



# Ministry of Higher Education and Scientific Research University of Mosul College of Administration and Economics Department of Business Administration

**Undergraduate Curriculum Academic Year 2024–2025** 

# Course Description Form

L. Course Name:

Marketing Managament / Bechators Degree

I - Emmun Code

#### AEBA25\_#201

3. Semester / Year

First Term - Academic Year 2023-3024

4. Description Preparation Trans

## 1/9/2023

3. Available Attendance Forms

Lestures Bellvery

n. Number of Crede Bours (Fourty / Number of Unity ( Lotal )

40 hours / (3) units

7. Course administrators name (mention all, it mans than one name)

Name: Asst. Prof. Dr. Ahmed Youset Al-Basin Dr. Mustafa Ubi Al-Dewich

Email: aboved you? Promoutedtring

#### B. Course Conclives

#### Course Objectives.

- Understanding the basic corporal of restricting management. Clarifying make principles of resilving reseasement, such as the GPs of the resilvent etc. trurker segmentation, largetting, and competitive adventage.
- Assisting the mentating environment and consistent behavior. Evaluational and extense factors affecting the manutang grocose julg. The assistance and parallely decision medically and understanceing consumerations and parallely decision method processes.
- Developing affective resoluting strategies. Designing comprehens instructing plans beset on data analysis, applying resisers resessing corner truck as eight resoluting and content resoluting) to actions organizated posts.
- Evaluating errors and the impact of rescharing on monety. Discussing etc.
   shallenges in marketing practices in g., minimaking advertisings and employ.
   Now sustainability and social responsibility affect brend constants.

# b. Teaching and Learning Strategies

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#### 10. Course Structure

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University of Montil College of Administration & Businesia Department of Business Administration

## Course Description Form ( Morning and evening study)

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AEBA25 FINE

- A Semester / Vine
  - 4. Description Perpansions Description
  - 5 Available Attendance Ferris

Face to face post-work?

- 6. Number of Credit theen (Total) Number of Unite Climaty
- F. Ogurse automisswator's name oriention at I fingle than god flame.

  Name: Asst. Prof. Dr. Ahmed Yousef Al-Balan

Dr. Mastala Ule Al-Descarta

Email: whited yout thomasulesticks

A. Course Objectives.

#### Course Objectives

- Recognizing the importance of marketing research in decision making: if grouping the strategic role of marketing research to analyzing markets, understanding contract words, and approximation opening opening turning measure data and information.
- Beveloping shift infliction and analysis shifts.
   Learning moreous of their collection is a conveye, interceive, and observations and anyoning satisficial analysis to it can be descriptive and advanced.
   Material to extract reconstruction marks.
- Designing officiality matchesing resourch medical singles.
   Could be a comprehensive senses begins a cooked by problem initialization, something, designing resourch tools, and evaluating the tribularly and caselly of class.
- Understanding official challenges and maders research applications.
   Discussing effects become to resoluting research (e.g., distriprincy and portriprin rights) and continuing modern recharges (for high talk markets and weathers) was represented to a support of the continuing and the continu

# 9. Teaching and Learning Systematics

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# Course Description Form (Morning and evening study)

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and the second second second second	rse Code:		
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First/seco	nd		
4. Des	cription Preparation Date:		- 0
2024-202	5		-
S. Ave	illable Attendance Forms:		
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	nber of Credit Hours (Total) / Number of Units (Total)		
45	sours per semester. 3 hours per week		
	urse administrator's name (mention all, if more than one	mama)	-
Na	me: : Ahmed Muyasser A. Jader /Lecturer		
	All Samir Al-Hassly / Lecturer		
En	all: abroad algader@noment.edu.iq		
	All_samir@unmosul.edu.iq		
All	ABBULWAHHAB HAHYA/Lexturer		
17.6/00			
	ALsaffar@uomosuLeds.iq		
-	ALsattar@uomosuLedu.iq urse Objectives		
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8. Co Course C Objective 1- To ex spreadship 2- To ens 3- To ens	Objectives  Is of the study subject pulp students with the skill of using Microsoft Excel 20 sets by creating sproudsheets. The students to format spreadsheets. The students to perform equations on these spreadsheets.		(01)
8. Co Course 6 Objective 1- To ex spreadshi 2- To ens 3- To ens 4- To ens	Objectives  Is of the study subject  pulp students with the skill of using Microsoft Excel 20  sets by creating spreadsheets.  Inle students to format spreadsheets.		(01)
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8. Co Course C Objective 1- To ex spreadshi 2- To ens 3- To ens 4- To ens graphs.	Objectives  In of the study subject pulp students with the skill of using Microsoft Excel 20 sets by creating spreadsheets, the students to format spreadsheets, ble students to perform equations on these spreadsheets, whe students to represent numbers and data in the form of aching and Learning Strategies		1011
8. Co Course C Objective 1- To ex spreadshi 2- To ens 3- To ens 4- To ens graphs.	Objectives  In of the study subject pulp students with the skill of using Microsoft Excel 20 nets by creating spreadsheets, his students to format spreadsheets, his students to perform equations on these spreadsheets, sole students to represent numbers and data in the form of aching and Learning Strategies  1. Discussion Method		1011
8. Co Course ( Objective 1- To ex spreadshe 2- To ens 3- To ens 4- To ens graphs. 9. Te	Objectives  In of the study subject pulp students with the skill of using Microsoft Excel 20 sets by creating spreadsheets, the students to format spreadsheets, ble students to perform equations on these spreadsheets, whe students to represent numbers and data in the form of aching and Learning Strategies		1011
8. Co Course ( Objective 1- To ex spreadshe 2- To ens 3- To ens 4- To ens graphs. 9. Te	Objectives  In of the study subject pulp students with the skill of using Microsoft Excel 20 nets by creating spreadsheets, his students to format spreadsheets, his students to perform equations on these spreadsheets, sole students to represent numbers and data in the form of aching and Learning Strategies  1. Discussion Method		1011

Week	Hours	Required Learning Outspens	tivis or subject name	Learning	Exacuation revises
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1	3 hours		To learn about the programs setsions, a threshold explanation and application on the computer	* Arthr Learning	Threconout + pearties)
X	3 hours		Add delete and more between war kelnede	Atther     Learning	Throrythesi + pricelesi
	3 hours		Pretotional impressors workshort, arrange workshorts, more witten a translation, and enter data.	Active     Laurung	Theoretical - precioni
S.	3 hours		Electing of systemed and some southered salls, selection of sustained and name scattered sharts	+ Artim Laureleg	Theoretical + practical
ř.	3 hours		Reper reliers, numbers, texts, equations	+ Active	Thorotical * practical
Ť	3 hours		Decretcal costs, decretcal explanation,	* Active Lauretog	Enim
n	3 hours		Hone (a), Olphoed group	r Autor Leorolog	Threatenil + precisol
9	3 hours		Alignment tot, namer set	+ Attive Learning	Thousand of grantical
10	3 hours		patiens group of cells.	Active     Learning	Theoretical + practical
11.	3 hours		Offpostillpeg	Antire Leptoine	Theorical + printing
12	3 hours		Koort tob, Table group. Ober repen	- Active Learning	Deserted v practed
13	3 hours		Page Layest tab, Layest genera	4 Active	Described * practical
14	3 hours		Page String Strong, Pagest Option Group	· Active	Thursday + position
15	3 hours		Arrangement set, instructions	- Action Laureing	

#### 11. Doorse Evaluation

Grades are distributed between the endegeer (40 marks) and the final exam of the course [60 marks].

## 12. Learning and Teaching Resources.

Required textbooks journales books Computer Basics and Office Applications (Part Three! Computer Basics and Office Applications (Part Thre

Main reformsess (sources)

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

# Course Description Form ( Morning and evening study)

Hours	Rasplited Learning Outcomes	Unit or subject name	Learning	Evaluation method
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2 Pr	actical Pres	entation Method		
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	catester cond rescription of the comparate of the control of the c	course Code: 25_F215 conester / Year: cond rescription Proparati 925 valiable Attendance For compass remoter of Credit Hour 5 boars per sequester. Course ediministrator famel: Ahmed Mayar All Samir Al-E mail: ahmed plander All semir@oor course Objectives ver of the study subject equip students to forme table students to perfor phile students to perfor phile students to repro- coching and Learning 1. Discussion Me 2. Practical Pres 3. E-Learning Me ray Structure Hears Require Learning	course Code: 25_F245 conester / Year: cond rescription Proparation Date: 9025 (valiable Attendance Forms: On compass comber of Credit Hours (Total) / Number of U 5 boars per sequetar. 3 boars per week Course administrator's name (mention all, lame: Ahmed Mayasser A. (ader /Lecturer Alt Samir Al-Hataly / Lecturer Course Chiecises  Course Objectives  Objectives ver of the study subject sepain students to formet apreadsheets. Subjects by creating spreadsheets. Subject students to represent numbers and data secting and Learning Strategies  1. Discussion Method 2. Practical Presentation Method 3. E-Learning Method Section Requires Unit or subject name Learning	conester / Year: cond  Description Preparation Date:  (025  Available Attendance Forms:  For companion of Credit Hours (Total) / Number of Units (Total)  S boars per sumanur. 3 hours per veck  Course administrator's name (mention all, if more than larner: Ahmed Mayanaer A. [ader /Lecturer  All Samir Al-Halaly / Lecturer  Small: ahmed alanders anneal scholar  Course Objectives  Objectives  Ves of the study subject  specially anatoms with the skill of using Microsoff Excell facets by covering spreadsheets.  All before with the skill of using Microsoff Excell facets by covering spreadsheets.  All students to perform equations on these spreadsheets.  All before to present numbers and data in the form eaching and Learning Strategies  1. Discussion Method  2. Practical Presentation Method  3. E-Learning Method  case Structure  Hears   Pagainet Unit or subject name   Learning method

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1	3 hours	Forwale tok	* Atthe	That writed 1 + principal
2	3 bours	Penetten Library Collection	* Settre	
3	3 hours	Railey for serting: mathematical formulas	* Active	Thorottial 1 precing
*	3 hours	Referential comparison repressors, conditional if grateging	* Action Learning	Universital + practical
5	3 hours	Hoffalls want group	+ Active	Theoretical + practical
6.	3 hours	Permuta Ciscler group	* Arthu	Theoretical + pricing
	3 hours	Math group	* Active Expension	Dan
	3 hours	Comments and at long Group. Seeding and Hillstoring Group.	+ Active	Thewakai - promoti
2	3 hours	Bata Toel group	* Active Cotroine	December + present
10	3 hours	What-if studyees	Arthur Lauranag	Theoretical + practical
1	3 hours	Review tab	Antive     Energing	Theoretical + producel
2	3 hours	Audit Group, Language	Active     Learning	Theoretical + practical
13	3 hours	Bhyrkhook Yawa Codection	* Active Learning	Thewrited * pescinal
64	3 hours	Thi meet imported leg-board scenicus	A Active	Theories + pretical

## 11. Course Evaluation

Grades are distributed between the endeavor (46 marks) and the final exam of the course (60 marks).

