

**DEPARTMENT OF BUSINESS MANAGEMENT  
FACULTY OF MANAGEMENT AND SOCIAL SCIENCES  
DENNIS OSADEBAY UNIVERSITY  
ANWAI-ASABA**

**CURRICULUM FOR DEPARTMENT OF BUSINESS MANAGEMENT**

**PHILOSOPHY**

The philosophy of the degree programme is to provide graduates with the requisite knowledge to manage challenges and problems in today's highly dynamic and uncertain business environment. Knowledge acquired will enable students/graduates to solve complex problems impacting on organisational work for performance improvement.

**OBJECTIVES OF THE DEPARTMENT**

The following are the objectives of the programme;

- i. To train students on how to execute the managerial functions in highly dynamic and complex environments.
- ii. To provide students with requisite conceptual, technical, and analytical tools for effective and efficient execution of the managerial role.
- iii. To activate the students' innovative curiosity in today's knowledge-driven society.
- iv. To provide requisite competencies in different management areas, such as human resource, finance, operations and marketing, to give a holistic understanding of a business system and its intricacies.
- v. To provide relevant theoretical and practical knowledge needed for the managerial role in any organisation.
- vi. To provide students with research knowledge and tools for creating relevant solutions to organisational problems and challenges.

**DEGREE OFFERED:** Bachelor of Science (B.Sc.) Business Management

**ENTRY REQUIREMENTS**

In addition to the general University requirements, the Department of Business Management applies the following in considering admission of students.

University tertiary matriculation Examination (UTME) JAMB requirements:

- i. Candidates must possess five credits at West African School Certificate (WASC), NECO Senior School Certificate (SSC) or General Certificate of Education (GCE) Ordinary Level (O/L) obtained at not more than two (2) sittings, which must include English Language, Mathematics, Economics, and any other two relevant subjects.
- ii. Candidates must meet the minimum post-UTME test score set by the University.

**Direct Entry**

- i. GCE Advanced (A/L) or Higher School Certificate (HSC) passes in Management, Economics and at least one other subject. In addition, candidates must possess five credits of the West African School Certificate (WASC), NECO Senior School Certificate (SSC) or General Certificate of Education (GCE) Ordinary Level (O/L) in

- five subjects including English Language, Mathematics and Economics and any other two social science subjects obtained at not more than two (2) sittings.
- ii. National Diploma (ND) obtained from approved Polytechnics or Colleges of Technology. In addition, candidates must possess five credits of the West African School Certificate (WASC), NECO Senior School Certificate (SSC) or General Certificate of Education (GCE) Ordinary Level (O/L) in five subjects including English Language, Mathematics and Economics and any other two social science subjects obtained at not more than two (2) sittings.
  - iii. Diploma obtained from the Faculty of Management and Social Sciences of the Dennis Osadebay University or National Diploma (ND) in approved Polytechnics or Colleges of Technology with a grade not lower than upper credit. In addition, candidates must possess five credits of the West African School Certificate (WASC), NECO Senior School Certificate (SSC) or General Certificate of Education (GCE) Ordinary Level (O/L) in five subjects including English Language, Mathematics and Economics and any other two social science subjects obtained at not more than two (2) sittings.
  - iv. Foundation/Intermediate Examination passes of recognized professional bodies such as Chartered Institute of Management of Nigeria (CIMN), Chartered Institute of Marketing of Nigeria (CIMN). In addition, candidates must possess five credits of the West African School Certificate (WASC), NECO Senior School Certificate (SSC) or General Certificate of Education (GCE) Ordinary Level (O/L) in five subjects including English Language, Mathematics and Economics and any other two social science subjects obtained at not more than two (2) sittings.

### **DURATION AND NATURE OF STUDIES**

The B.Sc. Business Management programme draws from the Benchmark Minimum Academic Standards (BMAS) requirements of the National University's Commission (NUC). The B.Sc. Business Management Degree programme is designed for four years full-time study. Furthermore, the B.Sc. Business Management Degree programme is designed to meet and exceed the minimum academic standards set by the NUC and other professional bodies.

