



القياس  
المعلم  
المعلم

جامعة الفيصل  
Alfaisal University

كلية إدارة الأعمال  
College of Business



# MBA

Master of Business Administration  
College of Business

Alfaisal University



The education  
of our youth  
rests on three  
foundations:  
Faith,  
Knowledge and  
Performance. ”

- King Faisal bin Abd Al-Aziz





# Alfaisal University

Alfaisal University was founded by the highly reputable King Faisal Foundation in 2002 as one of the first private non-profit, research and teaching universities in the Kingdom. It is committed to achieving international standards of excellence. The University has the support of national and international co-founders and distinguished Board Members who have continually supported the institution in its mission to remain a student centered institution committed to research.

Alfaisal University is made up of five colleges: Business, Engineering, Medicine, Pharmacy and Science and General Studies. The University offers world-class marketable undergraduate and graduate programs for both male and female students in the Kingdom and in the region. Located in the heart of Riyadh; the center for commerce, industry and research, Alfaisal offers its students opportunities to develop their full potential using outstanding facilities, inspirational academics and research-led teaching. Alfaisal graduates are highly skilled individuals

## Vision

Alfaisal University was founded by the highly reputed King Faisal Foundation in 2002 as one of the first private non-profit, research and teaching universities in the Kingdom committed to achieving international standards of excellence. It has the support of national and international co-founders and distinguished Board Members that have continually supported the university in its mission to remain a student –centered institution committed to research.

## Mission

Alfaisal University is made up of five faculties, spanning from Business, Engineering, Medicine, Pharmacy, Science and General Studies offering world-class marketable undergraduate and graduate programs to the finest male and female students in the Kingdom and the Region. Located in the heart of Riyadh, the center for commerce, industry and research, Alfaisal offers its students opportunities to develop their full potential with outstanding facilities, inspirational academics and research-led teaching that will enable our students to leave us as highly skilled, well-developed individuals able to make the transition into the workplace easily.





# Alfaisal Rankings

Alfaisal University is on the World's Top 200 Institutions Under 50 Years Old and is ranked number 12 among millennials.

## Regional and International Rankings by Times Higher Education 2020

Alfaisal Ranked

**43**

among the world's top  
Institutions under 50  
years old

Alfaisal ranked  
among

**101-150**

of the world's  
top Institutions

Alfaisal ranked

**2<sup>nd</sup>**

in the Arab Region

Alfaisal ranked

**2<sup>nd</sup>**

in the Kingdom  
of Saudi Arabia

Alfaisal University  
College of Medicine

**1<sup>st</sup>**

in the Kingdom  
of Saudi Arabia

Alfaisal University  
Life Sciences  
ranked

**2<sup>nd</sup>**

in the Kingdom  
of Saudi Arabia

Alfaisal Ranked

**20**

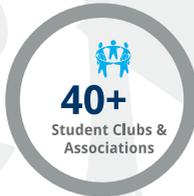
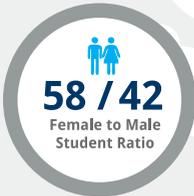
in Emerging Economies rankings





# Alfaisal University

## Key Facts





# Dean's Message

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The region is experiencing a time of unprecedented change, especially in the Kingdom of Saudi Arabia. Successful businesses are those that anticipate change and use it to their competitive advantage. The College of Business (CoB), located in Riyadh, is in the eye of the storm of this change. Emphasizing its partnership with the community, we have designed programs that will produce leaders who recognize the direction and implication of change and take advantage of the multiple opportunities that become available to astute managers.

Alfaisal celebrated its 10th anniversary, admitting its first students over 10 years ago in the fall of 2008. While CoB has a short history, it has become the College of first choice for business education in the GCC region. The College's pioneering curriculum and highly qualified and research active faculty, drawn from top European, US and Australian Universities, are attracting the best and the brightest in the Kingdom. The students are trained to manage change and growth in the public and private organizations through business analytics, information technology and collaborative education. In-class and internship experiences using real-world business problems give students the edge needed to help companies compete in today's global market. Many of our graduates become entrepreneurs while others take on incredible opportunities in the private and public sectors.