## 12. Learning and Teaching Resources

Required technolos (ouricular bosis Computer Basics and Office Applications (Part Three)

Main references (sources)

Computer Basics and Office Applications (Part Three)

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Main milirences (scenes)	1- Kiese, Donald E., Weygardt, Jeery Warfield, Terry. D., 2022, Interned Accounting, John Wiley & Sons 2- Kiso et 2022, Intermediate Accounting, Internation Financial Reporting Standards Version, Flamil Publishing House, 1st edition, Cairo, Egypt.
Recommended books and references judientific journals, reports)	<ul> <li>Arren Ali et al., 2019, Intermediate Accounts available online. 2- Al-Sabban et al., 20 Intermediate Financial Accounting in accordar with Amendments to Egyptian and Internatio Accounting Standards, Faculty of Commes Alexandria University.</li> </ul>
Electronic References, Websites	https://wiew.researchgate.net/

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وراهد بوش السعان

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	I	to account investments	securities	types at amortize cost and fair value	semester exami
12	4 hours	introducing special accounting treatments investments debt and equipments securities	Evaluating investments according to the types at amortion cost and fair val	Providing student with ability to condi- accounting treatments treatments treatments accurities a equity	
ii	4 hours	facility's busine model a evaluating livestments equity at the e	isnowledge accounting treatments evaluating investments a reconding fi	Practical cases	Daily, weakly, monthly a end-of- semester exams
L#	4 hours		Providing to student we knowledge accounting treatments investments through practiculars	Prartical cases	Daily, weekly, monthly a end-of- sensester enams

martin) 13. Learning and Teaching Resources	
Required textbooks (curroster trooks, if any)	1- Kiese, Donald E., Weygand, Jerry Worfield, Terry, D., 2012, intermed Accounting, John Wiley & Sons 1- Amin Al at., 2019, Intermediate Accounting, availabeline, 2- Kiso et al., 2022, Intermediate Accounting, Intermediate Special Report Specials Version, Hamilton Publishing Hollstein, Cairo, Egypt.

		period inventor	recording settlement entr	in the financi statements	
	A STATE OF THE PARTY OF THE PAR	concept of fis assets a determining (	T 100 CO	The student kno- how to calculate t cost of fixed asset	monthly and er
Ī		Describe ( accounting treatments furs acquisition fixed assets groups	accounting treatments	student with skill of account treatment	Daily, week monthly and es of-semester exa
	4 hours	Description accounting treatments disposal, sale a replacement fixed assets	accounting treatments	Providing 1	Daily, week monthly and er of-semester exa
ų.		Description of accounting treatments for the disappearance of fixed assets	Determine methods calculating extinction	Providing a student with a skill of calcular extinction according different methods	
10		Practical cases	Providing 1	Introducing accounting framework financial assets a accounting investments	Dudy, weakly, monthly a end-of- semester exams
13	4 hours		Introducing special account treatments investments	Evaluating investments according to th	Daily, weekly, monthly a end-of-

Week	The second of	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation
8	4 hours	Providing students with complete knowledge of inventory tabs	Determine the main categories of inventory	Introducing the student to the student to the theoretical basis of the scientific subject, which is considered the corneratons of practical application.	Durly, weekly, monthly and end-of- semester etoms
2	4 bours	student w knowledge of h	Determine ( cost of invento the items includ in the inventory	student to off methods	Daily, week monthly and en of-semester exa
Disc.	4 hours	Providing student w knowledge of b	of inventory at a end of the per- and the goods s	The student line how to calculate to cost of inventory the end of to period and to goods sold	monthly and er
•	4 hours	Introducing inventory Concessurement methods is inventory Concessory Concessory	out method, weighted aver-		monthly and er of-semester exa-
*	4 hours	concent of	cost of invent at the end of period and the	The student kno how to rec- settlement entr and disclose value of invent-	monthly and or of-semester exa

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

# Course Description Form ( Morning and evening study)

L. Course Name:	
Intermediate Accounting/2	
2. Course Code:	
3. Semester / Year:	
quarterly	
4. Description Preparation Date:	
2024/2025	
5. Available Attendance Forms:	
My presence only	
<ol> <li>Number of Credit Hours (Total) / N</li> </ol>	
56 hours per sementer. 4 hours per w	vek
7. Course administrator's name (m	ention all if more than one neares
Name: lecture :Tamara Aamer Ge	
Email tamara, amanigesmonal asia.	
Carlo and the contraction of the	STI
B. Course Objectives	
Course Objectives	*
Objectives of the study subject 1-Deby	COLUMN TO THE PROPERTY OF THE
scientific material to students. 2- Expa	
academic base for students in the specialize complement to the accounting principles of	
for the first gode and a pamerstone	
specialization subjects in the following stag	
9. Teaching and Learning Strategies	
through 1 - Cognitive strategies by focus	ing on unityzing and detailing the subject and
cossons for proferring one metho	of over motive for the subject, 2- The strategy :
focuses on brainsterming 3- The analysis.	strategy that relies on observations, discussion
III. Course Structure	
The product of the same of the	

Required textbooks (curricular books, if any)	1- Kieso, Donald E., Weygondt, Jeny Can
	Terry: D., 2022, Intermediate Accounting Wiley & Sons 1: Amin Ali et al., 2019, Inter-Accounting, available entire, 2: Kiso et al., 1 Internsposing Accounting, Internsposal Fear Reporting Standards Version, Hamithra Politic House, 1st edition, Cairo, Sovot
Main references (sources)	<ol> <li>Kinso, Donald E., Weygandt, Jurry J., Wath Terry. D., 2022, Intermediate Accounting a Wiley &amp; Sons 2- Kino et al., 2022, Intermed Accounting, International Financial Report Standards Version, Hamilton Publishing House, edition, Calvo, Egypt.</li> </ol>
Recommended books and references (scientific journels, reports,)	<ul> <li>Amin Ali et al., 2019, Intermediate Account available opline. 2- Al-Subburt et al., 20 Intermediate Financial Accounting in accorda with Amendments to Egyptian and Internate Accounting Standards, Faculty of Common Alexandric University.</li> </ul>
Electronic References, Websites	https://dibrary.ona.se/ https://www.researchgate.on/







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				reasons for f difference in the
6		appropriate accounting treatments to d with the incres or decrease in t fund	Cash settlement	Providing student with to ability to carry of accounting treatments increases decreases in fund
7		concept of debts and the possif reasons indicators to ma the debt doubt or non-collectal		The studes knowledge accounting treatments doubtfut debts a bad debts
8	2 hour	How to create allowance doubtful debts a what constitu- recoverable b debts		Providing and enter the linewisedge of his to form allowance for E debts and what a the necessary accounting treatments recovered to debts.
9	2 hour	Evaluating debte at the end of a partiod, disclosi them in a financial atatements, a making sattless entries	Debtors settlement	Providing s student se knowledge of s accounting trestments settling debt through practi cases

# 11. Course Evaluation

Grades are distributed between the endeavor (40 marks) and the food ease of the course (60 marks)

12. Learning and Teaching Resources.

1		introducing concept restrictive adjustments expenses	Registration adjustments expenses	The student known to me settlement entre for expenses a disclose advantant receivables.	monthly and e of semester co.
1	2 hour	concept restrictive adjustments revenues	Record adjustments revenues	Providing student with a skill of account treatment nevenues according to a income and budy approach	
1	2 hour		Record adjustments expenses a coversus	Providing	Daily, teed monthly and er of-somester exam
1	2 hour	Identifying reasons for difference in bank accordance between records and statement sent the bank.	Bank acces reconciliation	Providing student w	Daily, week monthly and ce of-semester essai
1	2 hour	Introducing concept of concept of concept of concept of concept and concept of concept o		Providing t student with t knowledge of h- to determine t difference between the act and book trains and investigate t	Daily, weekly, monthly a end-of- semester exams

Week	Hours	Required	Unit or exhaet	Leaving method	Evaluation
		Cutcoming Cutcomina	ruesa		method
1	2 hours	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	Duily, weekly, monthly and end-of- semester coams
2	2 hour		Conceptual framework financial accounting	Introducing t student to i latest publicatio	Daily, week monthly and e of-semester exa
3	2 bour	A review of wi	Final accounts commercial establishments	The student kno- how to prop- accounts a financial statements commercial establishments	Daily, week monthly and m of-semester exam
*	2 hour	Introduction to final finance statements (trading, profund losses)	statements commercial	The student kno- how to preparational financial statements commercial establishments	
5	2 hour	Introduction final accounts industrial facilit (operation, trading profits a losses)	financial statements industrial facilit	Committee of the Commit	

University of Mosul

College of Administration & Economics

Department of business administration

## Course Description Form

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Intermediate Accounting

2. Course Code:

1212 Minti

3. Semester / Year:

Quarteriy.

4. Description Preparation Date:

2024/2025

5. Available Attendance Forms:

My presence only

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@uomosal.edu.iq

E. Course Objectives

Course Objectives

Objectives of the study subject 1-Delivering a scientific material to students. 2- Expanding a academic base for students in the specialization a complement to the accounting princip curriculum for the first grade and a conversions the specialization subjects in the following stage

9. Teaching and Learning Strategies

Strategy

1- Cognitive strategies by focusing on analyzing and detailing the subject and reasons for preferring one method over another for the subject. 2- The strategy focuses on brainstorming 3- The strategy that relies on observations, discussion analysis.

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16. Course Structure

#### **Course description form**

University of Mosul

College of Administration & Economics

Department of Business Administration

#### 1. The course name and the study stage

#### Organizational behavior, the second stage

#### 2. Course Code

AEBA25\_F211

#### 3. Semester / Year:

quarterly

#### 4. Description Preparation Date:

#### 2024/2025

Available Attendance Forms:

My presence only

Number of Credit Hours (Total) / Number of Units (Total)

56 hours per semester. 4 hours per week

Course administrator's name (mention all, if more than one name)

Name: assistant teacher: hassan T. Al-kashab

Email: hasan\_thabet@uomosul.edu.iq Name: assistant teacher :Safaa I. Aboudi Email: safa\_adres@uomosul.edu.iq Name: assistant teacher :Ehab F. yousif Email: ayhab\_fakhry@uomosul.edu.iq

#### 8. Course Objectives

- The concept of organizational behavior.
- The difference between the theory of the organization and the organizational behavior.
- Study of motivation.
- Personality.
- Values

- Perception
- Organizational conflict.
- Organizational cynicism
- The authentic leadership
- Organizational citizenship.
- Study some modern trends in organizational behavior.

#### 9. Teaching and Learning Strategies

Strategy:	1. The discussion method
	Y. The project method
	<b>7.</b> The practical performance
	method
	£. The cooperative learning method

#### 10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1		Knowledge	The Concept of	Discussion	Attendance
	3	and	Organizational	Method,	and
	3	Understanding	Behavior	Practical	Participation
				Presentation	
				Method	
2	3	Knowledge	The Difference	Discussion	Attendance
		and	Between	Method,	and
		Understanding	Organization	Practical	Participation
			Theory and	Presentation	
				Method	

			Organizational Behavior		
3	3	Knowledge and Understanding	Studying Motivation	Discussion Method, Practical Presentation Method	Attendance and Participation
4	3	Knowledge and Understanding	Personality	Discussion Method, Practical Presentation Method	Attendance and Participation
5	3	Knowledge and Understanding	Values	Discussion Method, Practical Presentation Method	Attendance and Participation
6	3	Knowledge and Understanding	Organizational Cynicism	Discussion Method, Practical Presentation Method	Attendance and Participation
7	3	Knowledge and Understanding	Behavioral Renewal of Organizations	Discussion Method, Practical Presentation Method	Attendance and Participation
8	3	Knowledge and Understanding	Exploring Modern Trends in Organizational Behavior	Discussion Method, Practical Presentation Method	Attendance and Participation
9	3	Knowledge and Understanding	Work Ethics	Discussion Method, Practical Presentation Method	Attendance and Participation
10	3	Knowledge and Understanding	Organizational Agility	Discussion Method, Practical Presentation Method	Attendance and Participation
11	3	Knowledge and Understanding	Behavioral Flexibility	Discussion Method, Practical Presentation Method	Attendance and Participation
12	3	Knowledge and Understanding	Personal Values	Discussion Method, Practical Presentation Method	Attendance and Participation

13	3	Knowledge	Organizational	Discussion	Attendance
		and	Commitment	Method,	and
		Understanding		Practical	Participation
				Presentation	
				Method	
14	3	Knowledge	Groups	Discussion	Attendance
		and		Method,	and
		Understanding		Practical	Participation
				Presentation	
				Method	
15	3	Knowledge	Psychological	Discussion	Attendance
		and	Well-being	Method,	and
		Understanding		Practical	Participation
				Presentation	_
				Method	

#### **Course Evaluation and Grade Distribution**

The score out of 100 is distributed according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, and written exams, reports, etc.

