Bachelor of

Marketing and International Business

Y	Course Code	Course Title	Pre-requisites	Credit Hours
FIRST YEAR	**Semester 1**			
	ARAB 101	Arabic I		3
	ENG 101	English I		3
	ISLS 101	Islamic Studies I		3
	MATH 100	Mathematics I		3
	GEE XXX	General Education Elective		3
	MIS 151	Fundamentals of Information Technology		3
			Total Credit Hours	*18*
	Semester 2			
	ARAB 102	Arabic II	ARAB 101	3
	ENG 102	English II	ENG 101	3
	ISLS 102	Islamic Studies II	ISLS 101	3
	STAT 101	General Statistics	MATH 100	3
	ENG 103	Public Speaking	ENG 101	3
	MAN 121	Fundamentals of Management	ENG 101	3
			Total Credit Hours	*18*
SECOND YEAR	**Semester 3**			
	ACC 241	Introduction to Financial Accounting	MATH 100	3
	MKT 231	Introduction to Marketing		3
	MAN 221	Human Resource Management	MAN 121	3
	ECO 221	Micro Economics	MAN 121 STAT 101	3
	BUS 222	Quantitative Analysis for Business	STAT 101	3
	GEE XXX	General Education Elective		3
			Total Credit Hours	*18*
	Semester 4			
	MKT 232	Sales Management	MKT 231	3
	MKT 233	Services Marketing	MKT 231	3
	MAN 223	Organizational Behavior	MAN 221	3
	ECO 222	Macro Economics	ECO 221	3
	MAN 222	Operations Management	MAN 121 BUS 222	3
	BUS 223	Research Methodology		3
			Total Credit Hours	*18*
THIRD YEAR	**Semester 5**			
	BUS 322	Business Law		3
	MKT 332	Consumer Behavior	MKT 231	3
	MKT 333	Public Relations	MKT 231	3
	MKT 336	Supply Chain Management	MKT 231 MAN 222	3
	MKT XXX	Major Elective		3
	MKT XXX	Major Elective		3
			Total Credit Hours	*18*
	Semester 6			
	FIN 240	Financial Management	ACC 241	3
	MKT 337	Advertising and Promotion	MKT 231	3
	MKT 335	Marketing Research	STA 101 MKT 231 BUS 223	3
	BUS 323	International Business Principles	MAN 222 MKT 231 BUS 322	3
	MAN 324	Strategic Management	MAN 121	3
	MKT XXX	Major Elective		3
			Total Credit Hours	*18*
FOURTH YEAR	**Semester 7**			
	MKT 438	Digital Marketing	MIS 151 MKT 337	3
	MKT 436	International Marketing	MKT 231 BUS 323	3
	MKT 434	Product Development and Brand Management	MKT 332	3
	MKT 439	Integrated Marketing Communication	MKT 337 MKT 335	3
	BUS 425	Entrepreneurship	MKT 231	3
	MKT XXX	Major Elective		3
			Total Credit Hours	*18*
	Semester 8			
	MKT 430	Co-op Project	MKT 439	6
			Total Credit Hours	*6*

Major Electives		
Course Code	Course Title	Credit Hours
MAN 322	Cross-Cultural Management	3
MKT 331	Retail Management	3
MKT 339	Industrial Marketing	3
MKT 432	Customer Relationship Management	3
BUS 121	Introduction to Business	3
BUS 324	Ethical Issues in Business	3
BUS 424	International Trade Policies	3
C-MKT 501	Mobile Marketing Technology	3
C-MKT 502	E-Commerce	3
C-MKT 503	Social Network Analysis	3
C-MKT 504	Web Design I	3
C-MKT 505	International Retailing	3
C-MKT 506	Project Management	3
C-MKT 507	Retail Buying and Merchandising	3
C-MKT 508	International Supply Chain Management	3

General Education Electives (Free Electives)		
Course Code	Course Title	Credit Hours
PSY 101	Introduction to Psychology	3
SCO 101	Introduction to Sociology	3
EI 101	Emotional Intelligence	3
ENG 204	Critical Thinking	3
ETH 101	Social Ethics	3
HPY 101	Health and Physical Education	3
HPY 102	Public Health	3
GD 286	Photography I	3
NPS 101	Negotiation and Problem solving	3
BUS 101	Essentials of Business	3
SPD 101	Soft Skills and Personality Development	3
GED 100	Introduction of Design Software	3
MIS 255	Data Communication and Networking	3
MIS 355	E_Business	3