We offer two dynamic and transformational academic programs: an MBA with three existing tracks: General, Finance, and Healthcare Management; and three upcoming tracks: Accounting, Human Capital Management, and Marketing Management; as well as an Undergraduate Business Administration Program grounded in the liberal arts. Five undergraduate concentrations are available: Accounting, Finance, Human Resources Management, Marketing, and Operations and Project Management. The College also offers active Executive Education programs tailored to the needs of the Saudi and regional markets. We provide various opportunities to the business community and government agencies to enhance their managerial skills and professional expertise. CoB is also the home of the Corporate Governance Center, which plays an important role in sustaining good economic growth and helping in the realization of the Kingdom's 2030 Vision.

As part of Alfaisal University, the CoB is committed to providing high quality business education at a world-class student-centered research university. CoB also continues to strengthen and broaden its partnerships with the private and public organizations and seek the accreditation of international accreditation agencies. I welcome you to join us and grow with CoB personally and professionally. We invite you to explore, attend and succeed.

**Bajis Dodin, Ph.D.**  
Interim Dean  
College of Business  
Alfaisal University





## A Note from the MBA Director

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### **Dr. Jan Smolarski**

Director of Graduate Business Studies,  
Associate Professor of Accounting  
College of Business  
Alfaisal University

## Welcome to the Future!

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Alfaisal's MBA program is here to help you set a path to success. We offer world class faculty, many of whom have real world business experience, which they weave into the classroom experience offering the possibility to blend the latest theories with best practice. ”

Beyond specific core program requirements, you may customize your MBA to tailor it to your specific needs and desires. We offer a variety of courses in leadership, management, marketing, finance, analytics, operations healthcare and accounting to fit the diverse needs of our students. We are very proud of the many successes of our former students; many have gone on to become senior managers and entrepreneurs impacting the development of Saudi businesses, society and beyond. Since global economic development is accelerating and the regional markets are changing, opportunities will be available to those with the right background and skills needed in a modern, complex and competitive environment. Now it's up to you: set your goals, join one of our MBA tracks and chart your own success.



**DISTINGUISHED**

INTERNATIONAL FACULTY

STUDENT CENTERED

**CRITICAL THINKING**

ANALYTICAL APPROACH

**PROGRESSIVE CAMPUS**

INTERNATIONAL ACCREDITATION

**CENTER OF RIYADH**

**KING FAISAL FOUNDATION**



COLLEGE OF BUSINESS

كلية الأعمال

جامعة الملك فيصل  
الرياض

جامعة الملك فيصل  
الرياض



# MBA Student Profile

## Key figures

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Students per Cohort - (divided into 2 sections)

