

# German-Jordanian University Talal Abu-Ghazaleh Graduate School of Business



كلية طلال أبوغزاله للدراسات العليا في إدارة الأعمال  
Talal Abu-Ghazaleh Graduate School of Business



## Where the **Gifted** Become **LEADERS**



## ABOUT TAG-SB

Talal Abu-Ghazaleh Graduate School of Business (TAG-SB) was inaugurated in 2006 as one of the faculties of the German-Jordanian University (GJU); a public university formed in 2004. Through the joint cooperation of the German and Jordanian Governments. This unique partnership brings the business expertise of the Talal Abu-Ghazaleh Organization to the academic world of GJU.

The program and courses at TAG-SB have been developed with the global economy in mind by the most respected and renowned figures in academia to meet the highest international standards. Our MBA program has been designed to bolster the advancement of knowledge with practical real-world applications and the case study approach to education.

## Mission

We educate future business leaders who will drive the economic future of the Arab region, implementing a disciplined combination of our core values and educational strategies, and bringing together outstanding academicians and gifted students. We are committed to excellence, high ethical and moral values, academic and applied business research, continuous improvement to benefit from all advancements in international educational standards and digital technology, and we strive to remain the premier business school regionally and worldwide.

***“Talal Abu-Ghazaleh Graduate School of Business offers an exceptional educational program and life experience built around four core issues: Determination, Understanding, Challenge, and Leadership”***

*Talal Abu-Ghazaleh*

## ACCREDITATION



Our MBA program is internationally accredited by the Foundation for International Business Administration Accreditation.

The accreditation procedure has verified and confirmed that our MBA program meets all the quality elements specified in the European MBA Guidelines. The MBA program at TAG-SB is the first in the Arab world to attain this prestigious accreditation.

## Best Educational Institute in Management in Asia



In 2011, TAG-SB received the Award for the Best Educational Institute in Management from the World Education Congress, which is a prestigious global award of excellence in education and leadership. The award honored winners who have been selected by a Global Research Cell of professionals from different parts of the globe.



## Talal Abu-Ghazaleh Knowledge Forum

*A Real Contribution to Knowledge Society*

The Talal Abu-Ghazaleh Knowledge Forum was established upon Dr. Talal Abu-Ghazaleh, Chairman and CEO of Talal Abu-Ghazaleh Organization (TAG-Org) orientation, to become a platform for dialogue and exchange of ideas and expertise among economic leaders, business people, professionals, academics, inventors and prominent personalities from civil society institutions. The Forum aims also at developing businesses and thereby contributing to the Arab economic and social growth and progress.



# LEADERS OUTLOOK

TALAL ABU-GHAZALEH GRADUATE SCHOOL OF BUSINESS MAGAZINE

Leaders Outlook Magazine was created by the Talal Abu-Ghazaleh Graduate School of Business (TAG-SB) in June 2010, to represent TAG-SB students, alumni and academic community to the Local and Regional Market.

The magazine was established to encourage the social interaction between the School's different community members and to boast the strings of communication. With the increasing number of readers of the published "Nine" issues, and to keep pace with the online technology...

LEADERS OUTLOOK is **ONLINE** now at:

**[www.leadersoutlook.com](http://www.leadersoutlook.com)**



## METHOD OF TEACHING



TAG-SB was established to provide students in the Arab world with the highest possible quality of education. Since classes commenced in fall of 2006, TAG-SB has acquired the reputation as the premier school of business in the Arab region. Despite this great accomplishment, TAG-SB further aims to become an internationally recognized School of Business.

The administration of TAG-SB has decided on the policy of using the case method of instruction whenever appropriate. TAG-SB endeavors for its students to learn into groupwork to make presentations, engage in discussions, solve real life problems and to be able to express their knowledge in well-written form.

## FACILITIES

As the educational environment reflects the changing nature of the business environment, TAG-SB has responded to the development of technology by designing state of art classrooms and laboratories equipped with the latest technological tools.

### Classrooms

Classrooms are tiered to provide an unobstructed contact with the instructor. All classrooms are equipped with computers and projectors mounted in the ceiling. Padded swivel chairs are provided for the comfort of the students.

TAG-SB facilities include state of art centers for the use of students, faculty, and alumni.

### Audio Visual Language Center

The audio visual language center is designed to allow students to learn foreign languages by listening to correct statements and pronunciation and then recording and listening to their own pronunciation. This facility is designed with individual booths for the students, each equipped with the required hardware.

### Video Conference Center

The video conference center allows live and direct discussions with lecturers, students and guest speakers wherever they might be located.

### Library

The library includes books, periodicals, journals, and is equipped with computers that have an access to international libraries through memberships. The Library opens its door to faculty and students during official working hours.