### **REQUIREMENTS FOR GRADUATION**

To qualify for graduation, candidates are required to pass all University wide, Faculty wide and Departmental core courses registered. The overall performance of students in terms of cumulative Grade Point Average (CGPA) measured on a 5-point scale is classified as follows:

4.50	-	5.00	1 <sup>st</sup> Class
3.50	-	4.49	2 <sup>nd</sup> Class Upper Division
2.40	-	3.49	2 <sup>nd</sup> Class Lower Division
1.50	-	2.39	3 <sup>rd</sup> Class
Less than 1.50			Fail

### **STUDENT ENROLMENT**

Student enrolment for the programmes depends on the carrying capacity of the Department.

## **ACADEMIC STANDARD**

### **Academic session:**

An academic session consists of two semesters. Each semester normally comprises fifteen (15) weeks of teaching and two (2) weeks for examination.

### **Course Unit System:**

The B.Sc. Business Management programme shall be run on the course unit system. All courses will therefore be sub-divided into more or less self-sufficient and logically consistent packages that are taught within a semester. Credit unit is attached to each course.

### **Definition of credit unit:**

One credit unit is equivalent to one hour per semester for fifteen (15) weeks of lectures or tutorials. Credit units vary according to contact hours assigned to each course per week per semester, and according to load carried by students.

## **PROGRAMME REQUIREMENTS**

### **Registration Procedures:**

The period for course registration is as specified in the University academic calendar for each academic semester, session or year. The period for late registration is as specified in the University academic calendar for each academic semester, session or year. Late registration will attract a surcharge penalty as specified by the Senate of the University. Course registration is the responsibility of the Department. The Course Advisers and Head of Department sign for all the courses registered, through the University on-line registration system.

In registering students, the Department ensures that students register for all previously failed courses in which the programme requires a pass, and meet the prescribed requirements for each registered course. Furthermore, the total credit that is registered is not less than 15 credit units or more than 24 credit units per semester. Any registration completed after the time specified will be null and void and will not be credited to the student even when he/she has taken and passed an examination in the course.

Students are not allowed to sit for examinations in courses for which they have not previously registered. Such action is fraudulent and culprits will be appropriately disciplined. Furthermore, students are not allowed to register for courses they have previously registered and passed. Students are encouraged to join their professional associations at departmental and faculty levels, but the dues for such association should not be tied to registration forms.

Application for adding or deleting a course must be made on the prescribed Add/Delete form and certified by the registrar after obtaining the approval of the Head of Department concerned, not later than four (4) weeks before the examination in each semester. Any change of course made by altering the registration form will be null and void.

### **Good Standing:**

To be in good standing, a student must in each semester have a Cumulative Grade Point Average (CGPA) of not less than 1.50.

### **Proceed**

For a student to proceed from one level to another, he/she must have obtained a grade point average (GPA) of 1.50 and above.

### **Probation**

- i. A student shall be placed on “PROBATION” if he/she has not obtained a minimum of Cumulative Grade Point Average (CGPA) of 1.50
- ii. The period of probation shall be a maximum of two semesters (one academic session).
- iii. A student on probation is allowed to register for courses at the next higher level in addition to his/her probation level courses provided that:
  - (a) The regulations in respect of student workload are complied with; and
  - (b) The prerequisite courses of the higher level courses have been passed.
- iv. A student on probation is allowed to move with his/her level course mate and with the same course adviser.

### **Withdrawal:**

A student on probation who fails to improve on his/her CGPA of 1.50 after the second consecutive probation shall be advised to withdraw from the programme. Any student who has a CGPA of less than 1.0 is to withdraw from the Dennis Osadebay University.

### **Attendance:**

In order to be eligible for examination in a particular course, a student shall have attended a minimum of 75% of total periods of formal instructions delivered for the course.

### **Modes of Student Course Assessment/Evaluation**

All courses taken must be evaluated and a final grade given at the end of the semester. To arrive at the final grade, the evaluation must be a continuous process consisting of some or all of the following where applicable:

- (i) Continuous Assessment
- (ii) Examinations

### **Continuous Assessment**

Continuous assessment shall be done through essays, term papers/seminars, tests, quizzes, assignments, and other forms of assessment. Scores from continuous assessment shall normally constitute 30 percent of the full marks for courses which are primarily theoretical.

