



# **BUSINESS MANAGEMENT**

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12<sup>th</sup> October 2019

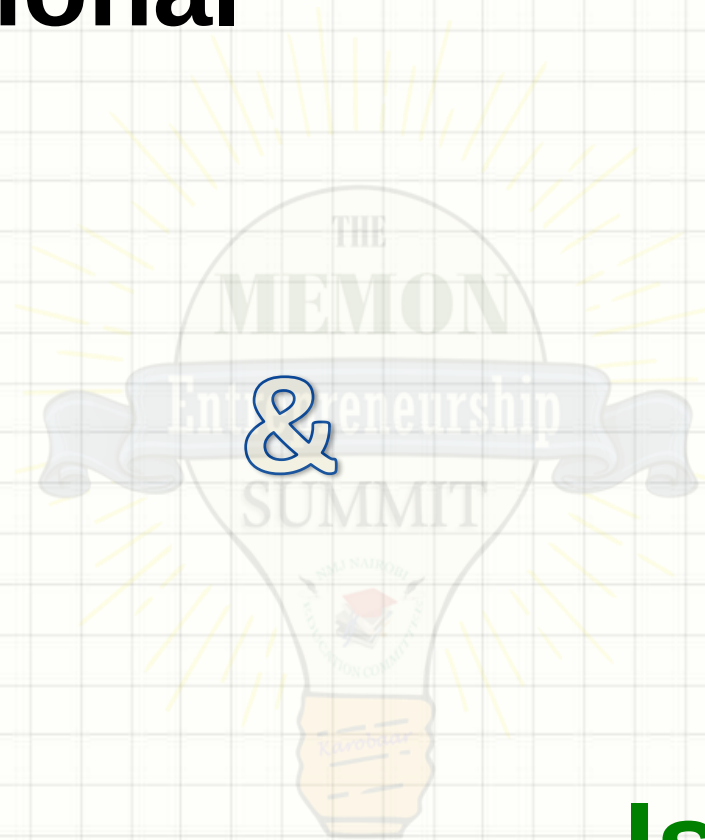


# Orientation

## Knowledge and Awareness

- Applicable Laws
- Entrepreneurship
- Finance
- Human Resource Management
- Management Information Systems
- Marketing
- Operations
- Human-centered Ethics.