**70**

Average IELTS

**6**

Average Age

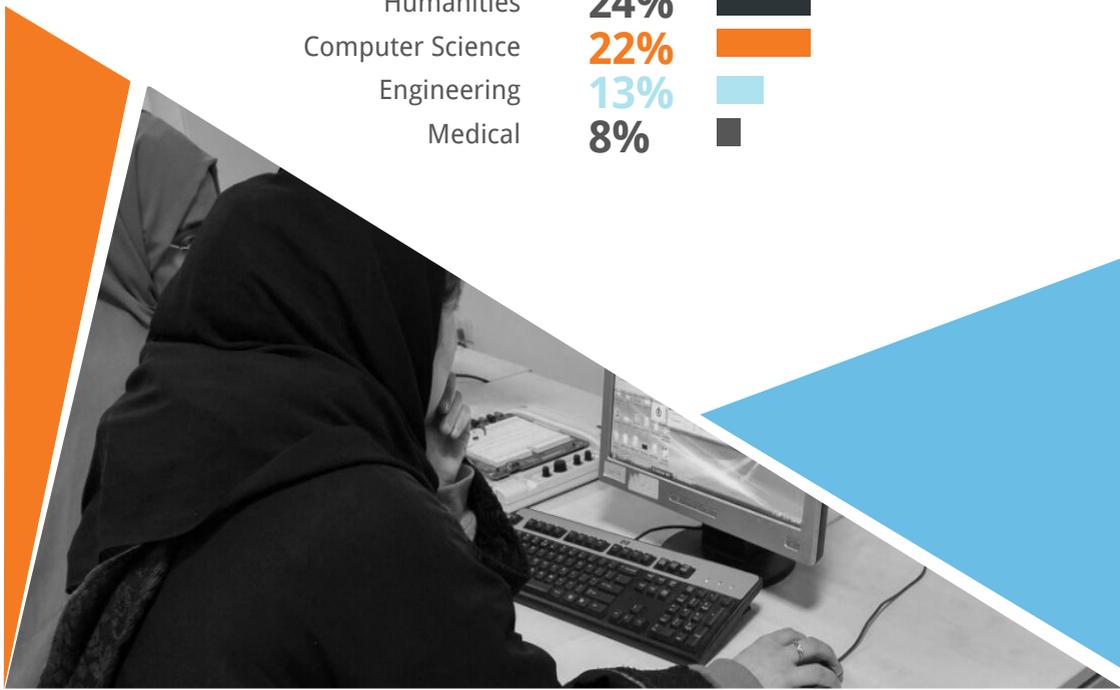
**32**

Average Years of Work Experience

**5**

## Student Undergraduate Academic Degree

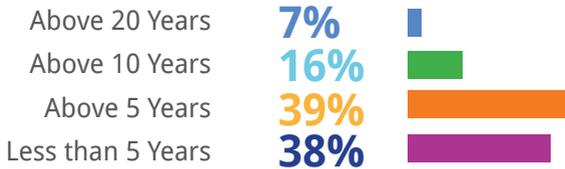
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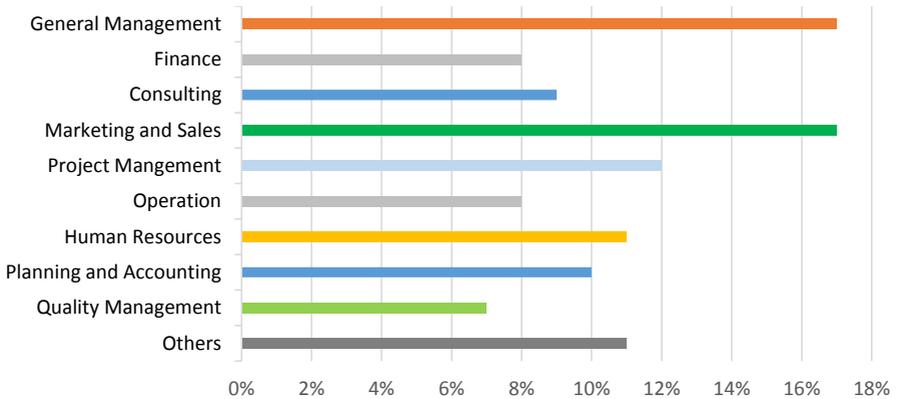


