri

Course	Mode of Delivery	Contact Time	Self-study
Research Methods for Business	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Preparation and writing thesis: 40 hours;
- Preparation of presentation: 20hours;
- Preparation of defence: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define business research and understand the main research terminology.
- Identify the most important steps for doing research.
- Describe quantitative, qualitative, and mixed methods approaches to business research.
- Choose the appropriate research strategy based on the research context.
- Identify the elements of research design to be applied in a specific research context.
- Judge the logical consistency of written material.
- Evaluate quality of academic sources.
- Write a research report.
- Value the ethical principles of research.

### Module Contents:

The primary purpose of this module is to provide a comprehensive introduction of research and to prepare students to critically read research. The module is introductory in the sense that the emphasis is on exposure to a variety of research methods and methodologies, rather than developing expertise in any one particular method. Besides, it is designed to acquaint students with a range of research methods available and the criteria for choosing among them. More specifically, Research Methodology educates students about types of scientific quantitative and qualitative methods and its applications to research process in business discipline.

### Planned Learning Activities and Teaching Methods:

- Lectures with intensive discussions;
- Exercises in class and at home;

- Research simulations;
- Writing and presenting research papers alone or in group work.

**Recommended or Required Reading:**

*Main reading:*

- Sekaran, U. & Bougie, R.: Research Methods for Business: A Skill Building Approach, John Wiley & Sons, Inc., 7<sup>th</sup> edition, 2016.

*Additional selected readings from:*

- May, T.: Social Research, McGraw-Hill Education, 4<sup>th</sup> Ed, 2011.
- Kumar, R. :Research methodology: A step-by-step guide for beginners.5<sup>th</sup> Ed, . (2018). Sage.
- Selected readings from academic journals such as Small Business Economics, Mediterranean Politics, selected conference proceedings, and other academic publications

**Usability of the Module:**

This module is compulsory for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences. It is designed to equip students with the skills and knowledge to be used in further modules, projects and the B.A thesis.

**Prerequisites and Co-requisites:**

MGT122: Business Statistics (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Retail Logistics	LOGS417

Compulsory Module		Year of Study	4	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

<b>Examination</b>
30% Mid-term exam
30% Assignment
40% Final exam

<b>Responsible Lecturer(s)</b>
Ahmed Alabadleh

Course	Mode of Delivery	Contact Time	Self-study
Retail Logistics	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Preparation for assignments: 40 hours;
- Readings: 25 hours;
- Preparation exams: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Define retailing and consider it from different perspectives, including its role in the distribution process.
- Determine the role and relation of retailers within the supply network.
- Explain what value means and highlight its pivotal role in sustaining healthy relationships.
- Build a retail strategy.
- Test various data mining algorithms in grocery retailing, and their benefits.
- Solve different optimization models in retailing.
- Interpret the role of network design in improving the competitiveness of the whole supply chain.
- Exemplify how companies design their logistics systems.
- Link the appropriate network design according to specific logistics requirements.

### Module Contents:

- Introduction to retailing
- Relationships in retailing
- Strategic Planning in retailing
- Retail institutions, Web, nonstore-based retailing and other forms of non-traditional retailing
- Targeting customer and gathering information
- Choosing a store location
- Managing a retail business
- Strategic involvement of customers in Supply Chain activities
- transferring and adapting customer requirements backwards along the supply chain processes

- Reduction of costs and complexity in collaboration with customers (e.g. efficient unit loads, delivery structure )
- Cross-functional optimization with customers to improve service level (e.g. Collaborative Planning, Forecasting and Replenishment, alignment with planning, logistics & distribution centre)
- Implementation of customer standards to reduce work-arounds (e.g. GS1 best practices)
- transparency and root cause analysis with KPIs / Balanced Scorecards

**Planned Learning Activities and Teaching Methods:**

- Lectures;
- Exercises;
- Case studies.

**Recommended or Required Reading:**

- Chopra, S. & Meindl P.: Supply Chain Management Strategy, Planning, and Operation, Pearson Prentice Hall, 6th Ed, 2014.
- Berman, B. & Evans, J.: Retail Management: A Strategic Approach, Pearson Prentice Hall, 13th Ed, 2017..
- Jiawei, H. & Kamber, M & Kamper M.: Data Mining: Concepts and Techniques, Diane Cerra, 3rd Ed, 2012.

**Usability of the Module:**

This is a compulsory module for Bachelor's Degree Program in logistic sciences and elective for Bachelor's program in Management Sciences. Students will be provided with the knowledge and applications of the retailers and they are managed.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English (or if German professors available English with German)

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Social Entrepreneurship and Enterprises	SE301

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
20% Case study  
10% Class activities & participation  
40% Final exam

### Responsible Lecturer(s)

Rasha Al-Hijazeen

Course	Mode of Delivery	Contact Time	Self-study
Social Entrepreneurship and Enterprises	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours= 45 hours;
- Preparing and analysing case studies: 10 hours;
- Preparing and studying at home: 20 hours;
- Preparation of midterm and final exams: 15 hours.