# Conventional



# Islamic

And you will read this last

**You will read  
this first**

**And then you will read this**

Then this one

Conventional

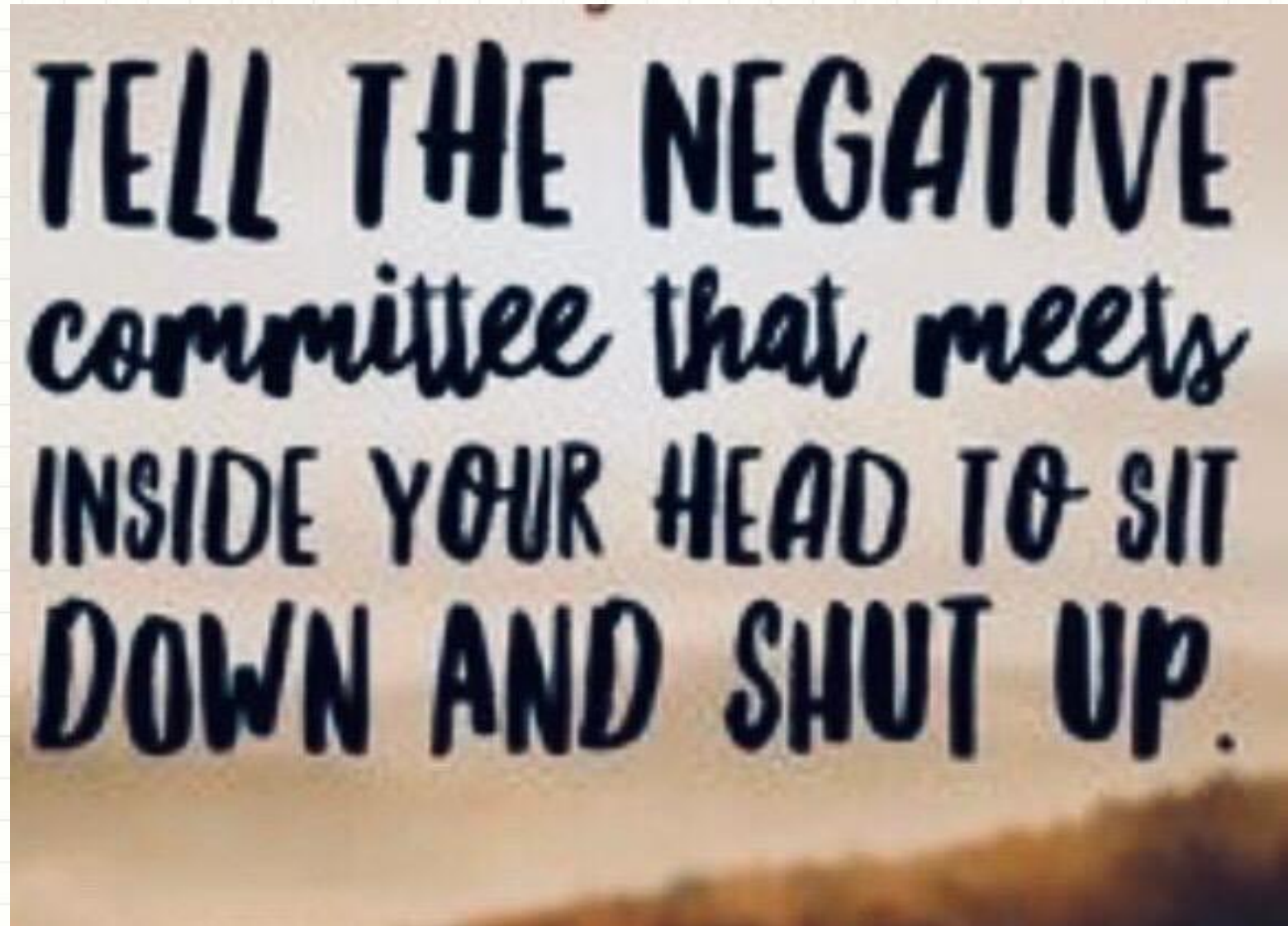
Advocates & State  
offices



Islamic  
Scholars (& Shari'ah trained  
advocates)

Islam & management  
– Dr Naceur Jabnoun

Islamic Business Ethics  
- Rafik Issa Beekun

A motivational quote written in a mix of bold, blocky capital letters and a cursive script. The text is dark and set against a light, textured background that resembles a wall or a piece of paper. The quote is: "TELL THE NEGATIVE committee that meets INSIDE YOUR HEAD TO SIT DOWN AND SHUT UP." The word "committee" is written in a cursive script, while the rest is in capital letters.

TELL THE NEGATIVE  
committee that meets  
INSIDE YOUR HEAD TO SIT  
DOWN AND SHUT UP.

Positive Thoughts Radiate Positivity

**The truthful, honest merchant will enjoy the company of the Prophets, the truthful ones and the martyrs (Tirmidhi)  
Ar Rasool SAW**

**Umar bin al Khattab said:**

“Do not let the prayer of a man deceive you nor his fasting. Rather look at the truthfulness of his speech, his trustworthiness whenever he is entrusted, and how he acts whenever he is given wealth and/or power.”

[المطالب العالية 11/620]