### **Examinations**

In addition to continuous assessment, final examinations should normally be given for every course at the end of each semester. All courses shall be graded out of a maximum of 100 marks comprising:

Final Examination:	70%
Continuous assessment:	30%

## **EXAMINATION, GRADING PROCEDURE AND RESULT**

### **Examination:**

- (a) In addition to continuous assessment, a final examination shall be given for every course at the end of the every semester. To qualify to write/participate in any examination a student is expected to have met class/lecture attendance requirement.
- (b) The total score obtainable for every course shall be 100% as follows:

Continuous Assessment	30%
Final Examination	70%
Total	100%

Such course shall normally be completed and examined at the end of the semester in which it is offered.

Grade for every course shall be made up of Continuous Assessment and Examination Scores.

- (c) Subject only to administrative supervision by the Dean's office the conduct of course examination shall be the responsibility of the Head of Department. This is without prejudice to the appointment of Faculty Examination Officer.
- (d) The results duly signed by the Dean shall be published provisionally within 24 hours after approval by the Faculty Board.

The Dean shall, thereafter, on behalf of the Faculty Board, present the results to the Senate for final approval. The registrar shall, after the approval by Senate, take custody of the results and notify the students and their sponsors.

**Pass Mark:**

The minimum pass mark in any course/research project shall be 40%

**Grading System:**

The grading system shall comprise of marks/score, letter notation and grade point as shown below:

MARK/SCORE	LETTER NOTATION	GRADE POINT
70% and above	A	5.00
60-69	B	4.00
50-59	C	3.00
45-49	D	2.00
40-44	E	1.00
00-39	F	0.00

- Each course carries a fixed number of Credit Units (CU), one CU being when a class meets for one hour every week for one semester or three hours every week in the laboratory, workshop or field.
- Total Grade Points (TGP) are derived by multiplying the Credit units for the course by the Grade points earned by the student; e.g. in a course with 3 Credit Units in which a student earned a B and 4 Grade points, the quality point are  $3 \times 4 = 12$  points
- Grade Point Average (GPA) is derived by dividing the TGP for the semester by the credit Units for the semester e.g. in a semester where the student earned 56 TGP for 18 Credit Units the GPA is  $56 \div 18 = 3.11$ . Cumulative Grade Point Average (CGPA) is derived by adding the Cumulative Total Grade Points (CTGP) to date: e.g. if the CTGP is 223 and the TCU is 68, CGPA is  $228 \div 68 = 3.35$ .

**EXTERNAL EXAMINATION**

Every course examination (i.e. question papers) from 100 level to 300 level shall be moderated internally by the most senior academic staff chosen by the Head of Department. Moderation of course examinations shall be limited to two weeks before any semester examination.

External moderation is required for all final year courses.

The research project shall be defended orally before a panel of examiners.

## REQUIREMENT FOR AWARD OF B.Sc. DEGREE IN BUSINESS MANAGEMENT

In order to obtain a Bachelor of Science (B.Sc.) Degree in Business Management in the Faculty of Management and Social Sciences, a student shall meet the following requirements:

- i Complete a program of study allowed by the University Senate for the Faculty of Management and Social Sciences.
- ii A score not below 40% must be obtained in the prescribed courses and research project.
- iii Satisfy all financial obligations to the University, and other requirements relating to attendance, character and learning.
- iv Be formally recommended by the Faculty Board of Studies to the Senate of the University for the Award of B.Sc. Degree in Business Management.