### Learning Outcomes:

By the end of the module, the student will be able to:

- Design a business plan for a social venture.
- Outline the field of social entrepreneurship and many of the opportunities, challenges, and issues facing social entrepreneurs.
- Recall their research on leading social entrepreneurs who are using business skills to address complex social problems.
- Integrate the learned concepts, and how business skills can be the solution to many social problems.
- Applying solutions challenges in the field of social entrepreneurship

### Module Contents:

- The meaning of a social enterprise;
- Examples of social enterprises;
- Social enterprises, private sector and charities;
- Mission and purpose;
- Business plan in a nutshell;
- Vision, mission and values;
- Branding;
- Commercial strategy;
- Quality assurance;
- Marketing and sales funnel;

- Market research;
- Competitor analysis;
- Marketing and PR channels;
- Sales strategy;
- Sales target;
- Managing finance;
- Social enterprise budgeting.

**Planned Learning Activities and Teaching Methods:**

- Lectures with engaging and interactive discussions;
- In-class group activities;
- Presenting and analyzing case studies in groups.

**Recommended or Required Reading:**

- Yunus, M. & Weber, Karl: Building Social Business: The New Kind of Capitalism that Serves Humanity's Most Pressing Needs, PublicAffairs, 1<sup>st</sup> edition, 2011.
- Lubetzky, D.: Do the Right Thing: Think Boundlessly, Work Purposefully, Live Passionately, Bullentine Books, 1<sup>st</sup> edition, 2015.
- Ridley-Duff, R. & Bull, M.: Understanding Social Enterprise: Theory and Practice, 3<sup>rd</sup> edition, 2019.

**Usability of the Module:**

Social Entrepreneurship is a field, which is becoming increasingly important in today's world. Ending poverty and unemployment, establishing peace, reducing global warming, and improving public education and healthcare are but a few examples of long-term goals social entrepreneurs work innovatively to achieve. In addition, social entrepreneurs enjoy vision, leadership skills and capacities, knowledge of social concerns and the capabilities to strategically plan and execute successful projects that are meant to cause long lasting change. Enterprises run on business principles for a social cause, and businesses paying attention to social concerns are becoming very vital to achieving sustainable and comprehensive development. When we teach our students the necessary skills to achieve this, we contribute to the overall betterment of society to complement whatever their field of study.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Soft Skills	SFTS101

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Mid-term exam  
10% Oral presentation  
20% Quizzes  
40% Final exam

### Responsible Lecturer(s)

Dr. Eva Haddad  
Dr. Deema Khasawneh

Course	Mode of Delivery	Contact Time	Self-study
Soft Skills	Face-to-face	45	45

### Duration of Study:

One Semester

### Allocation of Workload Hours:

- Presence time in lectures, presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing oral presentation: 10 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of Midterm exam and final exam: 15 hours.

### Learning Outcomes:

- Demonstrate the required skills to become a self-learning, interactive and proactive individual, empowered with critical thinking abilities.
- Recognize the different soft skills needed in their daily lives and their future career including but not limited to communication skills, presentation skills, time management, leadership, teamwork and problem solving and negotiation.
- Integrate their personal development skills and interpersonal skills to advance their private and professional lives.
- Succeed in any interview and master self-confidence and self-monitoring.

### Module Contents:

- Soft skills and critical thinking;
- Personal development;
- Personal skills for the mind;
- Personal SWOT analysis;
- Creative thinking;
- Emotional intelligence;
- Self-awareness;
- Time management;
- Communication skills;
- Listening skills;

- Nonverbal communication;
- Verbal communication;
- Conflict resolution;
- Groups and teams;
- Decision making;
- Problem solving;
- Negotiation skills;
- Leadership skills;
- Entrepreneurship;
- The seven habits of highly effective people;
- Job skills activities

**Planned Learning Activities and Teaching Methods:**

- Students' presentations;
- Exercises in class and at home;
- Discussions in class.

**Recommended or Required Reading:**

- Suresh, K. E., Sreehari, P. & Savithri, J.: Communication Skills and Soft Skills: An Integrated Approach, Pearson, 1<sup>st</sup> edition, 2011.
- Tulgan, B.: Bridging the Soft Skills Gap: How to Teach the Missing Basics to Today's Young Talent, Jossey-Bass, 1<sup>st</sup> edition, 2015.
- Sonmez, J.: Soft Skills: The Software Developers Life Manual, Manning Publications, 2<sup>nd</sup> edition, 2020.
- Nagy, Z.: Soft Skills to Advance Your Developer Career: Actionable Steps to Help Maximize Your Potential, Apress, 1<sup>st</sup> edition, 2019.
- Covey, S.: The Seven Habits of Highly Effective People, Apress, 1<sup>st</sup> edition, 2020.