**AUTHORITY, POWER, AND  
WEALTH DO NOT CHANGE  
A MAN; THEY ONLY  
REVEAL HIM**

ALI IBN ABI TALIB

PICTUREQUOTES.COM

# **THE FIRST TWO RULES OF TRADING:**

**1. IMPULSE  
KILLS.**

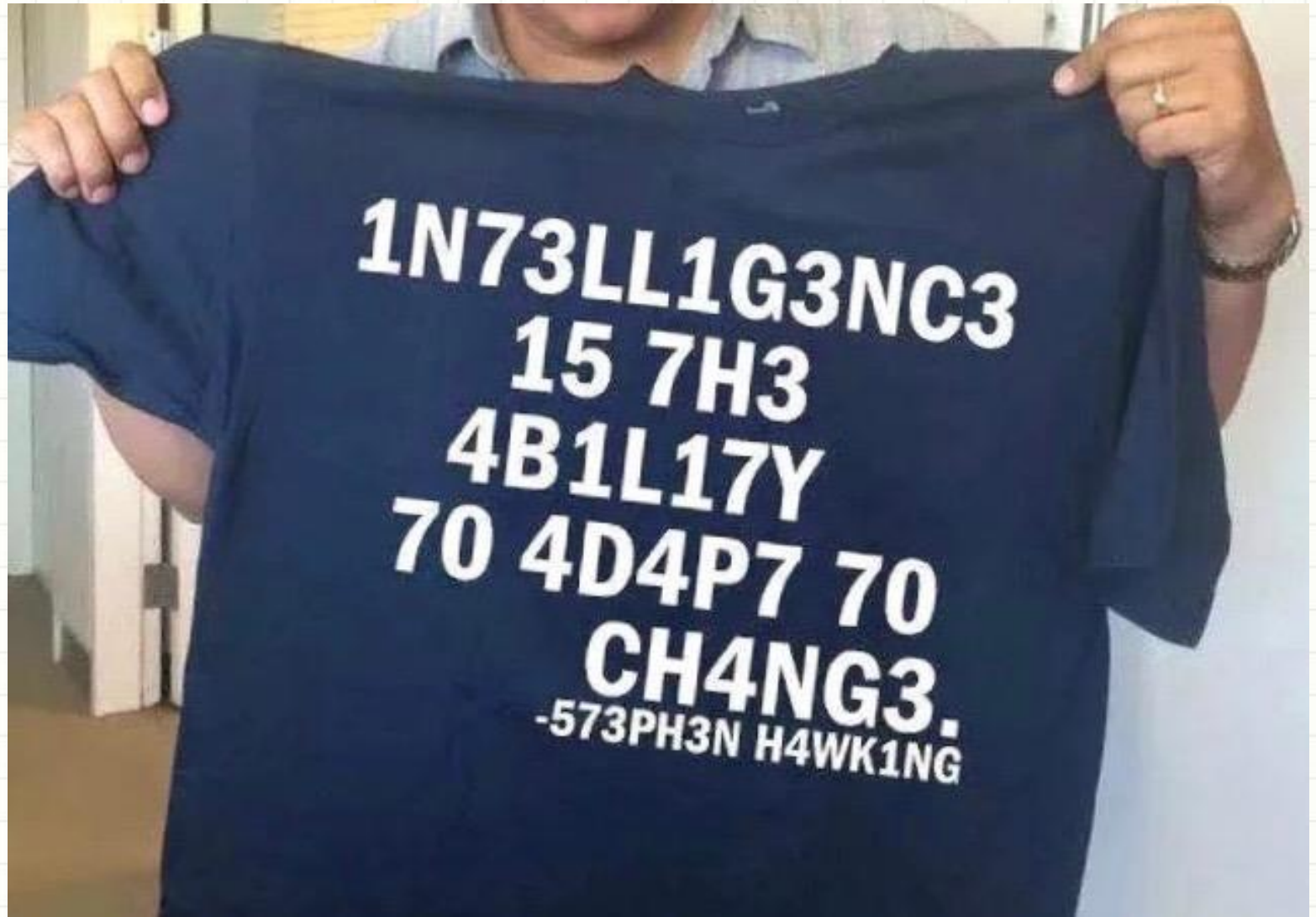
**2. PATIENCE  
PAYS.**

**@SJosephBurns**

Am I driven by impulse?