### 1.1 DEPARTMENT OF BUSINESS MANAGEMENT

#### 1.1.1 Bachelor of Science in Business Management

##### 100 LEVEL

<b>First Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
CSC 111	Introduction to Computers	2	Core
GST 111	Use of English and Library	2	Core
GST 112	Logic, Philosophy and Human Existence	2	Core
ACC 111	Introduction to Accounting I	2	Core
BAF 111	Introduction to Finance	2	Core
BUS 111	Introduction to Business I	2	Core
BUS 112	Business Mathematics I	2	Core
ECO 111	Principles of Economics I	2	Core
PSY 111	Introduction to Psychology I	2	Core
SOC 111	Introduction to Sociology I	2	Core
<b>TOTAL CORE</b>		<b>20</b>	
<b>TOTAL ELECTIVE</b>		<b>-</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>20</b>	
<b>Second Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
GST 121	Nigeria Peoples and Culture	2	Core
GST 122	History and Philosophy of Science	2	Core
ACC 121	Introduction to Accounting II	2	Core
BAF 121	Introduction to Insurance	2	Core
BUS 121	Introduction to Business II	2	Core
BUS 122	Business Mathematics II	2	Core
ECO 121	Principles of Economics II	2	Core
POL 122	Elements of Government	2	Core
SOC 121	Introduction to Sociology II	2	Core
<b>TOTAL CORE</b>		<b>18</b>	
<b>TOTAL ELECTIVE</b>		<b>-</b>	
<b>TOTAL FOR 2<sup>ND</sup> SEMESTER</b>		<b>18</b>	
<b>TOTAL 1<sup>ST</sup> &amp; 2<sup>ND</sup> SEMESTERS</b>		<b>38</b>	

**200 LEVEL**

<b>First Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
ACC 211	Financial Accounting and Reporting I	2	Core
ACC 212	Cost Accounting I	2	Core
BUS 211	Business Statistics I	2	Core
BUS 212	Elements of Management	3	Core
ECO 211	Introduction to Micro-Economics	2	Core
IRP 211	Foundations of Industrial Relations	3	Core
MKT 221	Elements of Marketing	3	Core
BUS 213	Leadership Skills	2	Elective
BUS 214	Quantitative Analysis	2	Elective
<b>TOTAL CORE</b>		<b>17</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>19</b>	
<b>Second Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
GST 221	Entrepreneurship	2	Core
ACC 221	Financial Accounting and Reporting II	2	Core
ACC 222	Cost Accounting II	2	Core
BUS 221	Business Statistics II	2	Core
BUS 222	Human Resource Management	3	Core
ECO 221	Introduction to Macro-Economics	2	Core
BUS 223	Total Quality Management	2	Elective
PSY 223	Industrial Psychology	2	Elective
<b>TOTAL CORE</b>		<b>13</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>15</b>	
<b>TOTAL 1<sup>ST</sup>&amp; 2<sup>ND</sup> SEMESTERS</b>		<b>34</b>	

**300 LEVEL**

<b>First Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
ACC 313	Management Accounting I	2	Core
BAF 316	Financial Management	2	Core
BUS 311	Research Methods	3	Core
BUS 312	Management Theory	3	Core
BUS 313	Business Law	3	Core
BUS 314	Comparative Management	2	Elective
BUS 315	Managing Organisational Change	2	Elective
<b>TOTAL CORE</b>		<b>13</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>15</b>	

<b>Second Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
ACC 323	Management Accounting II	2	Core
BUS 321	Organizational Behavior	3	Core
BUS 322	Small Business Management	2	Core
BUS 323	Production & Operation Management	3	Core
BUS 324	Business Communication	2	Core
MKT 323	Consumer Behaviour	3	Core
BUS 325	Purchasing and Material Management	2	Elective
IRP 321	Compensation and Reward Management	2	Elective
<b>TOTAL CORE</b>		<b>15</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>17</b>	
<b>TOTAL 1<sup>ST</sup>&amp; 2<sup>ND</sup> SEMESTERS</b>		<b>32</b>	

#### **400 LEVEL**

<b>First Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
BUS 411	Corporate Planning	3	Core
BUS 412	Business Policy I	3	Core
BUS 413	Business Ethics	3	Core
BUS 414	Management Information System	3	Core
BUS 415	Analysis for Business Decisions	3	Core
BUS 416	E-Business	2	Elective
BUS 417	Contemporary Issues and Trends in Business	2	Elective
<b>TOTAL CORE</b>		<b>15</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>17</b>	
<b>Second Semester</b>			
<b>Course Code</b>	<b>Course Title</b>	<b>Unit</b>	<b>Status</b>
BUS 421	Research Project	6	Core
BUS 422	Business Policy II	3	Core
BUS 423	International Business	3	Core
ECO 427	International Economics	3	Core
BUS 424	Management of Creativity & Innovation	2	Elective
ENT 424	New Venture Creation and Growth	2	Elective
<b>TOTAL CORE</b>		<b>15</b>	
<b>TOTAL ELECTIVE</b>		<b>2</b>	
<b>TOTAL FOR 1<sup>ST</sup> SEMESTER</b>		<b>17</b>	
<b>TOTAL 1<sup>ST</sup>&amp; 2<sup>ND</sup> SEMESTERS</b>		<b>34</b>	