**Usability of the Module:**

Soft skills are a very important but often overlooked part of a student's education. This module helps students by combining the hard skills they learn in their major with the soft skills that make them a more suitable candidate for further opportunities such as higher education, scholarships and job opportunities. The module's focus on the skills needed to develop their social and work-life skills makes them especially well-equipped to travel abroad for their German Year, including the German Year Internship Semester. They will have all the skills needed to interact with a new culture, exhibit teamwork, problem solving skills, and creativity (to name a few), all while portraying their own nationality in an appropriate manner.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Special Topics in Accounting	ACC598C

Compulsory Module		Year of Study	4	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

60% Formative assessment during semester: in the form of project, assignment cases and homework  
40% Final exam: written examination, using application-based questions (it is assumed that students can apply the entire knowledge they acquired during the semester)

### Responsible Lecturer(s)

Dr. Malek Alsharairi

Course	Mode of Delivery	Contact Time	Self-study
Special Topics in Accounting	face-to-face and distance learning	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Exercises at home: 30 hours;
- Readings: 25 hours;
- Preparation for exams: 35 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Review the conceptual framework of financial reporting and accounting.
- Understand the role of accounting in economy.
- Discuss the evolution of financial reporting and regulation in Jordan.
- Explain the International Accounting Harmonization.
- Provide an overview of on Creative Accounting, Earnings Management, Earnings Quality.
- Discuss some latest changes and updates on IFRS.
- Discuss the main corporate governance underlying theories.
- Introducing the concept of Integrated Reporting and the Global Reporting Initiative (GRI).
- Understand the deviations between corporate control and ownership and the resulting conflicts of interests among stakeholders.
- Analyze the relationship between corporate governance and some worldwide financial systems (market-based systems vs. bank-based systems).
- Understand the appropriate mechanism for effective corporate governance, value the stakeholder rights and understand corporate citizenship and how its related to governance.
- Discuss issues relating to corporate stakeholders other than shareholders.
- Explain business and reporting concepts such as corporate social responsibility (SCR) and socially responsible investment (SRI).
- Review corporate governance practices in Jordan and related regulations, and assess corporate governance practices in some companies in Jordan and other countries.
- Discuss some seminal findings documented by the empirical research in accounting: Journals, topics, methods.

- Additional topics: Students-needs' based topics and emerging issues.

**Module Contents:**

This module is a dynamic module tailored to special and hot issues in accounting that are of interest to students and academics and may be offered when demand warrants for students who completed their German Year. This module is to discuss important issues and roles of accounting in the current and future business and economy. The topics covered may include: accounting and corporate governance; the latest releases of International Financial Reporting Standards (IFRS), the international differences in accounting regulation; and the value of information. After completing the module, the students are expected to understand the topics, analyze the implications of business and economic changes to accounting and vice versa; and give opinion and make decisions related to the issues.

**Planned Learning Activities and Teaching Methods:**

This module will be based on lecturing, conducting workshops, group brainstorming sessions, review of press releases, review of seminal papers from the literature and working a designated project. A weekly session with the students lasts 3 hours, of which up to 20% is used for exercises, problem solving and assignments discussion. One lecture per week take place during the semester, which will offer students a variety of learning and teaching approaches. Information-sharing takes place through the professor, group and class discussions, individual work and homework preparation. The variety of approaches ensures that every student gets a chance to give input. Attendance is mandatory, and being proactive, constructive and participating in class is most beneficial for students' learning and understanding, and expected by professors. If assignments and homework have to be prepared, students are expected to do so considering the designated deadlines. Some module assignments are to be prepared in groups, and lecturer's input for improvement can be acquired during preparation. In addition to lectures, students should undertake home study.

**Recommended or Required Reading:**

It will be assigned upon the topics.

**Usability of the Module:**

This is an optional module for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences, which is used at the last year either in Germany or in Jordan. Students will be studying special, advanced topics and work collectively with the instructor.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Special Topics in Logistics	LOG598C

Compulsory Module		Year of Study	4	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

60% Formative assessment during semester: in the form of project, assignment cases and homework  
40% Final exam: written examination, using application-based questions (it is assumed that students can apply the entire knowledge they acquired during the semester)

### Responsible Lecturer(s)

Dr. Rainer Lehmann

Course	Mode of Delivery	Contact Time	Self-study
Special Topics in Logistics	face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours;
- Exercises at home: 35 hours;
- Readings: 25 hours;
- Preparation for exams: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the basic cost accounting methods, which are required for inventory valuation and income measurement.
- Understand the indirect costs in any business, and which have become increasingly more than direct material and labor costs.
- Become familiar with the methods of cost allocation, including absorption costing, full costing, and marginal costing.
- Learn the underlying theory behind the different costing concepts, their practical application and which system bears what advantages and disadvantages.
- Learn how to set up a job costing system, relevant for production and service businesses that work on individual products/ projects, and how to apply process costing in a not easily distinguished product manufacturing environment.

