



Course description form

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

This course description provides a succinct summary of the most important course characteristics and the learning outcomes expected of the student to be achieved with evidence.

Whether he made the most of the learning opportunities available. This must be linked to the program description.

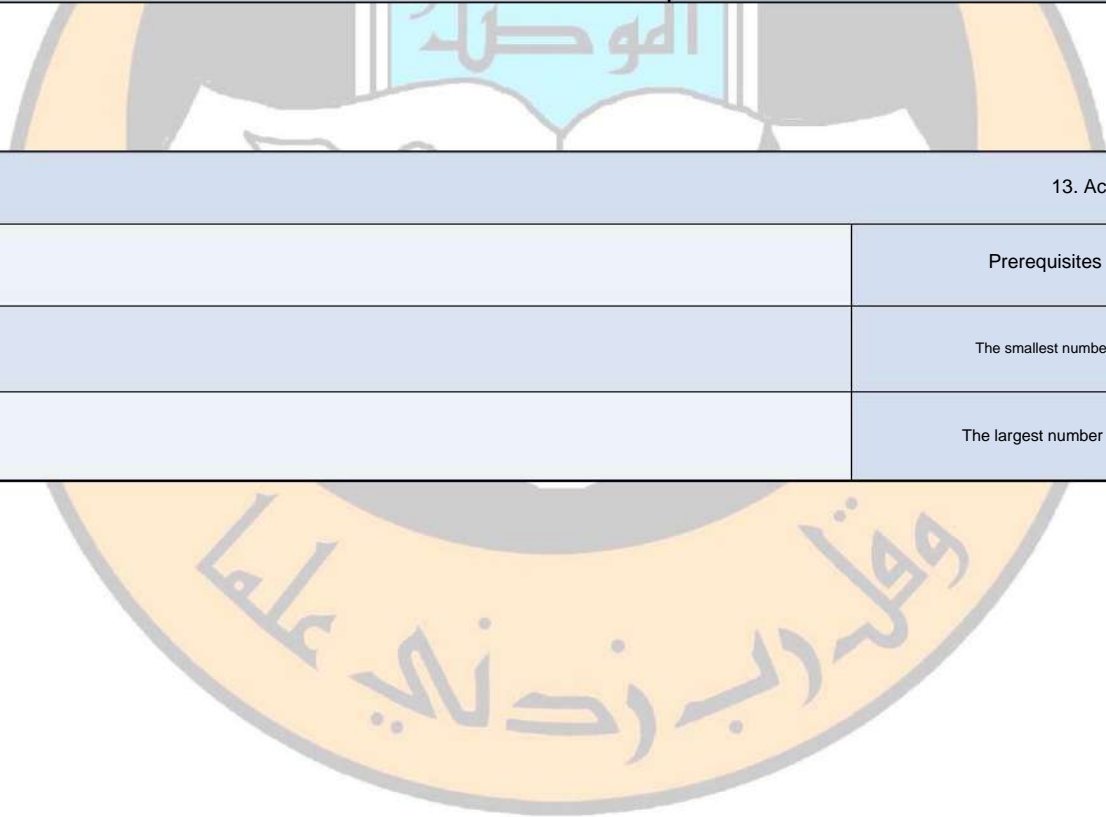
University of Mosul/College of Administration and Economics	1. Educational institution
Business administration	2. University department/center
Marketing Management	3. Course name/code
Graduate Studies	4. Programs in which he participates
Daily attendance	5. Available forms of attendance
Higher Diploma in Business Administration	6. Semester/year
(45) hours, 3 hours per week	7. Number of study hours (total)
2024/3/30	8. Date this description was prepared
9. Course objectives:	
<p>1 - Qualifying and preparing the outputs of students capable of working in the governmental, private, and mixed sectors and Iraqi and international private companies.</p> <p>-2 Skill development for workers in the field of marketing</p> <p>-3 Developing mental skills to diagnose problems and develop solutions related to marketing management.</p>	

10. Learning outcomes and methods of teaching, learning and evaluation					
11. Course structure					
a. Teaching and learning methods					
Evaluation method	Learning method	The topic is the name of the unit/course A	and required work outcomes	Week hours	
B. Evaluation methods					
	a lecture	Marketing concept and marketing process		3	1
	a lecture	Customer relationship management CRM Social and digital media		3	2
	a lecture	Market segmentation and modern concepts in market segmentation		3	3
Dr.. Generic and transferable skills (other skills related to employability and personal development) practical application	a lecture	Global Marketing Today Global Marketing Today		3	4
	a lecture	The strategic decision to enter global markets		3	5
	a lecture	Social Marketing/Social Responsibility and Ethics		3	6
Exam	a lecture	The first exam		3	7
	a lecture	Marketing environment			8
	a lecture	Marketing capabilities			9
	a lecture	Marketing agility			10
	a lecture	Reducing marketing risks			11
	a lecture	Marketing disruption			12
	a lecture	Marketing prowess			13
	a lecture	Social media marketing			14
Examination	a lecture	The second exam			15



<p>Keller & Kotler marketing management book</p> <p>- Research published in accredited international journals</p>	<p>International</p> <p>Accreditation Section Required readings:</p> <ul style="list-style-type: none"> ÿ Course books ÿ Other
	<p>Special requirements</p>
	<p>Social services (including, for example, guest lectures, vocational training, and field studies)</p>

<p>13. Acceptance</p>	
	<p>Prerequisites</p>
	<p>The smallest number of students</p>
	<p>The largest number of students</p>





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

Relevant to the most important course characteristics and expected learning outcomes
succinctness. It is important to know whether he has made the most of the learning opportunities provided. The student achieves
This course description provides
The student achieves
proving the link between it and the program description.

University of Al Mosul	1. Educational institution
Business administration	2. University department/center
	3. Course name/code
Project Management/PhD course, second specialized subject	4. Programs in which he participates
Attendance on time and at full time	5. Available forms of attendance
Course system	6. Semester/year
	7. The total number of study hours is 30 hours
2023 1/9/	8. Date this description was prepared
	9. Course objectives:
This job is carried out with planning and organization This course deals with production and operations management, starting with the development of the concept, as well as reviewing some modern concepts of project management.	

10. Learning outcomes and methods of teaching, learning and evaluation


a. Teaching and learning methods

A- Knowledge and understanding
B. Evaluation methods:
Quick daily tests, case analysis of some drawings, weekly lectures Monthly exams during the semester and final exams End of course report
C. thinking skills
- Subject-specific skills B1 - Deductive skills B2 - Analytical skills
Dr.. General and transferable skills (other skills related to the ability to think creatively in creating new designs)

11. Course structure					
Evaluation method	Teaching method	Unit name/ Course or topic	Required learning outcomes	Week hours	
Oral questions, daily reports, and contributions	Scientific discussions and asking questions	project management	Introduction to project management	11.30- 2.30	1
Quick exams, asking oral questions, and the ability to discuss	Scientific discussions and presenting scientific and real-life examples and cases	project management	Project management requirements	11.30- 2.30	2
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Knowledge and project management	11.30- 2.30	3
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Risk management and project management	11.30- 2.30	4
Oral questions	Lectures and discussions	Financial management and administration management		11.30-	5



Daily reports and posts	scientific research and asking questions	Projects	Projects	2.30	
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Crisis management and project management	11.30-2.30	6
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Negotiation management in projects	11.30-2.30	7
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	Project design and project management		11.30-2.30	8
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Project management and information technology	11.30-2.30	9
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Project management elements	11.30-2.30	10
Daily exams	Giving lectures, scientific discussions, and asking questions	Project scope management	Project	11.30-2.30	11
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Quality management in projects	11.30-2.30	12
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Communication management in projects	11.30-2.30	13
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	project management	Feasibility study	11.30-2.30	14
Oral questions, daily reports, and participation	Giving lectures, scientific discussions, and asking questions	Practical case and discussion of project management		11.30-2.30	15

.12 Infrastructure	
	<p>Required readings:</p> <ul style="list-style-type: none"> • A collection of scientific sources and books that are identified periodically at the beginning of each year
display data	Special requirements
	<p>Social services (including, for example, guest lectures, vocational training, and field studies)</p>
13. Acceptance	
	There is none
	<p>There is none</p>



Ministry of Higher Education and Scientific Research
Scientific Supervision and Evaluation Agency
Department of Quality Assurance and Academic Accreditation
International Accreditation Department



	M N I i to B H
	AK B R A M N A i B H



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Relevant to the most important course characteristics and expected learning outcomes
succinctness. It is important to know whether he has made the most of the learning opportunities provided. The student achieves
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The student achieves
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University of Al Mosul	1. Educational institution
Business administration	2. University department/center
	3. Course name/code
Project Management/Master's course, second specialized subject	4. Programs in which he participates
Attendance on time and at full time	5. Available forms of attendance
Course system	6. Semester/year
	7. The total number of study hours is 30 hours
2023 1/9/	8. Date this description was prepared
	9. Course objectives:
This job is carried out with planning and organization This course deals with production and operations management, starting with the development of the concept, as well as reviewing some modern concepts of project management.	

10. Learning outcomes and methods of teaching, learning and evaluation


a. Teaching and learning methods

A- Knowledge and understanding
B. Evaluation methods:
Quick daily tests, case analysis of some drawings, weekly lectures Monthly exams during the semester and final exams End of course report
C. thinking skills
- Subject-specific skills B1 - Deductive skills B2 - Analytical skills
Dr.. General and transferable skills (other skills related to the ability to think creatively in creating new designs)

11. Course structure					
Evaluation method	Teaching method	Unit name/ Course or topic	Required learning outcomes	Week hours	
Oral questions, daily reports, and contributions	Scientific discussions and asking questions	project management	Introduction to project management	11.30- 2.30	1
Quick exams, asking oral questions, and the ability to discuss	Scientific discussions and presenting scientific and real-life examples and cases	project management	Project management requirements	11.30- 2.30	2
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Knowledge and project management	11.30- 2.30	3
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Risk management and project management	11.30- 2.30	4
Oral questions	Lectures and discussions	Financial management and administration management		11.30-	5



Daily reports and posts	scientific research and asking questions	Projects	Projects	2.30	
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Crisis management and project management	11.30-2.30	6
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Negotiation management in projects	11.30-2.30	7
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Examination	11.30-2.30	8
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Project management and information technology	11.30-2.30	9
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Project management elements	11.30-2.30	10
Daily exams	Giving lectures, scientific discussions, and asking questions	Project scope management	Project	11.30-2.30	11
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Quality management in projects	11.30-2.30	12
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Communication management in projects	11.30-2.30	13
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	project management	Feasibility study	11.30-2.30	14
Oral questions, daily reports, and contributions	Giving lectures, scientific discussions, and asking questions	Practical case and discussion of project management		11.30-2.30	15

.12 Infrastructure	
	<p>Required readings:</p> <p>• A collection of scientific sources and books that are identified periodically at the beginning of each year</p>
display data	Special requirements
	<p>Social services (including, for example, guest lectures, vocational training, and field studies)</p>
13. Acceptance	
	There is none



