



Course description form

Reviewing the performance of higher education institutions ((academic program review))

This course description provides a summary of the most important characteristics of the course and the learning outcomes that the student is expected to achieve, demonstrating whether he or she has made the most of the learning opportunities available. It must be linked to the program description.

Ministry of Higher Education and Scientific Research / University of Mosul	Educational institution,
College of Administration and Economics/Department of Business Administration	1.. University department/center
Principles of economics 1	2. Course name/code
Department of Business Administration (First Stage) Evening Study	3. Programs in which he enters
Electronic (two hours) per week	4. Available Attendance Forms
First Semester: 2023-2024	5. Semester / Year
30 hours	6. Number of Credit Hours (Total)
	7. The history of preparation of this description

Course Objectives:

Microeconomics is a branch of economics that studies the behavior of individuals and companies in making decisions regarding the allocation of scarce resources and the interactions between these individuals and firms. One of the objectives of microeconomics is to analyze market mechanisms that determine relative prices between goods and services and the allocation of limited resources.

It also helps to describe the nature of the economy in institutions, and the role of individual economic units in achieving balance.



Microeconomics is keen to employ the best resources by relying on entrepreneurs

8. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Lectures and presentation

B. Evaluation Methods

Daily attendance, daily exams, semester exams, assignments, required reports and research

c. Thinking skills

Reading, follow-up, reading and electronic research

d. General and transferable skills (other skills related to employability and personal development)

Skills related to the educational and psychological aspect
 Encourage development by motivating, praising and flattering students
 Raising the morale of students by setting goals and striving to achieve them



9. Course Structure					
Evaluation Method	Method of Education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Duties	theoretical	The concept of economics - methods of scientific research in economics - the relationship of economics with other sciences - economic laws		2	1
Duties	theoretical	The relationship of production and the forces of production, needs and their characteristics, the concept of good and service and how to distinguish between material goods and services, the economic problem, its nature and elements		2	2
Duties	theoretical	Demand theory, economic concept of demand, the law, curve and table of demand, determinants of demand and its exceptions, individual demand and aggregate demand of the commodity.		2	3

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 Department of International Accreditation



Duties	theoretical	Elasticity of demand, types and methods of measurement, determinants of elasticity of demand, the importance of elasticity of demand		2	4
Duties	theoretical	Interpreting consumer behavior, definition of utility, total utility and marginal utility, consumer balance according to 1- calculated utility theory , 2- ordinal utility theory.		2	5
			First exam	2	6
Duties	theoretical	Supply theory, the law, curve and schedule of supply, the determining factors of supply, the elasticity of offers, the factors affecting the elasticity of supply and methods of measuring them.		2	7
Duties	theoretical	Microeconomic equilibrium of a commodity market, equilibrium price, equilibrium quantity, and changes in supply and demand.		2	8
Duties	theoretical	Production theory, factors of production, production in the		2	9

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 Department of Quality Assurance and Academic Accreditation
 Department of International Accreditation



		short term with only the variable of labor and the law of decreasing marginal returns, long-term production according to the analysis of the equal production curve			
Duties	theoretical	Production cost theory: (meaning of costs, types of costs, cost curves)		2	10
			Second exam	2	11
Duties	theoretical	The theory of production revenue, profit and loss, types of revenue, the concept of profit and its types		2	12
Duties	theoretical	Economic market theory or production and pricing, the economic concept of the market, the market of perfect competition		2	13
Duties	theoretical	Total monopoly market, monopolistic competition market,		2	14
Duties	theoretical	Oligopoly market		2	15
			Mid-Year Exam		16
					17
					18
					19
					20
					21
					22
					23

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Department of International Accreditation



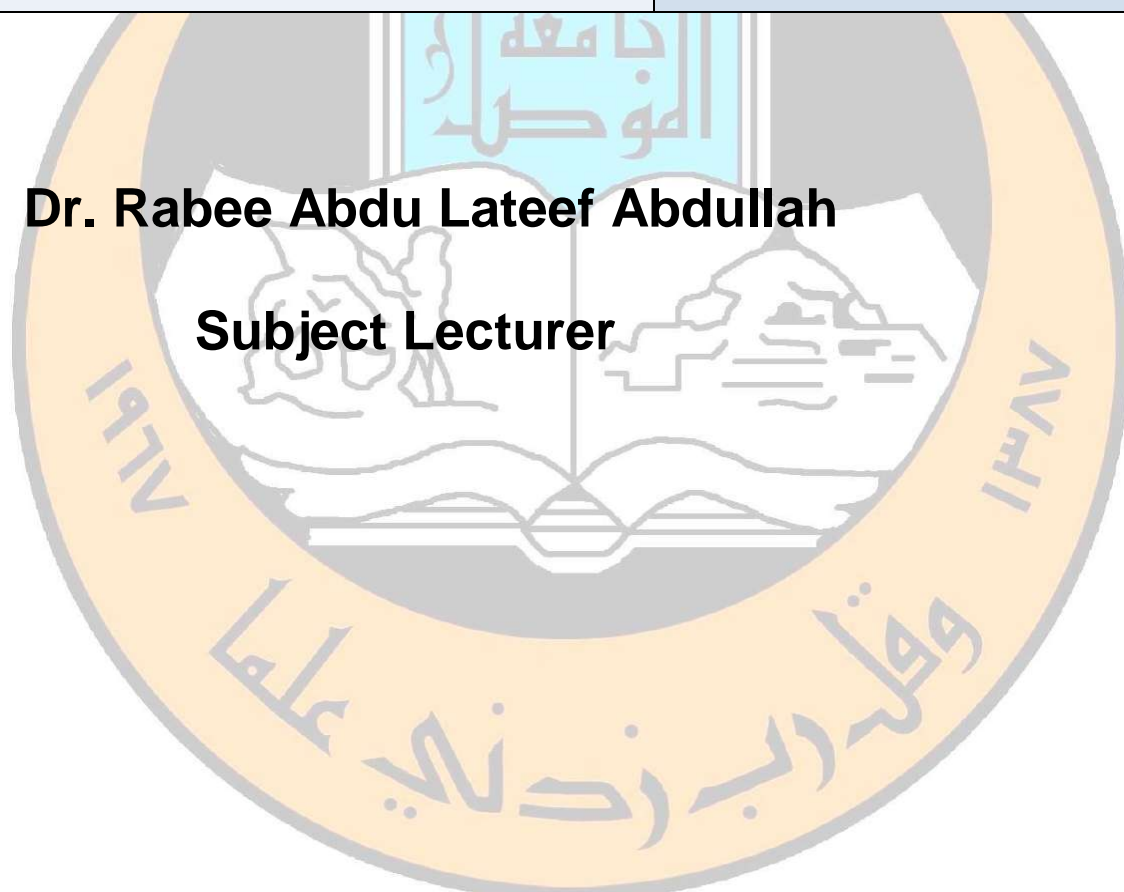
					24
					25
					26
					27
					28
					29
			Year-end exam		30





12. Admission	
	Prerequisites
33	Minimum number of students
39	The largest number of students
11. Infrastructure	
1- Principles of Economics / Dr. Karim Mahdi Al-Hasnawi / Legal Library / 2007 2- Economics / Paul A. Samuelson, translator of the Arabic language	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

Dr. Rabee Abdu Lateef Abdullah
Subject Lecturer





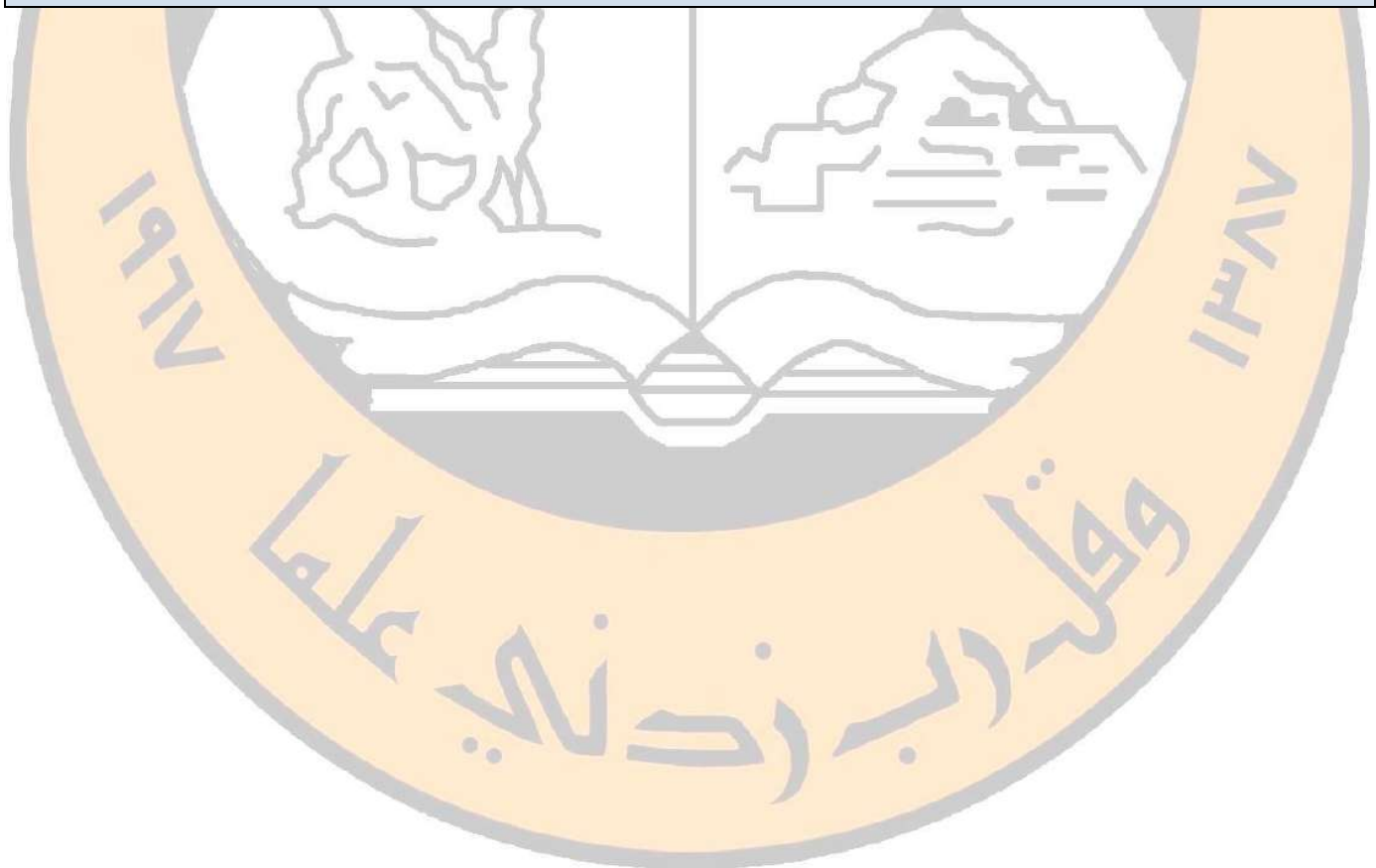
Course Description Form

Review the performance of higher education institutions ((Academic Program Review))

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the program.

Ministry of Higher Education and Scientific Research / University of Mosul	1. Educational institution
College of Administration and Economics / Department of Business Administration	2. University Department /Center
Principles of Economics 2	3. Course Name/Code
Department of Business Administration (First Stage) Evening Study	4. Programs in which heenters
Electronic (three hours) per week	5. Available Attendance Forms
Second Semester: 2023-2024	6. Semester / Year
45 hours	7. Number of Credit Hours(Total)
	8. The history of preparationof this description
<p>Course Objectives: Macroeconomics is the part of economic theory that studies economics in its entirety or as a whole. Macroeconomists study important indicators such as GDP, unemployment rates, national income, price indices, and interrelationships between different sectorsof the economy to better understand how the economy as a whole works.</p>	

9. Learning outcomes and teaching, learning and assessment methods
A. Teaching and Learning Methods
Lectures and presentation
B. Evaluation Methods
Daily attendance, daily exams, semester exams, assignments, required reports and research
c. Thinking skills
Reading, follow-up, reading and electronic research
d. General and transferable skills (other skills related to employability and personal development)
Skills related to the educational and psychological aspect Encourage development by motivating, praising and flattering students Raising the morale of students by setting goals and striving to achieve them

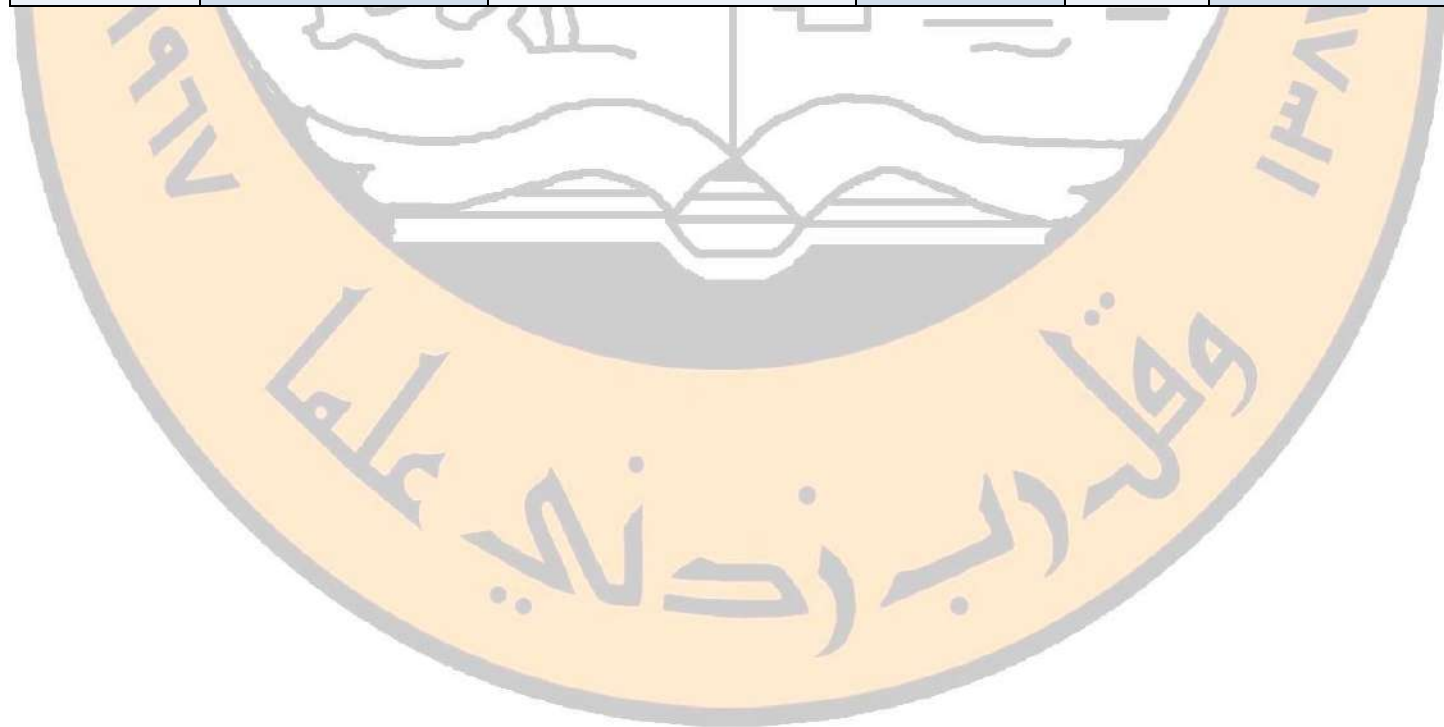




10. Course Structure

Evaluation Method	Method of Education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Duties	theoretical	Market shapes and price setting		3	1
Duties	theoretical	Monopoly		3	2
Duties	theoretical	Imperfect competition		3	3
Duties	theoretical	Value & Prices		3	4
Duties	theoretical	National income, balance and distribution		3	5
		First exam		3	6
Duties	theoretical	Wages and interest		3	7
Duties	theoretical	The nature of money and its development		3	8
Duties	theoretical	Banks		3	9
Duties	theoretical	Foreign Trade		3	10
Duties	theoretical	balance of payments		3	11
		Second exam		3	12
Duties	theoretical	Exchange rate		3	13
Duties	theoretical	Trade Policy		3	14