# MBA Student Profile

## Student Work Experience (Years)



## Student Professional Experiences



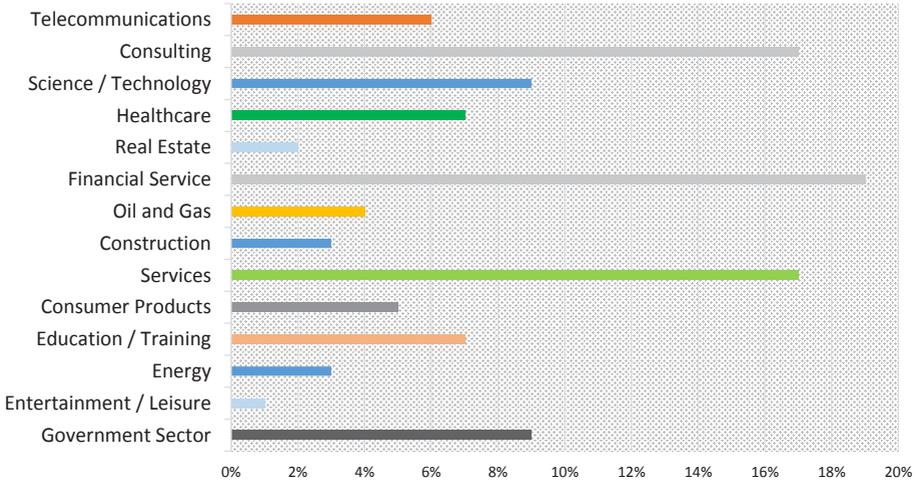
## Student Professional Background





# MBA Student Profile

## Student Industry Background



# MBA Student Profile

## Companies Represented



# Why Alfaisal (Top 4 Reasons)



## 1. Better Career Opportunities

Alfaisal's MBA programs provide diverse and comprehensive fields of study allowing graduate students to expand their knowledge and thought processes. There are several core areas covered within the MBA program including Business Analytics, Economics, Human Resources, Marketing and Finance. These areas qualify you to pursue managerial careers in many areas and in the business and public sectors.



## 3. Recognition

Alfaisal University recognized as one of world's top 200 institutions under 50 Years old by Times Higher Education Young University Rankings 2020 and ranked number 12 in world among Millennial Institutions (i.e. founded in 2000). Alfaisal University is ranked 2nd in the Times Higher Education, MENA Universities ranking.



## 2. Networking

The Alfaisal MBA paves the way for you to interact with and learn from senior business executives and leaders. You will meet recruiters, key note speakers, old-school businessmen, new entrepreneurs and innovators - the list is almost endless. The consolidated network of people you will meet during your MBA is sure to prove beneficial in the future.



## 4. Leadership Skills and Personal Development

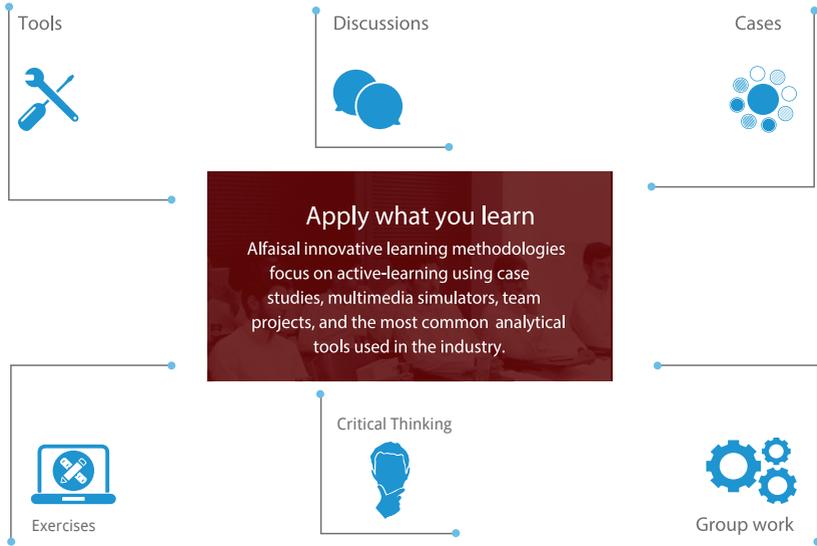
In addition to expanding your knowledge in a specific area, Alfaisal's MBA program may help in gaining soft skills, ranging from team management to strategic thinking. These are must-have career skills, which cannot be taught by course work alone but through a mixture of team assignments and relationships with classmates, professors and mentors.

# Partnership for Excellence





# MBA Classroom Experience



# Invest in your Future

**MBA**

SEPTEMBER

2 YEARS

RIYADH

ENGLISH



# Master of Business Administration

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Specific tracks are designed to meet the needs of the KSA business community. These concentrations are not separate MBA programs; they are made up of the standard nine core courses plus at least five electives required for a specific concentrations.