Ministry of Higher Education and Scientific Research
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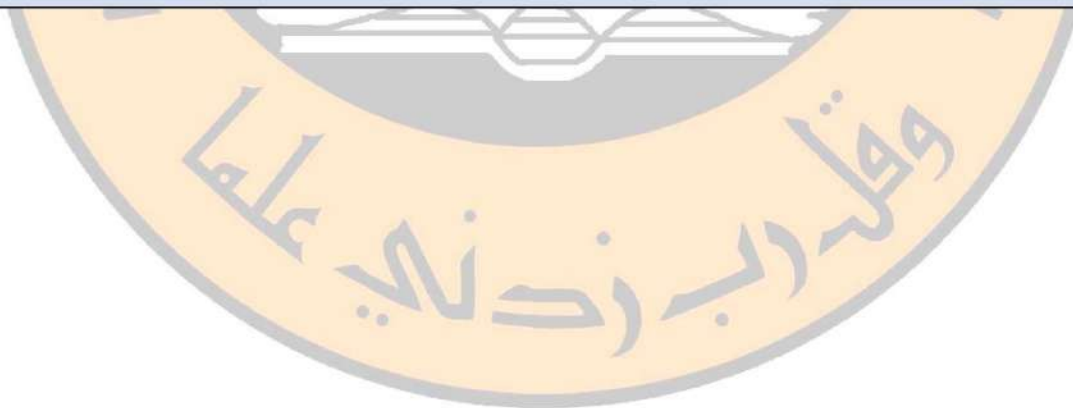
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University of Al Mosul	1. Educational institution
College of Administration and Economics/Business Administration	2. University department/center
Market research	3. Course name/code
Bachelor's degree in Business Administration	4. Programs in which he participates
Attendance for 15 weeks	5. Available forms of attendance
Course system for the year 2023-2024	6. Semester/year
12 hours per week	7. Number of study hours (total)
30/3/2024	8. Date this description was prepared
9. Course objectives: Introducing the subject of marketing research, its functions and activities	
10. Learning outcomes and methods of teaching, learning and evaluation	
a. Teaching and learning	
methods: lectures/discussions	

B. Evaluation methods
Daily exam / quarterly exam / participation / attendance
C. thinking skills
The student will be able to learn about marketing research and know all the research activities related to marketing research
Dr.. General and transferable skills (the ability to write research in general and research related to marketing in particular)
Utilizing the information the student has gained from theoretical study and applying it in professional life

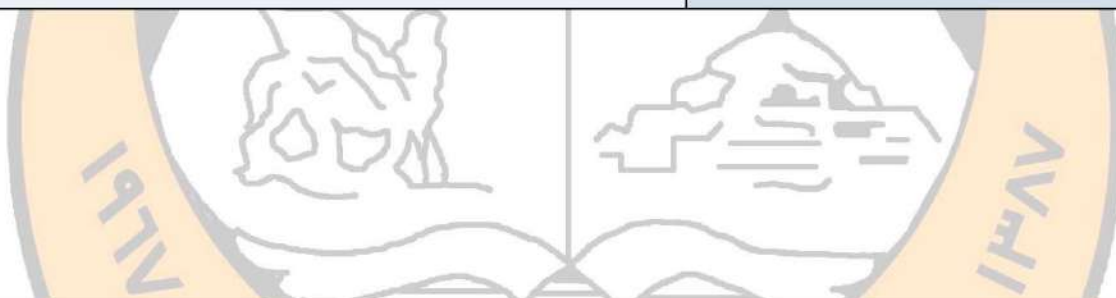


11. Course structure					
Teaching method and evaluation method		Name of the unit/ course or subject	Required learning outcomes	hours	week
Discussions	lecture	The concept of marketing research and its stages			The first
Lecture is a daily exam		Areas that determine the comprehensiveness of marketing research			the second
Discussions	lecture	The decision-making process + the nature of marketing			the third
Discussions	lecture	decisions, the strategic decision and the tactical decision			the fourth
The lecture is an oral exam	oral exam	The main types of research and the main steps for writing scientific research.			Fifth
Examination	lecture	Criteria for the problem and how to			VI
Mid-year exam		formulate it. Exam			Seventh
Lecture is a daily exam		Clarifying the problem,			VIII
Examination	lecture	designing a marketing research sample + types and sizes of samples			Ninth
Examination	lecture	Interview + observation + experiment,			The tenth
discussions	lecture	questionnaire and how to prepare it			eleventh
Examination	lecture	Scientific methods in collecting data			twelveth
oral exam	lecture	Statistical analysis of data,			Thirteenth
Discussions	lecture	documenting data + addressing the basics of statistical analysis for research			fourteenth

final exam		Examination			Fifteenth



.12 Infrastructure	
Marketing Research/Prof. Abi Saeed Al-Dyouhi	Required readings: ÿ Course books ÿ Other
	Special requirements
Field training and studies	Social services (including, for example, guest lectures, vocational training, and field studies)



13. Acceptance	
	Prerequisites
150	The smallest number of students
300	The largest number of students

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University of Al Mosul	1. Educational institution
Business administration	2. University department/center
E-business management	3. Course name/code
Ph.D	4. Programs in which he participates
Attendance and on time	5. Available forms of attendance
Season	6. Semester/year
45 hours during the semester	7. Number of study hours (total)
2024/1/21	8. Date this description was prepared
9. Course objectives:	
<p>It includes the basic assumptions and concepts of electronic business management, its objectives, and the most important modern models in</p> <p style="text-align: right;">E-business management</p>	

10. Learning outcomes and methods of teaching, learning and evaluation
a. Teaching and learning methods



The lecture, presenting the topics in the classroom. The lecture begins with a presentation of the topics that will be presented in the lecture, linking them to the previous lecture. The lecture concludes with a quick review of the most important topics covered in the lecture.

Discussion: A point is presented for discussion in order to enrich it, know viewpoints and direct it

Research: Assigning students to produce reports on topics in the course or related to the course

B. Evaluation methods

Assignments, test score, student attendance and interaction in the lecture

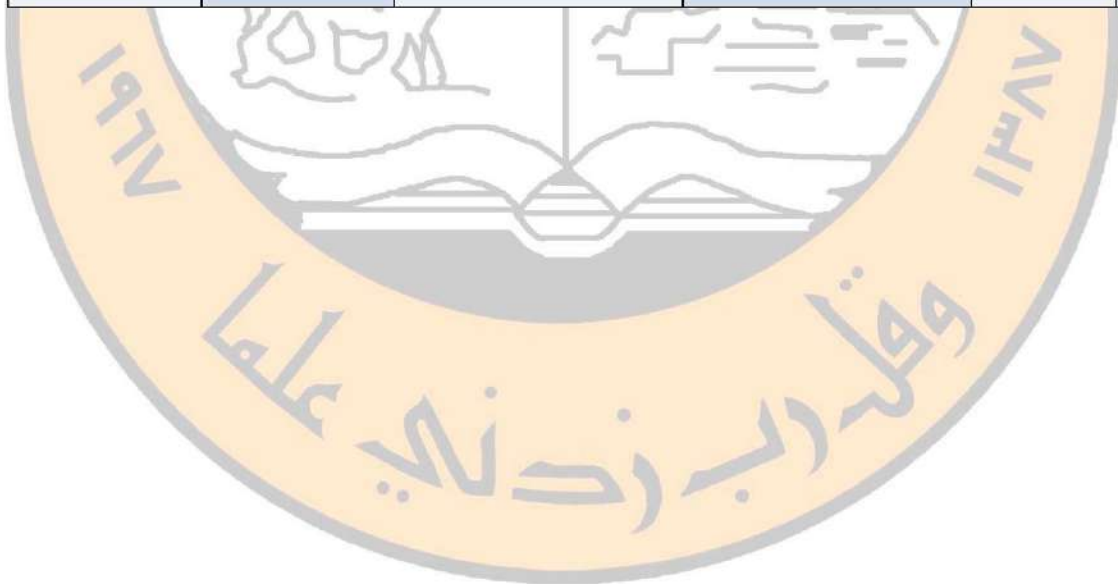
11. Course structure

Teaching method and evaluation method	Name of the unit/course or subject	Required learning outcomes	hours	week
Intellectual questions, reports, and brainstorming	-1 Introduction to electronic business	Forming an idea for the student about the nature of the transformation from traditional businesses to electronic businesses	2	The first
Intellectual questions, reports, and brainstorming	The electronic or digital economy	Forming an idea for the student about the concept of the digital economy and the new foundations of the digital economy	2	the second
Intellectual questions	Electronic management	Introducing the student to the direction of thinking	2	the third

Reports and brainstorming	Scientists with students		Linear to network thinking		
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Electronic administration and the saying of the end of administration	The end of administration argument and the corresponding justifications	2	the fourth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	The Internet and strategy	Strategy and the Internet, position and vision	2	Fifth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Jobs to electronic management	Introducing students to administrative functions from an electronic angle	2	VI
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Some tools and activities on the Internet	Identify the most important sites and how to manage them from an organizational perspective	2	Seventh
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Virtual companies	Virtual companies and their benefits	2	VIII
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	To learn about electronics	Electronic knowledge problems and their solutions	2	Ninth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Intellectual property in the digital age	Advantages and disadvantages of intellectual property and the most important challenges it faces	2	The tenth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Digital transformation	The most important basic assumptions for digital transformation	2	eleventh



Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	The learning organization as a foundation for digital transformation	The most important models for the learning organization	2	twelveth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Case studies	Discussing case studies	2	Thirteenth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Smart organization And its relationship to digital transformation	The most important foundations on which the smart organization is based and its relationship to digital transformation	2	fourteenth
	A written test	a test	Forming an idea for the teacher about the student's academic level in the subject of organization theory	XV 2	



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University of Al Mosul	1. Educational institution
Business administration	2. University department/center
Organizational behavior	3. Course name/code
Master's	4. Programs in which he participates
Attendance and on time	5. Available forms of attendance
Season	6. Semester/year
45 hours during the semester	7. Number of study hours (total)
2024/1/21	8. Date this description was prepared
9. Course objectives:	
<p>It includes the basic assumptions and concepts of organizational behavior, its objectives, traditional and modern models in organization theory and organizational behavior, analysis of its components, and the basic human processes on which it is based, measuring individual behavior in organizations, individual attitudes and feelings towards work, organization and people, work procedures in groups as well as communications in organizations. And organizational change management.</p>	



10. Learning outcomes and methods of teaching, learning and evaluation
a. Teaching and learning methods
<p>The lecture, presenting the topics in the classroom. The lecture begins with a presentation of the topics that will be presented in the lecture, linking them to the previous lecture. The lecture concludes with a quick review of the most important topics covered in the lecture.</p> <p>Discussion: A point is presented for discussion in order to enrich it, know viewpoints and direct it</p> <p>Research: Assigning students to produce reports on topics in the course or related to the course</p>
B. Evaluation methods
Assignments, test score, student attendance and interaction in the lecture