Procrastination is the art of keeping up with yesterday  
~ Don Marquis



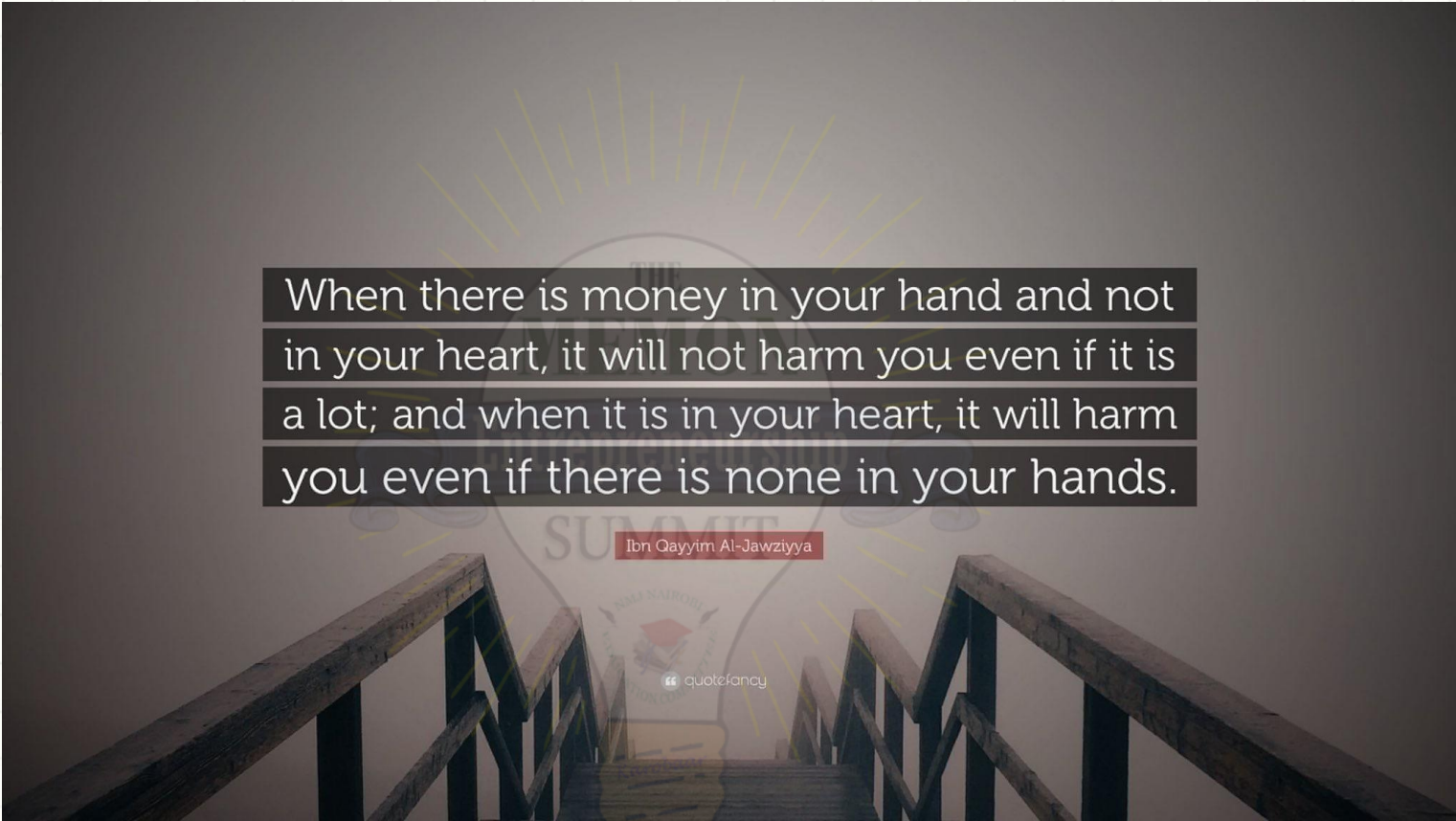
Evolve & Learn to Accept Change

Sources

Financial Management

Accountability & Transparency





When there is money in your hand and not in your heart, it will not harm you even if it is a lot; and when it is in your heart, it will harm you even if there is none in your hands.

Ibn Qayyim Al-Jawziyya

quote fancy

Money is a tool, a means to happiness. Not the end.