Course Code	Course Title	Course description
ACC 241	Introduction to Financial Accounting	This course introduces the basic principles of accounting, various types of businesses, accounting transactions and financial statements for a small retail business.
MAN 221	Human Resource Management	HM covers fundamentals of human resource management, employment planning, recruiting, selection procedures, orientation and socializing, training, employee development, evaluation and assessment of performance of employees.
ECO 221	Microeconomics	This course covers the basic principles of economics, theories of demand, price demand relationships, price elasticity of demand, pricing strategies, capital and financial markets, profit maximization, perfect competition, theory of production and costs and fundamentals of cost analysis.
MKT 231	Introduction to Marketing	This course is a basic course in marketing covering the fundamental concepts of marketing, the dynamics involved, the marketing environment, consumer behavior, segmentation and standardization, distribution channels, promotion techniques, pricing, e-Marketing, and ideas on marketing research methods.
BUS 222	Quantitative Analysis for Business	This course covers quantitative methods used for industrial and business management such as linear programming, transportation and assignment models decision theory models, queuing analysis, inventory control, models, and solutions for practical case study problems.
ECO 222	Macroeconomics	This course covers the basic principles of economics, theories of demand, price demand relationships, price elasticity of demand, pricing strategies, capital and financial markets, profit maximization, perfect competition, theory of production and costs and fundamentals of cost analysis.
MAN 222	Operations Management	This course provides students with concepts, techniques and tools to design, analyze, and improve core operational capabilities, and apply them to a broad range of application domains and industries.
BUS 223	Research Methodology	This course is designed to give students guidance on how to carry out research projects, and introduce the core concepts, methods, and values involved in doing the research. It covers methods used by expert researchers in business world, the philosophical issues and ethical controversies the researchers face. It also covers formulation of research questions, research methods in business and management influenced by social sciences.
MKT 331	Retail Management	The course includes topics such as the basics of retail management, customer behavior, international retailing strategy, and international buyer, buying strategies, managing and promoting the international store, creating appeal to the customer.
MAN 223	Organizational Behavior	Organizational behaviour is a wide subject concerning the role of organizations in the society. The course covers topics such as power and politics, models of organizations, leadership and creativity, strategic management of human resources, motivational theories.
MKT 233	Services Marketing	This course provides a fundamental idea about service marketing. Additionally, it covers consumer behavior in the service sectors,

		distribution of services through various channels, educating the customers and promoting the service value, services positioning in competitive markets alongside the competitors, designing and managing service processes, and managing people for taking advantage for services and Cultural Anthropology are also covered. Many real life case studies, are discussed in this course that enable the students to critically approach and evaluate behavioral concepts.
BUS 322	Business Law	An overview of the basic law and-ilasa principles of court organization and a survey of tort law as applied to both FSM and the Saudi government is provided. The business laws and guidelines for doing business in Saudi Arabia are covered in detail too.
MKT 332	Consumer Behavior	This course exposes the students to the key managerial problem of consumer behavior. The topics included in this course are: consumer perception, behavior and attitudes, customer behavior research, business behavior and consumer behavior. Introductory ideas about Ethno psychology, Behaviorism; Psychoanalytic and Cognitive Psychology, Social Psychology and Cultural Anthropology are also covered. Many real life case studies, are discussed in this course that enable the students to critically approach and evaluate behavioral concepts
MKT 432	Customer Relationship Management	Customer Relationship Management (CRM) is a comprehensive set of processes and technologies for managing the relationships with potential and current customers and business partners across marketing, sales, and service areas with the channel of distribution. This course focuses on the development and implementation of relationship marketing strategies via the use of CRM initiatives. Customer relationship management (CRM) is an important development within the field of marketing. This course is designed to provide students with a good understanding of the concept of CRM. To be successfully implemented, CRM should be viewed holistically. Companies that have not done so had contributed to the high CRM failure rate we see today.
MKT 336	Supply Chain Management	The course introduces the supply chain management. Additionally, the topics covered production planning and control, operations management, distribute systems, inventory control and warehousing, facility location, and transportation.
FIN 240	Financial Management	This course covers the basic principles of finance that includes time value of money, relevant cash flows, financial ratio analysis, risk and return, capital budgeting techniques, and working capital management.
MKT 337	Advertising and Promotion	This course on the challenging field of advertisement covers from the fundamental ideas advertisements to its complexities. Advertising perspective, advertisement, communication mix, type of advertisements, creativity in advertising, evaluation of advertisements, strategies to be adopted, case studies in advertising are also covered.
MKT 335	Marketing Research	This course will enable the student to apply quantitative methods in to his academic studies on organizations and their behavior in the market. Marketing research covers problems identifications, pilot studies, questionnaire designs, survey methods, sampling, and data collection methods, interviews, data representation and analyses techniques, documentation of research results.