11. Course structure					
Teaching method and evaluation method		Name of the unit/course or subject	Required learning outcomes	hours	week
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	-1 Organizational behavior in Modern era	Forming an idea for the student about the forces that shape organizational behavior at the present time	2	The first
	Discussion and dialogue	Basic humanitarian operations	Forming an idea for the student about processes	2	the second

And brainstorming	Scientists with students		Cognition, learning and personality		
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Trends in Organizations	Introducing the student to the components of motivation The most important theories that fall under it	2	the third
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational learning	What is the basic nature of work groups?	2	the fourth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational conflict	Working with and against others	2	Fifth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Culture of organizational error	Introducing students to the most important values and basic standards for the work of organizations	2	VI
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Adverse work behavior	Identify the most important negative behaviors that occur at work	2	Seventh
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Dynamics of groups and work teams	Measuring the student's understanding of the scientific material	2	VIII
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Communications in organizations	Introduce students to the impact of cultural differences on communication	2	Ninth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Political influence and power in Organizations	The basic differences between influence, power, and politics and their effects on organizations	2	The tenth



Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational contradiction theory	Introducing students to the most important basic assumptions behind this theory	2	eleventh
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Social intelligence	The most important models of social intelligence	2	twelveth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Case studies	Discussing case studies	2	Thirteenth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational relations	The role of formal and informal relations in the work of the organization	2	fourteenth
	A written test	a test	Forming an idea for the teacher about the student's academic level in the subject of organization theory	XV 2	

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University of Al Mosul	1. Educational institution
Business administration	2. University department/center
Organization theory	3. Course name/code
Master's	4. Programs in which he participates
Attendance and on time	5. Available forms of attendance
Season	6. Semester/year
45 hours during the semester	7. Number of study hours (total)
2023/9/1	8. Date this description was prepared
9. Course objectives:	
<p>It includes the basic concepts of organization theory, its objectives, traditional and modern models in organization theory, analysis of the components and approaches to its design, the principles on which it is based, measuring organizational performance, the organization's environment, its components and types, the decline and development of organizations and survival techniques, quality culture, building and designing structures, and the organization's relationship with the organizational The basic challenges of organizational design, increasing the effectiveness of the organization, its environment, international relations, organizational conflict, change, and or for organizations</p>	



Ministry of Higher Education and Scientific Research

Scientific supervision and evaluation device

Department of Quality Assurance and Academic Accreditation

International Accreditation Department

10. Learning outcomes and methods of teaching, learning and evaluation

a. Teaching and learning methods

The lecture, presenting the topics in the classroom. The lecture begins with a presentation of the topics that will be presented in the lecture, linking them to the previous lecture. The lecture concludes with a quick review of the

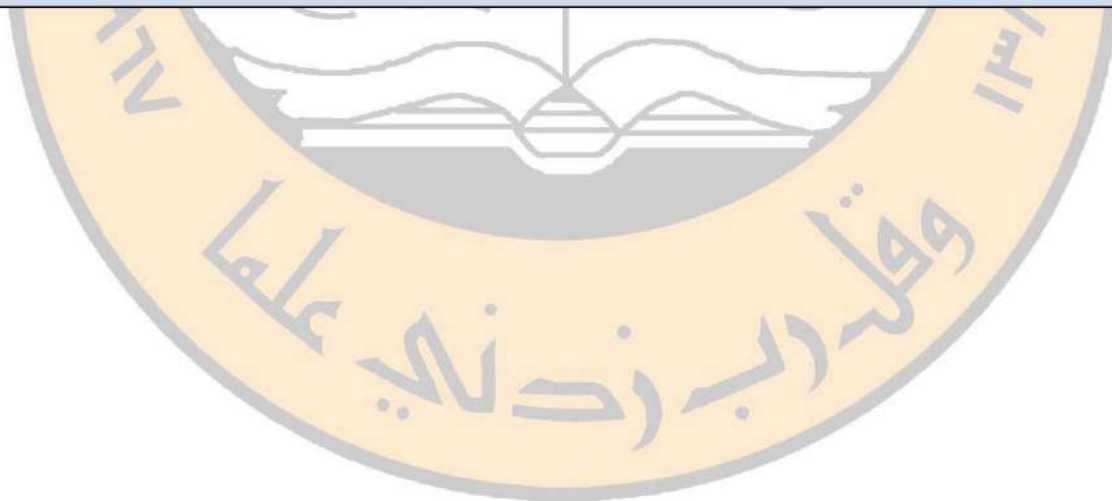
most important topics covered in the lecture.

Discussion: A point is presented for discussion in order to enrich it, know viewpoints and direct it

Research: Assigning students to produce reports on topics in the course or related to the course

B. Evaluation methods

Assignments, test score, student attendance and interaction in the lecture



11. Course structure

Teaching method and evaluation method		Name of the unit/course or subject	Required learning outcomes	hours	week
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	-1 Features of thinking in organization theory. -2 Early stage thought And squeeze Classic organizational.	Forming an idea for the student about the stages of historical development of organization theory	3	The first
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Modern leadership styles	Introduce the student to A Modern leadership styles	3	the second
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Creativity and change	Creativity and change	3	the third
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Technology and its organizational impacts	The impact of technology on organizational design	3	the fourth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Immunity and regulatory health	Immunity and regulatory health	3	Fifth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Sustainable organization	Learn about the idea of sustainability	3	VI
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Agile organizations	Agile organizations	3	Seventh
	Scientific discussion and dialogue with	Discussing student reports	Measuring the student's understanding of the scientific material	3	VIII



	Students				
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Relations between organizations	Relations between organizations	3	Ninth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Growth and size of the organization	Identify the organization's life cycle, its size, and its impact on the surrounding environment	3	The tenth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational culture	Studying the reality of the values and principles carried by the organization as a social unit	3	eleventh
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Toxic work environment	Toxic work environment and its impact on performance	3	twelveth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational happiness	Create a happy work environment	3	Thirteenth
Intellectual questions, reports, and brainstorming	Scientific discussion and dialogue with students	Organizational relations	The role of formal and informal relations in the work of the organization	3	fourteenth
	A written test	a test	Forming an idea for the teacher about the student's academic level in the subject of organization theory	3	Fifteenth



Subject teacher: Prof. Iman Bashir Muhammad Aburden

Vocabulary for strategic management

Master's program 2024

And strategic management in various sectors (similarities and differences) definition of strategic management and strategic change, distinction between different types of strategy and viewpoints on it, and theoretical foundations for the emergence of strategic management, types of gradual and adaptive strategic change, application of the model of strategic compatibility between	Explanation of strategy,	The first week
(environment, values, and resources) (R>V>E) and examples of the success of some organizations and the failure of others. The five elements of strategy - strategic thinking, strategic management, and strategic planning		
Strategic management levels (institutional, competitive and functional)		= the third
Strategic direction and means of achieving broad goals = Fifth: Environmental analysis (internal and external assessment)		= Fourth
Strategic formulation and detailed aspects of strategy formulation = Sixth: Tools and techniques used by strategists and the implications of different forms of strategy development		
Strategy as an organizational activity Strategic practices and different viewpoints of strategy Linking practices with dynamic capabilities Clarifying the confusion between the following terms Capabilities Core capabilities Dynamic capabilities (capabilities competencies) Competencies Strategy Strategic lenses (strategy in action) The strategic challenge terms in strategic thought		= the seventh
include the classical approach: (formal and informal planning) The evolutionary approach: strategy Emergent Opportunity Driven Procedural Approach: Emergent Resource-Based Planning Systematic Approach Examination and Examples of Business Models and Business Value Business Model, Revenues, and Decision Making Strategic Alternatives and Options Strategic Awareness and Knowledge Resources,		= Eighth
Capabilities,		= ninth = tenth
and Competitive Dynamics = Eleven Strategic Implementation = Twelve Strategic Leadership		
Wise leadership, strategies for decline, failure, and recovery, experiences of some companies, and the strategic		
situation as a SWOT analysis Key success factors		= third

Added value and the value chain	Ten
Competition, competitive advantage, and competitive strategies	=
Strategic control and measurement of success An issue in local and international strategic	fourteen
growth Examination	= five ten

Source :

Strategic Management Awareness and chnge Tenth Edition , john Thompson ,jonathan M. Scott and

Frank Martin s



Course description form

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

This course description provides a succinct summary of the most important course characteristics and expected learning outcomes. The student's achievement demonstrates whether he has made the most of the available learning opportunities. It is necessary [Link it to the program description.](#)

University of Mosul/College of Administration and Economics	1. Educational institution
Business administration	2. University department/center
Production and operations management	3. Course name/code
Graduate Studies	4. Programs in which he participates
Daily attendance	5. Available forms of attendance
PhD 2023/2024	6. Semester/year
(45) hours, 3 hours per week	7. Number of study hours (total)
2023/9/1	8. Date this description was prepared
9. Course objectives:	
<p>1 - Qualifying and preparing the outputs of students capable of working in the governmental, private, and mixed sectors and Iraqi and international private companies.</p> <p>2- Developing skills for workers in developing production plans. 3- Developing mental skills to diagnose problems and develop solutions.</p>	

10. Learning outcomes and methods of teaching, learning and evaluation

a. Teaching and learning methods
B. Evaluation methods
C. thinking skills
Dr.. Generic and transferable skills (other skills related to employability and personal development)

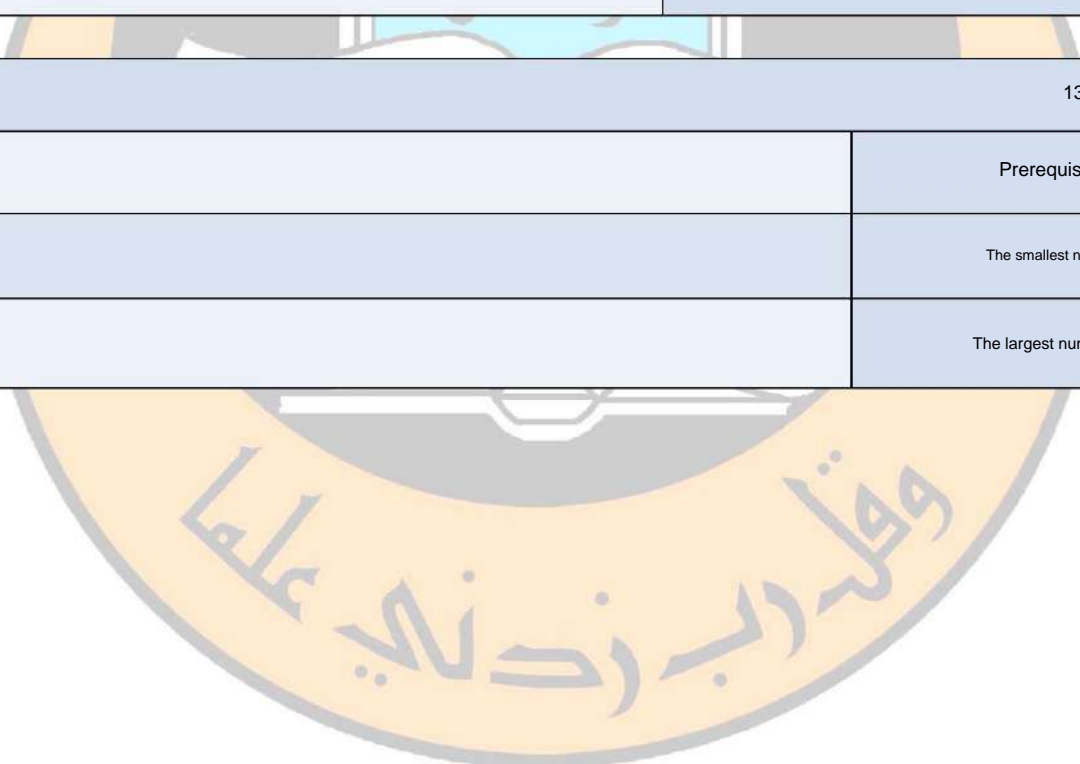
11. Course structure					
The pious way I am	Learning method I am	Name of the unit/ course or subject	Required learning outcomes H	Week hours	
	a lecture	Introduction to production and operations		3	1
	a lecture	Production and operations strategies		3	2
	a lecture	Product design and development		3	3
	a lecture	Energy planning		3	4
	a lecture	Computerized product design		3	5
	a lecture	Optimal production system OPT		3	6
	a lecture	MRP material requirements determination system		3	7
	a lecture	JIT production		3	8