#### 12. Learning and Teaching Resources

#### Prescribed Textbooks (if available):

Munqidh Dagher & Adel Harhoosh, 2001, *Organization Management and Organizational Behavior*, Iraq.

L	Denavior, In	Benavior, nac.						
	Main	References	(Sources):	Recommended Supporting Books and References				
	[Leave blank	or list if needed.]		(Scientific journals, reports, etc.):				
				[Leave blank or list if needed.]				
	Curriculum	<b>Update Rate:</b>		Curriculum Update Rate:				
	20%			20%				



# MODULE DESCRIPTION FORM

# Course Description Form

	2.12	00000000000	nformation Iformation			
Module Title	Priociples	of Business Adm	inistration	Mod	Me belivery	
Module Type	Support				Ethoory	
Module Code	M AC-1192				Distant Dist	
SCTS Credita		- 6			El Tetorial Discription Electrical	
DML(hr/som)		190				
Module Level		3	Seventer	of Delive	q.	1.
Administration D	egartreent	Type Dept. Code	College	Type C	offege Cade	
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Module brader's	Acod. Title	toucher	Module L	edor's Q	estification	PhD
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Scientific Covereit Date	tes Agoroval	/ 18/202 €	Vertion N	inter	1.0	

Relation with other Modules other subjects Relationship with			
Provoquisita module Enquirements losfiness advance	None	Semester	
Co-requisites module Requirements leadiness Shared	None	Semester	

Moduli	e Aims, Learning Outcomes and Indicative Contents
guidin	g content Course objectives, learning outcomes, and
Module Objectives Course objectives	Providing the student with knowledge about the principles of resrequence and its role, as it is one of the specialized subjects in the field of hasiness — administration     with person principles of management assesse, year students Providing first which will become a basic foundation upon which to only to advanced stages — of business administration modes      Giving the student as idea about management, its nature and its development is a bas passed through, in addition to thirdlying the most over the time period important functions of stanagement and its basic and ascillary activities.
	Important: Write at least 6 Coording Outcomes, better to be equal to the number of study weeks.  1. The recent important vocabulary of the numbers subject, on Recognition , which is considered the basics of numbers to know
	<ol> <li>Qualifying and preparing stoderes for advanced topics in management in later locadowie years.</li> </ol>
	<ol> <li>Identify the manager's tasks, skills, resources, and management levels in the engineeralism.</li> </ol>
Module Loweling	<ol> <li>Developing organizational third/ag by banning about the most suportant management schools, which are considered a feindurement Susulation for a understanding of management science/balking the student</li> </ol>
Outcomes	<ol> <li>Discovering the offects of the public and private servicement that directly or indirectly affect the organization's work</li> </ol>
Learning outcomes for the subject	Including planning. , Laura above the same important fautions of a manager     methoding, and controlling , organizing, leading
	<ol> <li>Understand the most important messages and goals of the organization, what planning is, and whather there is a difference between operational planning and strategic planning</li> </ol>
	<ul> <li>all decisions, and making types-Learn about the concept of decision making steps-decision.</li> </ul>
	<ol> <li>an organizational structure and. Free iding studies with skills as building how to use powers and responsibilities between management and its Journan resources.</li> </ol>
	<ol> <li>manage work. Possessa leastership skalls to develop beamwork skalls and teams to achieve goals.</li> </ol>

	<ol> <li>Effective communication and the shifty to express ideas dearly and interact with others effectively.</li> </ol>
	<ol> <li>Critical thinking through reasoning and analytical skills to solve problems and analysis decisions</li> </ol>
	Indicative content includes the following.
Indicative Contents	Its. The Development of the Theacht, "The Nature of Management. / Chapter One (16or 16:55881) Englopment.
Guidance contents	[ hour 6 +55WL] Flamming and Decision Making / Chapter Two
HOLE HOLE WAS A	Thosa 3 HSSWL] Croanization / Chapter Three
	( love 6 -SSN1) Leadership, Methation and Coresol / Chapter Four

	Learning and Teaching Strategies  Learning and teaching strategies
Strategies	to she Unity This is ansazing presentation in Follow is it will be that Bone Strategy And expension reflore same the time And in Exercises in students sharing encounge Chapters during from that investigation. Will be. They have each thinking sleib that simple experiments Types in look during And Interactive and lessons Academic Students Charges that Samples take Activities some on levelves.

The state of the s		orkload (SWL) ad is calculated as L5 weeks	
Structured SWL (h/ sem ) Regulor student load during the sensester	48	Structured SWL (h/w) student workland Regular weekly	32
Unstructured SWL (h/ som ) Irregular student load during the summer	102	Overractured SWL (b/w) Tregular student study load per week	
Total SWL (h/ sem ) The student's total scademic load during the surruster		150	

			e Evaluation nerial evaluation		
		films/Numb	Weight (Marke)	Week Dun	Relevant Learning Outcome
Formative	Quitters	- 2	100 (00)	April 33	
	Attigoments	3	30% (10)	2 sed 12	
	Totarialitenew	1	10% (10)	Contractor	All
	Report	1	1000 (100)	14	
Surrestive	Midweethan	-1 hours	30% (10)	0	
processment	Frakon	Shears	banc (50)	36	All
Tatalimiens	erit.	off the	100% (1000 Mints)		

77	Delivery Plan (Weekly Syllabus) Theoretical weekly confortun
	Material Covered
Week 1	-activities of the establishment, -approaches to the study of management The nature of management - and fields of besiness administration
Week 2	-Administrative behavior paterns -Manager's tasks - Challenges facing communicary management sources Administrative skills and their
Week3	types of managers according to their -soles of managersDifferences in administrative work administrative levels.
White 4	First text
Week F	Traditional achools: the acientific management achool, the administrative divisions the bureaucratic school school, and
Work 6	(S/V) McCracker Study - Hawthorse Study (Alten Maye) : and Modernium Hawan Relations School Japanese Management School -
Week 7	Private environment d'ublis sovicoment
Work 8	course exam-Md
Meet 3	types of organizational gods -peopose and mission. The organization's
Week 10	Management by objectives theory (gras and «Goal requirements »Importance of organizational goals.  (cons

984ck 11	-marking -The concept of decision - Types of plans according to their action -The aidans of plansing making parties at Decision -Types of decisions
Week 12	(supervision) of control Scope elutin of command - Stature of authority
Week III	Test 3
Werk 14	-cheacies to motivation -employees, important factors for motivating - The concept of motivation components of the motivation system
Week 15	-Frederick Humberg's tree , I Masters's theory (homeolog of needs Motivation Swores: Abraham 'The importance of control in the organization', factor theory
Week 16	Preparatory week before the final extra

Delivery Plan (Weekly Lab. Syllabus) Weekly lab schedule				
	Material Covered			
Week 1		-		
Week 2		-		
Work 3		-		
Week 4				
Week 5		_		
Week 6		-		
Week 7		-		

	Learning and Teaching Resources. and teaching resources Laurning	consumuranate trasal elem
	Teat	Available in the Library?
Required Texts	-Principles of Management book by Mulaummed Kimid Al- -Market for Printing and Politiching - Dor Al -Shomeo, 2007 America, Jordan	Yes
Recommended Tests	dealing with menagement and Civers skills and methods for finalizes tensor	Yes
Websito	lettes //elive net/apoc/ledos pha?/asmactice:search@atr300	

# Grading Scheme

Grading scheme				
Group	Gniebe	Appreciation.	Marks %	Definition
	A-Excellent	privilega	50 100	Dustanding Performance
EVUITING CO	8 - Welly Good	very good	10.10	Above average with some errors
(20 - 200) (20 - 200)	C-0004	good	70-79	Sound works with notable errors
	B- (addactory	middle	00-00	fair but with regor shortconnings
	E-Sufficient	acceptable	39 50	mark meets commoun criteria
Full Group (8~45)	PX - F41	(x.) Fresipitate (process	145-401	More work required trut credit awarded
	Firfel	Police	15-640	Considerable propure of work required

The or The highest Complete The mark to 0.5 From loss or higher distinut Algos approximation it will be a News to 34.4 Mark approximation it will be wide. So to 34.5 Mark approximation it will be Estemble Way on 3 leavest MacKfordien Then So., \* servers from marks Delars "mass" With Toloronous non-policy the antiversity Track, 54 , above The explained Association approximation it will be Metives Proofbeaders before from Greened Signs on only



#### **Course description form**

University of Mosul

College of Administration & Economics

Department of Business Administration

#### 1. The course name and the study stage

#### Organizational theory, the second stage

2. Course Code

#### **AEBA25 F203**

#### 3. Semester / Year:

quarterly

#### 4. Description Preparation Date:

#### 2024/2025

#### Available Attendance Forms:

My presence only

Number of Credit Hours (Total) / Number of Units (Total)

56 hours per semester. 4 hours per week

Course administrator's name (mention all, if more than one name)

Name: assistant teacher: hassan T. Al-kashab

Email: hasan\_thabet@uomosul.edu.iq Name: assistant teacher :Safaa I. Aboudi Email: safa\_adres@uomosul.edu.iq Name: assistant teacher :Ehab F. yousif Email: ayhab\_fakhry@uomosul.edu.iq

#### 8. Course Objectives

- Understanding the concept of the organization
- Distinguishing between organization theory and organizational behavior
- Studying the objectives of the organization
- Identifying types of organizations
- Recognizing the positive and negative impacts of organizations
- Understanding organizational effectiveness
- Analyzing organizational structure
- Exploring modern trends in organization theory

#### 9. Teaching and Learning Strategies

Strategy:

- 1. The discussion method
- 2. The project method
- 3. The practical performance method
- 4. The cooperative learning method

#### 10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	3	Knowledge and Understanding	Introduction to Organization Theory	Discussion Method, Practical Presentation Method	Attendance and Participation

2	3	Vnovdodoo	The Concept of	Diagnasian	Attendence
2	3	Knowledge	The Concept of	Discussion Mathed	Attendance
		and	Organization	Method,	and
		Understanding		Practical	Participation
				Presentation Mathad	
2	2	77 1 1	The Beleater dit.	Method	A 1
3	3	Knowledge	The Relationship	Discussion	Attendance
		and	Between	Method,	and
		Understanding	Organization	Practical	Participation
			Theory and Organizational	Presentation	
			Behavior	Method	
4	3	Knowledge	Positive and	Discussion	Attendance
4	3	and	Negative Impacts	Method,	and
			of Organizations	Practical	
		Understanding	or organizations	Presentation	Participation
				Method	
5	3	Knowledge	Case Studies	Discussion	Attendance
]		and	Case Studies	Method,	and
		Understanding		Practical	Participation
		Uniderstallding		Practical Presentation	1 articipation
				Method	
6	3	Knowledge	Organizational	Discussion	Attendance
0	3	and	Effectiveness	Method,	and
		Understanding	Lifectiveness	Practical	Participation
		Understanding		Presentation	Farticipation
				Method	
7	3	Knowledge	Approaches to	Discussion	Attendance
/		and	Measuring	Method,	and
		Understanding	Effectiveness	Practical	Participation
		Onderstanding	Effectiveness	Presentation	1 articipation
				Method	
8	3	Knowledge	High Performance	Discussion	Attendance
		and	b.i. ci ioiilialice	Method,	and
		Understanding		Practical	Participation
		Chacistanding		Presentation	- articipation
				Method	
9	3	Knowledge	Employee	Discussion	Attendance
		and	Engagement	Method,	and
		Understanding		Practical	Participation
				Presentation	- articipation
				Method	
10	3	Knowledge	Dimensions of	Discussion	Attendance
		and	Organizational	Method,	and
		Understanding	Structure	Practical	Participation
			· · <del>-</del>	Presentation	- articipation
				Method	
11	3	Knowledge	Creativity	Discussion	Attendance
11		and	Management	Method,	and
		Understanding	management	Practical	Participation
		Officerstanding		Presentation	1 articipation
				Method	
				MICHIOU	