BUS 323	International Business Principles	This course covers the basic principles of economics, theories of demand, , price elasticity of demand, pricing strategies, profit maximization, perfect competition, theory of production and costs analysis.
MKT 438	Digital Marketing	The internet and other digital media have transformed marketing. This course will introduce the opportunities and challenges of digital marketing as the different types of digital marketing platforms and media channels available to engage organizations online.
MKT 436	International Marketing	The course presents the students with fundamentals of international marketing in buying behaviour, segmentation in markets, distribution channels used for market pricing and branding.
MKT 434	Product Development and Brand Management	The course introduces the concepts of Product Development and Brand Management (PDBM), basics of product management, pricing strategies and channel strategies product development, brand equity, valuation and branding strategies, the global branding perspective on PDBM
MKT 439	Integrated Marketing Communication	Introduction to integrated marketing communication, marketing communication probes databases and data base marketing, adaptive selling, advertising & media buying, direct or person-to-person marketing. effective marketing communication.
BUS 425	Entrepreneurship	This course provides the foundation course for the start-up business owner, or a business owner or manager. The basic principles associated with owning and operating a startup or on-going business, business plan development, buying and selling a business are covered. The financial and accounting terms, communication skills and running a business in accordance with legal requirements.
MKT 430	COOP PROJECT	The cooperative training program aims to achieve the highest degree of coordination between what the student studies in the field of specialization and what is required and used in the actual labor market in order to keep pace with the vision of the Kingdom of Saudi Arabia 2030, where the college is moving towards achieving its goals in the field of education and participation in building an effective society by providing appropriate education and building Qualified cadres for the labor market.
MAN121	FUNDAMENTALS OF MANAGEMENT	The course covers fundamental principles of management such as planning, organizing, motivating, coordinating, controlling, and leading. Environmental analysis and planning for success are also covered.
MKT232	SALES MANAGEMENT	This course provides much sought information on sales management principles. It includes the concepts of ethics in sales, customer relationship building, the selling process, planning and organizing sales, sales force development, partnerships, sales department functions, sales performance evaluation etc. Each module will be enriched with case studies from real life situations.
MKT333	PUBLIC RELATIONS	This course explores the history and role of PR in society, its process, practice and effects. Students explore mass media, persuasion, publicity, radio and TV. It introduces strategic issues and effective practices of communication between organizations and their constituencies. It covers the study of public opinion research, media relations, communication campaigns, consumer identity and representational ethics. Students will examine special events, crisis management, communication techniques, research and

		evaluation, communication law, and ethics. Basically, a theory course, this course also applies ideas to real clients and organizations
MKT438	DIGITAL MARKETING	The internet and other digital media have transformed marketing. This course will introduce the opportunities and challenges of digital marketing as the different types of digital marketing platforms and media channels available to engage organizations online
BUS424	INTERNATIONAL TRADE POLICIES	This course examines the interactions between economic, political, strategic, and legal aspects of international trade and investment policies at national, regional and global levels. This includes the ways in which WTO members affect and are affected by regional and multilateral trade and economic integration agreements. The effects of trade and investment policy on the efficiency of resource use, on income distribution, exchange rates and on national and global trade and economic welfare are analyzed using trade theories and models of international trade and investment. The course introduces each topic with a real-world policy problem followed by the models and theories in an applied approach. This approach encourages more student engagement with the material and fosters a view of model theory as a tool for understanding the world.
MKT339	INDUSTERIAL MARKETING	Industrial markets tend to differ from consumer markets in aspects such as number and size of buyers, demand and buying patterns. The impact of these differences from consumers markets will be discussed during the course and suitable marketing tools analyzed. Business companies are for example often dependent on a limited number of counterparts for a large portion of their purchases and sales which makes interaction with customers and supplier an often-appropriate strategy. During the course we will touch upon various marketing aspects relevant for industrial markets, including for example relationships, industrial networks, distribution and technological development
BUS324	ETHICAL ISSUES IN BUSINESS	This course covers the fundamental theories of morality, virtual ethics and environmental ethics. The importance of ethics in business and business dealings are focused. The moral system, ethical balance and ethics in human life are covered too. Case studies on ethical issues encountered in business organizations will be done.
MAN322	CROSS-CULTURAL MANAGEMENT	This course aims to develop among students the awareness and skills necessary for dealing competently with cultural diversity when operating in international business. The main objective of this module is to equip students with a critical understanding of the relationship between national culture and business in different parts of the world, in particular the cultural dimensions that need to be considered for managing people. Also, students will get an insight into the various cultures across different countries/regions.
PSY101	INTRODUCTIN TO PSYCHOLOGY	This course introduces the field of psychology and its basic concepts, theories, research methods, and contributions to the understanding of human behavior. Topics include states of consciousness, the nervous system, perception, motivation, learning and memory, social behavior, personality, developmental and clinical psychology. The past and current theories and contributions of major psychologists are explored.
EI-101	EMOTINAL INTELLIGENCE	The general goal of the course is to provide students with the knowledge base and skills that will enable them to better