	a lecture	Computer-aided design and manufacturing system		3	9
	a lecture	Efficient manufacturing system		3	10
	a lecture	Cleaner production system		3	11
	a lecture	Holonic manufacturing system		3	12
	a lecture	Intelligent production system		3	13
	a lecture	Accelerated manufacturing system		3	14
	a lecture	Artificial intelligence applications		3	15
					16
					17
					18
					19
					20
					21
					22
					23
					24
					25
					26
					27
					28
					29
					30

.12 Infrastructure	
Production and operations management book	Required readings: • Course books • Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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





Course description form

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

This course description provides a succinct summary of the most important course characteristics and expected learning outcomes. The student's achievement demonstrates whether he has made the most of the available learning opportunities. It is necessary

Link it to the program description.

University of Mosul/College of Administration and Economics	1. Educational institution
Business administration	2. University department/center
Production and operations management	3. Course name/code
Initial university study	4. Programs in which he participates
Daily attendance	5. Available forms of attendance
The fourth stage, morning and evening studies for the year 2023 2024 First course	6. Semester/year
(45) hours, 3 hours per week	7. Number of study hours (total)
2023/10/1	8. Date this description was prepared
9. Course objectives:	
<p>1 - Qualifying and preparing the outputs of students capable of working in the governmental, private, and mixed sectors and Iraqi and international private companies.</p> <p>2- Developing skills for workers in developing production plans. 3- Developing mental skills to diagnose problems and develop solutions.</p>	

10. Learning outcomes and methods of teaching, learning and evaluation

a. Teaching and learning methods
B. Evaluation methods
C. thinking skills
Dr.. Generic and transferable skills (other skills related to employability and personal development)

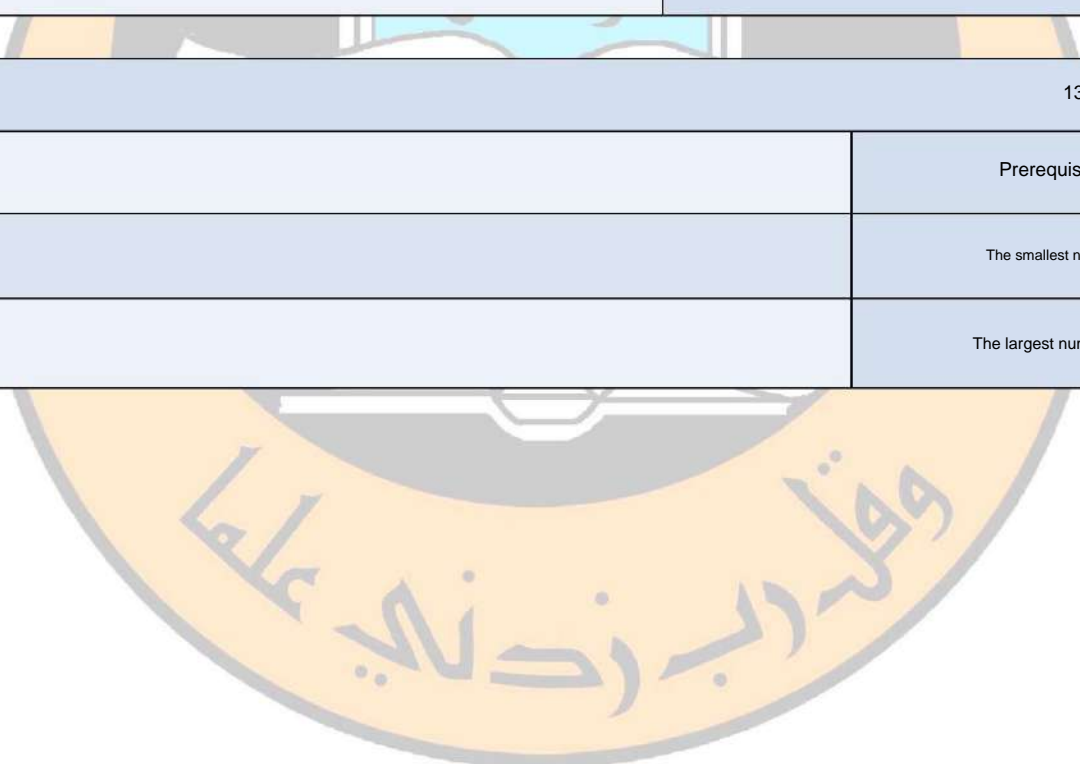
11. Course structure					
The pious way I am	Learning method I am	Name of the unit/ course or subject	Required learning outcomes H	Week hours	
	a lecture	Introduction to production and operations		3	1
	a lecture	The benefits achieved from the application of production and operations		3	2
practical application	a lecture	Production and productivity		3	3
	a lecture	Forecasting		3	4
practical application	a lecture	Forecasting methods		3	5
	a lecture	Product design		3	6
	a lecture	Product design and development steps and life cycle		3	7
practical application	a lecture	Break-even analysis		3	8



	a lecture	Production capacity	3	9
	a lecture	Production capacity strategies	3	10
practical application	a lecture	Types of energy and methods of calculating it	3	11
	a lecture	Locate the factory	3	12
	a lecture	Location strategies	3	13
practical application	a lecture	Methods for locating the factory	3	14
	a lecture	Obstacles and requirements for determining the location of the factory	3	15
				16
				17
				18
				19
				20
				21
				22
				23
				24
				25
				26
				27
				28
				29
				30

.12 Infrastructure	
Production and operations management book	Required readings: • Course books • Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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





Course description form

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

This course description provides a succinct summary of the most important course characteristics and expected learning outcomes. The student's achievement demonstrates whether he has made the most of the available learning opportunities. It is necessary

Link it to the program description.

University of Mosul/College of Administration and Economics	1. Educational institution
Business administration	2. University department/center
Production and operations management	3. Course name/code
Graduate Studies	4. Programs in which he participates
Daily attendance	5. Available forms of attendance
Master's degree 2023/2024	6. Semester/year
(45) hours, 3 hours per week	7. Number of study hours (total)
2023/9/1	8. Date this description was prepared
9. Course objectives:	
<p>1 - Qualifying and preparing the outputs of students capable of working in the governmental, private, and mixed sectors and Iraqi and international private companies.</p> <p>2- Developing skills for workers in developing production plans. 3- Developing mental skills to diagnose problems and develop solutions.</p>	

10. Learning outcomes and methods of teaching, learning and evaluation

a. Teaching and learning methods
B. Evaluation methods
C. thinking skills
Dr.. Generic and transferable skills (other skills related to employability and personal development)

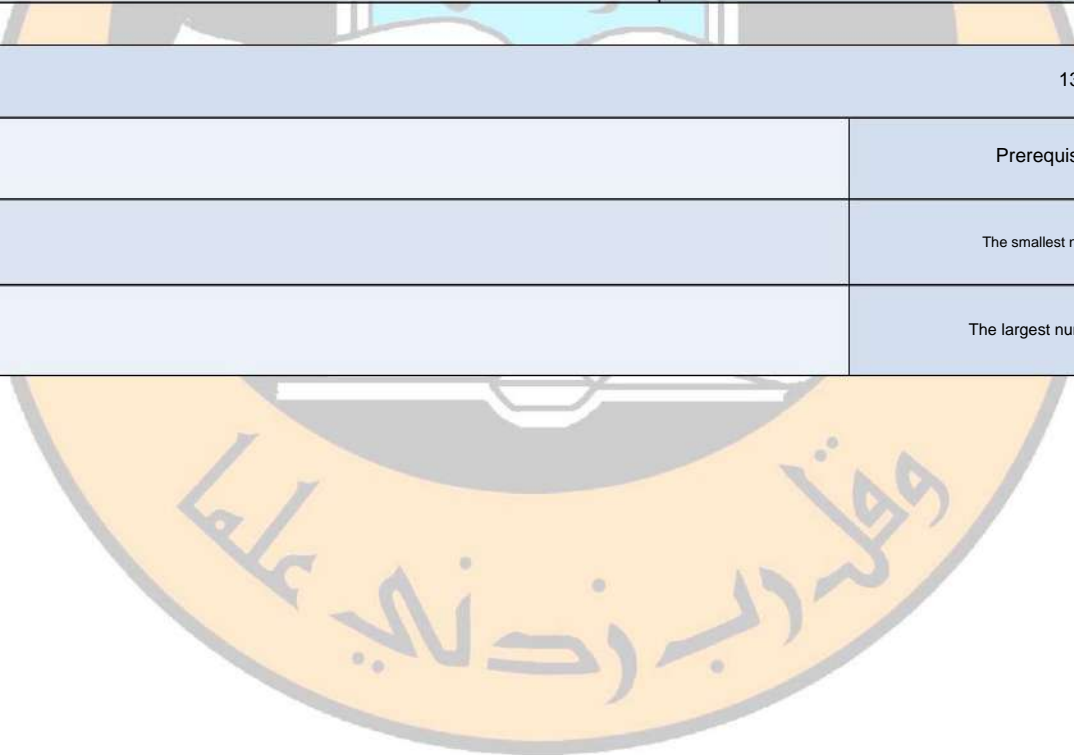
11. Course structure					
The pious way I am	Learning method I am	Name of the unit/ course or subject	Required learning outcomes H	Week hours	
	a lecture	Introduction to production and operations		3	1
	a lecture	Production and operations strategies		3	2
	a lecture	Product design and development		3	3
	a lecture	Energy planning		3	4
	a lecture	Locate the factory		3	5
	a lecture	Master production scheduling		3	6
	a lecture	MRP material requirements determination system		3	7
	a lecture	JIT production		3	8



	a lecture	Computer-aided design and manufacturing system		3	9
	a lecture	Efficient manufacturing system		3	10
	a lecture	Cleaner production system		3	11
	a lecture	Holonic manufacturing system		3	12
	a lecture	Intelligent production system		3	13
	a lecture	Accelerated manufacturing system		3	14
	a lecture	Artificial intelligence applications		3	15
					16
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					22
					23
					24
					25
					26
					27
					28
					29
					30

.12 Infrastructure	
Production and operations management book	Required readings: • Course books • Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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



Ministry of Higher Education and Scientific Research

Scientific supervision and evaluation body

Department of Quality Assurance and Academic Accreditation

Academic program description form for colleges and institutes

University: University of Mosul

College/Institute: College of Administration and Economics

Scientific Department: Department of Business Administration

File filling date 9/2023

the signature :

the signature :

Name of department head: A. Dr. Alaa Al-Jalili, Scientific Assistant: Prof. Dr. Alaa Abdul-Salam Al-Yamani

the date:

Date: /2023/

Check the file before

Division of Quality Assurance and University Performance

Name of the Director of the Quality Assurance and University Performance Division:

the date

the signature

Authentication of the Dean

Description of the academic program

They are concerned with the program characteristics and learning outcomes. This academic program description provides a concise summary of what is expected of the student to be achieved, proving whether he has made the most of the available opportunities, accompanied by a description of each course within the program.