12	3	Knowledge	Centralization,	Discussion	Attendance
		and	Formalization, and	Method,	and
		Understanding	Complexity	Practical	Participation
				Presentation	
				Method	
13	3	Knowledge	Organizational	Discussion	Attendance
		and	Sustainability	Method,	and
		Understanding		Practical	Participation
				Presentation	
				Method	
14	3	Knowledge	Division of Labor	Discussion	Attendance
		and	According to	Method,	and
		Understanding	Modern Principles	Practical	Participation
				Presentation	
				Method	
15	3	Knowledge	Organizational	Discussion	Attendance
		and	Change	Method,	and
		Understanding	Management	Practical	Participation
				Presentation	
				Method	

#### **Course Evaluation and Grade Distribution**

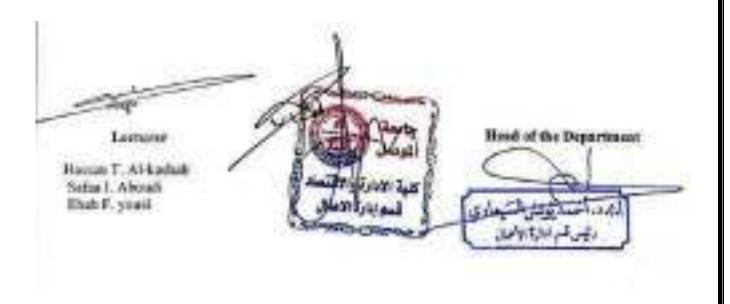
The score out of 100 is distributed according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, and written exams, reports, etc.

#### 12. Learning and Teaching Resources

## Prescribed Textbooks (if available):

Munqidh Dagher & Adel Harhoosh, 2001, *Organization Management and Organizational Behavior*, Iraq.

Main	References	(Sources):	Recommended Supporting Books and References	
[Leave blank	or list if needed.]		(Scientific journals, reports, etc.):	
			[Leave blank or list if needed.]	
<b>Curriculum Update Rate:</b>			Curriculum Update Rate:	
20%	_		20%	



#### Course Description Form

University: Mental College: Administration and Economics Department or Beauch: Business Administration

- 1- Course Name:
- E-Commerce Management / Second Stage Business Administration
  - 2. Course Code:

#### AEBA25 F213

- 3. Semester / Year:
- 2034-2023
  - 4. Description Proparation Date:
- 1-2-2008
  - 5. Available Attendance Forms:
  - 6. Number of Credit Hours (Total) / Number of Units (Total)
- 2 hours
  - 7. Course administrator's name (mention all, if more than one name)

Name: Dr. waad zaki

Email: wand aftadethysituomeen admin

Course Objectives

#### Course Objectives

- 1. Understanding the Busins of E-Connecce, Introducing students to possessis of e-commerce, its layers, and its historical development.
- 2.Knowledge of technical infrastructure: Understanding the components of ICT infrastructure that support a nonescore, such as the binner, retwo and information recurity.
- E. Besiness Model Analysis: Learn about different invelopes readers (6) 83C, C3C, etc.) and how to manage there offsctively.
- Legal and Etrical Aspects: Understanding the legal and efficial issuescripted with e-summerce, such as privacy protection, intellectual proper and cybersecurity.
- Using a-commerce tools and applications. Learn about the toffware is platforms used in a-commerce, such as seles sales platforms, confinencement systems, and was analytics.
- 9. Teaching and Learning Strategies

Strottigy

Delivering the scientific curriculum to students in the best possible way

# 10. Course Structure

Work	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation
1	13		The emergence of a commercing development	a lecture:	
2	12	Ties .	The concept and importance of a commerce	a lecture	
*	2		Characteristics of E. Cammorou - Caragorison. Softwork R-Commerce and Traditional Commerce.	alectare	J
+	12		Types and forms at a commerce (Keppel Matrix)	alacture	sharing
	2		Adventuges of a commerce (for organization commences, seciety and the state)	a lecture	1000
6	3		Disadvantages of e-commerce.	& feeture	shoring
7	1		Sides of a consensure	a leguere	(daily rooms)
8	1		Even	a lecture	
9	3		Problems Facing 8-Community Applications	a lacture	abartes
10	1.8		E-sammiro Regularoscett	a lecture	
H	- 2		Canadamies Frederitor in E-commotos Canadasia	a lecture	
13	1		Straying of Commoncial Transmittions	a lecture	storing
13	3.2		Stages of E-commission Carathacks	a lecture	
14	13		The Fature of E-communos	a lecture.	
19	2		Distantion of Paperts	a lecture	

#### 11. Course Evaluation

Distributing the store out of 100 according to the tooks assigned to the student such as duly properties, daily prof, muntbly, or written geams, reports ... etc.

## 12. Learning and Teaching Resources

Required textbooks (curtoular backs, Farty)	E-commerce Management Authored by: Bosom Ahmed Al-Mehadeen		
Main televinoss (sources)			
Processes and references (adartific journels, reports)	(Designing a Marketing Information System) Support the Application of 8-Commerce Between Business Organizations and Castomers: A Proposed Model) Authored by: Force Al-Shannes		

Electronic References, Websites

الموسل ا





وزارة التعليم العالي والبحث العلمي جامعة الموصل كلية الإدارة والاقتصاد قسم إدارة الأعمال

# وصف المقرر الدراسي للمرحلة الثالثة للعام الدراسي 2024-2025

MINISTERS HIGHER SCHOOLSE

Spinishin Copyrights and Toylorian Autority

Department of Oracley Assurance and Academic Accordinates International Accordinates Department

# 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	Educational institution     2.
Susiness Administration	3. University Department / Center
Strategic Management	4. Course Name / Code
Business Administration / Bachelor	5. Programs in which he onters
Attendance on time and full time (in attendance)	6. Available Attendance Forms
Courses system / first course	7. Semester / Year
45	8. Number of Credit Hours (Total)
2024-2023	9. The history of preparation of this description

10. Course Objectives:

Enabling the student to deal with the data of the contemporary business environment, enhancing the student's abilities in the field of strategic response to work challenges, adopting an organized work opproach, and avoiding improvisation to achieve long-term goals, in addition to the student's possession to know how in the field of developing strategic options that contribute to achieving competitive advantage and leadership.

- 11. Learning outcomes and teaching, learning and assessment methods
  - a. Teaching and learning methods
    - A. Knowledge and understanding
      - A1 Lectures
      - A2-. Research, Reports and Assignments
  - b. Evaluation methods

Daily Rapid Tests

Attendance, participations and assignments

Monthly exams during the semester

Final exams:

End of course report

- r. Thinking skills
- · Subject-specific skills

B1 - Deductive skills

B2 - Analytical skills

d. General and transferred skills (other skills related to the ability to think creatively in solving problems and keeping pace with developments

#### 1. Course Structure

Evaluati on method	Method of education	Name of the unit / course or topic	Required Learning Outcomes	Hour	The week
Oral questions and posts	Scientific discussions and questioning	Strategic Manage ment	The historical development of the concept of strategy and strategic management, and its importance for business	11.30 1.30	1

- 11. Learning outcomes and teaching, learning and assessment methods
  - a. Teaching and learning methods
  - A. Knowledge and understanding
    - A3-Lectures
  - A2- Research, Reports and Assignments
  - b. Evaluation methods

Daily Rapid Tests

Attendance, participations and assignments

Monthly exams during the semester

Final exams

End of course report

- c. Thinking skills
- Subject-specific skills

B1 - Deductive skills

B2 - Analytical skills

d. General and transferred skills (other skills related to the ability to think creatively in solving problems and keeping pace with developments

#### 1. Course Structure

Evaluati on method	Method of education	Name of the unit / course or topic	Required Learning Outcomes	Hour s	The week
Oral questions and posts	Scientific discussions and questioning	Strategic Manage ment	The historical development of the concept of strategy and strategic management, and its importance for husiness	11.30 1.30	1



### savory of Higher Editionals.

# Househir Representation and Collegence Authority.

Disputational of Charley Association and Academic Wolandishas

resociational Accreditation Department

			organizations:		
			athenances		
Quick exams, oral question s and discussion	Secontific discussions, examples, scientific and realistic cases	Strategic Manage ment	Strategic Struction Concept and Importance (Vision smooth, characteristics and models, characteristics organizations and types)	11.38- 1.30	2
Oral questions and posts	filving lectures, axientific discussions and asking questions	Strotegie Manage ment	Strategic analysis of the external covironment	11,30- 1,30	- 36
Oral questions and posts	Giving lectures, scientific discussions and asking questions	Strategie Stanage ment	Strategic analysis of the internal confromment and its techniques	1130- 130	4
Oral Questions Assignme ats and Participat lans	Giving lectures, actionnific discussions and asking questions	Strategie Manage mont	Determine the strategic position strot	13.30- 1.30	5
Oral questions and posts	Giving lectures, scientific discussions and asking questions	Strategic Manage meat	Business Portfolio Analysis Models	11:30- 1:30	4
Oral questions and posts	Giring lectures, scientific discussions and asking questions	Strategic Manage ment	Buxiness Portfolio Analysis Medels	11.30- 1.90	37.
enaminati on		Strategic Manage ment	Sesetter room	11.35- 1.30	
Oral questions and posts	Giving lectures, scientific discussions and asking questions	Strategic Manage	Strategic Pleasing Cancept, tasks,	1136-	•

		ment	steps, purpose, types, cause of plenning fathers and problems		
Oral questions and posts	Giving lectures, scientific discussions and asking questions	Strategic Manage meat	Strategic alternatives Strategic Sister	11:30- 1:30	10
Dally exams and posts	Giving lectures, scientific discussions and asking questions	Strategic Manage ment	Organization- wide strategies	11.50- 1,30	-30
Oral questions , posts and assignme nts	Giving loctures, scientific discussions and asking questions	Strategic Manage meat	== Business Unit Level	11,30- 1,30	12
Oral questions , daily reports and posts	Giving tectures, scientific discussions and awking questions	Strategic Manage mest	== Frecional =	1130 130	13
Oral questions and posts	Giving lectures, scientific discussions and asking questions	Strategie Manage ment	Strategie implementation, concept, retationship to strategie planeing, requirements.	11.301	14
Oral questions reports and posts	Giving Sectures, actentific discussions and asking questions	Strategic Musage meat	Strategie oversight	1130 130	15

getter for



# Severally of Higher Education Severally Supervision and Englishes Authority acresol of Charley Assessment and Asademic Accresisation Intervalence Accreditation Department

12. infrastructure	
	A collection of scientific sources and books that are determined periodically at the beginning of each year.
Data show projector	special requirements
	Social services (including, for example, fectures for employees of state departments and field studies)