**MBA General**



**MBA Healthcare Management**



**MBA Finance**



**MBA Accounting** (upcoming track)



**MBA Human Capital Management** (upcoming track)



**MBA Marketing Management** (upcoming track)



# MBA General

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**Vision:**

Our aim is to be the first choice among professionals striving to be business leaders

**Mission:**

Our mission is to develop world-class managerial talent, knowledge, skills and ethics necessary to have a sustainable and transformational impact on business & society

## Common Core Courses

- Quantitative Analysis
- Managerial Economics
- Organizational Behavior
- Financial Accounting
- Business Analytics
- Operations Strategy
- Marketing Management
- Managerial Finance
- Strategic Management

## Sample General Elective Courses

- Strategic Business Projects
- Entrepreneurship and Innovation
- Negotiation
- Managerial Decision Making
- Supply Chain Management
- Consumer Behavior & Insights
- Leading Organizational Change
- Total Quality Management
- Applied Business Research Project
- Comparative Management





# MBA Healthcare Management

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## **Vision:**

Our aim is to be the first choice among professionals striving to be healthcare management leaders.

## **Mission:**

The mission of the MBA Healthcare program is to develop graduates who understand the broader healthcare environment and to prepare them for future leadership and managerial positions in all areas of healthcare; including hospitals, clinics and consulting.

## Program Schedule for MBA Healthcare Management

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In addition to the nine MBA core courses, as stated above (in which Marketing Management is replaced with Human Resource Management ) the following four core courses and one elective course must be completed.

### **A. Core Healthcare Management Courses**

Course Code	Course Title
MBA 560	Healthcare Management
MBA 562	Healthcare Informatics
MBA 563	Management Control & Performance Measurement
MBA 567	Healthcare Management Practicum & Seminar





# MBA Finance

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**Vision:**

Our aim is to be the first choice among professionals striving to be financial leaders in the Kingdom.

**Mission:**

The MBA Finance is a world-class applied degree program bridging theory and practice. The ultimate goal is to enable graduates to participate effectively in managing growth and change in the local and regional economies.

## Program Schedule for MBA Finance

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In addition to the nine MBA core courses as stated above, the following four core and one elective finance course must be completed.

**A. Core MBA Finance Courses**

Course Code	Course Title
MBA 561	Investment and Portfolio Theory
MBA 549	Corporate Finance
MBA 553	Bank Management
MBA 551	Derivative Securities

**B. Elective MBA Finance Courses (one from the list)**

Course Code	Course Title
MBA 540	Islamic Finance
MBA 568	Financial Econometrics
MBA 570	Risk Management
MBA 580	Insurance
MBA 544	Financial Statement Analysis and Valuation





## MBA International Study Experience



**The International Study Experience adds relevant topics and applications to our domestic and regional solutions.**

- Take a class with a group of distinguished scholars at a renowned international business school.
- Work contemporary problems with managers in high performing international corporations.
- Each international study experience carries the same workload as a normal elective course and follows an approved syllabus, which adds both relevant international and academic components to our existing programs.



# College of Business Executive Lecture Series

College of Business Executive Lecture Series has provided Alfaisal University students and guests from the business community and government agencies the opportunity to learn from some of the country's leading executives as they give talks about their careers and leadership experiences.



## HRH Prince Sultan bin Salman

President & Chairman of the Board of the Saudi Commission for Tourism and National Heritage (SCTH).

**Lecture:**  
Innovation management and the economy of tourism & culture.



**Mr. Suliman AlGwaiz**  
Governor of General Organization for Social Insurance (GOSI).

**Lecture:**  
Planning for a better future.



## Princess Reema Bandar Al Saud

Ambassador of Saudi Arabia to the United States.

**Lecture:**  
Employment Opportunities for Women in KSA.



## Mr. Punit Renjen

Deloitte Global CEO.

**Lecture:**  
The Fourth Industrial Revolution is Here - Are you Ready.



## Mr. Abdulmohsen Al-Fares

The Managing Director & Chief Executive Officer at Alinma Bank.

**Lecture:**  
Saudi Economy of Financial Sector.



## Ms. Leanne Caret

President of Global Services & Support at Boeing Co.