## **SUMMARY OF TOTAL UNITS OF COURSES REQUIRED FOR GRADUATION**

<b>Total Core</b>	<b>126</b>
<b>Total Elective</b>	<b><u>12</u></b>
<b>TOTAL UNITS</b>	<b><u>138</u></b>

### **COURSE SYNOPSIS**

#### **100 LEVEL**

##### **BUS 111/121: Introduction to Business I & II (4 units)**

This course provides a detailed survey of the business world and related concepts. Topics covered include the business concept, the character of business - social, legal and economic perspectives, forms of business ownership, the fundamentals of management and organization, government and business, the social responsibility of business, business regulatory agencies in Nigeria, entrepreneurship and small business management, business ethics, human resource management; international business, management of industrial relations, risk management and insurance, problems of Nigerian business enterprises.

##### **BUS 112/122: Business Mathematics 1 & II (4 units)**

This course covers the application of mathematical concepts in a business setting. Topics include introduction to business mathematics, ratios and proportions, simple and compound interest, algebra, basic concepts of permutation and combinations, linear simultaneous equations, quadratic Equations, linear inequalities, determinants and matrices, calculus. indefinite integrals, statistical representation of data, measures of central tendency and dispersion, correlation and regression, index numbers, time series analysis, probability, theoretical distribution.

#### **200 LEVEL**

##### **BUS 211: Business Statistics I & II (4 Units)**

This course covers statistical concepts and its application in the workplace. Topics include introduction to statistical analysis, counting, probability, and probability distributions, the normal distribution, sampling and sampling distribution, estimation and hypothesis testing, correlation and regression,

##### **BUS 212: Elements of Management (3 units)**

This course covers the basic concepts, principles, theories, processes, significance and evaluation of the management role. Topics covered include the nature of management and its functions and processes, decision making, theoretical approaches to management and organisation, managing responsible business; the Nigerian business environment, and contemporary issues affecting effective management.

**BUS 213: Leadership Skills (2 units)**

This course covers the conceptual underpinnings of leadership, theoretical approaches to leadership, leadership types, orientation, philosophy, functions and skills, leader as a change agent, ethics in leadership, leadership case studies, and contemporary issues in leadership.

**BUS 222: Human Resources Management (3 Units)**

This course covers the meaning, scope and nature of HRM; supply and demand characteristics of labour, manpower planning, motivation, leadership styles, training and development, performance appraisal, disciplinary procedures, employee welfare, recruitment and selection of employees, orientation and socialization, employee motivation, job satisfaction and rewards.

**BUS 223: Total Quality Management (2 Units)**

This course covers total quality concepts and techniques for managing, controlling and improving quality. Topics include evolution, definition, and importance of total quality management, evaluation of quality concepts, principles, and paradigms, problem solving and decision making for quality improvements, leadership and empowerment, benchmarking; TQM implementation and case studies, total quality management tools, quality systems, quality through planning and design, quality through improvement and control, quality through it – customer relationship management, quality through innovation.

**BUS 224: Quantitative Analysis (2 Units)**

This course covers quantitative Analysis theory, techniques, and tools to support and facilitate managerial decision-making. Includes financial, statistical, and operational modelling.

**300 LEVEL****BUS 311: Research Methods (3 Units)**

This course covers skills of scientific investigation, information gathering, analysis and interpretation in dealing with business and organizational behavior problems in Nigeria; the art of problem identification and analysis, data gathering, analysis and report writing; time and cost problems in business research.

**BUS 312: Management Theory (3 Units)**

This course covers the scientific theory in studying management; the importance of management; evaluation of management theory and management schools; also management evaluation and characteristics of poor management.