Joining TAG-SB is the opportunity to develop a powerful set of skills to become a business leader and acquire the keys to a prestigious career among the global business elite.



The Strength of our MBA program lies in its positioning, international orientation, the integration of theoretical and practical content, the teaching staff's business experience and the employability of graduates.

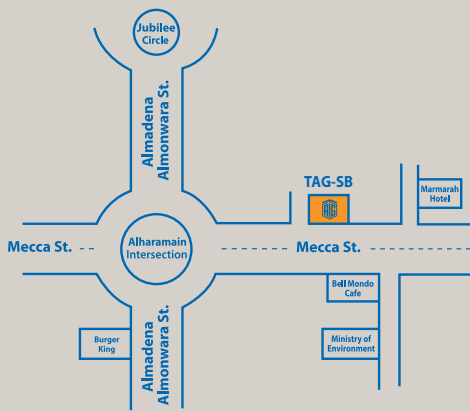


TAG-SB aspires to provide the Arab and global markets with qualified leaders in various business sectors through implementing unique, modern academic and professional programs.



We are very proud of our graduates. They are "TAG-SB Ambassadors".





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**Telephone:** +962 6 5509222  
**Fax:** +962 6 5509102

[www.tagsb.edu.jo](http://www.tagsb.edu.jo)



**English Language Competence:**

- Reading:                     Excellent             V. Good             Good             Weak
- Writing:                     Excellent             V. Good             Good             Weak
- Conversation:             Excellent             V. Good             Good             Weak

Have you taken the TOEFL, IELTS or National English Language test?     Yes             No

If yes, indicate the results below:

Test	Date taken	Institution	Score
TOEFL	.....	.....	.....
IELTS	.....	.....	.....
National Test	.....	.....	.....

**Financing:**

- Self Funding             Scholarship             Company Funding             Bank Loan             Other

**Personality Characteristics:**

- Leadership skills:             Excellent             V. Good             Good             Weak
- Motivation:                     Excellent             V. Good             Good             Weak
- Potential:                     Excellent             V. Good             Good             Weak
- Ambition:                     Excellent             V. Good             Good             Weak
- Patience:                     Excellent             V. Good             Good             Weak
- Perseverance:                 Excellent             V. Good             Good             Weak

Provide any other relevant information to assist in evaluating your application

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**Area of interest:**

- Management             Human Resources             Marketing             Banking & Finance             Quality             Logistics

Semester to begin: .....

Date:

Signature:

**For official use only**

Accepted             Denied             Pending

Recommendation:

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.....

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Authorized by:

# Application Form

TAG-SB: *Welcome to the world of Business Leaders*

## Personal Data:

Name: .....  
Date of Birth: .....  
Gender: .....  
Nationality: .....  
Telephone number: .....  
Email: .....

## University Attended and Degrees:

Period	Name of University	Major	Degree	GPA
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

## Professional Experience:

Present Job:  
Company Name: .....  
Job Title: .....  
Number of Years: .....

## Previous Jobs:

Company name	Title	Duration
.....	.....	.....
.....	.....	.....
.....	.....	.....

Where do you see yourself five years from now?  
.....  
.....  
.....

Describe a situation in which you have been in the position of leading a group?  
.....  
.....  
.....

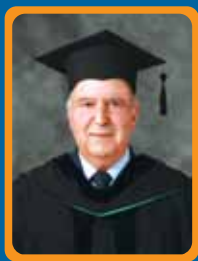
## Motivation for Postgraduate Studies:

Why do you want to pursue MBA and what do you expect to get from it?  
.....  
.....

Why did you choose Talal Abu-Ghazaleh Graduate School of Business to complete your MBA?  
.....  
.....



# Faculty Members



**Dr. Hesham Gharaibeh**

Professor of Finance and Dean of TAGSB, joined the School in 2008. Holds a Ph.D. in Financial Management from the University of Texas, an MBA from the University of Dallas and a B.Sc. in Commerce from the University of Alexandria. Teaching and research interests include investment, portfolio management, international finance and financial management.



**Dr. Mamoun Akroush**

Professor of Marketing, joined the School in 2008. Holds a Ph.D. in Marketing from Huddersfield University, an MBA from the University of Jordan and a B.Sc. in Business Administration from Al-Ahliyya Amman University. Teaching and research interests include marketing strategies, marketing knowledge and service quality management. Teaching activity is coupled with an active role in consulting, training and projects in several industries in Jordan.



**Dr. Bana Abuzayed**

Associate Professor of Banking and Finance, joined the School in 2008. Earned Ph.D. and MA in Banking and Finance from the University of Wales and a B.Sc. in Accounting from the University of Jordan. Her main teaching and research interests include: market-based accounting research, financial systems stability, financial integration, and managerial finance issues.