		understand, work with, and manage other people in the social and organizational settings. This course is a behaviorally oriented course combining the functions with the psychology of knowing and being aware of one's self by improving and developing specific skills. It is a self-directional learning program to help students identify, learn, and practice emotional skills. Dynamic, engaging, and research-based, this book provides an education model for lifelong experiential learning including these skills: interpersonal, self-management, and personal-leadership skills to deal with people. As the world is changing fast, and to stand out at work; students need to change what they are doing. To get and stay ahead, they need to be emotionally intelligent. Just doing the job won't get the person to the top; rather, Emotional Intelligence is the secret weapon. In this course, we set the scene for new skills that will push a person's career forward. Through a combination of scientific research, no-nonsense advice, practical exercises and case studies. To from ordinary to extraordinary with essential skills.
ENG204	CRITICAL THINKING	This course aims at gaining a solid understanding of critical thinking. The course describes the arguments and effective reasoning well as identifies the fallacies that are used in critical thinking. The course covers logic and the obstacles to critical thinking
ETH101	SOCIAL ETHICS	The focus of this course is to emphasize the centrality of ethical values such as honesty, trust, respect and fairness in the context of individual and organizational effectiveness. Utilizing Kohlberg's Theory of Moral Development, the course explores the concept of how one develops moral reasoning and the interaction of moral judgment using three Models of Management Ethics. The intent is to demonstrate the breadth of responsibility of the individual manager, organization, and corporation in making "ethical" decisions
MIS-355	E-BUSINESS FOR ALL BUT MIS STUDENTS	This course will provide the theoretical foundation necessary for understanding e-business and e-commerce. Emphasis will be placed on e-business and e-commerce business models, the major types of e-business and e-commerce transactions, E-market place, Retailing and online consumer behavior. Moreover, the course should give a clear understanding of the strategic impacts of the use of electronic tools and their effects on the way business and business activities are conducted today.
MKT-333	PUBLIC RELATIONSFOR ALL BUT MARKETING STUDENTS	This course explores the history and role of PR in society, its process, practice and effects. Students explore mass media, persuasion, publicity, radio and TV. It introduces strategic issues and effective practices of communication between organizations and their constituencies. It covers the study of public opinion research, media relations, communication campaigns, consumer identity and representational ethics. Students will examine special events, crisis management, communication techniques, research and evaluation, communication law, and ethics. Basically a theory course, this course also applies ideas to real clients and organizations.

GD-284	INT. TO PHOTOGRAPHY	This course will give the student a practical knowledge of the digital camera. In addition to giving a brief history of photography the course would give an understanding of the basic principles of good photography an equipment usage, and digital photography ready for commercial use
NPS-101	NEGOTIATION AND PROPLEM SOLVING	This course aims at gaining a solid understanding of negotiation principles and understanding conflict and ways of managing, resolving, and avoiding it. The course describes the structure of negotiation and the multi factors linked to it, as well as the relationship between the parties of an organization that affects the structure, strategy and tactics of the organization. The course covers the process of planning for negotiation interactions and choosing the most effective strategies for influencing the perception and attitudes of others regardless of the multicultural variables and different personalities.
BUS-101	ESSENTIALS OF BUSINESS MAINLY FOR DESIGN STUDENTS	This course introduces the students to many functions of modern business. The course shows the student how these functions exist in a changing society and the type of decisions which must be made within that environment. The importance of business in the modern society is also stressed throughout the course. Topics such as business environment, management, organization, marketing, finance, accounting, and data processing will be covered in an introductory manner.
SPD 101	SOFT SKILLS AND PERSONALITY DEVELOPMENT	The general goal of the course is to provide students with the knowledge base that will enable them to better understand and work with and manage other people in the organizational settings. This course presents a behaviorally oriented course combining the functions with the psychology of knowing and being aware of one's self by improving and developing interpersonal skills to gain self-esteem and deal with people. Our world is changing so fast, so furiously, so ferociously. To stand out at work, you need to change what you are doing; and to get ahead, you need soft skills. To stay ahead you need The Advantage. Just doing your job won't get you to the top, but what does it take? Soft skills are your secret weapon. Traditional skills like being a good team player and a solid leader or a brilliant negotiator don't seem to be as effective anymore. To really stand out, you need to be doing something different, something better. In this groundbreaking book, we set the scene for seven new skills that will propel you and your career forward. Through a combination of scientific research, no-nonsense advice, practical exercises and case studies. To from ordinary to extraordinary with essential soft skills.