Duties	Theoretical	Trade policy in a socialist economy		3	15
			Mid-Year Exam		16
					17
					18
					19
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					21
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					23
					24
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					26
					27
					28
					29
			Year-end exam		30





11. Infrastructure	
1- Principles of Economics / Dr. Karim Mahdi Al-Hasnawi / Legal Library / 2007 2- Economics / Paul A. Samuelson, translator of the Arabic language	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	Special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

12. Acceptance	
	Prerequisites
33	Minimum number of students
39	The largest number of students

Dr. Rabee Abdu Lateef Abdullah
Subject Lecturer

University of Mosul

College of Business and Economics

Department of Business Administration

Course Description Form

1. Course Name Financial Accounting 2 (Second Course) - Department of Business Administration - Evening Study	
2. Course Code	
3. Semester / Year First Core 2023-2024	
4. Date of preparation of this description 1-9-2023	
5. Available attendance forms in person	
6. Number of Credit Hours (Total) / Number of Units (Total) 3 Credit Hours	
7. Course administrator's name (if more than one name)	
Name: Prof. Nada Abdul Razzaq Suleiman Email nada_abdulrazak@uomosul.edu.iq	
Name : M.M. Aws Saad Altaee Email: aus.waadallah@uomosul.edu.iq	
Course Objectives	
Delivering the scientific material to students and providing the student with the foundations and rules of accounting as well as accounting records and documents of all kinds Expanding the scientific base of students in the subject as the basis for the rest of the stages and teaching students how to keep accounting records and extract financial results from them.	Course Objectives
8. Teaching and Learning Strategies	
General and transferred skills are achieved through: the ability to communicate and communicate and the ability to work in teams, the ability to manage time, the ability to direction and progress, the ability to use computers and the Internet.	Strategy
9. Course Structure	

Evaluation method	Learning method	Unit or subject name	Required Learning Outcomes	Hours	The week
		Accounting for company formation – offering, increasing and reducing capital		Second course	The first
		Loans and their interest and examples			Second
		Accounting for goods (inventory) purchases, returns, allowances and purchase expenses			Third
		Sales, returns and withdrawals			Fourth
		Commercial discount and examples			V
		Cash discount and examples			Sixth
		Revenue and capital expenditures			Seventh
		Selling non-current assets and examples			Eighth
		Accounting for the extinction of non-current assets			Ninth
		Accounting errors, their types and causes			X
		Methods of addressing and correcting accounting errors			Eleventh
		Trial Balance			Twelfth
		Final Accounts and Financial Statements			Thirteenth
		Trading Account and P&L and examples			Fourteenth
		Statement of Financial Position			Fifteenth

10. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports etc

Midterm Exam 40%

Final Exam Exam 60%

11. Learning and Teaching Resources

	Required textbooks (methodology, if any)
	Main references (sources)
	Recommended books and references (scientific journals, reports...)
	Electronic References, Websites

University of Mosul
 College of Administration & Economics
 Department of Business Administration

Course Description Form

1. Course Name:	
Intermediate Accounting/1	
2. Course Code:	
1212 M mt1	
3. Semester / Year:	
Quarterly	
4. Description Preparation Date:	
4/4/2024	
5. Available Attendance Forms:	
My presence only	
6. Number of Credit Hours (Total) / Number of Units (Total)	
28 hours per semester. 2 hours per week	
7. Course administrator's name (mention all, if more than one name)	
Name :Lecture : Tamara Aamer Geeso Email: tamara_amer@uomosul.edu.iq Name: assistant teacher :Aws saad altaee Email: aus.waadallah@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> • • •
Objectives of the study subject 1-Deliver the scientific material to students. Expanding the academic base for students the specialization as a complement to the accounting principles curriculum for the first grade and a cornerstone for the specialization subjects in the following stages.	
9. Teaching and Learning Strategies	
Strategy	1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject. 2- The strategy that focuses on brainstorming 3- The strategy that relies on observations, discussion and analysis

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	2 hours	Providing the student with knowledge of the conceptual framework of financial accounting according to the latest publications	Conceptual framework of financial accounting	Introducing the student to the theoretical basis of the scientific subject, which is considered the cornerstone of practical application	Daily, weekly, monthly and end-of-semester exams
2	2 hour	Providing student with knowledge of the conceptual framework financial accounting according to the latest publicatio	Conceptual framework financial accounting	Introducing student to the latest publicatio	Daily, weekly, monthly and end-of-semester exam
3	2 hour	A review of wh the student h acquired in the first stage Fin accounts commercial establishments	Final accounts commercial establishments	The student knows how prepare account and financial statements commercial establishments	Daily, weekly, monthly and end-of-semester exam
4	2 hour	Introduction to the final financial statements (trading, profit and losses)	Financial statements commercial establishments	The student knows how prepare financial statements commercial establishments	Daily, weekly, monthly and end-of-semester exam
5	2 hour	Introduction final accounts industrial facilities (operation,	Accounts financial statements industrial facilities	The student knows how prepare account and financial	Daily, weekly, monthly and end-of-semester exam

		trading, profit and losses)		statements industrial facilities	
1	2 hour	Introducing concept restrictive adjustments expenses	Registration adjustments expenses	The student knows how to make settlement entries expenses and disclose advance and receivables	Daily, weekly, monthly and end-of-semester exams
1	2 hour	Introducing concept restrictive adjustments revenues	Record adjustments revenues	Providing student with skill of accounting treatment revenues according to income and budget approach	Daily, weekly, monthly and end-of-semester exams
1	2 hour	Practical cases	Record adjustments expenses and revenues	Providing student with knowledge of how to solve problems related to settlement revenues and expenses	Daily, weekly, monthly and end-of-semester exams
1	2 hour	Identifying reasons for difference in bank accounts between records and statement sent to the bank	Bank account reconciliation	Providing student with knowledge about the causes of difference between balances appearing in records and balances appearing in statement	Daily, weekly, monthly and end-of-semester exams
1	2 hour	Introducing concept of settlement and what are reasons for difference	Cash settlement	Providing student with knowledge of how to determine difference between the actual	Daily, weekly, monthly and end-of-semester exams

		between book balances and actual balances		and book balance and investigate the reasons for the difference in the	
6	2 hour	Introducing appropriate accounting treatments to deal with the increase or decrease in the fund	Cash settlement	Providing student with the ability to carry out accounting treatments increases decreases in the fund	
7	2 hour	Introducing the concept of debtors and the possible reasons indicators to measure the debt doubtful or non-collectible	Debtors settlement	The student knowledge accounting treatments doubtful debts and bad debts	
8	2 hour	How to create allowance doubtful debts and what constitute recoverable bad debts	Debtors settlement	Providing student with knowledge of how to form allowance for bad debts and what are the necessary accounting treatments recovered bad debts.	
9	2 hour	Evaluating debtors at the end of the period, disclosing them in the financial statements, and making settlement entries	Debtors settlement	Providing student with knowledge of the accounting treatments settling debtors through practical cases	

11. Course Evaluation

Grades are distributed between the endeavor (40 marks) and the final exam of the course (60 marks)

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	1- Kieso, Donald E., Weygandt, Jerry Warfield, Terry. D., 2022, Intermediate Accounting, John Wiley & Sons 1- Amin Ali al., 2019, Intermediate Accounting, available online. 2- Kiso et al., 2022, Intermediate Accounting, International Financial Reporting Standards Version, Hamithra Publishing House, 1st edition, Cairo, Egypt.
Main references (sources)	1- Kieso, Donald E., Weygandt, Jerry Warfield, Terry. D., 2022, Intermediate Accounting, John Wiley & Sons 2- Kiso et al., 2022, Intermediate Accounting, International Financial Reporting Standards Version, Hamithra Publishing House, 1st edition, Cairo, Egypt.
Recommended books and references (scientific journals, reports...)	- Amin Ali et al., 2019, Intermediate Accounting, available online. 2- Al-Sabban al., 2018, Intermediate Financial Accounting accordance with Amendments to Egyptian and International Accounting Standards, Faculty of Commerce, Alexandria University
Electronic References, Websites	https://zlibrary-asia.se/ https://www.researchgate.net/

Course Description Form (Morning and evening study)

1. Course Name:	
Intermediate Accounting/2	
2. Course Code:	
3. Semester / Year:	
Quarterly	
4. Description Preparation Date:	
2024	
5. Available Attendance Forms:	
My presence only	
6. Number of Credit Hours (Total) / Number of Units (Total)	
28 hours per semester. 2 hours per week	
7. Course administrator's name (mention all, if more than one name)	
Name: assistant teacher :tamara amer geeso Email: tamara_amer@uomosul.edu.iq Name: assistant teacher :Aws saad altaee Email: aus.waadallah@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> • • •
Objectives of the study subject 1-Delivering scientific material to students. 2- Expanding academic base for students in specialization as a complement to accounting principles curriculum for the first grade and a cornerstone for the specialization subjects in the following stages.	
9. Teaching and Learning Strategies	
Strategy	1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject. 2- The strategy that focuses on brainstorming 3- The strategy that relies on observations, discussion and analysis

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	2 hours	Providing students with complete knowledge of inventory tabs	Determine the main categories of inventory	Introducing the student to the theoretical basis of the scientific subject, which is considered the cornerstone of practical application	Daily, weekly, monthly and end-of-semester exams
2	2 hours	Providing student with knowledge how to determine the cost inventory and the items included in the inventory	Determine the cost of inventory the items included in the inventory	Introducing student to other methods determining the cost of inventory	Daily, weekly, monthly and end-of-semester exams
3	2 hours	Providing student with knowledge how differentiate between periodic inventory and continuous inventory systems	Calculate the cost of inventory at the end of the period and the goods sold	The student know how to calculate the cost of inventory at the end of the period and the goods sold	Daily, weekly, monthly and end-of-semester exams
4	2 hours	Introducing inventory cost measurement methods and inventory cost flow methods	The first-in, first-out method, the weighted average method, and the last-in, first-out method are canceled	The student know how to determine what is spent from inventory according to the three methods	Daily, weekly, monthly and end-of-semester exams
5	2 hours	Introducing the concept of realizable value	Comparing the cost of inventory at the end of the period	The student know how to record settlement entries	Daily, weekly, monthly and end-of-semester exams

		and methods valuing end-period inventories	period and the selling value and recording settlement entries	and disclose the value of inventories in the financial statements	
6	24 hours	Introducing the concept of fixed assets and determining the costs that are included in the initial evaluation of fixed assets	Accounting treatment to prove the fixed asset and related expenses	The student knows how to calculate the cost of fixed assets	Daily, weekly, monthly and end-of-semester exams
7	2 hours	Describe the accounting treatments for the acquisition of fixed assets in groups	Determine the accounting treatments for purchasing fixed assets in groups	Providing the student with the skill of accounting treatment for purchasing fixed assets in groups	Daily, weekly, monthly and end-of-semester exams
8	2 hours	Description of accounting treatments for disposal, sale and replacement of fixed assets	Determine the accounting treatments for whether the disposal process has a significant impact or not	Providing the student with the skill of accounting treatment for replacement operations for fixed assets	Daily, weekly, monthly and end-of-semester exams
9	2 hours	Description of accounting treatments for the disappearance of fixed assets	Determine the methods for calculating extinction	Providing the student with the skill of calculating extinction according to different methods	Daily, weekly, monthly and end-of-semester exams
10	2 hours	Practical cases	Accounting treatments for fixed assets and their depreciation. Providing the student with knowledge of how to solve problems related to fixed assets	Introducing the accounting framework for financial assets and investments	Daily, weekly, monthly and end-of-semester exams
11	2 hours	Providing the student with	Introducing special accounting	Evaluating investments	Daily, weekly,

		knowledge how to account for investments	treatments investments debt and equity securities	according to the types at amortized cost and fair value	monthly and end-of-semester exams
12	2 hours	Introducing special accounting treatments investments debt and equity securities	Evaluating investments according to the types amortized cost and fair value	Providing student with the ability to conduct accounting treatments investments in debt securities and equity	
13	2 hours	Introducing the concept of the facility's business model and evaluating investments equity at the end of the period. Conducting settlement entries and adjusting the fair value calculation	The student knowledge accounting treatments evaluating investments and reconciling fair value	Practical cases	Daily, weekly, monthly and end-of-semester exams
14	2 hours	Accounting treatments investments equity	Providing student with knowledge accounting treatments investments through practical cases	Practical cases	Daily, weekly, monthly and end-of-semester exams

11. Course Evaluation

Grades are distributed between the endeavor (40 marks) and the final exam of the course (60 marks)

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)

1- Kieso, Donald E., Weygandt, Jerry Warfield, Terry. D., 2022, Intermediate Accounting, John Wiley & Sons
 1- Amin et al., 2019, Intermediate Accounting available online.
 2- Kieso et al., 2019

	Intermediate Accounting, International Financial Reporting Standards Version, Hamithra Publishing House, 1st edition, Cairo, Egypt.
Main references (sources)	1- Kieso, Donald E., Weygandt, Jerry Warfield, Terry. D., 2022, Intermediate Accounting, John Wiley & Sons 2- Kiso et al., 2022, Intermediate Accounting International Financial Reporting Standards Version, Hamithra Publishing House, 1st edition, Cairo, Egypt.
Recommended books and references (scientific journals, reports...)	- Amin Ali et al., 2019, Intermediate Accounting, available online. 2- Al-Sabban et al., 2018, Intermediate Financial Accounting in accordance with Amendments Egyptian and International Accounting Standards, Faculty of Commerce, Alexandria University.
Electronic References, Websites	https://zlibrary-asia.se/ https://www.researchgate.net/



description form Course

higher education Reviewing the performance of
 ((program review institutions ((academic

the For required Briefly this The decision a description He provides
 Learning And outputs The decision features most important
 He was if About what Proven Achieve it requester from Expected
 Learning Opportunities from Maximum Benefit Achieve may be
 And Between them Connectivity from And it must. Available
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Mosul of University	Educational institution .1
Economics and Management of College Administration Business of Department/	University .2 department/center
. Project applications management project	Course name/code .3
Administration Business of Bachelor	is Programs in which it .4 included
(weeks 15) for attendance Mandatory	Available attendance forms .5
(course second) system Semester	Semester/year .6
hours 60 Total (week per hours 4)	Number of study hours .7 (total)
2024 -2023	Date this description was .8 prepared
: objectives .9	