University of Al Mosul	1- The educational institution
Business Administration Department	2- The scientific department/center
Business Administration Department	3- The name of the academic or professional
Bachelor's	program 4- The name of the
The first stage, the second stage, the third stage, the fourth stage / Course system	final certificate 5- The academic system: annual/ courses/
There is none	others 6- The approved accreditation
	program 7- Other external influences 8- The
//2023	date the description was prepared

9- The program objectives Academic

1. The student, whether in preliminary or postgraduate studies, must have full knowledge of business administration (institutions and companies), which is part of the economic, administrative, and accounting sciences, in order to keep pace with the most important global developments in this field.
It is based on analysis, interpretation, and searching for reasons And the results that the student has the ability to be creative in interpreting.
2. Guiding the student scientifically
3. Effective contribution with other economic and accounting sciences in addressing the problems facing the individual and society
4. Effective contribution with other economic and accounting sciences in addressing the problems facing the individual and society
Scientifically, in line with progress and development in the field of modern administrative sciences.
5. Guiding the student
6. Providing them with methods and skills that enable them to deal with workers in those organizations.

7. Enabling students to understand how to optimally invest natural and human resources.

10- Required program outcomes and teaching, learning and evaluation methods

A. Cognitive objectives

- 1- It enables students to learn about administrative theories and approaches.
- 2- Using management thinking tools in analyzing administrative phenomena and problems.
- 3- Understanding advanced topics in administrative sciences and extrapolating these sciences from economic sciences in general.
- 4- Possessing knowledge in using tools for scientific research in administrative sciences.
- 5- Understanding and assimilating economic methods, mathematics and statistics in administrative sciences.

B- The program's skill objectives

- 1- Describing administrative phenomena and analyzing the relationships specific to the problem being investigated.
- 2- Analyzing problems using computer techniques and ready-made software packages
- 3- Interpreting the results of quantitative analysis according to statistical, mathematical, and econometric methods.
4. Contributing to solving community problems.
- 5- Criticize the topics up for discussion.

Teaching and learning

methods 1. Lectures

2. Practical (laboratory) lessons

3. Thematic reports.

4. Discussions

Evaluation

methods 1. Written examinations

2. Oral exams.

3. Discussion committees for graduation research.

4. Oral presentations.

5. Working group reports

C- Emotional and value-based goals.

Developing the desire to learn

and cultivating the spirit of initiative

Strengthening cooperation

perseverance

D- General and qualifying transferable skills (other skills related to employability and personal development)

- Brainstorming sessions

- Open discussions

- Worksheets that students are required to prepare

Teaching and learning

methods •

Lectures • Practical guidance

- Scientific trips,

evaluation

methods •

Research •

Reports • Practical

tests • Intellectual questions

-11 Program structure

1 First academic year Year 1

Chapter One

Number of approved units		The number of hours		Course Code Code No.	Course Name		
		My theory	is practical				
3			3		Principles of business management 1		
2			2		Principles of economics		
3			3		Accounting principles1		
2		1	1		Computer 1		
3			3		Mathematics Business Administration		
2			2		Arabic language1		
2			2		Administrative readings		
17		Number of total units					
Chapter II _____							
3			3		Principles of business management 2		

3			3		Principles of economics2		
3			3		Accounting principles2		
2			1	1	Computer 2		
3			3		Statistics and business administration		
2			2		Rights and freedoms		
2			2		Commercial correspondence		
18		Number of total units					
2 Second academic year Year 2							
Number of approved units		number hours		Course Code Code No.	Course Name		
3		My theory is practical	3		Marketing Management		
3			3		Human Resource Management		
3			3		structured theory		
2			2		Intermediate accounting		
3			3		Commercial law		
2			2		Material and warehouse management		
3		2	1		Administrative applications using computers		

19			19		Total number of units	
Chapter II						
2			2		Market research	
3			2		Intellectual capital management	
3			3		organizational behavior	
2			2		Intermediate accounting 2	
2			2		E-commerce supply management	
2			2			
2			2		Administrative applications using computers	
16		Number of total units				
Third academic year Year3						
Chapter One						
Number of approved units		The number of hours <hr/> My theory is practical		Course Code Code No.	Course Name	
3			3		Financial management 1	
3			3		Strategic management	
3			3		Bank management	

3			3		Cost accounting 1		
2			2		Quantitative applications of business administration using computers		
3			3		project management		
2			2		Business economics		
19		Number of total units					
Chapter II							
3			3		Financial management2		
3			3		Strategic thinking		
3			3		Insurance administration		
3			3		Cost accounting2		
3			3		Project management applications using computers		
2			2		Feasibility studies		
17		Number of total units					
2 Fourth academic year Year 4							
Number of approved units		number hours <hr/> My theory is practical		Course Code Code No.	Course Name		

3			3		Production and operations management		
3			3		International business administration		
3			3		Management information technology		
2			2		Methods and ethics of scientific research		
2			2		Government contracts management		
2			2		Risk Management		
15			15		Total number of units		
Chapter II							
2			3		Quality Management		
3			3		knowledge management		
2			2		Corporate governance		
2			2		Graduation research project		
2			2		Negotiation management		
3			3		Investment portfolio management		
14			Number of total units				

-12 Planning for personal development

1. The existence of an introductory leaflet for the department that contains the department's goals, vision, mission, and the extent of commitment to them.

2. The presence of a department head with appropriate academic and administrative experience in the field of specialization to manage and advance the academic program and the department. 3. The presence of a department council and support committees that meet regularly, document their work, and follow up on their decisions. 4. Students participate in the decision-making process and obtain feedback from them. 5. Availability of sufficient and appropriate administrative staff to ensure the smooth progress of work in the department. 6. Availability of qualified technical personnel to serve the academic program. 7. Developing and developing the technical and professional skills and capabilities of support staff in the field of specialization to keep pace with modern developments. 8. Providing an integrated archive for the department. 9. The existence of an induction and orientation program for new students. 10. The presence of academic support for the student outside the scope of lectures. 11. The existence of academic and administrative independence to achieve the department's objectives. 13 -

Admission standard (establishing regulations related to admission to the college or institute) First,

the conditions for admission to the college: - 1 - Approval of the student's admission conditions in accordance with the regulations of the Ministry of Higher Education and Scientific Research (central admission) 2 - Successfully passing any special test or personal interview deemed appropriate by the Council. College or university. 3- He must be medically fit for the specialty applied for. Secondly, conditions for admission to the scientific department: - 1- Choosing the student's desire from more than one according to preference. 2- The high school admission rate. 3- The course grade of the department he desires In which students study. 4- Absorptive capacity of the scientific department.

-14 The most important sources of information about the program

Business Administration Department Guide for the Academic Year 2014/2015

Business Administration Department Guide for the Academic Year 2014/2015

Documents of the Sectoral Committee for the Business Administration

Specialization College Website on the World Wide Web

Curriculum Skills Chart

Please check the boxes corresponding to the individual learning outcomes from the program being assessed

Learning outcomes required from the programme

General and qualifying transferable skills (skills) Others related to employability and personal development				Emotional and value goals				Special skill goals With the program				Cognitive objectives				Essential or optional? Y	name Headquarters	password Headquarters	the year the level /
		1					1				1				1				The
	1						1				1			1					first,
	1					1				1				1					second, third
1					1					1				1					the fourth

Vocabulary model for graduate programs					
The armpit	Asn al-Wabda	The caudal barnacle	Pastor	Upper title	Asan al-Tazarisi
The second	Quality of services	ATJ Diploma in Planning,	Business administration	Assistant Professor	Dr. Adel Damhem Abdallah
Modernization of the Subject of Study for Primary School Students / for the Academic Year 2023-2024					
Al-Jaidah and Al-Khadhabath (The Identity and Al-Naffa' of Fa'ib Al-Jutwa')					The first week
Classification of vegetables and description of the procedures for harvesting vegetables					Seventh week
The ecology of the environment in Qatba Al-Khaghabth					The third week
Jaida Qai Al-Abhalt in Qutba Al-Khadhabath					The fourth week
The foundations of goodness and understanding, and the foundations of its creation, and its beginnings, and the purpose and benefit.					The week of khabbas
Controlling the quality and understanding, and the method of control					Al-Sab'a Al-Sabdis
Good management of young people (the understanding, the beginning)					The seventh seven
Publish the functionality of improving and improving the webstore and web interface					The last week
Goodness of Al-Khadhath Al-Abhat (Al-Fahhim, Al-Abed, Al-Khasbais)					The ninth week
Ababd Jaida Al Khadhabath					The 10th week
Zero defect in Khadhabath					The eleventh week
Good shape in three applications					The twelve-seventh
I'm talking to you					The thirteenth week
I'm talking to you					The fourteenth week
I'm talking to you					The seventeen-fifteenth
I saw it completely for the first time Vocabulary has been quoted					Notes

The exam / animaqshakh / antqaraz / anartakh
of the. Maharakh Intafkoz
<ul style="list-style-type: none"> • Diagnosis of cerevisiae and its ectopic organs. • Aqdarj ghah azad hilla mthadh nalasmakh. • It is embarrassing that you struggle to stand up and then you are exposed to the poison.
of the. Anmharakh ingamah wanamahinh

11. I built the course					
Evaluation method	Teaching method	Name of the module/course or subject	Required learning outcomes	Al-Sa'ath	week
Examination And don't worry	A lecturer And don't worry	The crisis is a general introduction: the concept, causes, characteristics, and overlapping terminology		2	The first
Examination And don't worry	A lecturer And don't worry	Crisis circles and scenarios for dealing with them		2	Enchanted
Examination And don't worry	Prepared and watered	Mechanisms for dealing with crises: the integrated approach		2	Ankhang
Examination And don't worry	Lecture and case studies	Administrative requirements to deal with the crisis		2	Anzatagh
Examination And don't worry	Lecture and examples	Crisis management: an administrative introduction		2	Contraction
Examination	Lecture and discussion	Stages of crisis management and mechanisms for dealing with the crisis at each stage		2	the organization
And don't worry	Lecture and discussion	Influencing factors (internal and external) In crisis management		2	Anzatagh
Examination And don't worry	Prepared and watered	Leadership and crisis management		2	complete
		Crisis management strategy		2	Indulge