### Module Contents:

The module is intended to teach students on the costing aspect of Logistics and Supply Chain Management. The module covers the most important cost concepts and practices. Firstly, it introduces students to the general idea of costing systems and for different types of costs. It also enable students to know the different cost terms and concepts, as well as cost behavior. Costing systems such as Job Costing, Process Costing, and Activity-based Costing are discussed as well.

**Planned Learning Activities and Teaching Methods:**

This module will be based on lecturing, conducting workshops, group brainstorming sessions, review of press releases, review of seminal papers from the literature and working a designated project. A weekly session with the students lasts 3 hours, of which up to 20% is used for exercises, problem solving and assignments discussion. One lecture per week takes place during the semester, which will offer students a variety of learning and teaching approaches. Information-sharing takes place through the professor, group and class discussions, individual work and homework preparation. The variety of approaches ensures that every student gets a chance to give input. Attendance is mandatory, and being proactive, constructive and participating in class is most beneficial for students' learning and understanding, and expected by professors. If assignments and homework have to be prepared, students are expected to do so considering the designated deadlines. Some module assignments are to be prepared in groups, and lecturer's input for improvement can be acquired during preparation. In addition to lectures, students should undertake home study.

**Recommended or Required Reading:**

It will be assigned upon topic/s studied.

**Usability of the Module:**

This is an optional module for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences, which is used at the last year either in Germany or in Jordan. Students will be studying special advance topics and work collectively with the instructor.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Special Topics in Management	MGT598A

Compulsory Module		Year of Study	4	Semester Hours	1
Elective Module	X	Spring Semester	X	Workload	45
Optional Module		Winter Semester	X	ECTS	1.5
Pre-university		Pre-program		Remedial	

### Examination

30% Midterm exam  
20% Homework, assignments  
10% Active participation (attendance, active class participation)  
40% Final exam

### Responsible Lecturer(s)

Prof. Dr. Lutz H Schminke

Course	Mode of Delivery	Contact Time	Self-study
Special Topics in Management	Face-to-face and online	15	30

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 15 hours;
- Exercises at home: 5 hours;
- Readings: 15 hours;
- Preparation for exams: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the role of knowledge, the internet and other electronic media in achieving a sustainable competitive advantage in the market place.
- Have a good understanding of management, leadership and regarding responsibilities of directors.
- Describe strategic management stages and strategies.
- Understand Corporate Social Responsibility (CSR) and its impact on the marketing area.
- Apply knowledge of digitalization and resulting consequences for strategic management and advanced marketing.
- Compare and contrast different models and theories of strategy and strategic management processes.

### Module Contents:

This module is a dynamic module tailored to special and hot issues in management that are of interest to students and academics. It may be offered when demand warrants for students who completed their German Year. After an insight in management issues, specific aspects of contemporary management will be treated in depth. This module discusses important issues and roles of management in the current and future business and economy. The topics covered may include: management, corporate governance, marketing in an actual environment (environment, digitalization, innovative methods). After completing the module, the students are expected to understand the topics, analyze the implications of business and economic changes to accounting and vice versa; and give opinion and make decisions related to the issues.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive (students should be prepared to interact with the professor and other students and to offer corrections and alternative opinions);
- Exercises in class and at home;
- Writing and presenting research papers alone or in group work (students should be prepared to discuss assigned readings, homework problems, cases, and current events).
- Class participation is a significant component of this module (students' grade will be positively affected by their interest, effort, presentation, and quality of class participation and negatively affected by inappropriate behaviour in class).

**Recommended or Required Reading:**

To be decided upon the topic/s.

**Usability of the Module:**

This is an elective module for the three Bachelors' Degree Programs International Accounting, Management Sciences and Logistic Sciences, which used at the last semester to offset the number of CH/ECTS required for obtaining the qualification.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Special Topics in Management	MGT598B

Compulsory Module		Year of Study	4	Semester Hours	2
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

30% Midterm exam  
20% Homework, assignments  
10% Active participation (attendance, active class participation)  
40% Final exam

### Responsible Lecturer(s)

Prof. Dr. Lutz H Schminke

Course	Mode of Delivery	Contact Time	Self-study
Special Topics in Management	face-to-face and distance learning	30	60

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 30 hours (15 weeks x 2 hours);
- Exercises at home: 25 hours;
- Readings: 10 hours;
- Preparation for exams: 25 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the role of knowledge, the internet and other electronic media in achieving a sustainable competitive advantage in the market place.
- Have a good understanding of management, leadership and regarding responsibilities of directors.
- Describe strategic management stages and strategies.
- Understand Corporate Social Responsibility (CSR) and its impact on the marketing area.
- Apply knowledge of digitalization and resulting consequences on strategic management and advanced marketing.
- Compare & contrast different models and theories of strategy and strategic management process.