**BUS 313 Business Law (3 Units)**

Nigeria legal system; Introduction, Functions of law, Classification of law, Source of Nigerian law, Composition and Jurisdictions, Hierarchy of court in Nigeria. Law of contract; Definition of contract, Classification of contract, Element of a Valid contract, Contractual Capacity, Terms of contract, Exemption or Exclusion Clauses, Discharge of contract, Remedy for Breach of contract, Limitation of action, Illegal contract, Effect of illegal contract. Law of Agency; Introduction, Agency, Definition, Creation of Agency, Classification of Agency, Distinction between Agency and other forms of Business Transactions, Right of the Agent. Sale of Goods; Introduction, Applicable laws, Definition, formation of contract of Sale of Goods, Definition of Goods, Price, Classification of Goods, Transfer of property as between Seller and Buyer, Transfer of Title, Delivery and Acceptance, Right of Unpaid Seller. Hire Purchase,

Characteristics of Hire Purchase, Applicable Law, Transactions Regulated by the Hire Purchase Act, Transactions Regulated by the Common Law.

**BUS 314: Comparative Management (2 Units)**

the comparative approach to management and administration, the skill of management in private and public sector, the military administrator, the civil servant, the manager as interchangeable experts, constraints of organizational setting on the management of group activities, the role culture plays in being an effective manager, profiles of Nigerian executives that have moved from public to private sector and vice versa, the use of management consultants in streamlining the operations of public corporations in Nigeria, theories of comparative management, constraints imposed on managerial discretion in public corporations, a human resources model that meets the needs of private and public sectors; selected problems in comparative management and administration, motivating personnel, controlling and rewarding performance, training and staff development, introducing change and modifying employee behavior, the change-agent role of Nigerian professionals in undertaking comparative management and administration research.

**BUS 315: Managing Organisational Change (2 Units)**

This course covers the challenges and opportunities associated with change and collaboration mechanisms to create successful change outcome. A summary of major topics include introduction and overview of change management and associated concepts, leadership, management, and change, strategies, structures, procedures and technologies to handle changes in external conditions and within the evolving business environment, leading people and understanding the human side of change within an organization.

**BUS 321: Organizational Behavior (3 Units)**

An overview of organizational behavior, a consideration of contributions of behavioral sciences to the field of organizational behavior, personality theories, communication, power and control, integrity and motivational theories, group behavioral processes such as informal structures, norms of work and play, status based rewards and punishments, attitude to work, behavior modification, formal work system, the challenges of informal and emergent work systems.

**BUS 322: Small Business Management (2 Units)**

Introduction to small business management, theory and practice of small business management, opportunities and challenges in managing small and medium-sized enterprises, the role of small business in the Nigerian society, essential of planning and organizing and establishing the firm, financial and administrative controls, evaluation of alternative business forms, and comparism of new business start-ups. Financing SMEs—the role of the government and micro credit schemes, venture capital, venture teams, and venture management; Joint venture management; Business expansion and diversification; Identifying opportunities in the export market.

**BUS 323: Production and Operations Management (3 Units)**

This course addresses issues and methods of production/operations management. It gives you an introduction to the functional area of production and operations management as practiced in manufacturing industries and the services sector. Topics include: Elements of Production; Production and Process Design and Management, Facility location and Layout; Modern Tools and Machinery of Production, Standards Definition, Line Balancing, Automation, Production

Scheduling and Control, Work Study, Maintenance and Tools and Equipment, Quality Control.

Inventory Control, Project Planning, Forecasting, Aggregate Planning Control and material Resource Planning.

**BUS 324: Business Communication (3 Units)**

Elements of Communication, forms of communication; Functions and settings of Communication: Communication Theories and Models; Writing and Communication Methods: Process of Meetings, Conferences, Seminars, Symposium and Debates: Meeting Defined, Conduct, Procedures, Aims and Benefits/Disadvantages of Meetings. Written Rules Affecting Meetings, Conference, Seminar, Symposium and Debates. Uses of Words, Sentences and Figurative Expressions, Words and their Meanings, Synonyms and Antonym Dynamism in Words, and Predication, Suffixation, Sentences/Figurative Expression. Reports and Handover notes: Types of Reports, Components of Reports and Handover Notes. Organization communication: The concept of organizational communication, Factors Affecting Effectiveness of Organizational Communication. Types of organizational Communication. Public Relations and Marketing Communication.