13. Acceptance	
There isn't any	Prerequisites
	Minimum number of students
25	The largest number of students

ال و حصل والماللوالماني

۲۰۱ دا بالاسترى

مالالالمالية ورو

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

# Course Description Form ( Morning and evening study)

				- 000		
1. Cec	rise Name:					
Financial	Management	2				
2. Cet.	rise Code					
AEBA25	F309					
J. Sen	nester / Years					
quarterly						
4. Det	cription Praje	eration Da	De:		1350	-22
202	2025					
	ilable Attenda	sco Fortus				
Ont	оттрыв			THE RESERVE		
f. Nu	nber of Credit	Hours (Tot	att Numbe	r of Units (Total)		
45	hours per sem urse administr	olyada a m	aura per ere on Smartin	val if more the	s poe name	1
7. 00	ner: Dr.Mehin	and Forar	Ahmed /	Lecturer		
	all mohemad					
	ree Objectives		Language Control		-110	91.
Course C	bjectives				1.00	1909
	s of the study	authorit			100	39
1 Deliver	ing the scienti	Sc materi	al to stude	100	3.00	300
2 Expa	nding the a	cademic	base for	soudents in	the	
				nolal managers		
				omeratione for	the	
specializ	ation subjects	in the fol	lowing stay	pes.	_	
9. Teo	ohing and Lea	reing Strate	egles :		- 111	4.00
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	2- 2- The s 3- 3- The st	trategy th	at focuses at relies on	on brainstormin observations,	9	
ID. Coun	e Structure	(15/3/7)	25000		1 5 5	

المشوال بزاق

Week	Hours	Required Learning Outcomes	Unit or subject merse	Learning	Evaluation resthan
1	3 hours	posite posite atticheny	Francisi Analysis /     Francisi Analysis /     Francisi-dry Ratios	a Arrive Laureing	* Pertripation
2	3 keen	Messon soul software	Transist Auty-in (Annt Navagameri Raine.	- Active Exercise	Perinipales
3)	3 hours	Assess Connoise red	Financial Andrew/Debt     Maint	* Active Secretary	n Dardrigarden
£1.	3 hours	depty lessed concern	* Vanua Exterior	* Author Learning	Psekipithir
5	3 hours	Serged Singely Mindely	Startoonal and Yesterd .     Analysis	Losming	• (Serinipation
6	3 hours	Mently performance produ	Trend Amelysis	e Aptive	Partitipation and Tests
1	3 hours	Develop Snandar developme	Fisocal Planning and Europeting	A Active Livering	Participation
8	3 hours	Estates Briefs controllers	Medical of Formula:     Venezating	+ Active Learning	• Perhipsion
9	3 hours	Distance of the control of the contr	Tinc Value of Mason	+ Actine Leanting	Perdeputes
10	3 hours	Reform value colonismos	Methods for Calculating the Time Value of Manay	+ Active Secreting	Forticipation
11,	3 hours	Determine totals-even	Broad-error Aduly co	+ Active Counting	Anagaments and Easter
12	3 haurs	Anicyt det input	Financial Emirique	A APPOP	* Fertigades
13	3 haurs	System cost socially/in-	Opening Leanure	+ Attre losses	* Participation
14	3 hours	Managel visity finances	Working Copinst Management	taxening	• Fartispation
15	3 bours	Short-term Short-term Sanding	Shortown Flowning     Management	+ Apting Learning	* Antiprocessed Esses

#### 11. Course Evaluation

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

#### 12. Learning and Teaching Resources

Required textocols (puricular books AL-Amiry, Mehamed Ali, (2015), Financial eng) annagement, Dar Al-Manabij, Amman, Jordan.

Bud and

Main references (transport)	Al-Amiry, Mohamed Ali, (2015). Financ management, Dar Al-Manahij, Amman, Jordan.
Recommended books and oderesces (scientific journels, reports)	
Electronic Rafementoso, Websiles	https://eilitegryonkoor trans/ferent promittege.net/

Course Lecturer: Dr. Mohamed Essain Alaned

Head of the Business Administration Department

Dr. Alened Youris Al-Subservi

التنديقين المستعلقية في ترادزيومو

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

## Course Description Form ( Morning and evening study)

t. Co	arse Name:	110	
Financial	Management 1		
2. Con	arse Code:		
AEBA25	F361		
3. See	nester / Year		
quarterly			
4. De	cription Preparation Date:		
2024-20	95		
	Allabio Attendance Forms: Campus		
6. No 45 7. Co No	mber of Credit Hours (Total) / Number of Units (Total) hours per semester. 3 hours per week urse administrator's name (mention all, if more than on me: Dr.Mohamed Essam Ahmed / Lecturer uit: molerned issum/Euconosul.edu.ig	e name	).
	unse Objectives		
Course C	Objectives		14.0
	es of the study subject		12.
1-Deliver 2- Exps specialis cumoulu	ing the scientific material to students noting the academic base for students in the ation as a complement to the financial management in for the third grade and a comeratoria for the lation subjects in the following stages.	•	ē
9. To	sching and Learning Strategies		
Sanategy	<ol> <li>Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the autiect.</li> <li>2- 2- The strategy that focuses on brainstorming</li> <li>3- 3- The strategy that relies on observations, discussion and analysis</li> </ol>		
Id. Cour	se Structure		155

Pinesh	Hours	Required	Unit or subject name	Learning	Evaluation
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		Outcomes		2000	
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2	3 hours	Define core flamental principles	Concept of Financial Management	- appyr Learning	Furtilipation
3	3 hours	Explain towers of Funding	The Personning Function in Financial Management	A Appre Learning	* Participation
•	3 hours	boundly becoment decisions	The Investment Function in Presented Management	4 Appro- Learning	Participation
5	3 hours	L'edonésad distresi paleire	Dhidooki	- Active Learning	* Participation
6	3 hours	Ferngulas Interdirelptimary Bules	Extendently of Element Attacpment with Orbite Pends of Knowledge	Learning	Exciclation suff. Tests
3	3 hours	Chefy Bootstill puch and value	Objectives of Pinantial Management	Learning	facticipation
8	3 hours	Ocucable seanagerial responsibilities	Tasks and Rate of the Financial Manager	* Active Learning	Partitipation:
9	3 hours	Stringwish legal business structures	Legil Forms of Companies	4 Astes Learning	* Participation
10	3 hours	Understand ten spotses and	Tax Encommon	Active     Learning	• Partapation
111	3 hours	Explain market fraction and	Eleasotal Markets	Leaning	Audgements and Examp.
12	2 hours	Solved By Formitting agencies used higherprofiles fact	Source of Finance and Please tal Jacom colleges	+ Arthy Learning	Perkipsion
13	3 hours	Clanify Deserted market Spare	Types of Pennetal Markets	Learning	• Participation
14	3 haurs	Description Property.	Pipawisi Sistemati	Active Sweezing	Assignments and Econs
11	3 hours	61946	1049	10 ¥	×
13.	Course Ex	slustion	9.993000	12 - 14	
		ted between the of of the course (60)	ndervor (40 marks) narks)		
12	Learning #	nd Teaching Re	sources	2.550	3335 m
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Sylven

Recommended books and references (scientific journals, reports)	Brigham, E.F. et al. (2023) Financial manageme Theory & practice, Toronto, ON, Canada: Congr Canada.
Electronic References, Walsebin	Stape: California; solid sin'
	leave time warmour department."

Course Lecturer: Dr. Michaeld Essen About

Signature

Short of the Blatters Administration Department

Dr. Abered Younk Al-Salmert

المدائت التي المادي

## Course Description Form

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

This course disscription provides a brief rearmary of the street important characteristics of the course and the learning sustainess expected of the student to achieve, proving whether he or she has made the most of the available learning opportunities. It near the linked to the disscription of the programme.

1. Hillscarronal Institution	University of Montal
2. University Department / Center	Martiness Administration / College of Dualocca and Displaces
3. Goorse Name/Code	#miscr Management/ AERA25_F306
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5. Available Attendance Forms	Lucturis/Burnelors -
6. Semester / Yest	2024,2025
7, (Timel) Muniber of Credit House	History per week 45 hopes per servester
B. The history of preparation of this theoription	118/5/2003
9. Course administrator crame	Assistance Prof. Dr. Adol Molecure at Abdulah Adol prohamoni/Promosulashi is

Course Objectives. Preparing students to deal with the form project
management and in different forms to evaluate and manage projects to
be a platform in personal and professional line and according to the
nature of the work he performs to prepare box. for another later stage.

Separation of Interestinal Association Association Separation of Contraction and Association Association Department of Contractional Association Association



2. Learning continues and teaching bearing and assessment marriage

A. Teaching and Learning Methods

Lectures, screening of documentary films, field voite, branche thing, writing reports, writing answers, bieting department managers and sunragors of companies in the public and polyabe sectors, changing leaves, meeting stories.

B. Hydrindian Methods

Example (small and written), became participation rate, reports, constance, rule recogning

c. Thicking shifts

Resinstormus, storytelling, game, presentation, creature of scientific material, exchange of views

d. Gosseral and transcerable skills tother shifts related to employability and parsonal development).

Wetrack shift character building practical capacity development. Wetrack shift character building property the remaining functional description shift of preparing the remaining functions and various property, and the skill of employing property evaluation and exact and general description in organization.

# 3. Consultration

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diare British Betretish	Lecture	Project Makegement and Propert (Management)	Thursection and processes as a processe as a processes as a proces	11	100
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fre- preparation	#Vactical 1000m	Electronic forms for projects	Terrollus voll practical leaswiedge	3)	Thioses
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Parking agones	Fractical Cades.	project storage project storage and conflict resolution back	Theretical and printed translates	- 3(1)	Filmet.

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# Course Description Form

University: MosulCollege: Administration and Economics Department: Business Administration

1. Course Name:

Strategic Thinking / Stage Three

2. Course Code:

AEBA25 F310

3. Semester / Year:

Second Semester for the Academic Year 2024-2025

4. Description Preparation Date:

2024-2025

5. Available Attendance Forms:

In the Lecture Hall

Number of Credit Hours (Total) / Number of Units (Total)

to Hours! 3 Unit

Course administrator's name (mention all, if more than one name)

Name: Dr. Ma'an Waadallah Al-Maadhedee

Email: Maan waadalah@toomosul.edu.iq

Name: Dr. Iman Boshir Muhammad

Email: aiman basher@uomosul.edu.iq

Name: Dr. Karam Tawfeeq Mehammed Abdullah

Email: koram tawfeequenomoval.edu.iq

8. Course Objectives

#### Course Objectivat

- Empowering the student to understand the concept, importance, and objectives of strategic thinking, as well as its theoretical and conceptual dimensions.
- Introducing the student to the basic skills and behaviors required for strategic thinking, its place in human life, and its essentials.
- Empowering the student to practice their life and work and find solutions to the problems they encounter by practicing strategic thinking.
- 9. Teaching and Learning Strategies

Strateg

- Using smart boards as advanced teaching tools
- Providing theoretical lessons

- Extracurricular activities
- Group discussions
- Developing curricula in accordance with global competitive standards
- Adopting contemporary teaching methods that enhance the teaching and learning process and develop thought

#### 10. Course Structure

Work	Hours	Required Learning Outcomes	Unit or subject	Learning method	Evaluation
ı	Two hours	Understanding and clarifying the topic	✓ The Concept of Strategic Choice     ✓ Portfolto     Analysis Models	- Delivering a theoretical lecture in the classroom Downloading the lecture to the online classroom Downloading in electronic link to lectures related in the topic.	bests
2	Two	Understanding and clarifying the topic	✓ Determining and Influencing Factors in the Success of Strategic Choice ✓ Strategic Choice ✓ Strategic Alternatives at the Organizational Level.	Delivering a theoretical lecture in the classroom.     Describeding the lecture to the unitne classroom.     Downloading an electronic link to lectures related to the topic.	Theoretical tests
3	Two hours	Understanding and clarifying the topic	Alternatives at the Business Unit Level  The Concept and Importance of Strategy Implementation	- Delivering a	Theoretical lests