### Module Contents:

This module is a dynamic module tailored to special and hot issues in management that are of interest to students and academics. It may be offered when demand warrants for students who completed their German Year. After an insight in management issues, specific aspects of contemporary management will be treated in depth. This module discusses important issues and roles of management in the current and future business and economy. The topics covered may include: management, corporate governance, marketing in an actual environment (environment, digitalization, and innovative methods). After completing the module, the students are expected to understand the

topics, analyse the implications of business and economic changes to accounting and vice versa; and give opinion and make decisions related to the issues.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions (students should be prepared to interact with the professor and other students and to offer corrections and alternative opinions);
- Exercises in class and at home;
- Writing and presenting research papers alone or in group work (students should be prepared to discuss assigned readings, homework problems, cases, and current events).
- Class participation is a significant component of this module (students' grade will be positively affected by their interest, effort, presentation, and quality of class participation and negatively affected by inappropriate behaviour in class).

**Recommended or Required Reading:**

To be decided according to topic/s.

**Usability of the Module:**

This is an elective module for the three Bachelors' Degree Programs International Accounting, Management Sciences and Logistic Sciences, which used at the last semester to offset the number of CH/ECTS required for obtaining the qualification.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Special Topics in Management	MGT598C

Compulsory Module		Year of Study	4	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

30% Midterm exam  
20% Homework's, assignments  
10% Active participation (attendance, active class participation)  
40% Final exam

### Responsible Lecturer(s)

Prof. Dr. Lutz H Schminke

Course	Mode of Delivery	Contact Time	Self-study
Special Topics in Management	Face-to face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures: 45 hours (15 weeks x 3 hours);
- Exercises at home: 35 hours;
- Readings: 20 hours;
- Preparation for exams: 35 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand the role of knowledge and the internet and other electronic media in achieving a sustainable competitive advantage in the market place.
- Develop the ability of a good understanding of management, leadership and responsible responsibilities of directors.
- Describe strategic-management stages and strategies.
- Understand Corporate Social Responsibility (CSR) and its impact on the marketing area.
- Apply knowledge of digitalization and resulting consequences on Strategic Management and Advanced Marketing.
- Compare & contrast different models and theories of strategy and strategic management process.

### Module Contents:

This module is a dynamic module tailored to special and hot issues in management that are of interest to students and academics may be offered when demand warrants for students who completed their German Year. After an insight in Management issues, specific aspects of contemporary management will be treated in depth. This module discusses important issues and roles of management in the current and future business and economy. The topics covered may include: management, corporate governance, marketing in an actual environment (environment, digitalization, and innovative methods). After completing the module, the students are expected to understand the topics, analyze the implications of business and economic changes to accounting and vice versa; and give opinion and make decisions related to the issues.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions (students should be prepared to interact with the professor and other students and to offer corrections and alternative opinions);
- Exercises in class and at home;
- Writing and presenting research papers alone or in group work (students should be prepared to discuss assigned readings, homework problems, cases, and current events);
- Class participation is a significant component of this module (students' grade will be positively affected by their interest, effort, presentation, and quality of class participation and negatively affected by inappropriate behavior in class).

**Recommended or Required Reading:**

It will be assigned upon topic/s studied.

**Usability of the Module:**

This is an optional module for the three Bachelor's Degree Programs International Accounting, Management Sciences and Logistic Sciences, which is used at the last year either in Germany or in Jordan. Students will be studying special, advanced topics and work collectively with the instructor.

**Prerequisites and Co-requisites:**

MGT492: International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None



## Bachelor

Module Title	Module Code
Sports and Health	PE101

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

40% Mid-term exam  
10% Report presentation  
10% Class activities and participation  
40% Final exam

### Responsible Lecturer(s)

Fawwaz Al-Saqqar

Course	Mode of Delivery	Contact Time	Self-study
Sports and Health	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Preparation and practicing report presentation: 10 hours;
- Exercises and self-reading at home: 20 hours;
- Preparation of Midterm exam and final exam: 15 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Identify and summarize the important features of health culture in their lives and to link between sports and health.
- Apply what they learned in their everyday lives for optimal health.
- Apply important concepts and principles of first aid to treat any accidents that might occur and to avoid injuries during sport or otherwise.
- Identify nutrition science by recognizing the essential food elements, components and facts.
- Make educated choices when choosing their meals for better health.
- Identify and understand Olympic values and practices.
- Demonstrate their knowledge about the significance of current research in sports and health by writing and presenting a report.

### Module Contents:

- Introduction to sports and health;
- Health and fitness;
- Physical fitness (component, benefits);
- Nutrition;
- Obesity;
- Diabetes;
- Olympic;
- Olympic values;
- Sports in Jordan;

- Doping;
- Smoking;
- Sport injuries and first aid;
- Hooliganism.