**BUS 325: Purchasing & Material Management (2 Units)**

The fundamentals of supply; the supply challenge, the evolution of purchasing and supply management, the make or buy decision: a theoretical perspective, sourcing strategies and supply configurations, strategic supplier selection,; supplier development; purchasing and, supply management the development of the supply wheel, aligning supply with corporate strategy, competency and skills development for strategic supply, organizational structures for supply management, performance, measurement cost benefit analysis, managing interfere relationship supply organization; supply processes; quality, specification and service; information systems and technology; quantity and inventory; transportation and delivery; cost management, discounts and negotiations; supplier selection; supply law and ethics; public supply capital goods; management; make or buy, in sourcing and outsourcing; supplier relations; environmental and ethical issues in supply management, involving suppliers in new product development, public and regulated supply management, electronic supply, the relevance of commodities, services procurement.

**400 Level**

**BUS 411: Corporate Planning (3 Units)**

The concept and theory of planning, Strategic Planning, Environmental study and analysis, Technological Forecasting, Socio-Political forecasting, Industry analysis, planning tasks and techniques, Operational Planning and the resource allocation processes; Organization for planning, organizational and behavioral planner, Managing and Corporate Planning process.

**BUS 412/422: Business Policy I & II (6 Units)**

Concepts of strategy in relation to business, Corporations, and Management. Linkage between organization and their environments. Concepts of policies, decision-making, business objectives, performance criteria, structure, and managerial behaviors. Practice in calculating simple financial and economic indices from business data and other accounting information. Learning the behavioral implications of courses of action. Analyzing a firm's opportunities and threats, strengths and weaknesses. Selecting strategies and structures of public liability companies from their published annual reports. Developing clear business objectives, setting clear strategies and policies, and presenting structures that are capable of being used in implementing chosen strategies. Predicting the dynamic environment. Impact of environmental

changes on the strategies and performance of a firm. Analysis of the role of employee and managerial behavior in success or failure of strategy implementation. Integrated analysis. Recent developments affecting the strategy formulation and implementation processes of firms in Nigeria.

**BUS 413: Business Ethics (3 Units)**

Introduction to business ethics; Ethical principles; Ethical reasoning; Principles of utility, rights, justice and fairness; Ethical relativism, utilitarianism and universalism; Creating an ethical climate in an organization, corporate social responsibility, Business and the environment; Ethical decision making; Impediments to ethical principles in the Nigerian business context; Business and Government action in curbing unethical behavior; Consumerism and consumer protection agencies (SON, CPC, NAFDAC); Enforcement agencies on unethical practices (NDLEA, ICPC, EFCC); Corporate governance and ethics.

**BUS 414: Management Information System (3 Units)**

Introduction to, and Fundamentals of Data Processing –brief history and conventional data processing methods; Manual methods and mechanized methods. Classification of systems and their relative merits. Closed loop and open loop systems: effect on time-lag; the total system approach and objectives; total systems and subsystems.

**BUS 415: Analysis for Business Decision (3 Units)**

Elements of Decision Analysis, Types of Decision Situations, Decision Trees; Operational Research Approach to Decision Analysis, Systems and System Analysis; Modeling in OR, Simulation; Cases for OR Analysis, Mathematical Programming; Transportation Model, Assignment Model, Conflict Analysis and Game Theory, Project Management, other OR Models: Inventory, Replacement, Line Balancing, Routing and Sequencing, and Search.

**BUS 416 E-Business (2 Units)**

Introduction to e-Business; E-marketplace: types of e-marketplace, e-market success factors, unique features of e-marketplace, and economic impacts of e-marketplace; B2C e-Business: e-tailing, its characteristics, e-tailing models, the decision-making process of consumers purchasing online, personalization, e-loyalty, e-trust, internet marketing and advertising in B2C; B2B e-business; Other e-business models and applications: initiatives of government-to citizens (G2C), to government-to-business (G2B), and consumer-to consumer activities, m-commerce and its application in business activities; E-Business support services; E-Business strategy and implementation; E-Business design tools.