:This course aims to

The student will acquire some information and concepts related to project management -1

The student will gain experience in using computers and how to deal with project management MS -2

A theoretical presentation of the methods supported by illustrative MS program. Project examples, leaving the burden of calculations on the student from data entry to display of results and analyze -3

Enabling the student to determine the appropriate method and interpret the results -4

The student will acquire the skill of writing reports and extracting the greatest amount of information from the results of the analysis -5

Learning outcomes, teaching, learning and assessment methods .10

and learning methods Teaching .a

presentations and Lecture ?
 discussion group and Presentation ?
 reports write and results present ,program to mainly computer the Use ?

methods Evaluation .B

participation and Attendance .1

questions asking ,discussion of quality the through :evaluation Individual .2

solutions presenting and ,

and assignments required the in presented ideas The :evaluation Group .3

discussion their of quality the

exams Daily .4

(course fo end + semester) exam Final .5



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Academic Accreditation Department of Quality Assurance and
International Accreditation Department

.C skills thinking
<ul style="list-style-type: none"> -1 Critical thinking and problem solving skills -2 Description and memory skills -3 Comparison and information presentation skills -4 Skills applying in procedures within the framework of research work
Generic and transferable skills (other skills related to employability and personal development) . Dr
After completing the course, the student is expected to be able to acquire the following cognitive skills: ☐ Identify the different sources and methods of collecting data ☐ MS program. Project Ability to deal with the

Course structure.11					
Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	hours	the week
Practical or written test	An electronic using lecture a smart board and a data display	Project management concept		3	1

	device				
Practical or written test	An electronic lecture using a smart board and a data display device	Logical relationships between tasks		3	2
Practical or written test	An electronic lecture using a smart board and a data display device	Basic stages of the project		3	3
Practical or written test	An electronic lecture using a smart board and a data display device	Project management and MS. planning using Project		3	4
Practical or written test	electronic An lecture using a smart board and a data display device	Tables		3	5
Practical or written test	An electronic lecture using a smart board and a data display device	time and Tasks periods		3	6
Practical or written test	electronic An lecture using a smart board and a data display device	Project control and evaluation		3	7
Practical or written test	An electronic lecture using a smart board and a data	Restrictions on the use of Task Constraints		3	8



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Academic Accreditation Department of Quality Assurance and
International Accreditation Department

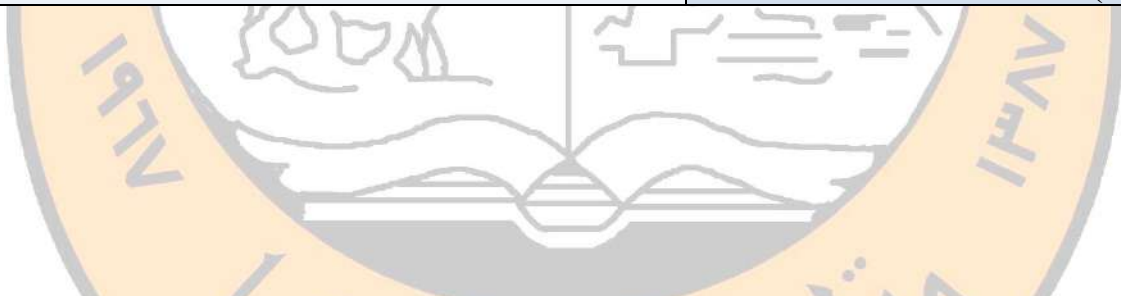
	display device				
Practical or written test	An electronic lecture using a smart board and a data display device	Resources Management		3	9
Practical or written test	An electronic lecture using a smart board and a data display device	Type Task		3	10
Practical or written test	An electronic lecture using a smart board and a data display device	Working with Contouring Assignment		3	11
Practical or written test	An electronic lecture using a smart board and a data display device	Adjust and modify schedules		3	12
Practical or written test	An electronic lecture using a smart board and a data display device	work Overtime		3	13
Practical or written test	An electronic lecture using a smart board and a data display device	Tracking Management		3	14

	device				
Practical or written test	An electronic lecture using a smart board and a data display device	Printing and inserting images and reports		3	15





Infrastructure .12	
<p>Introduction to descriptive and inferential – statistics Dr. Ezz Hassan Abdel Fattah</p> <p>a) analysis and modeling using the computer – SPSS comprehensive application of the Prof. Dr. Hussein Ali Naguib & package) Rifai–Prof. Dr. Ghaleb Awad Saleh Al</p> <p>English sources from the Various – .Internet</p>	<p>:Required readings Course books ■ Other ■</p>
<p>Microsoft with You must have a computer installed . Project</p>	<p>requirements Special</p>
	<p>Social services (including, for example, guest lectures, professional training, and field (studies</p>



admissions .13	
	Prerequisites
students 40	The smallest number of students
students 60	The largest number of students



course description form**Course description**

The course description provides a brief summary of the most important characteristics and learning outcomes that the student is expected to achieve, proving whether he has made maximum use of the available learning opportunities.

College of Administration and Economics / University of Mosul	Educational institution
Business Management	scientific department
Strategic Thinking / PhD	Course name / code
theory (2 units)	Credit hours
The second course (attended lectures)	season/year
2020 – 2021	The date this description was prepared

- Goals course

Enabling the student to deal with the data of the contemporary business environment and employ his mental abilities to identify the stimuli of this environment and understand and reflect on the future

Strengthening the student's abilities in the field of strategic response to business challenges and thinking in a strategic way

The student's possession of knowledge (how) in the field of formulating strategic options that contribute to facing the problems that hinder his work

- The structure of the course

	the details	the week
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The concept of strategic thinking, its importance and the need for senior management for it	1
Integration of strategic planning, strategic thinking and strategic management	2
elements of strategic thinking	3
Leadership and strategic thinking	4
strategic thinking models	5
semester exam	6
discussion of duties	7
Introductions to strategic thinking	8
Introductions to strategic thinking	9
Planning management scenarios as a result of the integration of thinking and planning	10
case studies	11
Seminar (discussion of research prepared by students)	12
final exam	13

Course description -

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The strategic thinking course focuses on employing a set of personal capabilities of the strategic thinker to identify the structures, data and stimuli of the external environment of the organization, perceptually and predictively, and constantly reformulate the overlapping, capabilities and capabilities of the internal environment of the organization.

How to attend : Attended lectures -

Evaluation -

1- Attendance exams (daily, quarterly and final)

2 - Attendance and participation

3- Duties and Reports

Certified Sources -

Bets ,F,2016, Strategic Thinking : A comprehensive guide Emerald
Group publishing .

course description form**Course description**

The course description provides a brief summary of the most important characteristics and learning outcomes that the student is expected to achieve, proving whether he has made maximum use of the available learning opportunities.

College of Administration and Economics / University of Mosul	Educational institution
Marketing Management	scientific department
Crisis Management / Master's theory (2 units)	Course name / code
The second course (attended lectures)	Credit hours
2020 – 2021	season/year
	The date this description was prepared

- Goals course

- Enabling the student to deal with the data of the contemporary business environment and its crises - ١
- Strengthening students' capabilities in the field of strategic response to business challenges - ٢
- Adopting an organized and planned work approach to deal with crises - ٣
- The student's possession of knowledge (how) in the field of formulating strategic options that contribute to facing crises - ٤

- The structure of the course

	the details	the week
--	-------------	----------

The concept of crisis and its types	1
Characteristics and causes of crises	2
Crisis management and influencing factors	3
Stages of crisis management	4
The role of leadership in dealing with crises	5
crisis management strategies	6
What are the marketing crises and the catalysts for their emergence?	7
Types of marketing crises and their stages of development	8
semester exam	9
Principles of dealing with marketing crises	10
Administrative organization to face marketing crises 0 (Crisis Response Cell)	11
Strategic planning directed at managing marketing crises	12
Practical applications and methods for dealing with crises	13
Practical applications and methods for dealing with crises	14
final exam	15th

Course description -

-

Crisis management course focuses on the concepts, foundations and applications of crisis management and its contemporary systems, as dealing with crises has become an imperative in order to find a way to manage them in a distinctive way and to find a technique directed to emergency situations that cannot be avoided.

How to attend : Attended lectures -

Evaluation -

1- Attendance exams (daily, quarterly and final)

2 - Attendance and participation

3- Duties and Reports

Certified Sources -

Ghassan Qassem Al-Lami, Khaled Abdullah Al-Issawi, 2015, Crisis -
management, foundations and applications

course description form**Course description**

The course description provides a brief summary of the most important characteristics and learning outcomes that the student is expected to achieve, proving whether he has made maximum use of the available learning opportunities.

College of Administration and Economics / University of Mosul	Educational institution
Business Management	scientific department
Strategic Management / Master's	Course name / code
theory (3 units)	Credit hours
The second course (attended lectures)	season/year
2020 – 2021	The date this description was prepared

- Goals course

- Enable the student to deal with the data of the contemporary business environment - ١
- Strengthening students' capabilities in the field of strategic response to business challenges - ٢
- Adopting an organized work approach and avoiding improvisation to achieve long-term goals - ٣
- The student's possession of knowledge (how) in the field of developing strategic options that contribute to achieving competitive advantage. - ٤

- The structure of the course

	the details	the week
--	-------------	----------

The historical development of the concept of strategy and strategic management, and its importance for business organizations	1
The nature of strategic management, its stages and models	2
Strategic direction (vision, mission, goals for business organizations)	3
External evaluation	4
internal evaluation	5
strategies in business	6
Analysis and strategic choice	7
Analysis and strategic choice	8
semester exam	9
Strategic analysis techniques and tools	10
discussion of duties	11
discussion of duties	11
Strategy Implementation	12
Implementation of the strategy	13
Discuss case studies	14
final exam	15th

Course description -

-

The strategic management course focuses on studying the essential tasks and functions of the heads of companies, the board of directors, and the senior management of business organizations.

How to attend : Attended lectures -

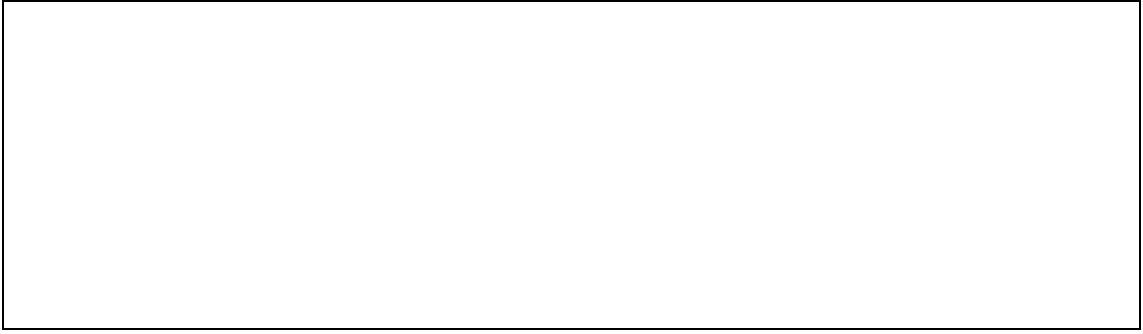
Evaluation -

1- Attendance exams (daily, quarterly and final)

2 - Attendance and participation

3- Duties and Reports

Certified Sources -



course description form**Course description**

The course description provides a brief summary of the most important characteristics and learning outcomes that the student is expected to achieve, proving whether he has made maximum use of the available learning opportunities.

College of Administration and Economics / University of Mosul	Educational institution
Business Management	scientific department
Strategic Management / Bachelor's	Course name / code
theory (3 units)	Credit hours
First course (electronic lectures)	season/year
2020 – 2021	The date this description was prepared

- Goals course

- Enable the student to deal with the data of the contemporary -١
business environment
- Strengthening students' capabilities in the field of strategic -٢
response to business challenges
- Adopting an organized work approach and avoiding improvisation -٣
to achieve long-term goals
- The student's possession of knowledge (how) in the field of -٤
developing strategic options that contribute to achieving
competitive advantage and leadership

- The structure of the course

	the details	the week
--	-------------	----------

The historical development of the concept of strategy and strategic management, and its importance for business organizations	1
Strategic Direction (Vision, Mission, Objectives)	2
Strategic analysis of the external environment	3
Strategic analysis of the internal environment	4
Determining the strategic position, analysis swot	5
Business Portfolio Analysis Models Boston Consulting Group Model	6
McKinsey model, Hoover model	7
semester exam	8
Strategic planning, concept, characteristics, types and problems facing it	9
Strategic choice and strategic alternatives	10
Strategies at the organization level	11
Strategies at the business unit level	12
Strategies at the functional level	13
Strategic Execution	14
and strategic control	15th
final exam	

Course description -

<p>Strategic management: represents the process of harmonization between the internal environment and the external environment.</p>	-
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How to attend : electronic lectures -

Evaluation -

1- Electronic exams (daily, quarterly and final)

2 - Attendance and participation

3- Duties and Reports

Certified Sources -

- 1 - Zakaria Mutlaq Al-Douri, 2009, Strategic Management
- 2 – Saad Ghaleb Yassin, 2010, Strategic Management
- 3 - Hani Al-Omari and Nabil Mohamed Morsi Khalil, 2010, Strategic Management

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Course Description Form

**Review the performance of higher education institutions
 ((Academic Program Review))**

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

University of Mosul	1. Educational institution
College of Business and Economics / Department of Business Administration	2. University Department / Center
PC1 + PC2	3. Course Name/Code
Bachelor of Business Administration	4. Programs in which he enters
Mandatory attendance for (15 weeks)	5. Available Attendance Forms
First Semester + Second Course	6. Semester / Year
(3 hours per week) Total 45 hours	7. Number of Credit Hours (Total)
2023 - 2024	8. The history of preparation of this description
9. Course Objectives :	
This course aims to:	

- Introducing students to the computer and its physical and software components
- Teaching students to use Windows7
- Teaching students to use the word script
- Introducing students to the Internet, how to benefit from it, and what are the possibilities it provides in education and knowledge.

10. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

- ☒ Lecture & Presentations
- ☒ Presentation and group discussion
- ☒ Using the computer mainly on the program. presenting the results and writing reports
- ☒ Practicality

B. Evaluation Methods

1. Attendance and participation
2. Individual evaluation: through the quality of discussion, asking questions and offering solutions
3. Group evaluation: ideas presented in the required assignments and the quality of their discussion
4. Daily exams
5. Final Exam (Semester + End of Course)

c. Thinking skills

- 1- Critical thinking and problem-solving skills.
- 2- Description and remembering skills.
- 3- Skills of comparison and presentation of information.
- 4- Skills of applying procedures in the framework of research work.

d. General and transferable skills (other skills related to employability and personal development)

After completing the course, the student is expected to be able to acquire the following cognitive skills:

A- Cognitive Objectives:

- 1- Knowledge of computer parts
2. Programmatic knowledge



- 3- Knowledge of operating systems
- 4- Knowledge of application programs
- 5- Knowledge of the Internet
- B- Course skills objectives :
 - 1 – Computer operation
 - 2 – Text printing
 - 3 – Use of the Internet
 - 4- Knowledge of application programs
- C- General Skills :
 - 1- Using computers in conducting scientific research
 - 2. Use it for computer duties for finance
 - 3- Use in communicating with educational institutions
 - 4- Using computers to communicate with the labor market

11. Course Structure

First course

Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Practical or written test	An electronic lecture using the smart board and data projector	Chapter One: Computer Fundamentals		3	١
Practical or written test	An electronic lecture using the smart board and	The concept of the computer, the phases of the computer life cycle		3	٢

	data projector				
Practical or written test	An electronic lecture using the smart board and data projector	The development of computer generations		3	٣
Practical or written test	An electronic lecture using the smart board and data projector	Computer advantages and areas of use		3	٤
Practical or written test	An electronic lecture using the smart board and data projector	Classification of the computer in terms of purpose, size and type of data		3	٥
Practical or written test	An electronic lecture using the smart board and data projector	Chapter Two: Computer Components		3	٦
Practical or written test	An electronic lecture using the smart board and data projector	Computer Components		3	٧
Practical or written test	An electronic lecture using the smart board and data projector	Computer physical parts		3	٨

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 Department of International Accreditation



Practical or written test	An electronic lecture using the smart board and data projector	Software entities		3	٩
Practical or written test	An electronic lecture using the smart board and data projector	Your personal computer security concept and software licenses		3	١٠
Practical or written test	An electronic lecture using the smart board and data projector	:Chapter Three Computer Security and Software Licenses Computer Safety & Software Licences		3	١١
Practical or written test	An electronic lecture using the smart board and data projector	Ethics of the electronic world - forms of transgressions - computer security - computer privacy		3	١٢
Practical or written test	An electronic lecture using the smart board and data projector	Computer software licenses and types, intellectual property, electronic penetration, malicious software, the most important steps necessary to		3	١٣

		protect against hacking, computer damage to health			
Practical or written test	An electronic lecture using the smart board and data projector	Chapter Four: Operating Systems		3	١٤
Practical or written test	An electronic lecture using the smart board and data projector	Operating System Definition, Functions, Objectives, Classification		3	١٥
Second course					
Practical or written test	An electronic lecture using the smart board and data projector	Chapter One : Introduction to Microsoft Word 2010		3	١
Practical or written test	An electronic lecture using the smart board and data projector	Introduction, Microsoft Word 2010 Run, Microsoft Word 2010 Interface		3	٢
Practical or written test	An electronic lecture using the smart board and data projector	File tab, Home tab		3	٣
Practical or written test	An electronic lecture using the smart board and data projector	Page Layout tab, View tab		3	٤

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 Department of Quality Assurance and Academic Accreditation
 Department of International Accreditation



Practical or written test	An electronic lecture using the smart board and data projector	Chapter Two : Inserting Objects in Microsoft Word 2010		3	٥
Practical or written test	An electronic lecture using the smart board and data projector	Insert Tab, Pages Collection		3	٦
Practical or written test	An electronic lecture using the smart board and data projector	Tables		3	٧
Practical or written test	An electronic lecture using the smart board and data projector	Tables		3	٨
Practical or written test	An electronic lecture using the smart board and data projector	Illustration Set IIIustrations		3	٩
Practical or written test	An electronic lecture using the smart board and data projector	Link group, Header & Footer group		3	١٠

Practical or written test	An electronic lecture using the smart board and data projector	Text Set, Symbols Set		3	١١
Practical or written test	An electronic lecture using the smart board and data projector	Chapter Three: Additional tasks for Metrosoft Word 2010		3	١٢
Practical or written test	An electronic lecture using the smart board and data projector	Chapter Four : Introduction to Microsoft PowerPoint 2010		3	١٣
Practical or written test	An electronic lecture using the smart board and data projector	تبويب مراجع References		٣	١٤
Practical or written test	An electronic lecture using the smart board and data projector	Mailings Correspondence Tab		3	١٥



12. Infrastructure	
<p>- Computer Fundamentals and Office Applications (Part One) Assoc. Prof. Ziad Mohamed Abboud, Prof. Ghassan Hamid Abdel Majeed, Assoc. Prof. Amir Hussein Murad, Eng. Bilal Kamal Ahmed</p> <p>- Computer Fundamentals and Office Applications (Part Two) Assoc. Prof. Ziad Mohamed Abboud, Prof. Ghassan Hamid Abdel Majeed, Dr. Mustafa Diao Al-Hasani</p>	<p>Required readings:</p> <ul style="list-style-type: none"> ▪ Course Books ▪ Other
<p>You must have a computer with Microsoft office2010 installed.</p>	<p>special requirements</p>
	<p>Social services (e.g. guest lectures, vocational training and field studies)</p>

13. Acceptance	
	<p>Prerequisites</p>
<p>40 students</p>	<p>Minimum number of students</p>

Students ٦٠

The largest number
of students





description form Course

higher education Reviewing the performance of
 ((program review institutions ((academic

For the required Briefly this The decision a description He provides
 Learning And outputs The decision features most important
 He was if About what Proven Achieve it requester from Expected
 Learning Opportunities from Maximum Benefit Achieve may be
 And Between them Connectivity from And it must. Available
 . the program description a between

Mosul of University	Educational institution .1
Economics and Management of College Administration Business of Department/	University .2 department/center
QSB business in applications Quantitative	Course name/code .3
Administration Business of Bachelor	Programs in which it is .4 included
(weeks 15) for attendance Mandatory	Available attendance forms .5
2022 – 2021).) semester first / system Course (Semester/year .6
hours 60 Total (week per hours 4)	Number of study hours .7 (total)
2024 -2023	Date this description was .8 prepared

: objectives .9

excellent educational program in operations research for solving an is WinQSB
.many complex problems of a quantitative nature
It consists of a series of models that help us in various topics such as
investigating production processes, project evaluation, quality control,
.simulation, statistics, etc

Learning outcomes, teaching, learning and assessment methods .10

Teaching and learning methods .a

method Discussion .1

method Project .2

presentations practical of Method .3

method learning Cooperative .4

methods Evaluation .B

participation and Attendance .1

quest i ons asking ,discussion of quality the through :evaluation Individual .2

solutions presenting and ,

and assignments required the in presented i deas The :evaluation Group .3

discussion their of quality the

exams Daily .4

(course of end + semester) exam Final .5



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Scientific supervision and evaluation device
Department of Quality Assurance and Academic Accreditation
International Accreditation Department

.C skills thinking
-1 Critical thinking and problem solving skills -2 Description and memory skills -3 Comparison and information presentation skills -4 Skills applying in procedures within the framework of research work
. Dr Generic and transferable skills (other skills related to employability and (personal development

Course structure.11					
Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	hours	the week
oral or written	An electronic lecture using a smart board	QSB Introduction to the program		3	1

test	and a data display device				
oral or written test	An electronic lecture using a smart board and a data display device	The importance of the program		3	2
oral or written test	An electronic lecture using a smart board and a data display device	Install the program on the computer and enter the program		3	3
oral or written test	An electronic lecture using a smart board and a data display device	Menu bar, tools and its contents		3	4
oral or written test	An electronic lecture using a smart board and a data display device	Linear Programming		3	5
oral or written test	An electronic using lecture a smart board and a data display device	Goal Linear Programming		3	6
oral or written test	An electronic lecture using a smart board and a data display device	Modeling Network		3	7
oral or written	An electronic lecture using a smart board	The transportation :includes model least cost The		3	8



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Scientific supervision and evaluation device
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International Accreditation Department

test	and a data display device	method			
oral or written test	An electronic lecture using a smart board and a data display device	corner methodwest		3	9
oral or written test	An electronic lecture using a smart board and a data display device	The penalty method the penalty (Vogel) method		3	10
oral or written test	An electronic lecture using a smart board and a data display device	A Network Flow Transshipment issue		3	11
oral or written test	An electronic lecture using a smart board and a data display device	Maximal Flow Problem		3	12
oral or written test	An electronic lecture using a smart board and a data display device	NETWORK includesANALYSIS		3	13
oral or written	An electronic lecture using a smart board and a data	Path methodCritical		3	14

test	display device				
oral or written test	An electronic lecture using a smart board and a data display device	Project Bert's style Evaluation and Review Technique		3	15





of Higher Education and Scientific Research
 Scientific supervision and evaluation device

Infrastructure .12	
<p>Quantitative applications in - business book</p> <p>.Various sources from the Internet -</p>	<p>:Required readings</p> <ul style="list-style-type: none"> Course books ▪ Other ▪
	<p>requirements Special</p>
	<p>Social services (including, for example, guest lectures, professional training, and field (studies</p>

admissions .13	
	Prerequisites
students 40	The smallest number of students
students 55	The largest number of students

Course description form

1. Course Name
Arabic/ Department of Information Systems
2. Course Code
gssoann
3. academic year
2023–2024
4. Date the description was prepared
28/4/2024
5. Available attendance forms
Attendance in the classroom
6. Number of study hours
2
7. Course objectives
<ul style="list-style-type: none"> • Identify the concept of verbs and their types. • Identify the nominal and verbal sentences. • Identify the types of predicate sentences. • Identifying missing verbs and letters similar to the verb. • Differentiating between verb forms and tenses. • Training students on how to benefit from the Arabic language positively achieve goals. • Recognize the concept of speech, word and sentence.
8. Learning methods
<ul style="list-style-type: none"> • Explanation through teaching in detail for each topic specified in the curriculum. • Assigning students to daily duties. • Dialogue and discussion. • Recitation and memorization. • Inductive method
9. Teaching strategies
<ul style="list-style-type: none"> • The student understands grammatical and morphological rules. • The student should have knowledge of the most prominent types of verbs and sentences and how to differentiate between them.

- The student must have the ability to link the text to the method of writing reports, especially a specialtyInformation Systems
 - Monthly and semester exams.
 - Daily surprise exams after finishing the lecture.
- Oral exams by asking students questions during the lecture.
- Student participation in the classroom is one of the methods for evaluating student performance.
 - The student's commitment to attendance and behavior in the classroom.

10. Course structure

Evaluation method	Teaching method	Topic title	Required outputs	hours	the week
Ask questions and discuss	Lecture and discussion	Definition of grammar, speech and words		2	1
Ask questions and discuss	Lecture and discussion	Types of sentences		2	2
Ask questions and discuss	Lecture and discussion	The present tense		2	3
cone	Lecture and discussion	past verb		2	4
Ask questions and	Lecture and discussion	Do the thing		2	5

discuss					
Ask questions and discuss	Lecture and discussion	Name tags		2	6
Ask questions and discuss	Lecture and discussion	Present tense verb signs		2	7
Ask questions and discuss	Lecture and discussion	Past tense markers		2	8
Semester exam	Lecture and discussion	Signs of action		2	9
Ask questions and discuss	Lecture and discussion	The nominal sentence is the subject and the predicate		2	10
Ask questions and discuss	Lecture and discussion	Abrogatory verbs		2	11

cone	Lecture and discussion	Copy letters		2	12
Ask questions and discuss	Lecture and discussion	Drawing a hamza		2	13
Ask questions and discuss	Lecture and discussion	Actual sentence		2	14
Semester exam		final exam		2	15

11. Sources

- Abu Abdul Rahman, Al-Khalil Ibn Ahmed Al-Farahidi (1995), Sentences in Grammar, World of Books, Beirut.
- Abu Al-Fath, Othman bin Jinni Al-Mawsili, Al-Lama' in Arabic by Ibn Jinni, Dar Al-Kutub Al-Thaqafiyya, Kuwait.

Assist. Teach. Nour Ahmed Hazem



Course Description Form

Review the performance of higher education institutions ((Academic Program Review))

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

University of Mosul / College of Administration and Economics	1. Educational institution
Department of Business Administration	2. University Department / Center
International Business	3. Course Name/Code
Fourth Stage / Department of Business Administration	4. Programs in which he enters
Classrooms	5. Available Attendance Forms
Study courses	6. Semester / Year
(3) hours per week total (45) hours per course	7. Number of Credit Hours (Total)
2023-2024	8. The history of preparation of this description
9. Course Objectives :	
This course aims to provide students with a comprehensive overview of the intellectual foundations of international business management and its	

models, international organizations and conventions, and to introduce culture and knowledge, its types and dimensions according to the proposals of some researchers.

10. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Theoretical lectures, illustrations, and discussions

B. Evaluation Methods

Posts & Quizzes

c. Thinking skills

Asking different questions, linking theoretical topics with practical aspects, linking topics related to the subject of international business administration with study topics for previous years' courses

d. General and transferable skills (other skills related to employability and personal development)



11. Course Structure					
Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Participation with a semester exam	Theoretical with case studies and discussion	The intellectual and conceptual umbrella for international business management	Analysis of the concepts of international business, international public administration and global class companies	2	١
Participation with a semester exam	Theoretical with case studies and discussion	The importance and objectives of international business	Statement of the importance of international business management and the most prominent goals that it aspires to achieve	2	٢
Participation with a semester exam	Theoretical with case studies and discussion	Characteristics of International Business Management	Learn about the characteristics of international business management and the most prominent constraints it faces	2	٣
Participation with a semester exam	Theoretical with case studies and discussion	Challenges of International Business	Identify the most prominent internal and external challenges of international business management	2	٤
Participation with a semester exam	Theoretical with case studies and discussion	Levels and models of international business firms	Recognize the degree of depth of the company in the practice of international business activity, and the roles played by local branches	2	٥

			in cross-border companies		
test		Exam 1 for the first semester		2	٦
Participation with a semester exam	Theoretical with case studies and discussion	International Organizations and International Business - World Trade Organization	The World Trade Organization and its role in international business management issues and its most prominent characteristics	2	٧
Participation with a semester exam	Theoretical with case studies and discussion	International Organizations and International Business - International Monetary Fund	The International Monetary Fund and its role in international business management issues and its most prominent characteristics	2	٨
Participation with a semester exam	Theoretical with case studies and discussion	International Organizations and International Business - World Bank	The World Bank and its role in international business management issues and its most prominent characteristics	2	٩
Participation with a semester exam	Theoretical with case studies and discussion	International and regional conventions	Review of the most prominent international and regional agreements related to the conduct of international business	2	١٠
test		Exam 2 for the first semester		2	١١
Participation with a semester exam	Theoretical with case studies and discussion	Culture and multicultural companies	Explaining what organizational culture, multicultural corporations and culture shock management are	2	١٢
Participation with a semester exam	Theoretical with case studies and discussion	The role of culture in international business	The role played by culture in international business companies and their types	2	١٣
Participation with a semester exam	Theoretical with case studies	Hofsteld's model for managing organizational	Understand the basic steps of culture management in light of the Hofsteld model in	2	١٤

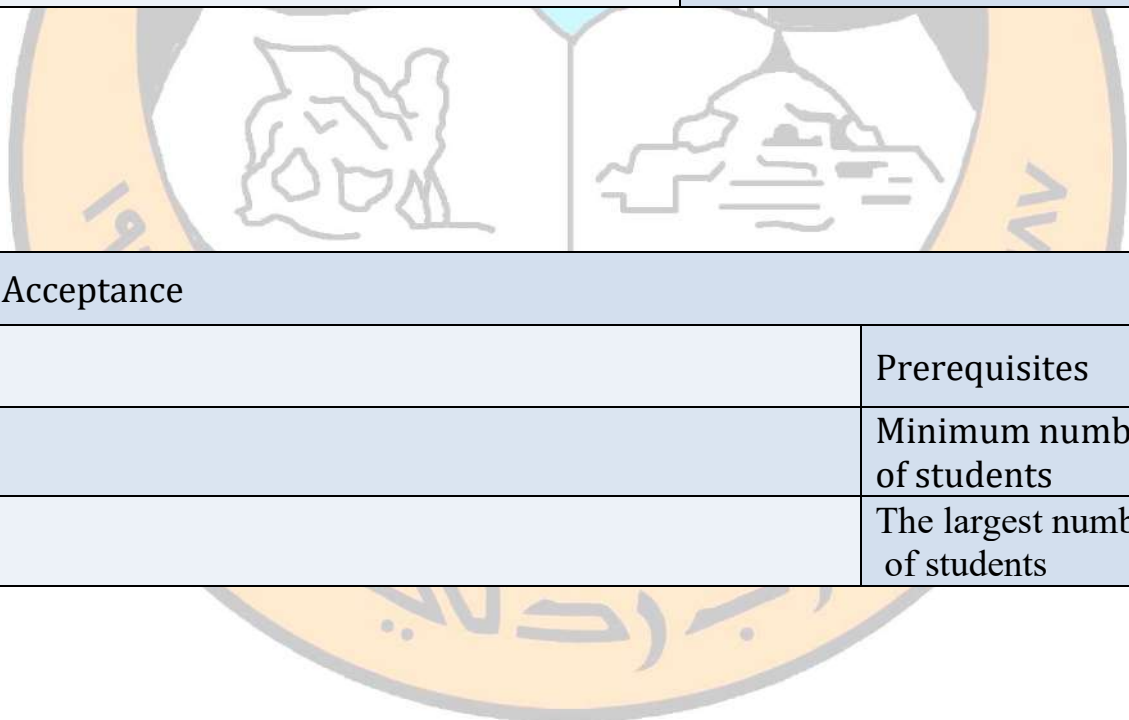
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 Department of International Accreditation



	and discussion	culture in international business companies	international business companies and the most prominent dimensions contained in the model		
Participation with a semester exam	Theoretical with case studies and discussion	Lewis's model for managing organizational culture in international business companies	Understand the basic steps of culture management in light of the Lewis model in international business companies	2	١٥
test	Exam 3 for the first semester			2	١٦



12. Infrastructure	
<u>International Business Administration: An Integrated Methodological Approach (2013), Dr. Ahmed Ali Saleh, Wael Publishing House, First Edition, Oman, Jordan.</u>	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
www.worldbank.org www.imf.org	Special requirements (websites (of international organizations
There isn't any	Social services (e.g. guest lectures, vocational training and field studies)



13. Acceptance	
	Prerequisites
	Minimum number of students
	The largest number of students



Course Description Form

Review the performance of higher education institutions ((Academic Program Review))

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

University of Mosul	1. Educational institution
College of Administration and Economics / Department of Business Administration	2. University Department / Center
Marketing Management	3. Course Name/Code
Bachelor of Business Administration	4. Programs in which he enters
Mandatory attendance for (15 weeks)	5. Available Attendance Forms
Course System / First Semester (2022 – 2023)	6. Semester / Year
(3 hours per week) Total 45 hours	7. Number of Credit Hours (Total)
2024 - 2023	8. The history of preparation of this description
9. Course Objectives :	
Through this course, the student learns what marketing is and how to manage the market by taking the vocabulary of this article.	

10. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

1. Discussion method
2. Project Method
3. Practical presentation method
4. Cooperative learning method

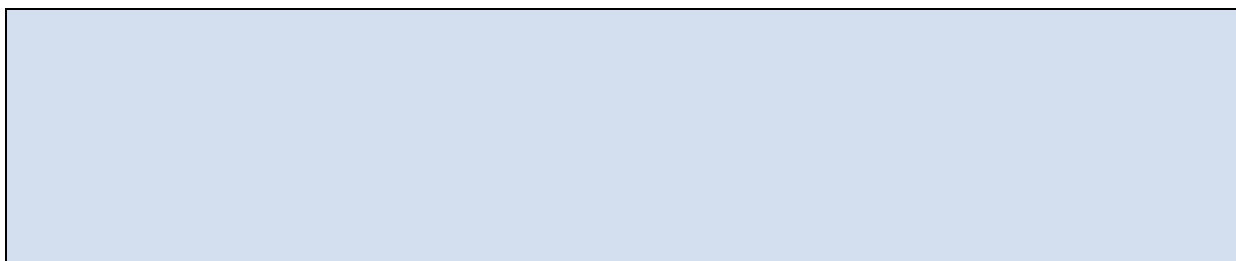
B. Evaluation Methods

1. Attendance and participation
2. Individual evaluation: through the quality of discussion, asking questions and offering solutions
3. Group evaluation: ideas presented in the required assignments and the quality of their discussion
4. Daily exams
5. Final Exam (Semester + End of Course)

c. Thinking skills

- 1- Critical thinking and problem-solving skills.
- 2- Description and remembering skills.
- 3- Skills of comparison and presentation of information.
- 4- Skills of applying procedures in the framework of research work.

d. General and transferable skills (other skills related to employability and personal development)



11. Course Structure					
Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Oral or written test	An electronic lecture using the smart board and data projector	Introduction to the study of marketing: marketing and its relationship to other concepts - definition of marketing		3	١
Oral or written test	An electronic lecture using the smart board and data projector	Types of marketing study curricula, marketing efficiency		3	٢
Oral or written test	An electronic lecture using the smart board and data projector	Market target, marketing mix innovation		3	٣

Oral or written test	An electronic lecture using the smart board and data projector	Elements of the external marketing environment		3	٤
Oral or written test	An electronic lecture using the smart board and data projector	Factors influencing purchasing decisions		3	٥
Oral or written test	An electronic lecture using the smart board and data projector	Types of purchase decisions, purchase motives		3	٦
Semester exam	An electronic lecture using the smart board and data projector	Semester exam		3	٧
Oral or written test	An electronic lecture using the smart board and data projector	The concept of the market, the foundations of market division		3	٨
Oral or written test	An electronic lecture using the smart board and data projector	The foundations of dividing consumer markets		3	٩
Oral or written test	An electronic lecture using the smart board and data	Foundations of the division of the industrial market		3	١٠



	projector				
Oral or written test	An electronic lecture using the smart board and data projector	Product, product mix, product classification Consumer Products Group, Industrial Products Group		3	١١
Oral or written test	An electronic lecture using the smart board and data projector	Product lifecycle		3	١٢
Oral or written test	An electronic lecture using the smart board and data projector	The concept of a new commodity		3	١٣
Oral or written test	An electronic lecture using the smart board and data projector	Commodity Innovation Steps		3	١٤
Semester exam	An electronic lecture using the smart board and data projector	Semester exam		3	١٥

12. Infrastructure	
<ul style="list-style-type: none"> - Marketing Management Book by Dr. Abi Saeed Al-Dewa Ji - Various sources of the Internet. 	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

13. Acceptance	
	Prerequisites
40 students	Minimum number of students
students ∞	The largest number of students



Course Description Form

Review the performance of higher education institutions ((Academic Program Review))

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

University of Mosul / College of Administration and Economics	1. Educational institution
Department of Business Administration	2. University Department / Center
Portfolio Management	3. Course Name/Code
Fourth Stage / Department of Business Administration	4. Programs in which he enters
Classrooms	5. Available Attendance Forms
Study courses	6. Semester / Year
(2) hours per week total (30) hours per course	7. Number of Credit Hours (Total)
1/ 2 / 2024	8. The history of preparation of this description
9. Course Objectives :	
This course aims to provide students with a comprehensive overview of the intellectual foundations of portfolio management topics, the concept of	

investment and its types, factors affecting investment, capital market theories, definition of financial markets and their types, methods of analyzing financial instruments.

10. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Theoretical lectures, illustrations, and discussions

B. Evaluation Methods

Posts & Quizzes

c. Thinking skills

Asking different questions, linking theoretical topics with practical aspects, linking topics to study topics for previous years' subjects

d. General and transferable skills (other skills related to employability and personal development)



11. Course Structure					
Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Participation with a semester exam	Theoretical with case studies and discussion	Investment concept and types	Analysis of investment concepts in related fields	2	١
Participation with a semester exam	Theoretical with case studies and discussion	Types of investment decisions	Statement of the importance of the basic components of the investment decision	2	٢
Participation with a semester exam	Theoretical with case studies and discussion	Scientific foundations and principles for investment decision making	Learn about investment principles	2	٣
Participation with a semester exam	Theoretical with case studies and discussion	Factors affecting investment	Identify the most prominent factors affecting the investment process	2	٤
Participation with a semester exam	Theoretical with case studies and discussion	Macroeconomic indicators and industry analysis	Recognize the importance of economic analysis and its elements	2	٥
test		Exam 1 for the first semester		2	٦

Participation with a semester exam	Theoretical with case studies and discussion	The most prominent types of investment companies in the world	Introducing companies that need investment	2	۷
Participation with a semester exam	Theoretical with case studies and discussion	The emergence of investment portfolios, their importance, and their types	Introducing investment portfolios and the foundations of their construction	2	۸
Participation with a semester exam	Theoretical with case studies and discussion	Policies in Investment Portfolios Optimal Portfolio Theory	Definition of investment policies Capital asset pricing theories	2	۹
Participation with a semester exam	Theoretical with case studies and discussion	The sound foundations of diversification and the concept of financial markets and their types	Statement of principles of securities diversification and definition of financial markets	2	۱۰
test		Exam 2 for the first semester		2	۱۱
Participation with a semester exam	Theoretical with case studies and discussion	Theories and levels of capital market efficiency and methods of analyzing stocks and bonds	Understand capital market theories and valuation of stocks and bonds	2	۱۲
Participation with a semester exam	Theoretical with case studies	Foundations and principles	Securities Portfolio Methodology	2	۱۳
Participation with a semester exam	Theoretical with case studies and discussion	Methods and methods	Rebalancing and restructuring the investment portfolio	2	۱۴
Participation with a	Theoretical with	Factors and variables	Analysis of the investment environment	2	۱۵

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semester exam	case studies and discussion				
test		Exam 3 for the first semester	2	١٦	



12. Infrastructure	
<ul style="list-style-type: none"> ▪ Al-Jameel, Sarmad Kawkab, (2011), Introduction to Financial Markets "Theories and Applications", Dar Ibn Al-Atheer for Printing and Publishing, University of Mosul, Mosul, Iraq. ▪ Momani, Falah Ghazi, (2008), Modern Investment Portfolio Management, Dar Al-Manhaj for Publishing and Distribution, Oman, Jordan. ▪ Mattar, Mohamed and Fayez, Tim, (2005), Portfolio Management, Wael Publishing House, Oman, Jordan. 	<p>Required readings:</p> <ul style="list-style-type: none"> ▪ Course Books ▪ Other
<p>www.worldbank.org</p>	<p>Special requirements (websites (of international organizations</p>
<p>There isn't any</p>	<p>Social services (e.g. guest lectures, vocational training and field studies)</p>

13. Acceptance	
	Prerequisites
	Minimum number of students
	The largest number of students



Course Description Form

Review the performance of higher education institutions ((Academic Program Review))

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

1.Educational institution	University of Mosul / College of Administration and Economics
2.University Department / Center	Department of Business Administration
3.Course Name/Code	Principles of administration
4.Programs in which he enters	The third stage/ Department of Business Administration
5.Available Attendance Forms	Classrooms
6.Semester / Year	Study courses
7.Number of Credit Hours (Total)	12 hours per week
8.The history of preparation of this description	2023-2024
9.Course Objectives :	
1- Introducing the subject of bank management, its functions and activities	

2- The student acquires knowledge about the types of banks and the activities related to each type.

3- Provide the student with insight into bank management practices and their implications for society.

1. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Theoretical lectures, illustrations, and discussions

B. Evaluation Methods

Posts & Quizzes

c. Thinking skills

- The student will be able to identify the types and objectives of banks and the mechanism of work in them
- The student has the skill of linking theoretical knowledge with practical application.

