

DIPLOMA OF MARKETING		
Program Description The BHCK Diploma of Marketing aims at providing the skills and training in marketing to understand the vital role marketing plays in organisations today. The program develops skills in marketing planning and the theory behind marketing management and marketing practices. The first year of the curriculum is oriented towards a basic understanding of the business environment where you will learn basic skills and concepts. The curriculum has a strong focus in market research, consumer behaviour and international marketing. In addition the curriculum encompasses strategic marketing, branding and marketing communication.		
Career Pathway Students with a diploma of Marketing are able to continue toward a Bachelor's Degree in Marketing.		
Diploma Components The 63 credits of the Diploma are composed of: • 18 credits of General Education courses • 30 credits of Core Business courses • 15 credits of Specialist courses		
General Education Courses – All BHCK Mainstream students take these courses		
Course Code	Course Title	Credits
STA100	Elementary Statistics	3
MAT100	Basic Maths	3
ENG110	Critical Reading and Writing 1	3
ENG210	Critical Reading and Writing 2	3
IT111	Business Technology	3
ARB110	Arabic Language	3
ARB110-F(N)	Arabic (As a Second Language)	
Total		18
Core Business Courses – All Business Students take these courses		
Course Code	Course Title	Credits
BUS101	Introduction to Business	3
BUS200	Public Speaking	3
MGT101	Principles of Management	3
ECO101	Principles of Microeconomics	3
ACC101	Principles of Accounting	3
HR203	Human Resources	3
ECO102	Principles of Macroeconomics	3
BUS202	Fundamentals of Project Management	3
MGT201	International Business	3
MGT220	Strategic management	3
Total		30
Specialist Courses – Only Marketing Students take these courses		
Course Code	Course Title	Credits
MKT200	Market Research	3
MKT235	Marketing Communication	3
MKT221	Consumer Behavior	3
ORG222	Organizational Behavior	3
MKT101	Principles of Marketing	3
Total		15
Total Credits for Diploma Banking Services Management		63