**“Debt never sleeps nor sickens nor dies; it never goes to the hospital; it works on Sundays and holidays; it never takes a vacation...it is never laid off work...it buys no food; it wears no clothes; it is unhoused... it has neither weddings nor births nor deaths; it has no love, no sympathy; it is as hard and soulless as a granite cliff. Once in debt, it is your companion every minute of the day and night; you cannot shun it or slip away from it; you cannot dismiss it...and whenever you get in its way or cross its course or fail to meet its demands, it crushes you.”**

**~ J. REUBEN CLARK**



Budgeting:  
Capital Structure  
Working Capital

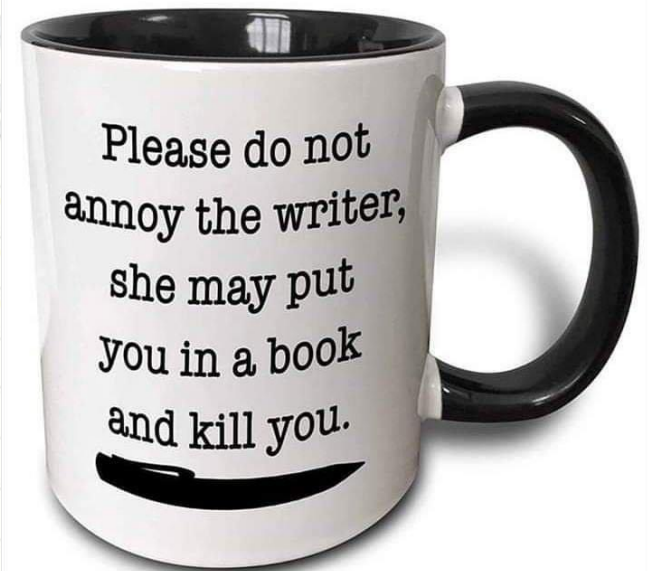


**Direction  
&  
Control**



*Behold! Each one of you is a guardian and each one of you will be asked about his subjects ~ Bukhari*

Are you this  
Boss?



HR  
=  
ASSET  
No. 1

Skilled empathy can strengthen relationships, help people weather conflicts, and increase compassion in the workplace.

Helen Riess, M.D.

Associate Professor of Psychiatry, Harvard Medical School



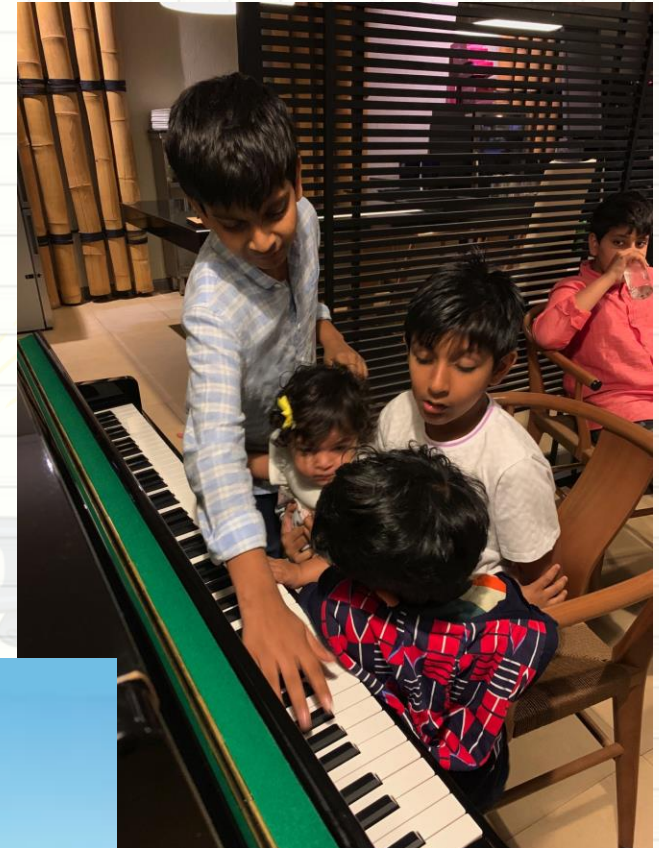
Leaders need to inspire optimism, creativity, shared commitment and growth through times good and bad.