**BUS 417 Contemporary Issues and Trends in Business (2 Units)**

This course is contended to address the contemporary issues and trends in business. The study contents include the key challenges in the 21<sup>st</sup> century management, Detecting the key trends and learning from case studies, Dealing with the sustainable development issue, Principle of innovation management, From technological innovation to business model reconfiguration, The process for preparing the sustainability report and for identifying sustainable business model innovations.

**BUS 421: Research Project (6 Units)**

The project is undertaken during the second semester in the fourth year of study and is equivalent to one course unit. This is a systematic field research on a current finance topic approved by a project supervisor. A satisfactory report of reasonable and acceptable length and

quality must be completed and marked by the supervisor(s) and the external examiner, and presented in a final oral examination. The project shall be graded independently out of a maximum of 100 marks distributed as follows: 70% for project report and 30% for oral presentation.

**BUS 423: International Business (3 Units)**

Introduction: The concept of International Business, Classical Trade Theory: Introduction, Mercantilism and Nation Building, Free Trade (Theory of Absolute Advantage), Theory of comparative advantage, The Assumptions of classical Trade Theory, Modern Trade Theory: Factor Proportions and Factor Intensity, Offer Curves – Reciprocal Demand and Supply, Dynamic Factors. Changing the Basis of Trade, Terms of Trade Measures, and The Effects of Tariff; International Finance: Balance of Payments Accounting – Credits, Debits, and Current Account, Balance of Payment Accounting – The Financing Accounts, National Income, Prices and Trade Balance, The Foreign Exchange Markets, Relatively Fixed Rate System. The Gold and Gold Exchange standard. International Business Environments.

**BUS 424: Management of Creativity and Innovation (2 units)**

Basic concepts: concepts and definition of creativity and innovation; linkages between creativity and innovation; creativity and innovation theories, types of innovation, innovation management as a managerial process; sources of creativity; organizational preconditions for innovation; product and process development and quality function deployment; challenges of internal and external promotion of innovations, leadership in research and development; innovation strategies.

**TEACHING STAFF LIST OF THE DEPARTMENT OF BUSINESS MANAGEMENT**

<b>S/N</b>	<b>NAME</b>	<b>QUALIFICATION</b>	<b>AREA OF SPECIALISATION</b>	<b>STATUS</b>
1.	OGBOR, John Ogheneochuko	Ph.D. Business Administration (LUND, Sweden), M.Sc. Business Administration (Sussex, England), B.Sc. Marketing Management (Sussex, England)	Marketing/ Management	Reader
2.	ONONYE, Uzoma Heman	Ph.D. Management (UNN), M.Sc. Management (UNN), B.Sc. Business Administration (NOVENA)	Management	Lecturer 11
3.	NDUDI, Ejimofor Francis	Ph.D. Business Management (DELSU), M.Sc. Management (DELSU), PGD Business Management (DELSU), CERT. Branding (MODAPELLE, MILAN), B.Sc. Business Education (Management) DELSU	Business Administration	Lecturer 11
4	AGBECHE, Aaron Oghenevwayere	PhD, MSc, BSc Management, (River State University).	Management	Lecturer II
5	ALOAMAKA, Ifeyani Judith	M.Sc. Management (DELSU), PGD Business Administration B.Sc. Accounting (NOUN),	Business Administration	Asst. Lecturer
6	MEMEH, Jude Ndubuisi	M.Sc. Management (DELSU), B.Sc. Business Administration (DELSU)	Management	Asst. Lecturer
7	OJIEH, Magnus	M.Sc. Marketing (DELSU), B.Sc. Business Administration (DELSU), PDE. Business Education (FCET, Asaba)	Business Administration	Asst. Lecturer
8	OFUNE, Kelvin	M.Sc. Management (DELSU) B.Sc. Business Administration (DELSU)	Business Administration	Asst. Lecturer

9	ABIEGBE, Amram	M.Sc. Management (CRUTECH) MBA Management (UNN) B.Sc. Business Administration (DELSU)	Management	Asst. Lecturer
10	OGBIMI, Jeremiah	LL.M, General Law (Middlesex University, UK) MILS, International Law, (UNIBEN) LL.B, Law (Igbinedion University) B.A Philosophy (UNIBEN)	Business Law, Company Law, Commercial Law.	Asst. Lecturer