780	Den	De A. Company		related to the topic.	
5	hours	Understanding and clarifying the topic	implementation  Analyzing and managing organizational culture	theoretical lecture in the classroom.  Downloading the lecture to the online classroom.  Describeding an electronic link to lectures related to the topic.	Theoretical tests
	hours	Understanding and clarifying the topic	Implementation Approach  Administrative Systems Supporting Strategy Implementation	- Delivering a theoretical lecture in the classroom Downloading the lecture to the entire classroom Downloading as electronic link to lectures related to the topic.	Theoretical tests
6	Two	Understanding and clarifying the topic	Model for Strategy Implementation The Concept and Importance of Strategic Control	theoretical lecture in the planeroom Downloading the lecture to the otiline classroom Downloading an electronic link to lectures related to the topic	
7	Two boars	Understanding and clarifying the topic	✓ The Relationship Between Strategy Levels and Strategic Control ✓ Requirements for Achieving	in the classroom.  - Downloading the lecture to the online	tests

8	Two	Understanding and	Strategic Control	an electronic link to lectures related to the topic.	- CARON OF CHIC
	bours	clarifying the topic	Barrier Committee of the Committee of th	BOOK CONTRACTOR OF THE PARTY OF THE	Theoretical tests
	Two hours	Understanding and clarifying the topic	<ul> <li>✓ Definition of Strategic</li> <li>Thinking</li> <li>✓ Importance of Strategic</li> <li>Thinking</li> </ul>	Delivering a theoretical lecture in the classroom,     Downloading the locture to the online classroom.     Downloading an electronic link to lectures related to the topic.	Theoretical tasts
10	Two hours	Understanding and clacifying the topic	✓ Benefits of Strategic Thinking     ✓ Characteristics     of Strategic Thinking	Delivering a theoretical lecture in the classroom.     Downloading the lecture to the online classroom.     Downloading an electronic link to lectures related to the topic.	Theoretical tosts
11	Two hours	Understanding and clarifying the topic	✓ Strategic Thinking Mindset ✓ Characteristics of a Strategic Thinking Mindset	Delivering a theoretical fecture in the classroom.     Downloading the lecture to the online.	tests

12	Two			classroom.  - Downloading as electronic link indectures retired to the topic.	
1.4	hours	Understanding and clarifying the topic	<ul> <li>✓ Steps to Implement.</li> <li>Strategic Thinking</li> <li>✓ Strategic Thicking Activities</li> </ul>	- Delivering a theoretical lecture in the classroom.  - Downloading the festure in the critise classroom.  - Downloading as electronic link to lectures related. In the tupic.	Theoretical tests
13	Two hours	Understanding and clarifying the topic	" Strategie Thinking and Strategic Management Practices " The Difference Between Strategic Thinking and Strategic Planning	Delivering a theoretical lecture in the classroom.     Downloading the lecture to the online classroom.	Theoretical tests
14	Two hours	Understanding and clarifying the topic	between strategic	Delivering a theoretical lecture in the clausroom.     Downloading the lecture to the codine classroom.     Downloading an electronic link to lectures related to the topic.	tests
15	Two hours	Understanding and clarifying the topic	✓ Strategic Thinking Capabilities ✓ Elements of	- Delivering a theoretical lecture in the classroom Downloading	testa

11.Course Evaluation	Strategic Thirding	the lecture to the endine claureson.  - Deventoading an electronic link to lectures related to the topic.
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rebuting the senses and of 100 according to the basks unsigned to the student such as daily preparation, duityoral, monthly, or written causes, reports ... ste

5 marks: Daily test

5 marks: Doily pregnantion and attentioner

15 marks: First exam-15 marker Second exam-

60 marks: Fital theoretical exam

12.Learning and Teaching I	
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- A not the Committee of the last the last the committee of the last the la	

Required (exthools (carricular books, if any)	
Main references (seurces)	Unified book insped by the Donas Committee
Reconstructed books and references (scientific journals, reports)	
Electronic References, Websites	

Name and signature of the course holder

Dr. Ma'anWaadallah Al-Maadhedee

Dr. Iman Bashir Muhammad

Dr. Karam Tawfeeg Mohamm®

Name and signature of the head of the department or branch



Newson of Physics Trincation and Paleston Summer's Serguidity Supercrimes and Anality Supercrimes and Anality Supercrimes and Committee Supercrimes

# Description Form Course

( program review academic ) education institutions higher

He provides a description The decision this Briefly Requiring For the most important features decision The and outputs learning Expected from The student Achieve it Proven Albour what if He was may Achieve benefit Maximum from Opportunities bearing Available. And it must from Linking Among them And between a description. The program.

University of Music	Institution Educational
or Managemen College / Administration and Fantonius	Denomity Department Center
Economic fundation model APRAIN FILE	Course Name Code
Lactron Field Vone/Video Procession	Programs that include
Concres Crula:	ABBA21, FITS
Collins	Available attended from
2004-2025	sammer and
2.2mm personal: 30 boors per semester.	Botally Norther of Mods brook
Course administrator's some	Amintance Prof. Dr. Adol. Michaelman Abdutah Adol profesore extrementations

E. Couese objectives: Preparing moderns to deal with forms of secondarie fearthday and evaluate various amuniformal projects in a way that actions quality advice in making decreases regarding

#### неперниц иглерение реомета

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report - bronstenning -field cisits - Lectures, documentary screenings torsting department remogers and company - responses writing, written
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and showelling sessions - locations

Explication methods R

-fixantinations (oral and written), Secure participation one, reports simulations, role with rece

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Committeed transferroble skills (inter skills whated to employwhillip and 41) (decelopment personal

Weining skills, observator building descripting practical skills, environment skills, the skill of discovering the appaline for planning and pranaging the presiden, and the skill of ampleying president organization forms and refused at the parties dealing with the project in organizations discussions.



Minister of Higher Education and Formattic Recognition
Separation Supervisors of Quality Assessment International Separation Supervisors

### 3. Course structure

Evaluation 0 method	Teaching iterfloor	Some of mitterurse or topic	Regulered fearming outcomes	waishe	week
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- Principle transportation for Sets event
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Ministry of Higher Education and Scientific Research
Scientific Supervision and Evaluation Authority
International Accreditation Department

# Course Description Form Course Name: English Language

Higher education institutions (academic program review)

He provides a description The decision this Briefly Requiring For the most important features The decision and outputs learning Expected from The student Achieve it Proven About what if He was may Achieve benefit Maximum from Opportunities learning Available. And it must from Linking Among them And between a description The program.

University of Mosul	1. Educational institution	
Department of Business Administration	2. University Department/Center	
AEBA25_F308	3. Course Name/Code	
English language	4. Programs that include	
My presence	5. Available attendance forms	
the chapter	6. semester/year	
30	7. Number of study hours (total)	
2025/2024	8. Date this description was prepared	

.grammar and a	uxiliary verbs
0. Learning outc	omes, teaching and learning methods, and assessment
A. Teaching ar	d learning methods
Delivering a th	eoretical lecture using electronic means
B. Evaluation i	nethods
Exam as well a	s reports
C. Thinking sk	ills
D. Commel and	transforable deille (other eleille related to employability one
(personal devel	transferable skills (other skills related to employability and opment

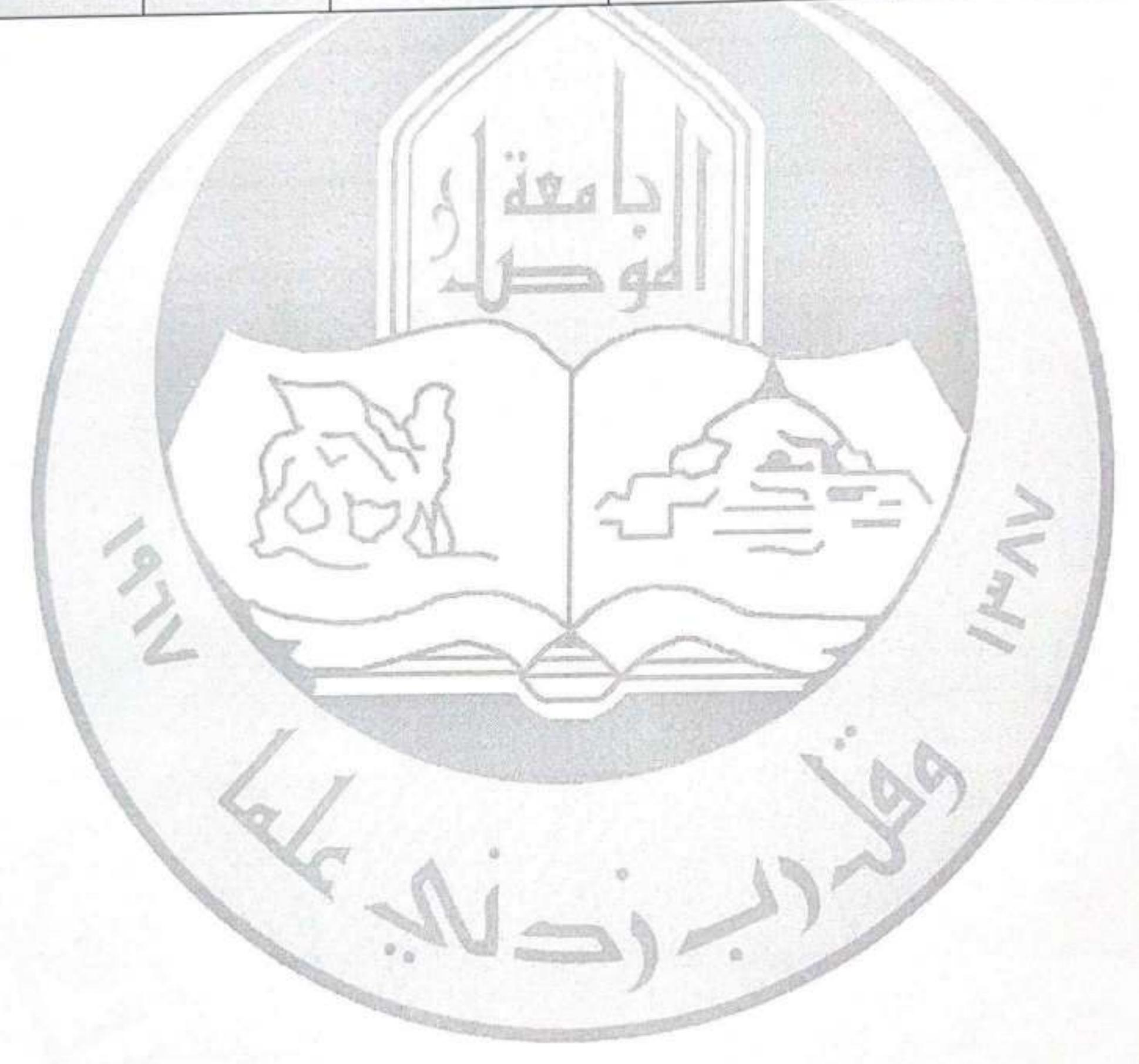
9. objectives: To give the student an idea about the principles of the English