**Lecture:**  
Leadership at Boeing: Practices and Impact.



## Ms. Khlood Aldukheil

Managing Director of Aldukheil Financial Group (AFG).

**Lecture:**  
The Role of Private Sector in Vision 2030.



## Ms. Esraa Albuti

Partner - Business Tax Advisory Services at Earnest and Young (EY).

**Lecture:**  
Development of Tax Concepts and Tax History in KSA.



## Mr. Chris Larsen

Executive Chairman of Ripple's board of directors and former CEO and co-founder of Ripple.

**Lecture:**  
Internet of Value.



## H.E. Dr. Tawfiq Al- Rabiah

Minister of Health for Saudi Arabia, Former Minister of Commerce and Industry.

**Lecture:**  
How to Start a Business.



# College of Business Research Seminar

- ▶ **Dr. Mohammed Kafaji**  
"Competing Roles of Access to Finance and Availability of Technology on Business Process Sophistication: Time Series Trend Analysis."
- ▶ **Dr. Abdelmonim Shaltoni**  
"E-payment evolution from a marketing perspective."
- ▶ **Dr. Brendan John Lambe**  
"Suicide and the stock markets."
- ▶ **Dr. Hayfa Tlaiss**  
"A multi-layered approach to exploring talent management in practice. E: An Arab country-specific empirical investigation."
- ▶ **Dr. Robert Zacca**  
"The Impact of Transformational Leadership and Market Turbulence on the Entrepreneurial Orientation - Firm Performance Relationship."
- ▶ **Dr. Hayat Khan**  
"Optimal Contracting under Negotiations."
- ▶ **Dr. Adnan Abo Al Haija**  
"Mispricing in the Saudi Equity Market."
- ▶ **Dr. Hayat Khan**  
"Mechanism Design from a Social Planner Perspective."
- ▶ **Dr. Haitham A. AL-Zoubi**  
"Bond and Option Prices with Permanent Shocks."
- ▶ **Dr. Ahmed Alanazi**  
"The relationship between corporate governance and firm's performance."





# College of Business Faculty



**Dr. Bajis Dodin**

**Dean of College of Business and Professor of Operations Management and Management Science**

Ph.D. Production Management and Operations Research, North Carolina State University at Raleigh



**Dr. Jan (John) Smolarski**

**Director of the Graduate Programs and Associate Professor of Accounting**

Ph.D. in Accounting, University of North Texas, USA



**Dr. Mohammed Kafaji**

**Director of Accreditation and Quality Assurance and Assistant Professor of Project Management**

Ph.D. from Sheffield University UK



**Dr. Hayfaa Tlaiss**

**Chair of the Management Department and an Associate Professor of Strategy and Organizational Behavior**

Ph.D. in Management, Manchester Business School, UK



**Dr. Ahmed S. Alanazi**

**Assistant Professor of Finance**

Ph.D. in Finance, Griffith University, Australia



**Dr. Haitham A. Al-Zoubi**

**Chair of the Finance Department and Professor of Finance**

Ph.D. in Finance, University of New Orleans, Louisiana, USA



**Dr. Saad Alhoqail**

**Chair of Marketing Department and Assistant Professor of Marketing.**

Ph.D. in Marketing, University of Texas, Arlington, Tx, USA



**Dr. Abdel Monim Shaltoni**

**Associate Professor of Marketing**

Ph.D. in Marketing, University of Birmingham, UK



**Dr. Robert Zacca**

**Assistant Professor of Entrepreneurship**

Ph.D. in Management, Cracow University of Economics, Poland



# College of Business Faculty

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**Dr. Rami Bustami**

**Associate Professor of  
Healthcare Management**

Ph.D. in Biostatistics,  
The School of Public Health,  
University of Leuven, Belgium



**Dr. Mario Ferrer**

**Chair of the Operations  
and Project Management  
Department and an Assistant  
Professor of Operations and  
Supply chain Management**