Course Description توصيف المقرر	Credit Hours عدد الوحدات	Course Number رمز المقرر	Course Name اسم المقرر
يتناول في النحو عدة مواضيع منها :أقسام الكلمة و الاسم وأقسامه والمعرب والمبنى من الأسماء وعلامات الإعراب الأصلية والفرعية في الاسماء، كما يتناول من مرفوعات الأسماء (المبتدأ، الخبر، وكان وأخواتها ، وإن وأخواتها ، والفاعل ونائب الفاعل)، ومن منصوبات الأسماء(المفعول به ، والظرف، والحال، المنادى) ومن مجرورات الأسماء (المجرور بحرف الجر و المجرور بالإضافة) والفعل وأنواعه (الفعل من حيث الزمن، الفعل من حيث البنية (معتل، صحيح)، الفعل من حيث تصرفه (جامد، متصرف)و الفعل من حيث معموله (اللازم، المتعدي) والفعل المعرب، الفعل المبني والماضي وأحوال بنائه، الأمر وأحوال بنائه، المضارع وأحوال بنائه والأفعال الخمسة وإعرابها ، والصرف، والإملاء.	3	ARAB 101	**Arabic 101**
يناول عناصر بناء النص: النص المنطوق والنص المقروء عناصر بناء النص: (اللفظة، الجملة، الفقرة، أدوات الربط) والكتابة الموضوعية الإدارية منها (التقرير، والرسالة الإدارية، والمحضر والسيرة الذاتية) أنواع الكتابة الفنية ومنها (المقال، والخاطرة، القصة، المسرحية الكتابة والبحث وعلامات الترقيم وجماليات النص (البلاغة)علم البيان: (التشبيه، الاستعارة التصريحية، الاستعارة المكنية) ومن علم البديع: (الطباق، والجناس).	3	ARAB 102	**Arabic 102**
يتطرق هذا المنهج الى الفكرة الأساسية والمفهوم الأساسى للعقيدة وتثبيت أركان الإيمان والعبادة ومفهومها في الاسلام ، ونتيجة التفريط بالعبادة.	3	ISLS 101	**Islamic studies 1**
تعريف الطالب بالنظم الإسلامية ببيان خصائصها العامة وأسسها ومبادئها، والتركيز على نظام الأسرة والنظام الاجتماعي في الإسلام	3	ISLS 102	**Islamic studies 2**
This course basically refreshing the students with what they have studies and introduces them to the advanced mathematical concepts of function ,areas ,limits and their applications which are commonly used in economics and business .Materials in this course will emphasize on three topics ,linear ,differential ,and integral functions	3	MATH100	**Mathematics1**
This course is intended for students who plan to study calculus or plan to attend a college with a mathematics requirement .In this course students will review mathematical fundamentals ,and several types of functions including polynomial ,rational functions ,exponential functions ,and logarithms .Part of the class will be devoted to trigonometry .In preparation for calculus ,students will be exposed to limits ,continuity .Students should expect daily assignments ,activities ,tests ,projects ,and quizzes consisting of short-answer questions and calculation.	0	MATH 001	**Precalculus**
This course focuses on the fundamental concepts of differential calculus .Topics include the concepts of limit and continuity; rates of change; basic differentiation rules; derivatives of algebraic and transcendental functions; applied optimization problems; implicit differentiation and related rates; the Mean Value Theorem; linear approximations; curve sketching; simple differential equations; integration; simple parametric equations and polar coordinates.	4	MATH 101	**Calculus 1**
This course covers the fundamental concepts of integral calculus. Topics include anti differentiation; the definite integral; the Fundamental Theorem of Calculus, areas and volumes; integration techniques; improper integrals; applications of the integral; linear differential equations and applications; sequences and series; polynomial approximations; Taylor series and power series; calculus with parametric curves and polar coordinates	4	MATH 102	**Calculus II**
This course covers the calculus of several variables and is the third calculus course in three course sequence. Topics include functions of several variable, partial derivatives, multiple integrals, solid analytic geometry, vector valued functions, line and surface integrals. Upon completion, students should be able to solve problems involving vectors and functions of several variables.	4	MATH 207	**Calculus III**
This module is the basis of Mathematics for Computer Science .It is to study the logical and algebraic relationships between discrete objects .This course cultivates clear thinking and creative problem solving by developing student's mathematical maturity in several core areas; logic and proofs ,sets ,functions , sequences and summations ,relations ,counting techniques and Inductive proofs .It is important in the science ,where it has increasing application in many areas ,an exemplar of which is the understanding of DNA sequences in molecular biology.	3	MATH 212	**Discrete Math**
Basic concepts - First-order differential equations - Existences and Uniqueness for initial – boundary value problems - Separable variables - Homogeneous equations - Exact equations .Linear equations - Equations of Bernoulli - Ricatti .Substitutions - Picard's methods - Linear differential equations of higher-order - Homogeneous equations with constant coefficients ,Method of undetermined coefficients ,Method of variation of parameters .Differential equations with variable coefficients ,Cauchy-Euler equations - Laplace Transform - Applications of Laplace transform to solve ordinary differential equations.	3	MATH 204	**Differential equation**
systems of Linear Equations .Gauss-Jordan Elimination Method .Matrix Algebra .The Inverse of a Matrix . Determinants .Cramer's Rule .Vector Spaces and Subspaces .Euclidean Spaces .Linear Transformations .The Kernel and The Range of a Linear Transformation .Spanning Sets .Independent Sets .Bases .Dimension .Eigen values and Eigenvectors	3	MATH 241	**Linear Algebra**
This course aims to give the students an understanding of statistics and learn commonly used statistical techniques .Topics include collecting data ,graphical presentation and tabulation ,measures of central tendency ,measures of dispersion ,elementary probability ,probability distributions ,variance and expected value ,meaning of the various kinds of random variables (discrete& continuous .(The course presents an example for discrete random variable (the binomial random variable) and an example for the continuous random variable (the normal random variable)	3	STAT 101	**General statistics**
This course aims to explore the theory of probability .Topics include Descriptive statistics ,Laws of probability ,Discrete Distributions ,Continuous Distributions ,Normal approximation to Binomial distribution	3	STAT 102	**Probability theory**