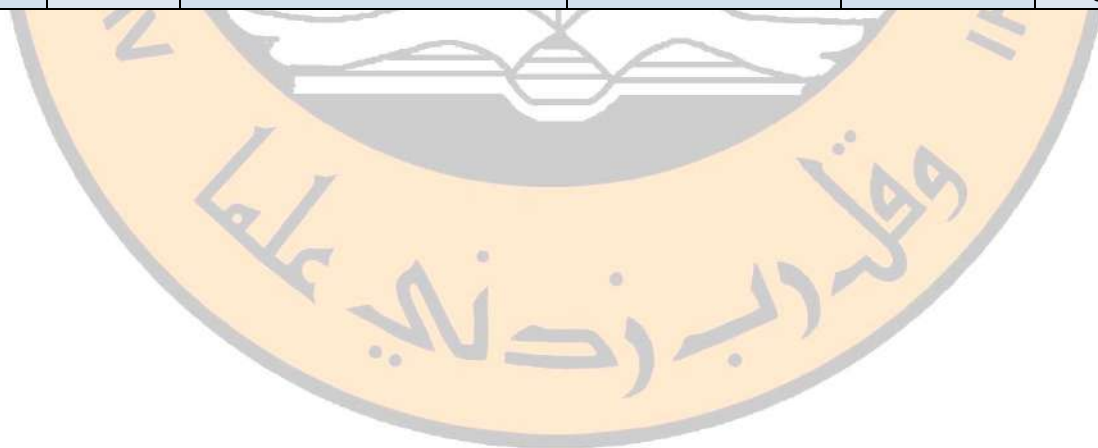
d. General and transferable skills (other skills related to employability and personal development)



2. Course Structure1

The week	Hours	Required Learning Outcomes	Name of the unit/course or topic	Method of education	Evaluation method
1	3	Knowing the concept of commercial bank management, how it was established, its characteristics and its objectives	Commercial banks: their concept, characteristics, origin, and objectives	Theoretical lecture	Participation with a semester exam
2	3	The student will be able to identify the types of commercial banks	Types of commercial banks	Theoretical lecture	Participation with a semester exam
3	3	Knowledge of all types of intermediary financial and banking institutions	Intermediate financial and banking institutions: investment banks, savings banks, casualty insurance facilities, financial intermediation facilities, specialized banks.	Theoretical lecture	Participation with a semester exam
4	3	Getting to know Islamic banks and the mechanism of working in them.	Islamic banks: administrative organization in the Islamic bank, the balance sheet of the Islamic bank	Theoretical lecture	Participation with a semester exam
5	3	The student is able to learn about the concept of the central bank, its origins and characteristics	Central bank, concept, origin, characteristics	Theoretical lecture	Participation with a semester exam
6	3	The student can learn what the functions of the central bank are	Central bank functions	Theoretical lecture	Participation with a semester exam
7	3				
8	3	Knowing the balance sheet of the commercial bank and what it includes	Commercial bank balance sheet	Theoretical lecture	Participation with a semester exam

9	3	The student will be able to identify the sources of commercial bank funds	Sources of commercial bank funds (liabilities)	Theoretical lecture	Participation with a semester exam
10	3	The student is able to identify what are the uses of commercial bank funds	Uses of commercial bank funds (assets)	Theoretical lecture	Participation with a semester exam
11	3	Learn about the concept of owned capital and its functions	Owned capital: its concept and functions	Theoretical lecture	Participation with a semester exam
12	3	Knowing the methods of increasing owned capital	Methods of increasing owned capital	Theoretical lecture	Participation with a semester exam
13	3	The student will be able to identify methods and methods for measuring the adequacy or durability of owned capital	Measuring the adequacy or durability of owned capital	Theoretical lecture	Participation with a semester exam
14	3	The student is able to learn about the concept of deposits, their types, and the basic strategies for attracting them	The concept of deposits and their types, basic strategies for attracting deposits	Theoretical lecture	Participation with a semester exam
15	3	exam			Participation with a semester exam





3. Infrastructure	
Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other 	<u>Bank management</u>
Special requirements (websites (of international organizations	
Social services (e.g. guest lectures, vocational training and field studies)	Field training and studies

4. Acceptance	
Prerequisites	
Minimum number of students	150
The largest number of students	300



Course Description Form

**Review the performance of higher education institutions
 ((review of the academic program))**

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

University of Mosul / College of Administration and Economics	1. Educational institution
Business Administration	2. University Department / Center
knowledge management	3. Course Name / Code
	4. Programs in which he enters
Lectures	5. Available Attendance Forms
2022-2023	Semester / Year .6
Three hours a week.	7. Number of Credit Hours (Total)
2023	The history of preparation .8 of this description
9. Course Objectives: The course on knowledge management seeks to raise students' thinking skills about what knowledge is and how it can be formed, managed and used in problem solving and decision-making, as well as educating students about the importance and value of	

knowledge and its role in improving the investment of the organization's resources and the formation of intellectual capital in order to improve its performance and achieve success in light of the changing environment.

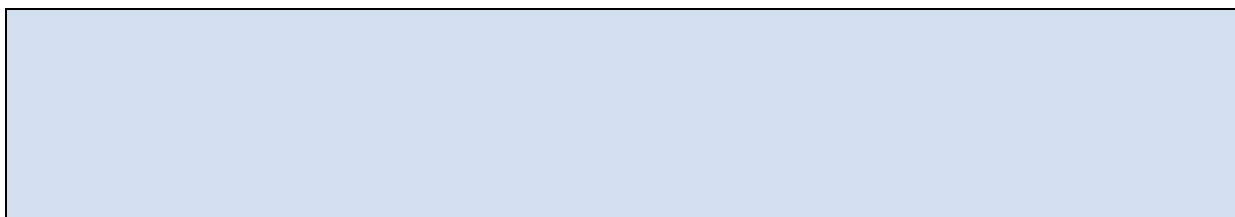
10. Learning outcomes and teaching, learning and assessment methods

a. Teaching and learning methods

b. Evaluation methods

c. Thinking skills

d. General and transferable skills (other skills related to employability and personal development)

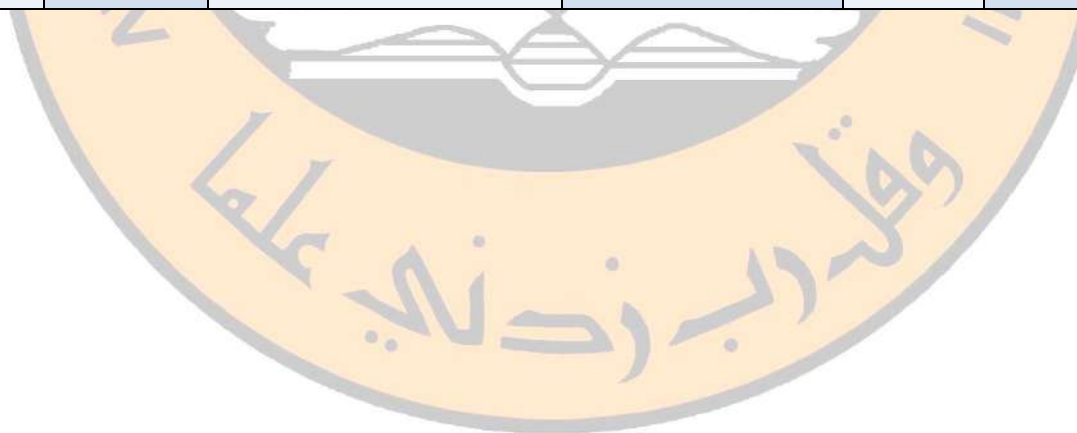


11. Course Structure					
Evaluation method	Method of education	Name of the unit / course or topic	Required Learning Outcomes	Hours	The week
examination and discussion	Lecture and discussion	Introduction to Knowledge		3	The first
examination and discussion	Lecture & Discussion	Introduction to Knowledge Management		3	Second
examination	Lecture & Discussion	Introduction to Knowledge Management		3	Third

and discussion	on				
examination and discussion	Lecture and case studies	Knowledge Management Processes		3	Fourth
examination and discussion	Lecture and examples	Knowledge Management Processes		3	V
examination	Lecture & Discussion	Knowledge Management Strategy		3	Sixth
and discussion	Lecture & Discussion	Knowledge Management Strategy		3	Seventh
Design Forms	Preparation of models	Knowledge Management Models		3	Eighth
		Knowledge Management Models		3	Ninth
Maps Explanation	Mapping	Knowledge Maps		3	X
examination and discussion	Reports	Knowledge management contributions to the organization		3	Eleventh
Exam & Discuss	Lecture & Discuss	Cognitive creativity		3	Twelfth



Session	Topic				
examination and discussion	Lecture & Discussion	The future of knowledge management		3	Thirteenth
examination and discussion	Reports	Knowledge Economy			Fourteenth
examination and discussion	Reports	Knowledge Economy			Fifteenth



12. Infrastructure	
Contemporary trends in knowledge management : Mahmoud Awad Ahmed Al-Ziyadat Knowledge Management : Salah Al-Din Al-Kubaisi Knowledge management strategies in business organizations : Hussein Ajlan	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
Computer & Projector	special requirements
Case Studies	Social services (e.g. guest lectures, vocational training and field studies)

13. Acceptance	
	Prerequisites
60	Minimum number of students
80	The largest number of students



Course description form

Reviewing the performance of higher education institutions ((academic program review))

This course description provides a summary of the most important characteristics of the course and the learning outcomes that the student is expected to achieve, demonstrating whether he or she has made the most of the learning opportunities available. It must be linked to the program description.

Ministry of Higher Education and Scientific Research / University of Mosul	Educational institution,
College of Administration and Economics/Department of Business Administration	1. University department/center
Principles of economics 1	2. Course name/code
Department of Business Administration (First Stage) Evening Study	3. Programs in which he enters
Electronic (two hours) per week	4. Available Attendance Forms
First Semester: 2022-2023	5. Semester / Year
30 hours	6. Number of Credit Hours (Total)
	7. The history of preparation of this description

Course Objectives :

Microeconomics is a branch of economics that studies the behavior of individuals and companies in making decisions regarding the allocation of scarce resources and the interactions between these individuals and firms.

One of the objectives of microeconomics is to analyse market mechanisms that determine relative prices between goods and services and the allocation of limited resources.

It also helps to describe the nature of the economy in institutions, and the role of individual economic units in achieving balance.



Microeconomics is keen to employ the best resources by relying on entrepreneurs

8. Learning outcomes and teaching, learning and assessment methods
A. Teaching and Learning Methods
Lectures and presentation
B. Evaluation Methods
Daily attendance, daily exams, semester exams, assignments, required reports and research
c. Thinking skills
Reading, follow-up, reading and electronic research
d. General and transferable skills (other skills related to employability and personal development)
Skills related to the educational and psychological aspect Encourage development by motivating, praising and flattering students Raising the morale of students by setting goals and striving to achieve them



9. Course Structure					
Eval uatio n meth od	Method of educatio n	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Dutie s	theoretica l	The concept of economics - methods of scientific research in economics - the relationship of economics with other sciences - economic laws		2	١
Dutie s	theoretica l	The relationship of production and the forces of production, needs and their characteristics, the concept of good and service and how to distinguish between material goods and services, the economic problem, its nature and elements		2	٢
Dutie s	theoretica l	Demand theory, economic concept of demand, the law, curve and table of demand, determinants of demand and its exceptions, individual demand and aggregate demand of the commodity.		2	٣



Duties	theoretical	Elasticity of demand, types and methods of measurement, determinants of elasticity of demand, the importance of elasticity of demand		2	٤
Duties	theoretical	Interpreting consumer behavior, definition of utility, total utility and marginal utility, consumer balance according to 1- calculated utility theory , 2- ordinal utility theory.		2	٥
			First exam	2	٦
Duties	theoretical	Supply theory, the law, curve and schedule of supply, the determining factors of supply, the elasticity of offers, the factors affecting the elasticity of supply and methods of measuring them.		2	٧
Duties	theoretical	Microeconomic equilibrium of a commodity market, equilibrium price, equilibrium quantity, and changes in supply and demand.		2	٨
Duties	theoretical	Production theory, factors of production, production in the		2	٩



		short term with only the variable of labor and the law of decreasing marginal returns, long-term production according to the analysis of the equal production curve			
Duties	theoretical	Production cost theory: (meaning of costs, types of costs, cost curves)		2	١٠
			Second exam	2	١١
Duties	theoretical	The theory of production revenue, profit and loss, types of revenue, the concept of profit and its types		2	١٢
Duties	theoretical	Economic market theory or production and pricing, the economic concept of the market, the market of perfect competition		2	١٣
Duties	theoretical	Total monopoly market, monopolistic competition market,		2	١٤
Duties	theoretical	Oligopoly market		2	١٥
			Mid-Year Exam		16
					١٧
					١٨
					١٩
					٢٠
					٢١
					٢٢
					٢٣

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					٢٤
					٢٥
					٢٦
					٢٧
					٢٨
					٢٩
			Year-end exam		30



12. Admission



	Prerequisites
33	Minimum number of students
39	The largest number of students
11. Infrastructure	
1- Principles of Economics / Dr. Karim Mahdi Al-Hasnawi / Legal Library / 2007 2- Economics / Paul A. Samuelson, translator of the Arabic language	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

Eng. Mohamed Jamal Hamdoun
Subject Teacher

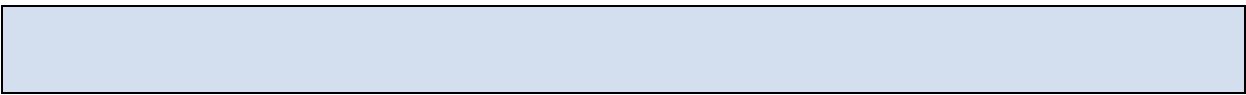


Course Description Form

**Review the performance of higher education institutions
 ((Academic Program Review))**

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

Ministry of Higher Education and Scientific Research / University of Mosul	1. Educational institution
College of Administration and Economics / Department of Business Administration	2. University Department / Center
Principles of Economics 2	3. Course Name/Code
Department of Business Administration (First Stage) Evening Study	4. Programs in which he enters
Electronic (three hours) per week	5. Available Attendance Forms
Second Semester: 2023-2024	6. Semester / Year
45 hours	7. Number of Credit Hours (Total)
	8. The history of preparation of this description
<p>Course Objectives :</p> <p>Macroeconomics is the part of economic theory that studies economics in its entirety or as a whole. Macroeconomists study important indicators such as GDP, unemployment rates, national income, price indices, and interrelationships between different sectors of the economy to better understand how the economy as a whole works.</p>	

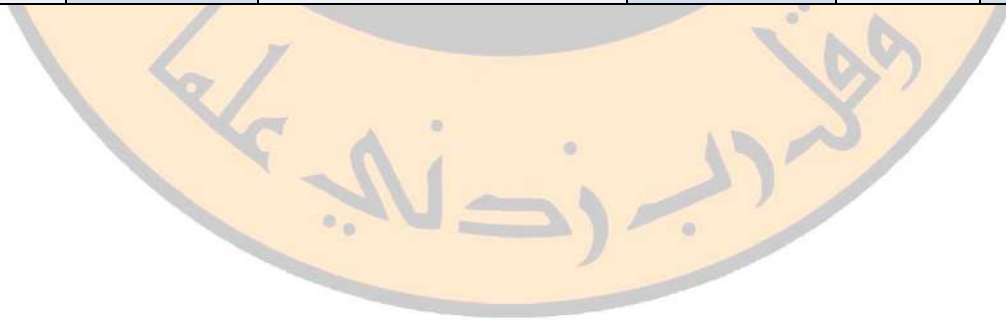


9. Learning outcomes and teaching, learning and assessment methods
A. Teaching and Learning Methods
Lectures and presentation
B. Evaluation Methods
Daily attendance, daily exams, semester exams, assignments, required reports and research
c. Thinking skills
Reading, follow-up, reading and electronic research
d. General and transferable skills (other skills related to employability and personal development)
Skills related to the educational and psychological aspect Encourage development by motivating, praising and flattering students Raising the morale of students by setting goals and striving to achieve them



10. Course Structure					
Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
Duties	theoretical	Market shapes and price setting		3	١
Duties	theoretical	Monopoly		3	٢
Duties	theoretical	Imperfect competition		3	٣
Duties	theoretical	Value & Prices		3	٤
Duties	theoretical	National income, balance and distribution		3	٥
		First exam		3	٦
Duties	theoretical	Wages and interest		3	٧
Duties	theoretical	The nature of money and its development		3	٨
Duties	theoretical	Banks		3	٩
Duties	theoretical	Foreign Trade		3	١٠
Duties	theoretical	balance of payments		3	١١
		Second exam		3	١٢
Duties	theoretical	Exchange rate		3	١٣
Duties	theoretical	Trade Policy		3	١٤

Duties	theoretical	Trade policy in a socialist economy		3	۱۵
			Mid-Year Exam		16
					۱۷
					۱۸
					۱۹
					۲۰
					۲۱
					۲۲
					۲۳
					۲۴
					۲۵
					۲۶
					۲۷
					۲۸
					۲۹
			Year-end exam		30





11. Infrastructure	
1- Principles of Economics / Dr. Karim Mahdi Al-Hasnawi / Legal Library / 2007 2- Economics / Paul A. Samuelson, translator of the Arabic language	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

12. Acceptance	
	Prerequisites
33	Minimum number of students
39	The largest number of students

Eng. Mohamed Jamal Hamdoun
Subject Teacher



Course Description Form

**Review the performance of higher education institutions
 ((Academic Program Review))**

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

Ministry of Higher Education and Scientific Research / University of Mosul	1. Educational institution
College of Administration and Economics / Department of Marketing Management	2. University Department / Center
	3. Course Name/Code
	4. Programs in which he enters
	5. Available Attendance Forms
	6. Semester / Year
	7. Number of Credit Hours (Total)
	8. The history of preparation of this description
9. Course Objectives :	

10. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Lectures and presentation
B. Evaluation Methods
Daily attendance, daily exams, semester exams, assignments, required reports and research
c. Thinking skills
Reading, follow-up, reading and electronic research
d. General and transferable skills (other skills related to employability and personal development)



11. Course Structure

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Evaluation method	Method of education	Name of the unit/course or topic	Required Learning Outcomes	Hours	The week
					١
					٢
					٣
					٤
					٥
					٦
					٧
					٨
					٩
					١٠
					١١
					١٢
					١٣
					١٤
			Mid-Year Exam		15
					١٦
					١٧
					١٨
					١٩
					٢٠

					٢١
					٢٢
					٢٣
					٢٤
					٢٥
					٢٦
					٢٧
					٢٨
					٢٩
			Year-end exam		30





12. Infrastructure	
	Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other
	special requirements
	Social services (e.g. guest lectures, vocational training and field studies)

13. Acceptance	
	Prerequisites
	Minimum number of students
	The largest number of students



Course Description Form

Review the performance of higher education institutions (Academic Program Review)

This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It must be linked to the description of the programme.