Ph.D. in Supply Chain  
Management, CQ University,  
Queensland, Australia



**Dr. Nourah Abdulaziz  
Alfayez**

**Assistant Professor of  
Management**

Ph.D. in Management and a  
Minor in Applied Statistics,  
New Mexico State University,  
Las Cruces, NM, USA



**Dr. Adnan Abu Alhaija**

**Associate Professor Finance**

Ph.D. in Finance,  
University of Vienna, Austria



**Dr. Hayat Khan**

**Director of Undergraduate  
Programs and Assistant  
Professor of Economics**

Ph.D. in Economics,  
University of Melbourne,  
Australia



**Dr. James Christopher Ryan**

**Associate Professor of  
Management**

Ph.D. in Human Resource  
Management & Organizational  
Behaviour, Dublin City University,  
Ireland



**Dr. Brendan John Lambe**

**Associate Professor of  
Finance**

Ph.D. in Finance,  
University of Leicester, UK



**Dr. Mashhour Mourad**

**Assistant Professor of Finance**

Ph.D. in Islamic Economics,  
University of California, Los  
Angeles, USA



**Dr. Ashley Carreras**

**Assistant Professor of  
Operations & Project  
Management**

Ph. D. in Management Sciences,  
Leicester University, UK



# College of Business Faculty



**Dr. Necati Aydin**

**Professor of Economics**

Ph.D. in Education and PhD in Economics, Florida State University, FL, USA and Gazi University, Turkey



**Dr. Rahma Lahyani**

**Assistant Professor of Operations Management and Management Science**

Ph.D. in Operations Research, École Centrale de Lille, France



**Dr. Hesham Albarrak**

**Assistant Professor of Accounting**

Ph.D. in Accounting Griffith, University, Australia



**Dr. Sheraz Alam Malik**

**Assistant Professor of Operation & Project Management**

Ph.D. in Management Sciences, Supply Chain, University of Kent, Medway, UK



**Dr. Welf Weiger**

**Assistant Professor of Marketing**

Ph.D. in Marketing, University of Gottingen, Germany



**Dr. Abdullah I. Al Sharif**

**Instructor of Healthcare Management**

Master Degree in Health Administration, Washington University in Saint Louis, Missouri, USA



**Dr. Dmitry Mikhailovich Khanin**

**Associate Professor of Management**

Ph.D. in Strategic Management, University of Maryland (College Park), USA



# Explore Benefits & Resources



## Alumni Association

More than +2000 alumni are part of the Alfaisal Community. Upon graduation you become a member of Alfaisal's Alumni directly. The Alumni Association is represented by an official board. Graduates can learn more about the Alumni Association and how to apply by contacting the APR team.



## Continues Learning

After finishing your MBA, you will be able to continue your education through available classroom activities. Examples include; business updates, workshops, conferences and seminars. Alumni services are focused on offering you practical benefits in the form of ongoing networking opportunities and the pursuit of lifelong learning.



## A Unique Network of Contacts

Alfaisal organizes various events; including masterclasses, networking events and club chapter meetings. Our community is also accessible on major social media networks. The interactions and connections between Alfaisal alumni are very important in becoming successful.



# Meet our MBA Alumni

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**Ms. Abeer Alhammad**  
HR Manager, Allen & Overy Law Firm

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“The MBA at Alfaisal was one of my most enriching learning opportunities and had a significant impact on my career. I managed to acquire a solid business acumen with as much hands-on experience as possible.”

The MBA at Alfaisal did not only offer learning opportunities in the classic classroom settings, but also encouraged intriguing conversations between faculty and the MBA candidates. My time at Alfaisal allowed me to build my network around different sectors in Saudi Arabia and to get to know people who inspire me every time we sit together.



**Ibrahim Al Thagafi**  
Project Manager, Government Enablement Unit at Takamol Holding

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“As a graduate from Alfaisal MBA program, I gained a variety of skills by interacting with highly experienced faculty members and had the opportunity to work with my peers from different backgrounds.”

The diverse course offerings of the program helped me lay down a solid foundation for achieving a successful career.