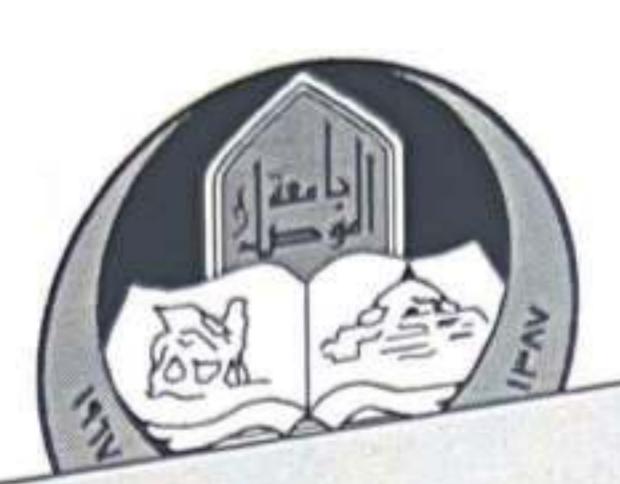


# Ministry of Higher Education and Scientific Research Scientific Supervision and Evaluation Authority International Academic Accreditation International Accreditation Department

# Computer principles.11 Required Name of watche Teaching Evaluatio week learning unit/course or n method method outcomes topic theoretical Introduction lecture theoretical world of work lecture Doing the right theoretical thing lecture Wonders of the theoretical World lecture Work flexibility Lecture Laughter theoretical 6 therapy lecture Exam theoretical 8 lecture theoretical author lecture theoretical Pablo Picasso 10 lecture

	theoretical Managing a tourism office		11
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Lecture	Discussion and dialogue	2	14
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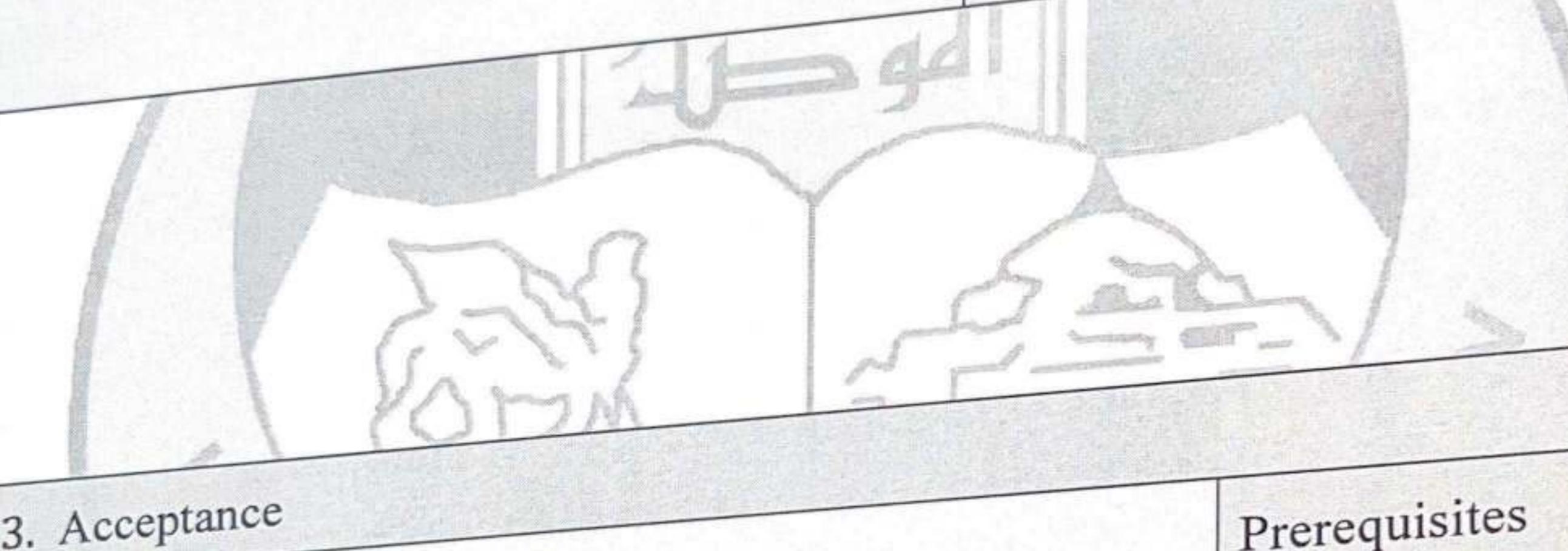




# entific Supervision and Evaluation Authority

infrastructure.12

intific Sup	:Required readings - Course books - Other
	Special requirements
	Social services (including, for ,example, guest lectures ,vocational training, and field (studies



2 Accentance	Description
3. Acceptance	Prerequisites
	least number of
	students
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H CONTRACT OF THE PARTY OF THE	of students

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

# Course Description Form ( Morning and evening study)

L. Course !	Vanner	
Quantitive Syst	em For Brainces (Q	8B)

- Course Code:
- 3. Semester / Year:

#### First/Third.

4. Description Preparation Date:

#### 2024-2025

5. Available Attendance Forms:

On correros

6. Number of Credit Hours (Total) / Number of Units (Total)

45 hours per semester. 3 hours per week

Course administrator's name (mention all, if more than one name).

Name: : Modhar Hamed Salveh /Lecturer

All Jassim Shlash / Assist Lecturer

Email: modhur hamed@comountedu.io

ali jasimoSuomosul.edu.jo

8. Course Objectives

#### Course Objectives

WinGSB is an excellent educational tool in the field of operations restarch, used to solve a wide range of complex quantitative . problems. The program consists of a series of modules that source in various areas such as production process analysis, project evaluation, quality control, simulation, statistics, and more.

#### 9. Teaching and Learning Strategies

Stratterie

- 1. Discussion Method
- 2. Practical Presentation Method
- 3. E-Learning Method

#### 10. Course Structure

Week	Hours	Required	Usit or subject fame	Learning	Evaluation method
1000		Describing		method	Tirmer and
-		Outcomes	117	CONTRACT	

(Type blanch)

1	3 hours	Emroduction to QSB Programs	- Arthu- Learning	Theresis in Francical
2	3 hours	Terportunos of the Program	e Asthr Liorning	Theresical + practical
3	3 hours	Fertelling the Program on the Computer and According It	Adhre Leurolog	Throposical - practical
4	3 hours	Mints and Teology Greenley	* Active Learning	Descripted + passion
5	3 hours	Linear Programating	+ Active Learning	Thronseind + process
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7	3 hours	Network Modeling	* Active Learning	Down.
0	3 hours	Therepares as Marjel, Including: The Louis Cost Highland	Active Learning	Cheesed + gratical
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10	3 hours	The Property Medical (Vegets Appreciation Method)	- Active Secondary	Theoretical + procled
11	3 hours	A Substantia Plant Transplacement	* Active Learning	Theoretical + practical
12	3 hours	Married Plan Frobles	* Active	Theoretical + processed
13	3 hours	WALANDER VARANTERS.	In Active	Timestical * precious
14	3 hours	Gevilhe	* Arthr Learning	Transferi + precisal
15	3 hours	Project Evaluation and Agricus Technique	* Active	

#### 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 testbooks (nuriousar tooks Computer Basics and Office Applications (Part Three)

Meio references (sousces) Computer Basics and Office Applications (Part Thre



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

## Course Description Form ( Morning and evening study)

Course Description Form ( Morning and evening	g study)	
1. Course Name:		
Applications of Project Management Using Computers		
2. Course Code:		
3. Semester / Year:		
First/Third		_
d. Description Preparation Date:		
2024-2025		
5. Available Attendance Forms:		-
On camping		_
6. Number of Credit Hours (Total) / Number of Units (Total)		
To hours per certainter, a function our month	en nesseann	
7. Course administrator's name (montion all, if more than or	re name)	
ASSESS FORUME HAMBOO School /Lactviscos		
All Jassim Shlash / Assist Loccurer		
Emmit modifier humedassucemond educa		
ali_jasim@uomosuLedu.lq 8. Course Objectives		
Course Objectives	+	-
This course aims so:	*	120
Enable the student to acquire knowledge and concepts related to	43	
Project management.		
Provide the student with experience in using computers and working		
WILD MIS Project for project management.		
Offer a discontinual understanding of the methods, supported by		
enterrative examples, while allowerup the common purity	li .	
tanded the computational tasks—from data series to		
Americanion.		
Frable the student to identify the appropriate method, analyze, and		
THE LOCAL COURT		
Develop the student's skills in writing reports and extracting the		
and the second of the second s		
9. Teaching and Learning Strategies		
Storagy 1. Discussion Method		
2. Practical Presentation Method		

Total Street

#### 3. E-Learning Method

#### 10. Course Structure

Week	Heurs	Required Learning Outcomes	Unit or subject rums	Learning	Evaluation method
1	3 hours		Project Hispaphenia Coocypt	* Appro	Tirented rysolcal
2	3 hours		Copiesil Referènceships: Depende Tanks	* Adhre Lieraing	Thesessial * pratical
3	3 hours		Main Phases of a Project	* Action Learning	Theoretical + practical
36	3 hours		Project Planning and Management Using MS Project	Active     Louising	Thorston + procton
5	3 hours		Tables	* Active Legenway	Discontinui - prantesi
6	3 hours		Testinant Directors	Active     Learning	Theoretical + practical
7	3 hours		Project Control and Evolution	A Acres	Contra
8	3 hours		Taté Gresenitats	Anthe Learning	Theoretical + previous
9	3 hours		Roscrot Management	- Arthu Learning	Timesteal + product
10	3 hours		Task Type	- Action Learning	Theoretical + practical
11	3 bours		Working with Contouring Assignments	* Active	Theretical - granical
12	3 hours		Schodula Adjustation Cared Carecrol	A Active	Thremtod r-protine
13	3 hours		Working with Oversine	A Action Learning	Threedool - presing
14	3 hours		Project Trucking Menagonark	* Artise Learning	Theoretical + practical
1.5	3 hours		Petiting, familing Finages, and Reports	Active Learning	

#### 11. Course Evaluation

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

#### 12. Learning and Teaching Resources

Required tembooks (oursouter books Computer Basics and Office Applications [Part Three)

Main operation (Fourteen) Computer Basics and Office Applications (Part Three

Particular

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#### Course Description Form

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

1. Course Name:

Business Economics - Third Stage

2. Course Code:

#### AEBA25 F307

3. Semester / Year:

quarterly

4. Description Preparation Date:

2024-2025

- 5. Available Attendance Forms: My presence only
- Number of Credit Hours (Total) / Number of Units (Total) 30 hours per semester, 2 hours per week.
- Course administrator's name (mention all, if more than one name)

Assistant Professor Dr. Saraa Salem Dawad-Assistant lectuer Mohamed Jamal Hamdoun -

saraa salem@nomesul.edu.iq mohamed, i hamdonovoomosul edu iq

8. Course Objectives.

Managerial economics

It is the application or use of microscommic theory in perticular and macroscomoraic discory in general to make administrative decisions of the accounts operatise related the productive, marketing and financial lauses facing the minager while exercising his various administrative feections of planning, organizing, directing and controlling administrative englyst through address and urder to achieve the aconomic officioncy of the enterprise Exercisic theory makes three contributions to the nunaportal field, companied as follows:

- 1. Build analytical models that help to recognize and understand the structure of reassignial issues and the decision-making process by Socusing on the course of the Consent travelseed.
- Z Increase the analytical ability of the tools of sconorage analysis with direct application in the reality of administrative WHERE !
- I Clarify and simplify the realSple and pergrouble likes that are used in menagement analysis, which below to good mistakes and errors related to these ideas. It is the use of apparatic concepts an theaties to solve admirastrative issues

#### 9. Teaching and Learning Strategies.

#### Strategy

Skills related to the pedagogical and psychological aspect Encouraging development by motivating students, praising and complimenting them, raising students' morale by setting goals and striving to achieve them.