Satya Nadella  
CEO, Microsoft

*Do not ask them to do such things (and jobs) which are beyond their strength and endurance and if you do ask them to do such things (and jobs), then help them (Bukhari)*

Inspire & Motivate

## Leadership & Teamwork



**How Can Leadership  
Create And Encourage  
Teamwork**



**Productivity, Communication, Job Satisfaction**

### **Recruitment & Selection:**

*“He who hires a person and knows that there is still one who is more qualified than him, has betrayed Allaah and His Prophet and the Muslims”*

~ Prophet Muhammad

### **Training & Development:**

Develop skills and character  
to derive “Sow & Reap” mentality

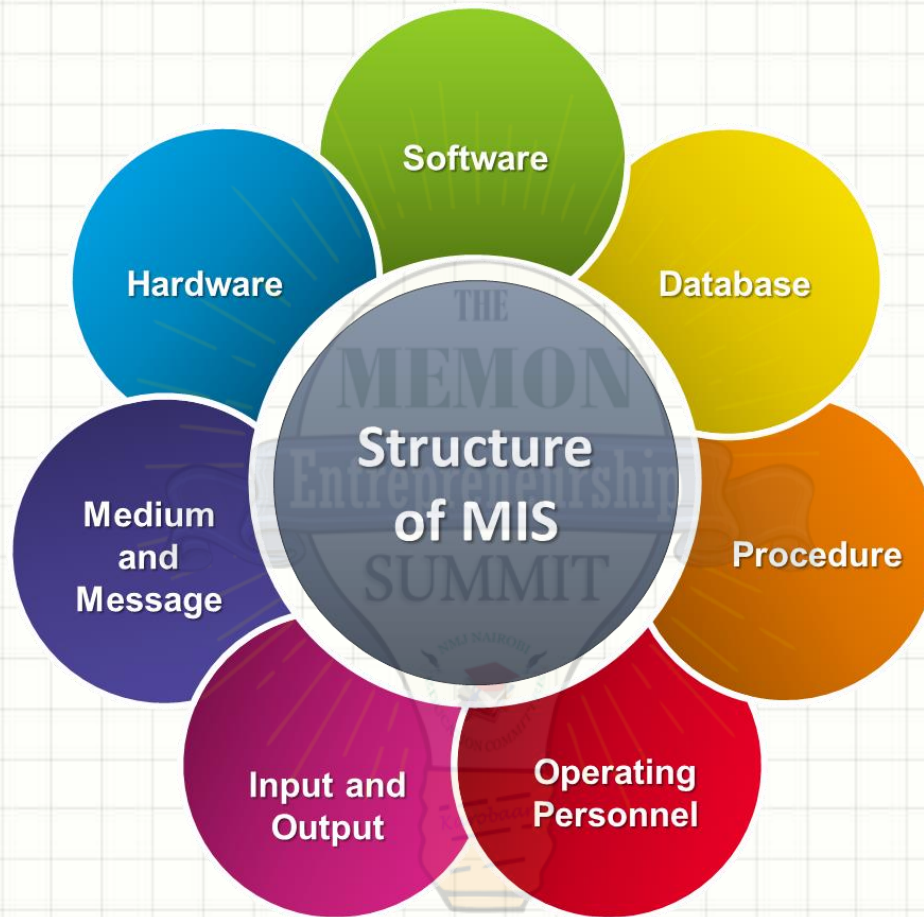
### **Compensation:**

*Whoever employs someone to work for him, he must specify for him his wage in advance.*

~ Musannaf ‘Abdur-razzaq



*“Pay the laborer his wages before his sweat dries”* ~ Prophet Muhammad



Importance of Information Systems cannot be overemphasized

**Service Delivery**

Over promise and  
under deliver

Or

Under promise and  
over deliver

Or

Promise & Deliver?

**Brand**

Company  
Individual/s  
Product/s

**Common  
Marketing Mix**

Best Price;  
Quick  
Turnaround; and  
Prompt Payment.

Efficiency and effectiveness of HR, MIS, P&M etc. to deliver the promised product/s.