**Abdulrahman Al-Harathi**  
Public Sector - Sr. Territory Manager at Oracle

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“Back in 2015, I did not even know that Alfaisal University offered such a program. I am so thankful for the one who recommended it to me. Throughout the two years in the program.”

I obtained new skillsets and had a great experience and exposure to real business challenges. This was in a very motivating environment with opportunities to network with great diverse people from different backgrounds. Being part of such a program would defiantly help anyone advance in their life and career.



**Ms. Haya Alanbar**  
Manager Center of Excellence, Vision Realization Office at Ministry of Education

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“I started my MBA in 2014 at Alfaisal University, with an aim to acquire the best knowledge and best practices in Business Management.”

I have also made very excellent connections and met higher profile colleagues who inspire me a lot.

## Alumni Benefits



**CAMPUS ACCESS** LIBRARY PRIVILEGES

NATIONAL AND INTERNATIONAL LEARNING OPPORTUNITIES

**JOB HUNTING** MENTORING SUPPORT

SPECIAL RATE ON EXECUTIVE EDUCATION

CAREER PATH TRACKING



## Be the Game Changer & Take Charge of Your Career

When you leave the Alfaisal MBA program, you will be proficient in functional skills such as strategic management, analytics, finance, accounting, and marketing. Our MBA also aims to help you develop your critical thinking and problem-solving skills in different business environments and in specialized areas of expertise. You will have the soft skills, cultural intelligence and political acumen to navigate the complex world of business and maneuver around obstacles and spot opportunities for change in existing companies. You will be able to create new business ventures within an existing firm or start your own business.



# Admission Process

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The objective of the admissions process is to select motivated students with high potential for success and leadership in their chosen field.

Alfaisal's admissions process is based on the review of your application materials as well as interviews with our admissions and academic team to ensure a good fit between the program and your preparation and career interests.



## Step One:

Start your application process through our online application system.

## Step Two:

Our admissions and academic team will review your application and documents.

## Step Three:

If you are deemed qualified, you will be invited to our MBA office for an interview.

## Step Four:

Alfaisal's MBA Office will make a final decision on your application and inform you via email.



# Admissions Requirements

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- **Bachelor's degree**

Minimum grade average of Good

- **English Proficiency Test**

IELTS Minimum Total Bank Score: 6;

Or TOFEL Minimum Band score of at least 70

- **Standardized Tests**

Above National Average on GMAT or GRE.

Or Minimum 70 in Post-Graduate General Aptitude Test.

- **At least One Year of Professional Experience**

- **Two Letters of Recommendations**

- **On-campus Interview**



## Application Checklist:

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**Before you submit your application online, make sure to have scanned copies of the following:**

- ✓ Bachelor degree graduation certificate.
- ✓ Official Bachelor Degree transcripts of all college-level course.
- ✓ TOEFL score record or IELTS score record (The University offers the OOPT exam for those who did not take the TOEFL or IELTS).
- ✓ GMAT or GRE score record or Graduate Qudrat result.
- ✓ National ID for Saudi or an official residency (Iqama) for non-Saudi student.
- ✓ Two Recommendation Letters (Professional or Academic).
- ✓ Passport.
- ✓ Resume.
- ✓ Personal Photo.



## Tuition Fees

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**Application Fee: SAR 500**

**MBA Program Tuition Fees**

- Total Cost of Master of Business Administration (42 CHs): SAR 200,000.
- Cost per credit hour (CH) for Graduate Programs: SAR 4,762.
- Students are allowed to repeat a maximum of 6 CH during their study without incurring extra fees.



## Connect with us!

Connect with us the way you want.

### Office of Graduate Business Programs (MBA Office)



Tel: + (966) 11 215-8907



MBA@alfaisal.edu



<https://research.alfaisal.edu/gs-programs>

### Office of Research & Graduate Studies (ORGS)



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+(966) 11 215 7777 (International)



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@alfaisaluniv



@alfaisaluniv



<https://www.alfaisal.edu/en/>



**MBA**

Alfaisal University