Examination And don't worry	Prepared and watered	Quantitative methods and tools in crisis management		2	revelations
Examination And don't worry	Lecture and case studies	Crisis management: activating and creating the crisis		2	Dissociation
Examination And don't worry	Prepared and watered	Decision making process in crises		2	Choose things
Examination And don't worry	Lecture and discussion	Organizations prepared for the crisis		2	Thank you
Examination And don't worry	Prepared and watered	The role of information systems in confronting crises		2	Anzatagh ghshz
Examination And don't worry	Conditions Study	Case studies in crisis management		2	Depression



12 female, Entahah	
Insertion of the thickest thickets and rupture: Ghazan Anlam and Khatan Anzhaw The names of the names are included in the system "Anmah" and "Ankhsah" "Madhahm" and "Hahla" Mahh: Dr. 2222 turned off	Inqzakh Amanhatah: ÿ Katta Anmqzar ÿ Shame
Computer, projector, or smart board	Muttathtakh Khaseh
Case studies/preparation of scientific research projects	Ankhmaÿah Al-Itamÿyah (and you smelled it, the mouth of an ankhmÿÿ, mahÿjazakh, that was cleaned, anÿÿhayaarah, anÿmÿÿ, and andhÿrÿtÿÿ, anmdÿÿ)





Ministry of Higher Education and Scientific Research

Practical supervision and evaluation device

Department of Quality Assurance and Academic Accreditation

International Accreditation Department

Course description template

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

Whether y The most important characteristics of the course and the learning outcomes that students are expected to achieve are based on our objective y **required** y This course description provides succinctness

He made the most of the learning opportunities available. It must be linked to the program description.

University of Mosul / College of Administration and Economics	1.The educational institution
Department of Business Administration	2. University department/center. 3. Course
	name/code
Special programs on the foundations of the cognitive perspective of negotiation skills and technologies / diploma in contract management	4. Programs in which he participates
Daily attendance - theoretical lectures	5. Available forms of attendance
My dissociation	6. Semester/year 7. Number
55	of study hours (quantitative)
2024/9/5	8. Date this description was prepared
<p style="text-align: right;">9. Course objectives</p> <p>5: Providing the student with insight into the philosophical implications and intellectual foundations of negotiation skills and technology</p> <p>2: Providing students with knowledge about the appropriate mechanisms and methods for transforming negotiation skills and technologies in organizations</p> <p style="text-align: right;">Business</p> <p>3: Informing students about the challenges facing contemporary businesses and their implications for negotiation management</p> <p>4: Informing students about negotiation skills and the important techniques used to develop these skills</p>	

11. Learning outcomes and methods of generalization, learning and evaluation

a. Methods of generalization and generalization

- Knowledge

By the end of this course the student will be able to:

Differentiates between traditional and contemporary negotiation methods

2: Understands the nature of the

negotiation process 3: Understands the most important strategies used

in the negotiation process 4: Acquires the basic knowledge and practical skills needed for the success of the

negotiation process 5: Understands the main challenges facing the special team that conducts the negotiation process

B- Cognitive Skills

I am sure that by the end of this course, the student will be leading...

5: Apply the knowledge and practical facts acquired from this course in practical situations 2:

Apply the knowledge acquired in the field of negotiation management

T- Responsibilities And Interpersonal Skills

By the end of this course the student will be able to:

5: He must have the ability to bear responsibility through collective and voluntary work

2: He will have the ability to confront the main challenges facing negotiation work. 3: He will

have the opportunity to apply the knowledge he has acquired in class to confront issues related to contract management.

D - Evaluation

methods 5: Daily examinations

2: Sherry exams

:3 Homework

:4 Daily posts

5: Preparing reports

**C. thinking skills**

By the end of this course the student will be able to:

5: You have field work skills

2: Has the ability to keep pace with technological development

3: Possess the skill of linking theoretical knowledge with practical application

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

Access to case studies and the possibility of reviewing departments and institutions to learn about the work mechanisms of contract management.

11. I built the course

Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	Al-Sa'ath	week
Exams Daily	theoretical	The nature of the negotiation process	The concept of the negotiation process, its importance and objectives, And types of negotiation process	1	1
					2
Exams	theoretical	The nature of the negotiation process	Determinants of negotiation success	1	3
		Negotiation process	Negotiation elements Main	1	4
The first test					5
Exams	theoretical		General steps Negotiation	1	6
Exams	theoretical		General principles negotiation,	1	7

			And practical strategies Negotiation		
Exams	theoretical		Methods and techniques negotiation techniques, Negotiator characteristics Effective	1	8
					9
The second test					10
Exams	theoretical			1	11
				2	12
Exams	theoretical	Discuss reports	Submit reports	2	13
			review	2	14
			Final test		15

		.52 Infrastructure
		Required readings: <ul style="list-style-type: none"> • Course books • Other
		Special requirements
		Social services (including, for example, guest lectures, vocational training and field studies)

		.53 Acceptance
		Previous requirements
		Minimum number of students
		The largest number of students



Ministry of Higher Education and Scientific Research

Practical supervision and evaluation device

Department of Quality Assurance and Academic Accreditation

International Accreditation Department

Course description template

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

Whether ⁹ The most important characteristics of the course and the learning outcomes that students are expected to achieve are based on our objective ⁹ **required** ⁹ This course description provides succinctness

He made the most of the learning opportunities available. It must be linked to the program description.

University of Mosul / College of Administration and Economics	1. The educational institution
Department of Business Administration	2. University department/center
	3. Course name/code
Special programs on the foundations and practices of human resources management and programs introducing the new role of human resources management in the millennium <div style="text-align: right;">Third</div>	4. Programs in which he participates
Daily attendance - theoretical lectures	5. Available forms of attendance
<small>My dissociation</small>	6. Semester/year
66	7. Number of study hours (quantitative)
2623/9/1	8. Date this description was prepared
<p style="text-align: right;">9. Course objectives</p> <p>1: Informing students of the philosophical implications and intellectual foundations of human resources management and its role in caring for intangible assets.</p> <p style="text-align: center;">2: Providing students with knowledge about human resources management practices in business organizations</p> <p>3: Informing students about the challenges facing contemporary businesses and their implications for human capital management</p> <p style="text-align: center;">4: Providing the student with insight into the concepts of modern human resources management in light of the productivity of knowledge work</p>	



01. Learning outcomes and methods of generalization, learning and evaluation

a. Methods of generalization

and learning - Knowledge

By the end of this course the student will be able to:

- 1: Differentiates between traditional and contemporary human resources management practices
- 2: Realizes the importance of improving the quality of work life in contemporary organizations
- 3: It contributes to the development of human resources management and its practices
- 4: Acquires the basic knowledge and practical skills he needs to manage and deal with the human resource
- 5: Realizes the main challenges facing human resources management specialists in dealing with their functions in light of the changes in the modern environment.

- Cognitive skills

By the end of this course the student will be able to:

- 1: Apply the knowledge and practical facts acquired from this course in practical situations.
- 2: Apply the knowledge acquired in the field of human resources management functions.

- Responsibilities And Interpersonal Skills

By the end of this course the student will be able to:

- 1: He must have the ability to bear responsibility through collective and voluntary work
- 2: He must have the ability to confront the main challenges facing the human resources specialist
- 3: He will have the opportunity to apply the knowledge he has acquired in class to address issues related to human resource management

B. Evaluation methods

- 1: Exams
- 2: Duties
- 3: Posts
- 4: Preparing seminars

C. thinking skills

By the end of this course the student will be able to:

- 1: Possess field work skills
- 2: Has the ability to keep pace with technological development
- 3: Possess the skill of linking theoretical knowledge with practical application

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

Access to case studies and the possibility of reviewing departments and institutions to learn about the work mechanisms of the Human Resources Management

Unit and all practices related to that department.

11. Course structure

Evaluation method	Generalization method	Name of the unit/ course or subject	Hours are required learning outcomes		week
The meeting Exams And	theoretical	Basics of human resources management and its functions in light of environmental challenges Contemporary	Knowledge of the concepts of personnel management and human resources management	2	1
The meeting Exams And	theoretical	Human Resource Management Green and its practices	Fundamentals of resource management Green humanity And its field application	2	2
The meeting Exams And	theoretical	Psychological capital	Identify the types of psychological capital	2	3
The meeting Exams And	theoretical	Job integration	Identify the basics of the concept of job integration	2	4
The meeting Exams And	theoretical	Job burnout	Its concept and causes	2	5
The meeting Exams And	theoretical	Flexibility of the human resource	Flexibility requirements Human resource	2	6
The meeting Exams And	theoretical	Inspiration is in place the job	How to work to provide an important environment for individuals The workers	2	7



The meeting Exams And	theoretical	Human Resource Management Sustainable	Basics and practices Sustainable human resources	2	8
The meeting Exams And	theoretical	Occupational alienation	Causes and treatments	2	9
The meeting Exams And	theoretical	Job absorption	Its concept and treatments	2	10
The meeting Exams And	theoretical	Functional silence	Its causes and treatments	2	11
The meeting Exams And	theoretical	Talent management	Its concept and basics	2	12
The meeting Exams And	theoretical	Job happiness	The concept and work to achieve it	2	13
The meeting Exams And	theoretical	Job stability	Stability basics And work to achieve it	2	14
Final test					15



Course description template (Production and Operations Management) Professional Diploma

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

Whether

The most important characteristics of the course and the learning outcomes that students are expected to achieve are based on our objective required This course description provides succinctness

He made the most of the learning opportunities available. It must be linked to the program description.

University of Mosul / College of Administration and Economics	1. Educational institution
Department of Business Administration	2. University department/center. 3.
	Course name/code
Special programs for the foundations of the cognitive perspective of the production and operations management course in business organizations, and introductory programs	4. Programs in which he participates
Daily attendance - theoretical lectures	5. Available forms of attendance
quarterly	6. Semester/year 7. Number
	of academic hours (total)
2023/9/1	8. Date this description was prepared
<p style="text-align: right;">9. Course objectives</p> <p>1: Informing the student of the philosophical contents and intellectual foundations of production and operations management.</p> <p>2: Providing students with knowledge about production and operations in business organizations.</p> <p>3: Informing students about the production and operations manager's decisions facing contemporary businesses.</p> <p>4: Providing students insight into the causes, contributing factors, and how to deal with production and operations management</p>	

11. Learning outcomes and methods of teaching, learning and

evaluation A. Teaching and learning methods

- Knowledge By the end of this course,

the student will be able to: 1: Define the concept of production and

operations. 2: The historical development of the

emergence of production and operations management. 3: Providing

tools for dealing with production and operations administratively. 4:

Acquiring the basic knowledge and practical skills needed for production and operations management. 5: The relationship

of production and operations management with the organization's departments and divisions.