Course:	STA100 Elementary Statistics
B.H.I. Codes:	N/A
This course introduces modern methods of descriptive and inferential statistics. The topics include descriptive statistics, probability, probability distributions, confidence intervals, hypothesis testing, linear regression, and correlation.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	MAT100 Basic Maths
B.H.I. Codes:	N/A
This is an intermediate-level course building on the mathematics material covered in the Foundation Program. The subject matter encompasses areas of utmost importance for a college student in any discipline, and gives the students a strong foundation of those concepts, particularly as regards practical skills and problem-solving strategies. Topics include: Percents, ratios, statistics, algebra, and others.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	ENG110 Critical Reading and Writing 1
B.H.I. Codes:	N/A
In Mainstream, students are required to read and comprehend extensive, detailed written texts and write reports, summaries, and other academic papers. This course helps them to succeed in their mainstream courses by improving their skills in reading and writing. It builds on the skills that they studied and practiced in previous levels.	
Prerequisites:	ENG030 Foundation
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	ENG210 Critical Reading and Writing 2
B.H.I. Codes:	N/A
This course is a continuation of Critical Reading and Writing 1, reinforcing the skills students learned in the previous semester. Critical Reading and Writing 2 helps students to succeed in their mainstream courses by improving their skills in reading and writing. In the course, students focus on comprehending and analyzing readings similar to those in their mainstream courses. They learn research skills and practice writing reports, summaries, responses and other academic papers that are comparable to the writings in their mainstream courses.	
Prerequisites:	ENG110 Critical Reading and Writing 1
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	IT111 Business Technology
B.H.I. Codes:	BSBINS402 Coordinate workplace information system
This is an intermediate-level course building on the information technology material covered in the Foundation I.T. course. The subject matter encompasses four relatively discrete office productivity programs (word processing, spreadsheets, electronic presentations, and databases), with a strong emphasis on real-world application. The functions and usage of the software are taught through a hands-on approach whereby the students learn to utilize the software by performing multiple tasks as encountered in the workplace or other professional environments.	
Prerequisites:	CS030 Foundation or equivalent
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	ARB110 Arabic Language
B.H.I. Codes:	N/A
This course is designed for students whose first language is Arabic. It focuses on the Arabic language as spoken from earliest times to the present. It includes Arabic philology, Classical Arabic, Modern Standard Arabic, and Arabic dialects. The multiplicity of the Arabic language, as well as the coexistence of colloquial and modern Arabic, is addressed in this course. The course intends to alert students to the wealth and intricacies involved in learning the Arabic language and its many cultures. The course emphasizes all four skills (reading, writing, listening and speaking). Vocabulary and grammar are expanded. It is taught in Arabic.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	ARB110-F(N) Arabic as a Second Language
B.H.I. Codes:	N/A
This course is designed for students whose first language is not Arabic. It introduces students to the Arabic alphabet and script of modern written Arabic. It develops the students' knowledge in the four skill areas of reading, writing, listening and speaking. With a modern approach, it uses popular media and themes relating to contemporary experience. It is taught in Arabic. Note: As the number of students who are eligible for this course is small and will fluctuate each semester, this course will not necessarily be offered every semester. It will be offered when there is sufficient demand due to student numbers (for example, every other semester).	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	BUS200 Public Speaking
B.H.I. Codes:	BSBCRT412 Articulate, present & debate ideas BSBCMM411 Make Presentations BSBCRT511 Develop critical thinking in others
This course provides students with the practical experience required to prepare, deliver and review a presentation to a target audience. Learners will learn how to effectively target an audience, deliver a presentation using effective presentation aids and monitor and review their presentations, in order to improve presentation performance.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	ECO101 Principles of Microeconomics
B.H.I. Codes:	N/A
This is an introductory course in microeconomic theory. The course focuses on examining the behaviors of individuals and firms in the market and the implications of their choices, using basic economic principles and tools.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	ECO102 Principles of Macroeconomics
B.H.I. Codes:	N/A
This course provides an overview of basic economic concepts and institutions, the nature of economic activity and an analysis of the function of the economic system. Students examine how an economy allocated and uses resources, and they evaluate its economic condition, students also study the interdependency of global economies.	
Prerequisites:	ECO101
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	ACC101 Principles of Accounting
B.H.I. Codes:	N/A
The Principles of Accounting course will provide the essential skills and knowledge required to understand the accounting cycle and to be able to prepare and maintain the daily accounting records (journal, ledger, financial statements) and the business documents like invoices and banking documents. It includes the processing of financial transactions and how to extract interim reports; the functions involved in preparation and processing of routine financial documents, preparing journal entries, posting journals to ledgers, preparing, banking and reconciling financial receipts, extracting a trial balance and interim reports and how to record general journal adjustment entries and to prepare end of period financial reports.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	HR203 Human Resources
B.H.I. Codes:	BSBHRM415 Coordinate recruitment and onboarding BSBLDR522 Manage People Performance BSBHRM524 Coordinate workforce plan implementation
This course teaches the skills and knowledge required to execute tasks associated with the recruitment cycle and how to manage the performance of staff who report to them directly. It makes the link between performance management and performance development, and reinforces both functions as a key requirement for effective managers.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	BUS202 Fundamentals of Project Management
B.H.I. Codes:	BSBPMG430 Undertake project work Internship
This course addresses the management of projects including the development of a project plan, administering and monitoring the project, finalizing the project and reviewing the project to identify lessons learnt for application to future projects as well as effectively developing the budget for the project. The project component of this course prepares the students to undertake professional internships within the industry in the ladder part of the course.	
Prerequisites:	All courses in stages 1 and 2
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	MGT201 International Business
B.H.I. Codes:	FNSSAM502 Assess market needs and identify opportunities for new financial products and services (Release 1) BSBMKG550 Promote products and services to international markets BSBMKG548 Forecast international market and business needs
This course covers various components of International Business and discusses in detail methods to forecast international markets and business needs. In addition, it covers the necessary tools required for promoting products and services to international markets.	
Prerequisites:	MKT200; HR203
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	MKT221 Consumer Behaviour
B.H.I. Codes:	BSBMKG542 Establish and monitor the marketing mix BSBMKG541 Identify and evaluate marketing opportunities
This class takes advantage of marketing opportunities by analyzing market data, distinguishing the characteristics of possible markets and assessing the viability of changes to business operations.	
Prerequisites:	MKT200 Market Research
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	MGT101 Principles of Management
B.H.I. Codes:	BSBCMM511 Communicate with influence
This covers the essential principles of management including planning, organizing, leading and controlling a business at different levels. In addition the course covers decision-making processes and ethics, and the social reasonability component of businesses.	
Prerequisites:	BUS101
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	MGT220 Strategic Management
B.H.I. Codes:	BSBLDR601 Lead and manage organisational change BSBOPS505 Manage organisational customer service
This course covers the skills and knowledge required to determine strategic change requirements and opportunities, and to develop, implement and evaluate change management strategies.	
Prerequisites:	MGT101 Principles of Management
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	ORG222 Organizational Behaviour
B.H.I. Codes:	BSBTWK502: Manage team effectiveness
This course teaches the skills and knowledge required to determine individual and team development needs and to facilitate the development of the workgroups	
Prerequisites:	BUS101 Introduction to Business
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	MKT200 Market Research
B.H.I. Codes:	BSBMKG543 Plan and interpret market research BSBMKG435 Analyse consumer behaviour BSBMKG545 Conduct marketing audit BSBMKG544 Plan and monitor direct marketing activities
This unit describes the performance outcomes, skills and knowledge required to conduct an analysis of market data in order to determine organizational and competitor business performance, and to prepare market and business forecasts that assist in targeting marketing activities and in drawing up a marketing plan.	
Prerequisites:	MKT101 Principles of Marketing
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	MKT101 Principles of Marketing
B.H.I. Codes:	BSBMKG433 Undertake marketing activities BSBMKG439 Develop and apply knowledge of communications industry BSBWRT411 Write complex documents
This course covers the essentials of marketing including the key concepts such as methods of analysis, strategies and tactics, critical to managing a profitable customer relationship, and analysing consumer behaviour in the market place.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

Course:	BUS101 Introduction to Business
B.H.I. Codes:	N/A
This introduces all concepts of management while focusing on delivering a state of the art customer service, and at the same effectively managing a diverse workplace.	
Prerequisites:	None
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.





Course:	MKT235 Marketing Communication
B.H.I. Codes:	BSBMKG551 Create multiplatform advertisements for mass media BSBMKG552 Design and develop marketing communication plans BSBMKG555 Write persuasive copy
This course is centered upon introducing marketing communication both in its traditional aspects and in digital marketing schemes.	
Prerequisites:	MKT200 Market Research
Course Load:	3 cr. hrs. p/w
Duration:	48 hrs.