**.Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Writing and presenting alone or in group work.

**Recommended or Required Reading:**

- Mobaideen, M., Al-Sakran M.: Sport and health in our life, 1<sup>st</sup> edition, 2012.
- El Abidine Bani Hani, Z., et. al.: Principles of Physical Education, 1<sup>st</sup> edition, 2016.
- Kamlan, Y. L.: Sports, Health and Environment, 2016.
- Kabalan, S.: Introduction to Physical Education – Sport for All”, 1<sup>st</sup> edition, 2014.
- Al-Zoubi, S. A.: Sports and Health, 2011..
- Al Nahar, H.: Sport and Health, 2012
- A varied summary that combines multiple topics related to the module, prepared by the module instructor Fawwaz Al-Saqqar, 2021

**Usability of the Module:**

In addition to improved physical health, the skills and knowledge students learn will serve them by improving academic achievement, increasing their self-esteem, decreasing behavioral problems, and improving psychosocial conduct. In addition, students who learn the knowledge and skills highlighted in this module are more likely to be able to distinguish, realize, practice and improve the physical, mental, psychological and social health role in their life circle. By learning healthy nutrition, the importance of sports, and basic first aid, students will be able to lead healthier lives and healthier families. They will be a more productive, healthy part society and will less likely be a liability to the government, society and health sector. Learning these skills will also allow students to be more independent during their German internship year as they are more aware of general health practices and are able to apply basic first aid practices.

**Prerequisites and Co-requisites:**

ARB099: Arabic 99 (prerequisite)

**Language of Instruction:**

English with occasional Arabic explanations

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Supplier-Customer Relationships Management	LOGS323

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
20% Group project & presentation  
40% Final exam

### Responsible Lecturer(s)

Dr Luay Jum'a, Dr. Hassan Younis

Course	Mode of Delivery	Contact Time	Self-study
Supplier-Customer Relationships Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Group work on project: 20 hours;
- Preparation for the presentation: 10 hours;
- Exercises and self-reading at home: 30 hours;
- Preparation for the midterm exam: 10 hours;
- Preparation of final exam: 20 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Understand and explain the concepts of CRM and SRM.
- Understand and explain the benefits they deliver and the contexts in which they are used.
- Review the technologies that are deployed in CRM and SRM, and how they can be implemented.
- Apply CRM concepts used in the customer life cycle stages of customer acquisition, retention and development by doing calculations based on customer information.
- Explain how SRM how can be improved and developed.
- Explain how to develop a CRM strategy.
- Explain how to develop a SRM strategy.
- Identify best practices used by companies through analysis of real case studies.

### Module Contents:

In today's extremely competitive environment, one of the main factors that determine the success or failure of a business is understanding the customers' needs and services. This module discloses different aspects of this customer-focused strategy, such as Customer Relationship Management (CRM) and its definitions, goals, perspectives, as well as the integration of Supply Chain Management (SCM) and CRM. On the other hand, the continual needs of cutting costs force companies to improve their supply chain and leverage their supply base, which enhances the need for long term buyer-seller relationships and for adopting the concept of Supplier Relationship Management (SRM). This module introduces the concept of CRM & SRM, explains their benefits, how and why they can be used. Moreover, the module provides a strategic and structured approach to maximizing value

from key and strategic customers and suppliers, and focus on the direct resources at the suppliers, that can make the biggest difference to the organization, and on the most valuable customers. Thus, this module offers a complete, clear and highly operational framework for CRM and SRM, which gives guidelines for establishing a successful strategy on both sides of the supply chain.

**Planned Learning Activities and Teaching Methods:**

- Lectures with intensive discussions;
- Exercises in class and at home;
- Real case simulations;
- Presentations for real case studies;
- Videos.

**Recommended or Required Reading:**

- Buttle, F. & Maklan, S.: Customer Relationship Management: Concepts and Technologies, Routledge , 4<sup>th</sup> edition, 2019.
- O'Brien, Jonathan: Supplier Relationship Management: Unlocking the Hidden Value in Your Supply Base, Kogan page 2nd edition, 2018.
- Buttle, F. (2009): Customer Relationship Management. Routledge, 2nd Edition.

**Usability of the Module:**

This is a compulsory module for the Bachelors' Degree Program Logistic Sciences and an elective module for the Bachelors' Degree Program Management Sciences. This module is intended to provide knowledge and skills on how to manage customer relationship with consumers and customers.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Technical and Workplace Writing	TW303

Compulsory Module		Year of Study	3	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	90
Optional Module		Winter Semester	X	ECTS	3
Pre-university		Pre-program		Remedial	

### Examination

10% Participation  
20% Writing assignments  
30% Midterm exam  
40% Final exam

### Responsible Lecturer(s)

Dr. Bassmah B. AlTaher

Course	Mode of Delivery	Contact Time	Self-study
Technical and Workplace Writing	Face-to-face	45	45

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises, and presentations: 15 \* 3 hours = 45 hours;
- Preparation and practicing writing assignments: 20 hours;
- Exercises and self-reading at home: 10 hours;
- Preparation of Midterm exam and final exam: 15 hours.