- Scientific Skills Cognitive Skills By the

end of this course, the student will be able to: 1:

Apply the knowledge and scientific facts acquired from this course in practical situations

2: Apply the knowledge acquired in the field of organization management

- Responsibilities And Interpersonal Skills

Provided that by the end of this course, the student will be

a leader: 1: He will have the ability to assume responsibility through collective and voluntary

work 2: He will have the ability to confront the main challenges facing business organizations 3: He

will have the opportunity to apply the knowledge he acquired in class to confront special issues Production and operations management

B. Evaluation

methods : 1: Daily examinations

2: Monthly exams 3:

Homework

:4 Daily posts

5: Preparing reports

C. Thinking Skills By

the end of this course, the student will be able to: 1: Possess

the skill of field work. 2: He has the ability

to identify the challenges of production and operations management in the business environment. 3:

Possess the skill of linking theoretical knowledge with practical application



Dr.. Generic and transferable skills (other skills related to employability and personal development)

Access to case studies and the possibility of reviewing departments and institutions to learn about the working mechanisms of administrative units in dealing with production and operations.

11. Course structure

Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	hours	week
Exams Daily	theoretical	What is production? And operations	Basic concepts about production and operations Define relevant terms The concept of production	2	1
					2
Exams	theoretical	Operations strategy	Strategic planning for operations	2	3
					4
The first test					5
Exams	theoretical	Planning and developing the product/service	Planning and developing production and operations	2	6
Exams	theoretical	Operations Management Productivity	Planning and developing the process	2	7
Exams	theoretical	Cognitive perspective on energy planning And scheduling operations operational	Energy planning And operations schedule	2	8
					9
The second test					10
Exams	theoretical	Methods and methods of selection	Factory location	2	11

		Factory location		2	12
Exams	theoretical	MRP	Planning requirements for materials	2	13
		Balloon system JIT	Modern production systems	2	14
			Final test		15

.12 Infrastructure	
	Required readings: ÿ Course books ÿ Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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

Course Description Form for the Master's Program - 2024 Assistant Professor Dr. Maysoon Abdullah Ahmed

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

<p><small>About what</small> The most important characteristics of the course and the learning outcomes expected of the student require that they be achieved with this course description provides succinctness</p> <p style="text-align: center;">If he has made the most of the available learning opportunities. This must be linked to the program description.</p>	<p><small>This course</small> description provides succinctness</p>
University of Mosul - College of Administration and Economics	1. Educational institution
Department of Business Administration	2. University department/center
Human Resource Management	3. Course name/code
Special programs have been designed in a sophisticated and modern form to meet the work pressure requirements of those accepted into the program. Introductory programs about the new role of human resources management in the third millennium	4. Programs in which he participates
Attend daily theoretical lectures	5. Available forms of attendance
quarterly	6. Semester/year
45	7. Number of study hours (total)
2023/9/1	8. Date this description was prepared
9. Course objectives:	
<ul style="list-style-type: none"> • Understand the role of human resources in achieving organizational goals: The study of human resources management aims to enhance students' understanding of the importance of employees in achieving organizational goals and develop effective strategies to manage them. 	
<ul style="list-style-type: none"> • Gain knowledge of the recruitment and selection process: Students learn how to attract and select the best candidates for positions, in addition to developing evaluation and testing criteria 	
<p>Student pay systems</p> <p style="text-align: center;">This specialization enhances understanding</p> <p style="text-align: center;">to design and implement them in ways that enhance performance and maintain employee satisfaction..</p>	<ul style="list-style-type: none"> • Developing wages and rewards management skills: rewards and how
<ul style="list-style-type: none"> • Providing students with basic skills in applied administrative research and diagnosing and solving problems in management 	

HR.
<ul style="list-style-type: none">• Help the student lead, consult or teach in the field of human resources in a complex and global business environment
<ul style="list-style-type: none">• Informing the student of the philosophical contents and intellectual foundations of human resources management in its role and assignment The new centered around attention to intangible assets.<ul style="list-style-type: none">• Providing students with knowledge about the mechanisms of building intellectual capital in business organizations.• Enhancing training and development skills: This major helps in developing the student's skills in analysis Training needs, designing appropriate training programs, and presenting them in effective ways.

10. Learning outcomes and methods of teaching, learning and evaluation
a. Teaching and learning methods
- Knowledge
Provided that by the end of this course, the student will be able
<ol style="list-style-type: none">1. Understand the importance of human resources in achieving and developing the organization's goals2. Knows the distinction between traditional and contemporary human resources management practices.3. Understanding how to estimate an employee's value to the organization through employee performance measurement techniques.
4. Study the use of technology in human resources management, such as the use of the Human Resources Information Management System (HRIS)...
5. He obtains the basic knowledge and practical skills that the company needs to attract the top financial professionals and approved strategies.
6. Realizes the main challenges facing the human resources management specialist in building intellectual capital
B- Cognitive Skills
Provided that by the end of this course, the student will be able
<ol style="list-style-type: none">1. He has the ability to bear responsibility, through voluntary team work.2. He has the ability to confront the main challenges facing the human resources specialist.3. To have the opportunity to apply the knowledge gained in class to special issues facing management
HR .
C- Personal skills and responsibilities and Interpersonal skills
Provided that by the end of this course, the student will be able
<ol style="list-style-type: none">4. He has the ability to bear responsibility, through voluntary team work.5. He has the ability to confront the main challenges facing the human resources specialist.6. They give him an opportunity to apply the knowledge he has acquired and to take pride in the specific issues that the administration is confronting.
HR .

B. Evaluation methods
<ol style="list-style-type: none"> 1. Daily examinations. 2. Monthly exams. 3. Homework assignments. 4. Daily participation. 5. Presenting research at the end of the course. 6. Field visits to review the reality of human resources management in some government institutions.
C. thinking skills
<p>Provided that by the end of this course, the student will be able</p> <ol style="list-style-type: none"> 1. Possess field work skill. 2. Possess the skill of being able to keep pace with technological development. 3. Possess the skill of linking theory to practice.
Dr.. Generic and transferable skills (other skills related to employability and personal development)
Access to case studies and the possibility of reviewing departments and institutions to learn about the work mechanisms of the Human Resources Management Unit and all practices related to that management.

11. Course structure					
Teaching method and evaluation method		Name of the unit/course or subject	Required learning outcomes	Week hours	
Daily exams	theoretical		After completing the unit, the student will be able to:		1
Exams	theoretical	Resource management concerns Humanity	<ul style="list-style-type: none"> • Understands the overall contributions of human resources. • Identify the contributions of human resources to competitive advantage. • Human resources activities • Operations model 	3	2

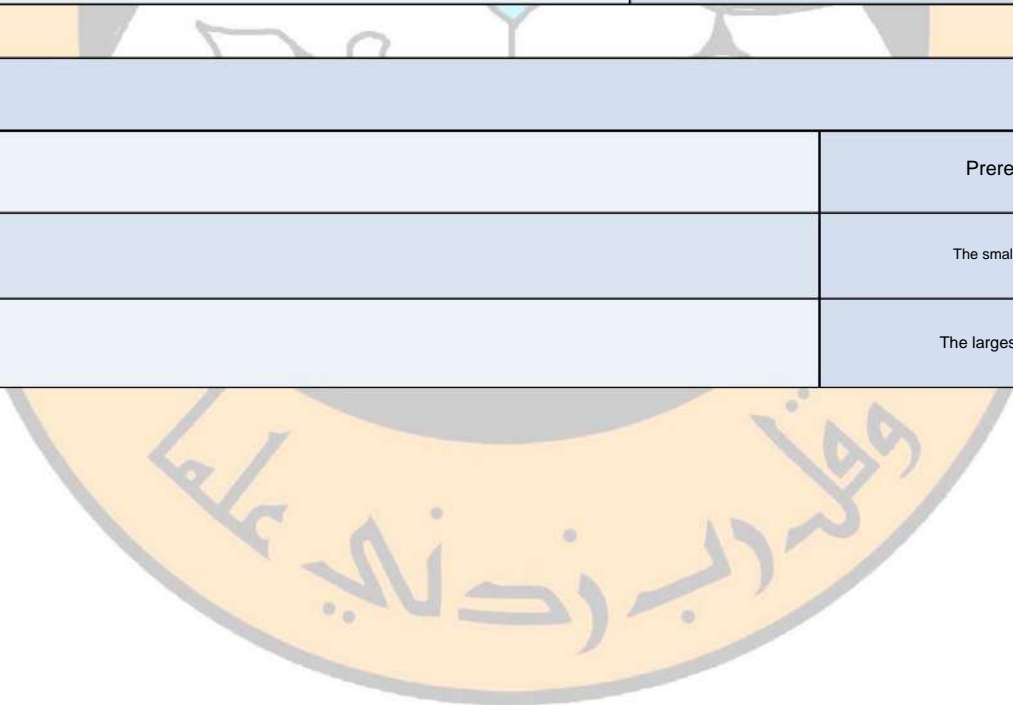
			HR		
Exams	theoretical	Aldwar to set •			3
Exams	theoretical	<p>Strategy for resources</p> <p>Humanity.</p> <ul style="list-style-type: none"> Statement of the role of the partnership Explaining the role of innovation Show the role of the worker <p>Change</p>	<p>Specialist roles</p> <p>HR</p>		4
Exams	the opinion	<p>Human resources concept</p> <p>And its digital skills and the difference between digital and non-digital resources and employment and finally - the of using negatives technology in the workplace. Explaining the possibilities of robots controlling jobs. The nature of the</p>	Electronic human resources management	3	5
Exams	theoretical	<p>person and his suitability in the workplace. Theories - work. The suitability of the person in the workplace and the types of approaches used for suitability in the workplace.</p>	Suitability of the person for the job in the workplace	3	6
Exams	theoretical	Wellness Concept		3	7
Exams	theoretical	<p>Dimensions and measurements</p> <p>Wellness is in place and developing the job</p> <p>Wellness models in to set Workplace-</p> <p>Vitality and attributes</p>	Wellness, vitality and prosperity in the workplace		8

		And the dimensions of vitality in What is the workplace? And culture Flowers and Al-Azdhar social psychology			
A theoretical field					10
Exams	visit, the concept of resource agility, human principles -		Learn about what agile human resources is	3	11
Exams	theoretical	Basic- Requirements for human resources agility in organizations	Organizations		12
Exams	theoretical	Concept, models and case studies of human resources quality and the requirements for achieving quality according to the international curriculum	Quality of human resources	3	13
Exams	theoretical	Risk identification: Identifying and classifying risks that affect the organization's human resources, such as health emergencies, economic crises, changes in labor legislation, or a decline in the level of performance. . Impact assessment: ² Evaluate the potential impact of each risk on human resources and work to identify it based on its degree of seriousness and its impact on business continuity. . Develop mitigation ³ strategies: Develop strategies to deal with each risk appropriately	Risk management of human resources practices	3	14 15