1.Educational institution	University of Mosul / College of Administration and Economics
2.University Department / Center	Department of Business Administration
3.Course Name/Code	Principles of administration
4.Programs in which he enters	The first stage/ Department of Business Administration
5.Available Attendance Forms	Classrooms
6.Semester / Year	Study courses
7.Number of Credit Hours (Total)	(3) hours per week total (45) hours per course
8.The history of preparation of this description	2023-2024
9.Course Objectives :	

Giving the student an idea about administration, its nature, and its development over the eras it has passed through, as well as clarifying the most important functions of administration and its basic and auxiliary activities.

1. Learning outcomes and teaching, learning and assessment methods

A. Teaching and Learning Methods

Theoretical lectures, illustrations, and discussions

B. Evaluation Methods

Posts & Quizzes

c. Thinking skills

Asking different questions, linking theoretical topics with practical aspects, linking topics related to the subject of business administration with study topics for previous years' courses

d. General and transferable skills (other skills related to employability and personal development)



2. Course Structure1					
The week	Hours	Required Learning Outcomes	Name of the unit/course or topic	Method of education	Evaluation method
1	3	A conceptual introduction to management	The nature of management and the need for it in society	Theoretical lecture	Participation with a semester exam
2	3	management jobs	Manager jobs and roles	Theoretical lecture	Participation with a semester exam
3	3	Business organizations concepts	The importance and objectives of management	Theoretical lecture	Participation with a semester exam
4	3	The development of organizational thought	the classic school	Theoretical lecture	Participation with a semester exam
5	3	The development of organizational thought	Humanitarian school	Theoretical lecture	Participation with a semester exam
6	3	The development of organizational thought	Contemporary modern school	Theoretical lecture	Participation with a semester exam
7	3	exam	the exam		
8	3	The development of organizational thought	Contemporary trends and strategic management	Theoretical lecture	Participation with a semester exam
9	3	the environment	Management environment	Theoretical lecture	Participation with a semester exam
10	3	the environment	The nature of the mutual impact	Theoretical lecture	Participation with a

			between business organizations		semester exam
11	3	management jobs	Organizational goals	Theoretical lecture	Participation with a semester exam
12	3	management jobs	Efficiency and effectiveness	Theoretical lecture	Participation with a semester exam
13	3	management jobs	Administrative planning	Theoretical lecture	Participation with a semester exam
14	3	management jobs	Make decisions and solve problems	Theoretical lecture	Participation with a semester exam
15	3	exam			Participation with a semester exam

3. Course Structure2

The week	Hours	Required Learning Outcomes	Name of the unit/course or topic	Method of education	Evaluation method
1	3	management jobs	Administrative regulation	Theoretical lecture	Participation with a semester exam
2	3	management jobs	Basic principles of administrative organization	Theoretical lecture	Participation with a semester exam
3	3	management jobs	Leadership and direction	Theoretical lecture	Participation with a semester exam
4	3	management jobs	Motivation and motivation	Theoretical lecture	Participation with a semester exam
5	3	management jobs	Administrative oversight	Theoretical lecture	Participation with a

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					semester exam
6	3	Activities of core business organizations	production management	Theoretical lecture	Participation with a semester exam
7	3		Exam		
8	3	Activities of core business organizations	Human Resource Management	Theoretical lecture	Participation with a semester exam
9	3	Activities of core business organizations	Marketing Management	Theoretical lecture	Participation with a semester exam
10	3	Activities of core business organizations	financial management	Theoretical lecture	Participation with a semester exam
11	3	Activities of auxiliary business organizations	Research, development, management and creativity	Theoretical lecture	Participation with a semester exam
12	3	Activities of auxiliary business organizations	Performance evaluation and quality management	Theoretical lecture	Participation with a semester exam
13	3	Activities of auxiliary business organizations	Quantitative planning tools	Theoretical lecture	Participation with a semester exam
14	3	Activities of auxiliary business organizations	Strategic management and information systems management	Theoretical lecture	Participation with a semester exam
15	3	exam			Participation with a semester exam

4. Infrastructure	
Required readings: <ul style="list-style-type: none"> ▪ Course Books ▪ Other 	<u>Principles of Management by Muhammad Khalil Al-Shamaa</u>
Special requirements (websites (of international organizations)	
Social services (e.g. guest lectures, vocational training and field studies)	

5. Acceptance	
Prerequisites	
Minimum number of students	
The largest number of students	



Course description form

Reviewing the performance of higher education institutions ((academic program review ((

For the required Briefly this The decision a description He provides
 Expected Learning And outputs The decision features most important
 may be He was if About what Proven Achieve it requester from
 . Available Learning Opportunities from Maximum Benefit Achieve
 a And between Between them Connectivity from And it must
 . the program description

University of Mosul / College of Administration and Economics	Educational institution . ^١
Business Administration Department	University . ^٢ department/center
	Course name/code . ^٣
Special programs for the foundations of the cognitive perspective of the course on principles of management in business organizations	Programs in which it is . ^٤ included
Daily attendance according to the scheduled schedule	Available attendance forms . ^٥
٢٠٢٤-٢٠٢٣	Semester/year . ^٦
٣٠	Number of study hours . ^٧ (total)
٢٠٢٤	Date this description was . ^٨ prepared
<p>.^٩ objectives : Providing the student with knowledge about the principles of management and its role as it is one of the specialized subjects in the field of business administration</p>	

<p>Providing first-stage students with general principles of management science, which become a basic rule to be relied upon .in the advanced stages of studying business administration</p> <p>Giving the student an idea about administration, its nature, and its development over the eras it has passed through, as well as clarifying the most important functions of administration and its basic and auxiliary .activities</p>

Learning outcomes, teaching, learning and assessment methods .\` .
a. Teaching and learning methods
<ul style="list-style-type: none"> Discussion method Project method Practical presentation method Cooperative learning method
B. Evaluation methods
Daily attendance, daily exams, semester exams, assignments, required reports and research
C. thinking skills
<ul style="list-style-type: none"> .Critical thinking and problem solving skills .Description and memory skills .Comparison and information presentation skills Skills in applying procedures within the framework of research .work
Dr.. Generic and transferable skills (other skills related to employability and (personal development
<ul style="list-style-type: none"> Skills on the concepts of administrative functions Skills in the development of organizational thought and the organizational environment Skills in various types of administrative schools



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- Skills in building the organizational structure and choosing the appropriate organizational structure ▪
- Skills in leadership and administrative control ▪



Course structure .^{١١}					
Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	hours	the week
Theoretical tests	lecture	The concept of management and its fields	The nature of management - the approaches to the study of management - the activities of the establishment - the areas of business administration - and the challenges faced by contemporary management	٢	١
Theoretical tests	lecture	The concept of management and its fields	- Manager tasks Patterns of administrative behavior - administrative skills and their sources - variation in administrative work roles of managers -	٢	٢

			types of managers - according to their administrative levels		
Theoretical tests	lecture	Development of administrative thought	Traditional schools: management school The scientific school - the administrative divisions school - and the bureaucratic school	۲	۳
Theoretical and practical tests	lecture	Development of administrative thought	School of Human Relations : Hawthorne's study)Tin May) - and) McCrecker's study Japanese - (X/ Y School of Management	۲	۴
Theoretical and practical tests	lecture	Management and its environment	Public environment private - environment	۲	۵
-	-	First exam	-		۶
Theoretical and practical tests	lecture	Organizational goals	The organization's purpose and mission - types of organization's goals	۲	۷
Theoretical and practical tests	lecture	Organizational goals	The importance of the organization's goals - requirements for goals – Management by objectives theory ((pros and cons	۲	۸
Theoretical and practical tests	lecture	Make decision	The concept of decision making Species Decisions - patterns of decision making	۲	۹
		Second exam	-		۱۰
Theoretical and practical tests	lecture	validity (authority)	Nature of authority scope of control – and authority	۲	۱۱
Theoretical and practical tests	lecture	Stimulus	The concept of motivation - important factors to motivate employees	۲	۱۲
Theoretical and practical tests	lecture	Stimulus	Obstacles to motivation - components of the motivation system	۲	۱۳



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Theoretical and practical tests	lecture	Motivation theories	Abraham Maslow's theory (need hierarchy) Factor Theory by - Frederik Herzberg	٢	١٤
-		Third exam	-		١٥



admissions ١٣ .	
	Prerequisites
students ٤٠	The smallest number of students
students ٧٥	The largest number of students
<p>by Muhammad Khalil Al-Shamaa , Dar Al-Masirah for Printing - ٢٠٠٧</p> <p>and Publishing</p> <p>.Amman, Jordan -</p>	<p>:Required readings</p> <p>Course books</p> <p>Other ■</p>
Diverse skills and methods for dealing with management and business issues	Special requirements
	Social services (including, for example, guest lectures, professional training, and field studies)

Note: The rate of updating the scientific aspect (for applied examples) according to international standards reaches ٢٠٪.

Assistant teacher
Bashar Ghanem Hussein

Assistant teacher
Waad Zaki Saleh



Course description form

Reviewing the performance of higher education institutions ((academic program review))

This course description provides a summary of the most important characteristics of the course and the learning outcomes that the student is expected to achieve, demonstrating whether he or she has made the most of the learning opportunities available. It must be linked to the program description.

University of Mosul/College of Administration and Economics	Educational institution .1
Business Administration	University .2 department/center
information technology	Course name/code .3
Graduate Studies	The programs .4
Daily attendance	Available attendance .5 forms
Diploma in Business Administration	Semester/year .6 .6
hours, 3 hours per week (45)	study hours (total) .7
2023-2024	The date this description .8 was prepared
Course objectives: .9	
Qualifying and preparing the outputs of students capable of working in -1 the governmental, private, and mixed sectors and Iraqi and international private companies.	
Skill development for workers in the field of information technology -2	

Developing mental skills to diagnose problems and develop solutions -3
related to information technology.

11.بنية المقرر					
Evaluation method	Method of education	Name of the unit/course or subject	Required learning outcomes	Hours	week
	Lecture	Information Technology Contents Historical development of information technology and its origin, objectives and importance of information technology		1	1
	Lecture	IT infrastructure and its contents		1	2
	Lecture	Management Information Systems Development, Systems Analysis and Design Concept, Systems Analyst, Systems Life Development Cycle, The Use of Modeling in Information Systems Development, Development Approach Information Systems Development through Software Packages, Systems Development through Outsourcing		1	3
Practical application	Lecture	Information systems and general theory of systems, basic principles of systems theory, catalysts in the development of information systems, information systems and business		1	4
	Lecture	Types of information systems and their contents		1	5
	Lecture	Measuring the success of information systems and its models		1	6
	Lecture	The contents of the quality of the information system, the philosophy of quality, the philosophy of the quality of information systems, the dimensions of the quality of information systems		1	7
	Lecture	First Semester Exam		1	8
	Lecture	Mobile Technology Philosophy, Mobility Concept, Mobile Technology Applications		1	9
	Lecture	Business intelligence capabilities, concept, importance, dimensions		1	10
	Lecture	Information awareness: concept, importance, components, types, dimensions		1	11



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	Lecture	IT-based collaboration		1	12
	Lecture	Social networking sites, philosophy of social networking sites, the concept of social networking sites, types of social networking sites		1	13
	Lecture	Internet of Things, Concept, Importance, Objectives, Implications		1	14
	Lecture	IT applications in service sectors		1	15
		Second Semester Exam		1	16



12. البنية التحتية	
كتاب تكنولوجيا المعلومات ، فضلاً عن بحوث منشورة في مجالات معتمدة	القراءات المطلوبة: <ul style="list-style-type: none"> ▪ كتب المقرر ▪ اخرى
	متطلبات خاصة
	الخدمات الاجتماعية (وتشمل على سبيل المثال محاضرات الضيوف والتدريب المهني والدراسات الميدانية)

13. القبول	
	المتطلبات السابقة
	أقل عدد من الطلبة
	أكبر عدد من الطلبة



Course description form

Reviewing the performance of higher education institutions ((academic program review))

Studying the basic concepts of organization theory and financial organizational behavior in a way that enables the student to employ its various topics in the processes of organizational design and measuring effectiveness.

1. The educational institution, University of Mosul	1. The educational institution, University of Mosul
2. University Department/Center, College of Administration and Economics/Department of Business Administration	2. University Department/Center, College of Administration and Economics/Department of Business Administration
3. Name/code of the course Organization Management – Second Stage (AEMI18_F404)	3. Name/code of the course Organization Management – Second Stage (AEMI18_F404)
4. Programs included in the Bachelor of Business Administration	4. Programs included in the Bachelor of Business Administration
5. Available forms of attendance: Mandatory attendance for (15 weeks)	5. Available forms of attendance: Mandatory attendance for (15 weeks)
6. Semester/Year Semester system (2023-2024)	6. Semester/Year Semester system (2023-2024)
7. Number of study hours (total) (3 hours per week)	7. Number of study hours (total) (3 hours per week)
8. Date this description was prepared (2023-2024)	8. Date this description was prepared (2023-2024)

1. Course objectives

- The concept of the organization.
- The difference between organization theory and organizational behavior.
- Study the organization's objectives.
- Types of organizations.