and jointly distributed random variables ,Sampling distributions and the Central Limit Theorem ,Estimation and hypothesis testing for one-sample ,two-sample and matched pairs data ,Chi-square test for association Correlation and regression.			
This course aims to give the stochastic processes and some important applications of this subject in real life. By the end of this course students will know the importance of statistics in our life since all present decisions depend on the analysis of statistical data and also the prediction of future states depends on the statistical tests Markov chains is one of the most important tools for prediction of the future behaviors of has been studied with some models; weather model ,The Ehrenfest model ,Companies profit and loss in the future.	3	STAT 250	**Applied probability and random processes**
The course covers physical quantities and dimensional analysis, vectors, motion in one dimension, motion in a plane, Newton's laws, friction, work and energy, impulse, momentum, collisions, and rotational motion	4	PHYS 101	**General Physics I**
This course contains the basic concepts and principles of Electric charge, Electric Force, Electric Field, Gauss' Law, Electric potential, Electrostatic Energy and capacitance, Electric current and Electric Circuits. Magnetic force, Electro-magnetic induction	4	PHYS 102	**General Physics II**
The course aims to introduce students to basic knowledge and principle in chemistry. • Classify the matter and define its physical and chemical properties. • Write and read the chemical formula for compounds. • Define subatomic parts of the atom. • Discriminate between atomic number and mass number. • Define atomic and electronic structure of the elements. • Write and balance the chemical equations. • Make calculation from chemical equations (mole-mole ,mole-mass ,mass-mass ,(theoretical and percentage yield ,and solubility product constant. • Identify physical properties of solutions ,factors affect solubility ,and measure its concentration (molarity) • Discriminate the type of chemical bonding. • Define strong ,weak acid & base and calculate the PH of the solution. • Able to nomenclature ,classify organic compounds and discriminate between aromatic and nonaromatic compounds.	4	CHEM101	**General Chemistry**