Leaders roll up their sleeves (Soil your hands)

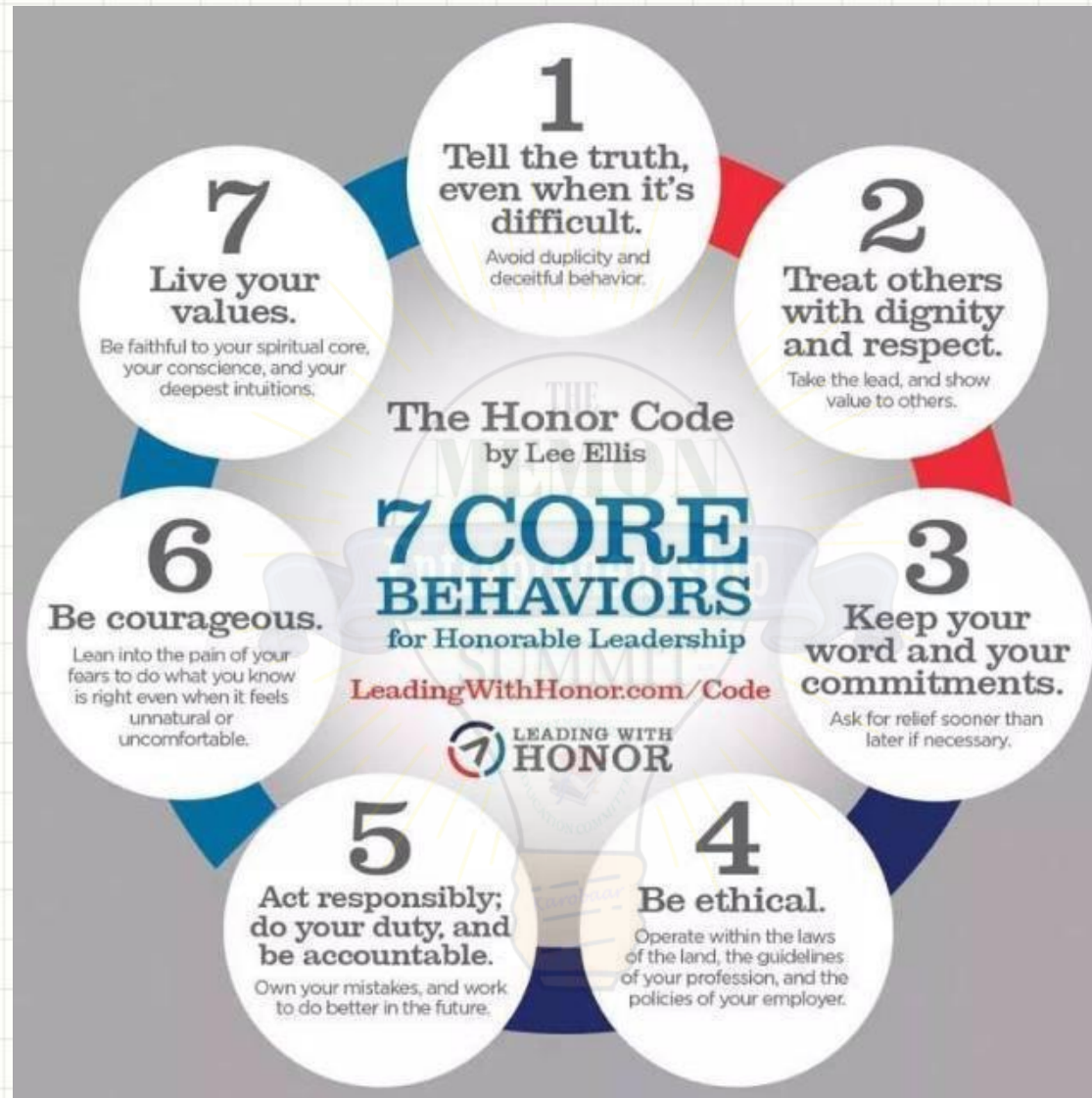


Needle in a haystack?

Or

Looking for that Nugget?

Operations are  
continually audited  
and assessed to  
ensure productivity



Integrity. Integrity. Integrity.

Command Good, Forbid Evil in all spheres of life

# N.I.B.

# ?

# I.B.E

**And there is no creature on earth but that upon God is its provision, and He knows its place of dwelling and place of storage. All is in a clear register.**

Al Qur'an 11:6

Every creation has its Time, Position and Station in its life. That is predestination.