### Learning Outcomes:

- Produce different processes of writing and how to share information in a professional setting and convey information in the clearest and most effective manner.
- Apply skills of a good technical writer and to be concise, focused, clear, error-free, and audience based.
- Convey their message ethically, fully aware of who their audience is and what the audience knows in order to make their writing efficient and effective.
- Deliver a clear message, use multiple forms of communication for external and internal audiences.
- Acquire the skills to be attentive to detail and work in collaboration with a project team.
- Gather data and analyze, plan and prioritize, and know how to deal with scientific knowledge used for administrators.

### Module Contents:

- Professionalism and Ethics:
  - Thinking logically;
  - Citing sources and avoiding plagiarism;
  - Using plain language.
- Writing in a professional and ethical manner.
- The Writing process:
  - Defining your purpose;
  - Defining the target audience;
  - Finding the topic;
  - Understanding tone;

- Choosing format;The document cycle;
  - Creating a schedule;
  - Collaboration;
  - External audience;
  - Worksheet;
  - Web audience worksheet.
- Short Communications:
  - I-centered vs. You-centered language;
  - Emails and email checklists;
  - Memos and memo checklists;
  - Letters and letter checklists.
- Page Design:
  - How readers read;
  - Readability;
  - White space;
  - Bullets and numbering;
  - Headings and subheadings;
  - Organization;
  - Style sheets.
- Summaries:
  - The summary writing process;
  - Abstracts;
  - Descriptive summaries;
  - Evaluative summaries;
  - Executive summaries.
- Short Reports:
  - General formats;
  - Incident report;
  - Meeting minutes report;
  - Event report;
  - Progress report;
  - Evaluation / recommendation report;
  - Budget report;
  - Short report checklist.
- Graphics:
  - The power of showing;
  - Types of graphics:
  - Photographs;
  - Drawings;
  - Diagrams;
  - Graphs, charts, and tables;
  - Logos, symbols, icons, clip art;
  - Guidelines for using graphics;
  - Choosing the right graphic.
- Proposals:
  - Considering the audience;
  - Organization;
  - Document style.
- Writing for the Web:
  - Purpose and audience;
  - Ethical standards and cultural sensitivity;
  - Graphics on the web;
  - Page design;
  - Content: hard copy to web copy;
  - Blogging.

### **Planned Learning Activities and Teaching Methods:**

Technical writing uses a wide range of programs to create and edit illustrations and diagramming programs to create visual aids and document processors to design, create, and format documents. The instructor will incorporate different teaching approaches for the purpose of presenting vital writing skills to the participants by using intensive writing assignments and exercise drills. A fair amount of homework will be given to allow students a chance to revise what they have learned during the lectures. One-to-one discussions and learning samples are part of the comprehensive learning process.

**Recommended or Required Reading:**

- Alred, G. J., Brusaw, C. T. & Oliu, W. E.: The Handbook of Technical Writing with 2020 APA Update, 12<sup>th</sup> edition, 2020.
- Markel, M. & Selber, S. A.: Technical Communication, 12<sup>th</sup> edition, 2017.
- Johnson, N. & Sylwester, M.: Technical Writing Simplified, 4<sup>th</sup> edition 2017.
- Pringle, A. S. & O'Keefe, S. S.: Technical Writing 101: A Real World Guide to Planning and Writing Technical Content, 3<sup>rd</sup> edition, 2009.

**Usability of the Module:**

The Technical and Workplace Writing module focuses on essentials; it introduces students to professional and technical writing through a straightforward structure, adding knowledge while practicing different forms and skills. Since this module is a practical one, the module offers the (how – instructions) and the (what – examples) with discussion topics and exercises designed to make instruction straightforward. Students are exposed to certain genres, such as web page design, summaries, and proposals. This is why this module is designed with a student / worker in mind, who would greatly benefit from the techniques of writing presented throughout the module. This module is also designed to support all other modules in the student's major and higher education, if the student chooses to pursue it, because it teaches them the various forms of technical writing they may need to succeed. This will culminate later in the Graduation Project/Thesis.

**Prerequisites and Co-requisites:**

ENGL101: English III (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Transportation and Distribution Management	LOGS215

Compulsory Module		Year of Study	1	Semester Hours	3
Elective Module	X	Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

<b>Examination</b>
30% Mid-term exam
20% Presentation and paper
10% Homework
40% Final exam

<b>Responsible Lecturer(s)</b>
Industrial Prof. Imad Hatamleh

Course	Mode of Delivery	Contact Time	Self-study
Transportation and Distribution Management	Face-to-face	45	90