		<p>Effectively, whether that is through taking precautionary measures, developing emergency plans, training employees to deal with risks, or securing the basic needs of employees.</p> <p>4. Capacity enhancement: Improving human resources' capabilities in dealing with risks, by providing continuous training and development, and enhancing awareness of risks and how to act in the event they occur.</p> <p>5. Follow-up and evaluation: Establish a mechanism to monitor and evaluate the effectiveness of the mitigation strategies used and ensure that they are able to adapt to any changes in risks.</p> <p>6. Improving crisis response: Create a crisis response plan in which all members of the organization participate, and ensure the readiness of management teams to address any crises that may affect human resources.</p> <p>7. Monitoring and analysis: Regularly monitoring and analyzing emerging and new risks</p>			

.12 Infrastructure	
	Required readings: • Course books • Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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





Course description form

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

This course description provides a succinct summary of the most important course characteristics and expected learning outcomes. The student's achievement demonstrates whether he has made the most of the available learning opportunities. It is necessary [Link it to the program description.](#)

University of Mosul/College of Administration and Economics	1. Educational institution
Business administration	2. University department/center
Quality Management	3. Course name/code
Postgraduate university study	4. Programs in which he participates
Daily attendance	5. Available forms of attendance
Fourth course: Business Administration for the year 2023-2024. Second course	6. Semester/year
(45) hours, 3 hours per week	7. Number of study hours (total)
2024/3/1	8. Date this description was prepared
9. Course objectives:	
<p>1 - Qualifying and preparing the outputs of students capable of working in the governmental, private, and mixed sectors and Iraqi and international private companies.</p> <p>2- Developing the skills of workers in developing quality plans</p> <p>-3 Developing mental skills to diagnose problems and develop solutions.</p>	

10. Learning outcomes and methods of teaching, learning and evaluation

a. Teaching and learning methods
B. Evaluation methods
C. thinking skills
Dr.. Generic and transferable skills (other skills related to employability and personal development)

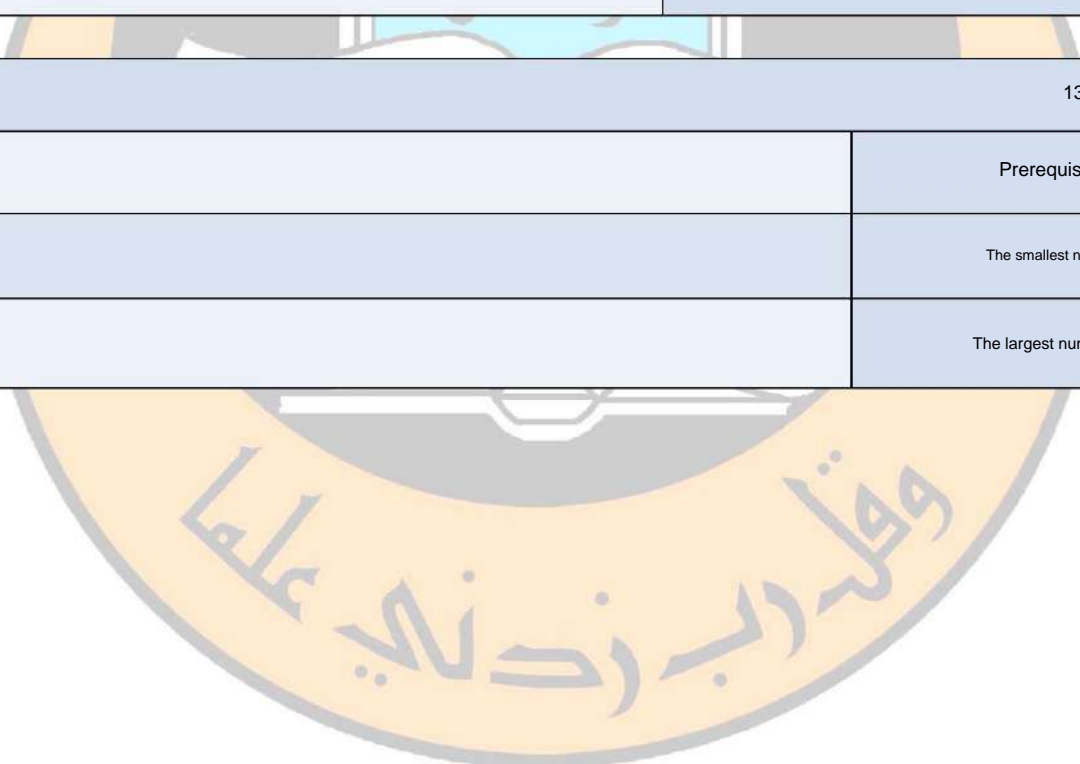
11. Course structure					
The pious way I am	Learning method I am	Name of the unit/ course or subject	Required learning outcomes H	Week hours	
	a lecture	Historical introduction to quality management		3	1
	a lecture	Quality job posting		3	2
	a lecture	Quality costs		3	3
	a lecture	Requirements for obtaining certification		3	4
	a lecture	Specification ISO 9000		3	5
	a lecture	Specification 14000		3	6
	a lecture	Specification 18000		3	7
	a lecture	Specification 21001		3	8



	a lecture	Hexagonal diffraction	3	9
	a lecture	Quality awards	3	10
	a lecture	Quality Management System	3	11
	a lecture	Total Quality Management	3	12
	a lecture	Environmental quality management	3	13
	a lecture	Environmental management	3	14
	a lecture	Total environmental quality management	3	15
				16
				17
				18
				19
				20
				21
				22
				23
				24
				25
				26
				27
				28
				29
				30

.12 Infrastructure	
Production and operations management book	Required readings: • Course books • Other
	Special requirements
	Social services (including, for example, guest lectures, vocational training, and field studies)

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





Maqzar description model

Disrupting the performance of higher education institutions ((reviewing the academic program))

Study the basic concepts of the organization's system and financial regulatory procedures in a way that can
Students are able to use their various topics in effective, organized and measured design processes.

I hid the design	1. Anyyy yhimyy
This is the case of trampling and tamping / to trample camels	2. Ansam indhamy / anmshak
Shashit Al-Mazat – Bashabih Anzaktisa (404F_18AEMI)	.3 Nouns / Sims Innumerables
Dictation of the trampling of camels	4. Anthshamah, you are slandering it
Hadasi Anzayi Malaza (15 fingers)	5. Forms of induction
Zabu Fasahi (2023-2024)	6. Separate/disintegrate
(My boy)3	7. yyyyy yyyyyyyyyyyyyyyyyyyyyyy sincenished (end)
2223 –2224	8. Tasikh Izad Hazza Anisef
	9. The objectives of Amnesty
	• May the rains spread.
	• So I added a lot of words and phrases.
	• I congratulate you on the recent prayers

<ul style="list-style-type: none">• I blew my mind
<p>. Yazakhm Libus Infbahisit</p>
<ul style="list-style-type: none">• The rainforests were created.
<ul style="list-style-type: none">• I advised you to be alert.
<ul style="list-style-type: none">• Parasite walkers.
<ul style="list-style-type: none">• Cleaned the umbrellas.
<ul style="list-style-type: none">• Canopy explosions
<ul style="list-style-type: none">• Umbrella structure.
<ul style="list-style-type: none">• Automated audio.
<ul style="list-style-type: none">• The female parachute projected.
<ul style="list-style-type: none">• Three house plots.
<ul style="list-style-type: none">• I lost my mind

12.
A- Anmsfah and Anfham A-1 These are the basic ones. A-2 Functions of the organization. A-3 Explanation evaluation models
B - Enmhasakh Inkhashat Tanamidi B1 - Yahabsath Yehut Rath Saht Bttbak Al-Mafbahiyah. B2 - Yehbasath Enembdah and Enem Al-Gebbi in Fashq Antahim. B3 - Yehbasath Antaisam.
Your thirst is exhausted and exhausted



Ministry of Higher Education and Scientific Research

Ministry of Scientific Supervision and

Evaluation Department of Quality Assurance and Academic

Accreditation International Accreditation Department

1. Tashimat Amloblasht .

2. Tashimat Amlshshu

3. The discord has ended

4. I finished, I picked out my dish . 1.

Hadhas and

mabasket . 2. I finished: I

made it through the khada, and I sprinkled the sweets on it . 4 Do you love me? 5. Do you love me?

(Fasahi +1 Fasahi 2) + HABIET KISS (

C- Mahasach Entafkesh

Part 1 - Yahabsath Entafkir AI-Hashaj and the Problems.

C-2 Yehpsath Ansif and Antazksh. C-3

The meaning of the content and the meaning of the

meaning. C-4 Yahbasath, your application for gastroenterology in Atbas, I am researching.

Your thirst is exhausted and exhausted

5. Tashmat Dasabath AI-Habnet

6. Tshimat Antzeshy AI-Masagh

7. I covered the problems with

my belongings

6. Humpeth was unfair to Anzhi

D - Anmhasach Angh and Anmmh) Anmhasach Aalkshi Anmtghmh Tamateh Antyzif and Anttys

Anskhsi (. D-1 **Yehbsat Lips Mant Anshkhsit**

Aaldasit D-2 Yehbsat Lips Yadtyi

Andhafghit D-3



11. Enemmeshes departed					
Tshimah Entamiyim	The name of Anäyÿ / Anÿyq or Anmaÿÿ Tashÿÿ Anÿhim		The rattling of your ears is open	The easiest thing is to copy	
		• May the rains spread.		3	1
		• He understands sermons		3	2
		• Welcome I hope you like it The latest		3	3
		• I blew my mind		3	4
1	1				
2	2				
3	3	• Yazakhm Libus	a	3	5
4	4	Infbahisit	B		
5	5		C		
6	6	• The rainforests were created.		3	6
	7	• I advised I woke up.		3	7
		• One word and one Get introverted.		3	8
		• Al-Ash is not the only one Nahrbaat I woke up		3	9
		• Luminous lamp		3	12



12. Bend down, bend down

<p>Various sources of international research in Scopus repositories, in addition to recent books such as Daft, RL (2020). <i>Organization theory & design</i>. Cengage learning. Robbins, S. P., & Judge, T. (2018). <i>Essentials of organizational behavior</i>.</p> <p>Many modern and reliable scientific research in journals from the Scopus website Daft, R. L. (2015). <i>Organization theory and design</i>. Cengage learning. Daft, R. L. (2020). <i>Organization theory & design</i>. Cengage learning.</p> <p>Robbins, S. P., Judge, T. A., & Vohra, N. (2019). <i>Organizational behaviour by pearson 18e</i>. Pearson Education India.</p>	<p>Anmshakh Aamtahtah: ÿ Insta Al-Assih ÿ Anammus Katta ÿ I am afraid</p>
<p>I am waiting for you, I am waiting for you Wahlikhit and libs infbhit.</p>	<p>Muttahathakh Khaseh</p>
<p>The methods were developed and applied in camels.</p>	<p>Ankhmakh Alakhtmahiyeh (and you smell it, they are the same as the ones who are talking to each other, and they are the ones who are talking to each other.)</p>



	<p>13 female</p>
	<p>I am not sorry</p>
<p>12 times</p>	<p>Didn't he lose his temper?</p>
<p>12 times</p>	<p>More and more people have finished</p>