**Dr. Loay Salhieh**

Associate Professor of Industrial Engineering, joined the School in 2010. Dr. Salhieh holds a Ph.D. in Industrial and Manufacturing Engineering from Wayne State University, an MBA in Business Administration from Yarmouk University, and a B.Sc. in Business Administration from North Carolina Central University. Has been an Arab Reviewer Specialist for the Quality Assurance Agency (QAA) in Cooperation with UNDP since 2003.



**Dr. Talah Arabiyat**

Assistant Professor of Economics, joined the School in 2006. Holds a Ph.D. in Economics and a M.Sc. in Agricultural and Applied Economics from Texas Tech University and a B.Sc. in Agricultural Engineering from the University of Jordan. The Undergraduate Program Dean at the German Jordanian University. Primary teaching and research interests include Managerial Economics and Industrial Organization, Monetary and Financial Economics, and International Competitiveness.



**Dr. Abdallah Abdallah**

Assistant Professor of Industrial Engineering, joined the School in 2011. Holds a Ph.D. in Industrial Engineering from Wayne State University, an M.Sc. in Industrial Engineering from Wayne State University, and a B.Sc. in Industrial Engineering from the University of Jordan. Research interests include logistics, supply chain management, design optimization, product development, system reliability and maintainability, and design for six sigma.



**Dr. Hiba Al-Ajlouni**

Assistant Professor of Finance, joined the School in 2010. Holds a Ph. D. in Finance from the University of Durham, a M.Sc. in International Banking and Finance from the University of Reading and a B.Sc. in Finance from the University of Jordan. Has been offered a scholarship to present Jordan in an internship in the "Global Village for Future Leaders of Business and Industry" in 2001, Bethlehem, Pennsylvania, USA. Gained international experience in various fields such as leadership and entrepreneurship, business and industry knowledge.



**Dr. Muhannad Atmeh**

Assistant Professor of Accounting, joined the School in 2010. Holds a Ph. D. in Accounting from the University of Newcastle, an MBA in Accounting from the University of Jordan, and a B.Sc. in Accounting from Kuwait University. Before entering the academic field, Dr. Atmeh was an auditor with Saba & Co. (now Deloitte -Jordan) and a tax officer at the income tax department. Currently a member of the Board of Directors of the Jordanian Association of Certified Public Accountants.



**Dr. Arnjad Toukan**

Assistant Professor of Economics, joined the School in 2012. Holds a Ph.D. in Economics and MBA from the University of California, an M.Sc. in Electrical Engineering from California State University. Dr. Toukan's was an assistant professor in both Chapman University and in the Lebanese American University. Served as a General Manager at the United Flavors and Fragrances and Jordan Electricity Authority. Dr. Toukan's Primary fields of specialization are Microeconomics and Political Economy.

# MBA Program

The MBA program at Talal Abu-Ghazaleh Graduate School of Business (TAG-SB) consists of 42 credit hours, 30 of which are core courses and 12 are elective ones. With the core courses, candidates are provided with business and managerial skills, while the other 12 credit hours can be selected, and advised by academic advisors upon a chosen area of the following concentrations:

1. Management
2. Logistics
3. Marketing
4. Quality Management
5. Banking and Finance
6. Human Resources Management

Our MBA program requires no Thesis, instead, a comprehensive case exam is set at TAG-SB premises at the end of the program with a pass or fail grade.

Admission to the Master of Business Administration program (MBA) is open to any qualified Bachelor's degree holder from a recognized university regardless of the Bachelor major field of study. The School's admission policy is to select those candidates who have the greatest potential for academic and professional success.

# Admission Requirements

## Admission Requirements

To qualify for admission, candidates should meet the following requirements:

### 1. Academic Requirement:

A Bachelor degree in any field of study from a recognized university with a minimum average of "Good".

### 2. English Language Requirement:

Obtain a minimum TOEFL score of 80 out of 120 on an Internet Based Test (iBT), a minimum IELTS score of 6, or 75 out of 100 on the National English Language Test.

### 3. Demonstrated Proficiency in Basic Computer Skills.

### 4. Work Experience:

Provide evidence of work experience of minimum two years.

### 5. Interview:

Applicants should pass a dated interview.

Applicants should submit a completed application form (provided in this catalog), two copies of the Bachelor degree certificate, the official transcript, a passport copy, resume, three personal photos, experience letter, and the result of English Proficiency Test.

	Jordanian Students	Non-Jordanian Students
Admission Fees	250 JD	1,000 JD
Registration Fees	100 JD	350 JD
Tuition Fees*	275 JD per credit hour	275 JD per credit hour

\*Partial scholarships on tuition fees are available for successful interviewed candidates.