**Duration of Study:**  
One semester.

### Allocation of Workload Hours:

- Presence time in lectures, exercises and presentations: 15 weeks \* 3 hours = 45 hours;
- Excursion: 15 hours;
- Assignments: 30 hours;
- Preparation for mid-term: 15 hours;
- Preparation for exam: 30 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Describe the development of supply chain management and the importance of transportation to supply chains
- Explain the importance of the components of transportation service that relate to the movement of freight and their impact upon supply chain costs.
- Describe how transportation affects the development of economic activity for companies and other organizations and the role of transportation.
- Illustrate the different forms of rates used in transportation.
- Calculate the costs of both full container load and less-than-container load freight moves.
- Identify the different types of vehicles, ships and airplanes used in the modes of transport.
- Discuss ocean transportation services, equipment options, and rate structures.
- Understand the typical air freight supply chain.
- Summarize the process for outsourcing transportation and logistics activities.
- Discuss the service and operating characteristics of water carriers as well as their cost structure and equipment challenges.
- Assess the nature of transportation risk and disruptions.
- Describe the general process for managing transportation risk.
- Identify the primary categories and types of transportation risk.
- Discuss the four techniques for managing transportation risks.
- Describe the role of Inco terms in determining transportation responsibilities, risks, and costs.



- Evaluate the value of timely, accurate global freight documentation, the key issues in effective international transportation mode and carrier selection.
- Identify the importance of intermodal service in global transportation execution.
- Demonstrate the critical roles that seaports and airports play in the global supply chain.
- Summarize the concept of third-party logistics and its role in the movement of goods.

**Module Contents:**

Planned Learning Activities and Teaching Methods:

- Lectures;
- Case studies;
- Group work;
- Excursion.

**Recommended or Required Reading:**

- Rushton, A., Croucher, P., & Baker, P. (2014). The handbook of logistics and distribution management: Understanding the supply chain. 5<sup>th</sup> Ed, Kogan Page Publishers.
- Coyle, J: Transportation: A Global Supply Chain Perspective, South-western, 7th edition, 2011.
- Waters, C. D. J., & Waters, D. (Eds.). (2003). Global logistics and distribution planning: strategies for management. 4<sup>th</sup> Ed, Kogan Page Publishers.

**Usability of the Module:**

This module is compulsory for the Bachelors' Degree Program Logistic Sciences. which is to equip students with the concepts and applications of transporting and distributing and to manage such operations.

**Prerequisites and Co-requisites:**

MGT492 International Internship (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None

## Bachelor

Module Title	Module Code
Warehouse Management	LOGS316

Compulsory Module	X	Year of Study	3	Semester Hours	3
Elective Module		Spring Semester	X	Workload	135
Optional Module		Winter Semester	X	ECTS	4.5
Pre-university		Pre-program		Remedial	

### Examination

40% Midterm exam  
10% Project  
10% Presentation  
40% Final exam

### Responsible Lecturer(s)

Dr Ismail Abushaikh

Course	Mode of Delivery	Contact Time	Self-study
Warehouse Management	Face-to-face	45	90

### Duration of Study:

One semester.

### Allocation of Workload Hours:

- Presence in lectures: 45 hours;
- Project 1 workload: 30 hours;
- Presentation preparation: 10 hours;
- Preparation for exams: 40 hours;
- Field trip: 10 hours.

### Learning Outcomes:

By the end of this module, the student will be able to:

- Explain the major types of warehouses.
- Describe the importance of warehousing in the supply chain.
- Explain the theory and practice of managing warehouses.
- Illustrate and sketch the different types of storage systems.
- Analyze the performance of warehouse operations through case studies and field visits.
- Assess the performance of picking operations in warehouses according to inventory profiles

### Module Contents:

The module provides an introduction to the physical storage and handling materials. A range of picking methods and techniques to improve the warehouse efficiency will be discussed. The module will also place an emphasis on improving the output of the warehouses and distribution centers through understanding the methods of organizing workflows, warehouse layout, and use of information systems. Further, it covers the subjects of managing people in a warehouse together with improving safety in the warehouse. A wide range of case studies, exercises, group module works will be given as well as a field visit will be made to one of the warehouses in the country as to better understand the theories being studied in this module.

### Planned Learning Activities and Teaching Methods:

- Lectures;
- Within-class exercises;

- Field trips;
- Group discussion.

**Recommended or Required Reading:****Core Text:**

- Richards, G: Warehouse Management: A Complete Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse, Kogan Page, 3rd edition, 2017

**Supplementary Texts:**

- Rushton, Croucher & Baker: The Handbook of Logistics and Distribution Management, Kogan-Page Limited, 4th edition, 2010.

**Usability of the Module:**

This is a compulsory module for the Bachelor's Degree Program Logistic Sciences and an elective for the Bachelor's Degree Program Management Sciences. This module is intended to provide students with the skills and knowledge about how to manage warehouses and control the flow of materials, safety stock and reorder point.

**Prerequisites and Co-requisites:**

LOGS315: Transportation and Distribution Management (prerequisite)

**Language of Instruction:**

English

**Recommended Optional Program Components:**

None