- Positive and negative effects on organizations.
- Organizational effectiveness.
- Organizational Chart.
- Study some recent trends in organization theory.

2. .1 Learning outcomes and methods of teaching, learning and evaluation

- Knowledge and understanding

A1- Objectives of the organization's management.

A2- Organization management functions.

A3- Effectiveness evaluation models

.

B - Subject-specific skills

B1 - Professional skills related to applying concepts.

B2 - Leadership skills and teamwork in analysis teams.

B3 - Communication skills.

Teaching and learning methods

.1 Discussion method

.2 Project method

.3 Practical presentation method

.4 Cooperative learning method

Evaluation methods

.1 Attendance and participation

.2 Individual evaluation: through the quality of discussion, asking questions, and presenting solutions

.3 Group evaluation: the ideas presented in the required assignments and the quality of their discussion

.4 Daily exams

.5 Final exam (semester 1 + semester 2 + end of course)

- Thinking skills

C1- Critical thinking and problem solving skills.

C2- Description and memory skills.

C3- Comparison and information presentation skills.

C4- Skills in applying procedures within the framework of research work.



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Teaching and learning methods
.5Case study method
.6Micro-teaching method
.7Method of solving problems
Evaluation methods
.6Brainstorming sessions
D - General and transferable skills (other skills related to employability and personal development).
D1- Organizational structure design skills
D2- Skills for measuring effectiveness
D3- Delegation of powers





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4. .4Infrastructure	
Munqith Dagher and Adel Harhoush, 2001, Organization Management and Organizational Behavior , - Iraq Various English sources from the Internet.	Required readings: <input type="checkbox"/> Basic texts <input type="checkbox"/> Course books ▪ <input type="checkbox"/> Other
Various skills and methods for dealing with organizational and structural aspects and measuring effectiveness.	Special requirements (including, for example, workshops, periodicals, software and websites)
Field studies of organization theory and its applications in business.	Social services (including, for example, guest lectures, professional training, and field studies)

1. Acceptance	
Prerequisites -	Prerequisites -
The minimum number of students is 40 students	The minimum number of students is 40 students
The largest number of students is 60 students	The largest number of students is 60 students



Course description form

Reviewing the performance of higher education institutions ((academic program review))

This course description provides a summary of the most important characteristics of the course and the learning outcomes that the student is expected to achieve, demonstrating whether he or she has made the most of the learning opportunities available. It must be linked to the program description.

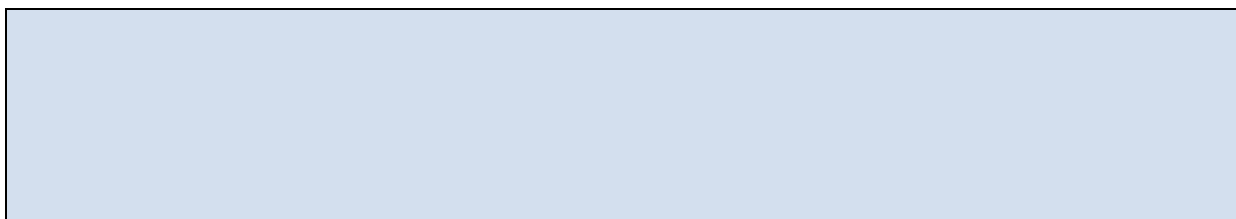
1. Educational Institution, University of Mosul/College of Administration and Economics	1. Educational Institution, University of Mosul/College of Administration and Economics
2. University Department/Center, Department of Business Administration	2. University Department/Center, Department of Business Administration
3. Name/code of the organizational behavior course	3. Name/code of the organizational behavior course
4. Programs that include theoretical contents and case studies	4. Programs that include theoretical contents and case studies
5. Available forms of attendance: paper and electronic lectures	5. Available forms of attendance: paper and electronic lectures
6. Semester/year courses	6. Semester/year courses
7. Number of study hours (total) 45	7. Number of study hours (total) 45
8. The date this description was prepared is 2023/2024	8. The date this description was prepared is 2023/2024
<p>1. 1. Course objectives:</p> <p>1- Introducing the concept of human behavior, the concept of organizational behavior, and the sources of influence on it.</p> <p>2- Explaining the mutual influence of workers and organizations on each other.</p> <p>3- Identify the various behavioral aspects affecting administrative processes and activities.</p>	

- 4- Study the historical development of the science of organizational behavior and then the sciences related to it.
- 5- Knowledge of the most important topics related to behavior and all the knowledge and theories that fall under it, such as:
 - (Personality, attitudes and values, motivations and incentives, perception and learning, work dynamics, leadership, organizational conflict and negotiation.)
- 6- Improving performance and increasing levels of job understanding.
- 7- Improving the organizational environment, improving organizational culture, and increasing capabilities to keep pace with development
- 8- The student's ability to diagnose and analyze human behavior at the individual and group levels and then at the organizational level
 - Knowing how to deal with and direct different types of behaviors in a way that serves organizational goals.
- 9 - Training on analyzing various administrative and behavioral situations and situations.

1. Learning outcomes and methods of teaching, learning and evaluation
a. Teaching and learning methods
We use a combination of techniques to facilitate learning about organizational behavior, the first of which is the use of a reference material that includes many readings related to organizational behavior, then other external scientific sources such as articles and research. Lively discussions will also be used to facilitate students' understanding of the material, and skills will be built through various practical experimental examples. Each student presents a presentation that he prepares himself on one of the subject's vocabulary.
B. Evaluation methods
<p>Developing the competence of graduates and linking them to the role of organizational behavior in various institutions</p> <p>The application provides knowledge about the components and implications of the behavioral climate in organizations in an accurate and comprehensive manner</p>



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2. 11. Course structure					
	Week Hours Required learning outcomes Name of unit/course or subject Teaching method Evaluation method		Week Hours Required learning outcomes Name of unit/course or subject Teaching method Evaluation method		Week Hours Required learning outcomes Name of unit/course or subject Teaching method Evaluation method
Discussions, interactions and brainstorming	The first 3 is that the student is familiar with the concept of organizational behavior. Organizational behavior: its concept, importance, characteristics, and types. Attending and discussing the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	The first 3 is that the student is familiar with the concept of organizational behavior. Organizational behavior: its concept, importance, characteristics, and types. Attending and discussing the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	The first 3 is that the student is familiar with the concept of organizational behavior. Organizational behavior: its concept, importance, characteristics, and types. Attending and discussing the topics of the course and some applied cases presented by the course professor.
Discussions, interactions and brainstorming	The second 3 is that the student is familiar with the contents of	Discussions, interactions and brainstorming	The second 3 is that the student is familiar with the contents of perception, understanding,	Discussions, interactions and brainstorming	The second 3 is that the student is familiar with the contents of

	perception, understanding, importance, objectives, attendance and discussion of the topics of the course and some applied cases presented by the course teacher.		understanding, importance, objectives, attendance and discussion of the topics of the course and some applied cases presented by the course teacher.	ming	perception, understanding, importance, objectives, attendance and discussion of the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and brainstorming	Third 3: That the student is familiar with the contents of the personal character and its implications for attendance and discussion of the subject topics and some applied cases presented by the subject professor.	Discussions, interactions and brainstorming	Third 3: That the student is familiar with the contents of the personal character and its implications for attendance and discussion of the subject topics and some applied cases presented by the subject professor.	Discussions, interactions and brainstorming	Third 3: That the student is familiar with the contents of the personal character and its implications for attendance and discussion of the subject topics and some applied cases presented by the subject professor.
Discussions, interactions and brainstorming	Fourth 3: The student should be familiar with the contents of motivation and its theories, attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Fourth 3: The student should be familiar with the contents of motivation and its theories, attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Fourth 3: The student should be familiar with the contents of motivation and its theories, attend and discuss the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and brainstorming	Fifth 3: The student should be familiar with the contents of organizational conflict and its causes. Attend and discuss the topics of the course and some applied	Discussions, interactions and brainstorming	Fifth 3: The student should be familiar with the contents of organizational conflict and its causes. Attend and discuss the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Fifth 3: The student should be familiar with the contents of organizational conflict and its causes. Attend and discuss the topics of the course and some applied



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	cases presented by the course professor.				cases presented by the course professor.
Discussions, interactions and brainstorming	Sixth 3: The student should be familiar with the contents of motivation and its theories. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Sixth 3: The student should be familiar with the contents of motivation and its theories. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Sixth 3: The student should be familiar with the contents of motivation and its theories. Attend and discuss the topics of the course and some applied cases presented by the course teacher.
Seventh: 3 A quick review of what was previously attended and a discussion of the subject topics and some applied cases presented by the subject professor.	Discussions, interactions and brainstorming	Seventh: 3 A quick review of what was previously attended and a discussion of the subject topics and some applied cases presented by the subject professor.		Discussions, interactions and brainstorming	Seventh: 3 A quick review of what was previously attended and a discussion of the subject topics and some applied cases presented by the subject professor.
Discussions, interactions and brainstorming	Eighth 3: The student should be familiar with the contents of leadership and its leadership styles and theories. Attend and discuss the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Eighth 3: The student should be familiar with the contents of leadership and its leadership styles and theories. Attend and discuss the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Eighth 3: The student should be familiar with the contents of leadership and its leadership styles and theories. Attend and discuss the topics of the course and some applied cases presented by the course professor.

Discussions, interactions and brainstorming	Ninth 3: The student should be familiar with the contents of the trends and the factors that form them. Attending and discussing the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Ninth 3: The student should be familiar with the contents of the trends and the factors that form them. Attending and discussing the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Ninth 3: The student should be familiar with the contents of the trends and the factors that form them. Attending and discussing the topics of the course and some applied cases presented by the course professor.
Discussions, interactions and brainstorming	Tenth 3: The student should be familiar with values, their implications, and their relationship to other variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Tenth 3: The student should be familiar with values, their implications, and their relationship to other variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Tenth 3: The student should be familiar with values, their implications, and their relationship to other variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and brainstorming	Eleventh 3: The student should be familiar with the contents of group dynamics, studies, and theories related to their establishment. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Eleventh 3: The student should be familiar with the contents of group dynamics, studies, and theories related to their establishment. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Eleventh 3: The student should be familiar with the contents of group dynamics, studies, and theories related to their establishment. Attend and discuss the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and	Twelfth 3 The student should be familiar	Discussions, interactions and brainstorming	Twelfth 3 The student should be familiar with the contents of power,	Discussions, interactions	Twelfth 3 The student should be familiar



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brainstorming	with the contents of power, power and authority, and their variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.		power and authority, and their variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	s and brainstorming	with the contents of power, power and authority, and their variables. Attend and discuss the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and brainstorming	Thirteenth 3: The student should be familiar with negotiation, its methods, and its relationship with the leadership personality of the negotiator. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Thirteenth 3: The student should be familiar with negotiation, its methods, and its relationship with the leadership personality of the negotiator. Attend and discuss the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Thirteenth 3: The student should be familiar with negotiation, its methods, and its relationship with the leadership personality of the negotiator. Attend and discuss the topics of the course and some applied cases presented by the course teacher.
Discussions, interactions and brainstorming	Fourteenth 3: The student should be familiar with the contents of decision-making, decision-making and the steps for making them. Attending and discussing the topics of the course and some applied cases presented by	Discussions, interactions and brainstorming	Fourteenth 3: The student should be familiar with the contents of decision-making, decision-making and the steps for making them. Attending and discussing the topics of the course and some applied cases presented by the course teacher.	Discussions, interactions and brainstorming	Fourteenth 3: The student should be familiar with the contents of decision-making, decision-making and the steps for making them. Attending and discussing the topics of the course and some applied cases presented by

	the course teacher.				the course teacher.
Discussions, interactions and brainstorming	Fifteenth 3 The student should be familiar with the contents of intelligence, organizational creativity, creativity and innovation, and its components and elements. Attend and discuss the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Fifteenth 3 The student should be familiar with the contents of intelligence, organizational creativity, creativity and innovation, and its components and elements. Attend and discuss the topics of the course and some applied cases presented by the course professor.	Discussions, interactions and brainstorming	Fifteenth 3 The student should be familiar with the contents of intelligence, organizational creativity, creativity and innovation, and its components and elements. Attend and discuss the topics of the course and some applied cases presented by the course professor.
	Sixteenth review of the course		Sixteenth review of the course		Sixteenth review of the course





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1. Infrastructure	
	Required readings:
	<input type="checkbox"/> Course books
	<input type="checkbox"/> Others: Organization Theory and Organizational Behavior Adel Harhoush



course description form**Course description**

The course description provides a brief summary of the most important characteristics and learning outcomes that the student is expected to achieve, proving whether he has made maximum use of the available learning opportunities.

College of Administration and Economics / University of Mosul	Educational institution
Business Management	scientific department
Strategic Thinking/Bachelor	Course name / code
theory (2)	Credit hours
Course (electronic lectures)	season/year
2020 – 2021	The date this description was prepared

- Goals course

Enabling the student to know the concept of strategic thinking and thinking, its importance, the objectives of his study, the theoretical and conceptual dimension of it, and introducing the student to the basic skills and necessary behaviors And the importance of thinking and its place in human life and its necessities.

2 - Enable the student to practice his life and work and find solutions to the problems he encounters through his practice of strategic thinking

- The structure of the course

	the details	the week
	The concept of thinking and its relationship to strategic	1

management	
The nature and nature of thinking (concept and importance)	2
The intellectual model of the human being and mental processes	3
Thinking tools and essentials	4
Reasons for thinking	5
Strategic thinking (historical development, concept)	6
semester exam	7
Elements of strategic thinking (systemic perspective, strategic intent, time thinking, seizing smart opportunities, guidance with hypotheses)	8
The results and advantages of strategic thinking	9
The damage caused by the absence of strategic thinking	10
General and structural characteristics of strategic thinking	11
	12
strategic thinking models	13
Introductions to strategic thinking (the physiology of the mind, the methodology of strategic thinking, the procedural approach to strategic thinking)	14
final exam	15th

Course description -

Strategic thinking is a mental, intellectual and synthetic process that uses intuition and creativity to crystallize a strategic perspective, which is independent thinking to achieve strategic goals by seizing smart opportunities.	-
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How to attend : electronic lectures -

Evaluation -

1- Electronic exams (daily, quarterly and final)

2 - Attendance and participation

3- Duties and Reports

Certified Sources -

Lectures prepared according to the following sources:

- 1- Abu Bakr, Mustafa, 2004, strategic thinking and strategic management, University House for Publishing and Distribution, Alexandria, Cairo.
 - 2- Muhammad, Tariq Sharif, 2002, Patterns of Strategic Thinking, Al-Mutanabi House for Publishing and Distribution, Irbid
- Betz. F,2016, strategic thinking : A comprehensive guide Emerald group publishing .

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