Teaching and learning methods: Lectures, presentations, reading, follow-up, reading, and online research.

#### 10. Course Structure

Week	Hours	Required Learning Cultomes	Unit or subject name	Learning	Evaluation method
1	2 bours	01000000	What is aranagerial systemics?	* Active Learning	Participation
2	2 bours		Organism Phoes. Objective and Management Fractions	* Active Learning	Perfeigation
3	2 hours		The decision-making process and the factors influencing it	Appropriate     Lourning	Fertificitie
4	2 hours		The nature of markets and business	* Active	Persoquiore
S	2 hours		Monogolistic  description +  manopoly baying +  recommit consequence  of memopoly	Active     Counting	+ Participation
0.	2 hours		rsee	Active     Learning	<ul> <li>Participation and Texts</li> </ul>
y.	2 hours		Freduction Analysis + Production Function + Equal Output Corver	• Arrive Learning	Perrequeton
s	2 hours		Plant republished using open autput sorces + production size scientism + production art selection	* Accour Learning	Pertupatos
9	2 hours		Analyse production switz	According	Puntiquates
10	2 hours		Building the resonance model	Active     Loensing	Participation
11	2 hours		Environment and management derbits subling	* Agrees Loorbing	Assignments and Examples
12	2 hours		Strategic decision making process	4 Arthre Learning	* Participation
13	2 bours		Strategies and propert goals	Active     Learning	Pertripation

14	2 hours	-oranea W	Theories of project goal orthing t sector strictigle goals of controspectory companies	* Active Landing	* Assignments and Expert
15	2 hours	Phillips.	418.0		***
H.	Course Evalu	stion			
Grades and the	ore distributed a flashingare of I	between the ke course (60	endeavor (40 marks) mortis)		
12.	Learning and	Teaching Re	annomes		
	ed testbooks juu	A CONTRACTOR OF THE PARTY OF TH		e Econom	ites / Dr. Kazim
	and the first property of the second	A CONTRACTOR OF THE PARTY OF TH	Fan 1- Administrativ Jassim Al-Issawi 2- Business Eco Khalaf 2009	numics D	r. Paleih Hassan Dr. Taruq Al-Hajj
Prespuin	and the first property of the second	ricular books.	Fan 1- Administrative Jassim Al-Issawi 2- Business Eco Khuluf 2009 3-Administrative	numics D	r. Paleih Hassan
Make o	ed teablooks, jeu	es)	F.an 1- Administrative Bassim Al-Issawi 2- Business Eco Khalaf 2009 3-Administrative 2010	numics D	r. Paleih Hassan

Assistant lecture

Mohamed Jamai Hamdoun

Assistant Professor Dr.

Saraa Salem Dawad

Head of Departmen

Assistant Emlegor Dr.

bleed Years Al-Sabagari

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

#### Course Description Form (Morning and evening study)

1. Course Name:

Insurance Management - 3

2. Course Code:

AEBA25\_F3011

3. Semester / Years

Second- 2024-2025

4. Description Preparation Date:

1/2/2025

5. Available Attendance Forms:

My presence only

6. Number of Credit Hours (Total) / Number of Units (Total)

45 hours per semester. 3 hours per week

Course administrator's name (montion all, if more than one name)

Name: assistant prof: Ayman jasem Mohammd

Email: symon javern@uomaeul.ede.iq

S. Course Objectives:

Course Objectives

This course aims to provide students win general and comprehensive overview of intellectual foundations of risk managers and insurance topics, the concept of risk a its types, methods of confronting risk, can of risk, and the definition of insurance a insurance contracts.

9. Teaching and Learning Strategies

Spring

- Cognitive strategies by focusing on analyzing and detailing the subject and 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
- 4. Cooperative Learning
- 5. Active Learning
- 6. Skills Diversification
- 7. Course Structure

Week	Moure	Required Learning Duteonos	Unit or ealgost	Learning method	Evaluation
1	3 hours	Analysis of risk concepts in related acamees	The concept of risk and its types	Theoretical with case studies and discussion	Posts with sersester exam
2	3 hours	Statement on the importunce of identifying forms of risk.	Forms of Risk	Theoretical with case studies and discussion	Posts with semester exam
3	3 hours	Identify risk factors	Scientific foundations and principles for identifying risk factors	Thouseites and discussion	Posts with semester exam
4	3 hours	Statement of factors contributing to the occurrence of risk	Objective and subjective factors	Theoretical with case studies and discussion	Posts with semester exam
5	3 bours	Statement on the importance of risk measurement	Risk assessment	Theoretical with case studies and discussion	Posts with semester exam
- 6	3 hours	- reministration -	First sumester exam		SANTON CHARLES
7	3 hours	Resilizing the importance of facing Risk	Ways to confront Risk	Theoretical with case studies and discussion	Posts with semester exam
Đ	3 hours	Definition of insurance and its importunce	The relationship between insurance and business menagement	Theoretical with case studies and discussion	Posts with semester exam
9	3 hours	Introduction to the historical development of insurance companies	The emergence of Inaqi Insurance Company	Theoretical with case studies and discussion	Posts with semester coam
10	3 hours	Definition of insurance contract	Elements of an insurance contract	Theoretical with case studies and discussion	Posts wiff semester exam
11	3 hours		econd semester exa	m	

12	3 hours	De Bod ion, of tongenous product	Characteristics of Singrappy services	Theoretical with case studies and discussion	Posts with semester exam
13	3 hears	Suppress of the principles and franchitims of increases: products	The principle of absolute good falls and the principle of compensation	Theoretical with case studies and discussion	Posts with senseter exam
14	3 hours	Same mate of the principles and familiations of seminaria contracts	Principles of Puricipation, Comprissation and Solution	Theoretical with case studies and discussion	Posts with semester exam
15	3 hours	Definition of Insuperor southers	property carticists	Theoretical with case studies and discussion	Posts with semester exam

#### S. Course Evaluation

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

#### 9. Learning and Teaching Resources

Required textbooks Main References (Sources)	Haps, Harriss, (2015), Greenel Principles of Insurance, First Edition, Amjust Published Color System, Review, Advance, Sergian,
Recommended supporting tooks and references to commits payment, reports) Wisconneils References, Websites	
ENGLISH HERITAGES, PRODUCTS	

ارد اختد پیش شیداری رور نم دودوارد

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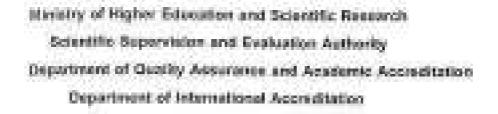






وزارة التعليم العالي والبحث العلمي جامعة الموصل كلية الإدارة والاقتصاد قسم إدارة الأعمال

وصف المقرر الدراسي للمرحلة الرابعة للعام الدراسي 2024-2025





#### Course Description Form

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

This course provides students with knowledge about negotiation management. This course shows students the latest developments in the field of negotiation management and their application in business. This course focuses on presenting the most important strategies that are adopted in negotiation, as well as identifying areas of negotiation.

University of Mosul	1. Educational Institution
College of Administration and Economics – Department of Business Administration	2. University Department / Center
AEBA25_F411/Negotiation management	3. Course Name/Code
Bachelor of Business Administration	4. Programs in which he enters
Mandatury classroom attendance for 15 weeks	5. Available Attendance Forms
Second Cycle - Fourth Stage	6. Semester / Year
2	7. Number of Credit Hours (Total)
2024/2025	8. history of preparation. The of this description

#### 9. Course Objectives:

- Provide the student with knowledge about negotiation,the characteristics of the negotiation process, and the need for negotiation.
- Acquire skills for practicing negotiation processes.
- The ability to distinguish between different types of negotiating positions and types of negotiation.
- Provide the student with knowledge about the patterns of negotiation personality and identify negotiation patterns according to an international perspective.

#### 10. Learning outcomes and teaching, learning and assessment methods

The required learning outcomes are as follows:

- The student should understand what negotiation is and its importance and what is the difference between negotiation and bargaining.
- To learn the most important steps of negetiation and management of the negotiation process, especially planning, organizing, implementing and following up the negotiation process.
- To provide the student with knowledge about the characteristics of individual negotiators and what characteristics they should have.
- The student should learn the most important factors affecting negotiation at the level of organizations and at the international level.

#### A. Teaching and Learning Methods:

Negotiation management is based mainly on theoretical education, through lectures delivered to students in the classroom. These lectures are supported by case studies and real-life examples of negotiation management. Classroom discussions are also widely adopted to see the extent to which students are aware of the content of the academic vocabulary delivered in the lecture.

B. Evaluation Methods

#### Ministry of Higher Education and Scientific Research Scientific Supervision and Exelustion Authority

#### Department of Quality Assurance and Academic Accreditation

Department of International Accreditation



- . Daily surprise exams after the completion of the lecture.
- Oral exams by asking questions to students during the lecture.
- Student participation in the classroom is one of the ways to evaluate student performance.
- The student's commitment to permanence and behaviors in the classroom.

#### e. Thinking skills

- Creative thinking skills by presenting specific cases to students;
   and asking them to think about solving such cases.
- Critical thinking and problem-solving skills, and this is done by presenting problems facing organizations in terms of negotiation and assigning the solution of these problems to students, and providing proposed solutions by them.

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

- Analytical skills it is related to the student's ability to deal with negotiation as a system and to analyze the negotiation process and the factors affecting it.
- Skills related to how the student employs the outputs of the negotiation department in reaching the desired results of the negotiations and in a way that serves the organization.

11. Course Structure



Eval natio n neth ad	Meth od of educ ation	Name of the unit/course or topic	Required Learni ng Outco mes	Hours	The week
	The concept of negotiation management and its characteristics		2	7Å	
		The importance of negotiation and its conditions	-101	2	7
		Areas of negotiation	1733	2	4
		negotiation Types of		2	1
		negotiation. Types of continuation of the previous ) (week	Paragraph 10	2	0
	- 0 0	(Negotiation as a system) segotiation Factors affecting management		2	1
Paragraph 1-ef	app 4	Characteristics and specifications of a successful negotiator		3	.v
Pan	D.	Planning for negotiations	Para	2	K
	Ž.	Organization of the negotiating process		3	.1
		Implementation of negotiations		2	333
		How to get in the event of a breakdown of the acquilation	P	2	127
1		Personality, culture and negotiating behavior		ż	11
		Different cultures		2	383
14		Semester exam		2	30
		Final Exam		2	(+)

#### Ministry of Higher Education and Scientific Research Scientific Supervision and Evaluation Authority

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100
Required readings:  • 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

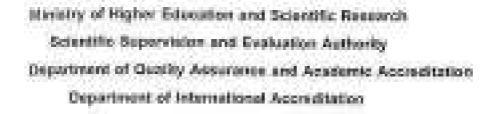
Assoc. Prof. Dr. Ahmed Younis Mohammed Al-Sabawi

Assistant teacher. Ahmed All Al-Hadidi

University of Mosul

Department of -College of Administration and Economics

**Business Administration** 





#### Course Description Form

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

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College of Administration and Economics – Department of Business Administration	2. University Department / Center
AEBA25_F411/Negotiation management	3. Course Name/Code
Bachelor of Business Administration	4. Programs in which he enters
Mandatury classroom attendance for 15 weeks	5. Available Attendance Forms
Second Cycle - Fourth Stage	6. Semester / Year
2	7. Number of Credit Hours (Total)
2024/2025	8. history of preparation. The of this description

#### 9. Course Objectives:

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- The ability to distinguish between different types of negotiating positions and types of negotiation.
- Provide the student with knowledge about the patterns of negotiation personality and identify negotiation patterns according to an international perspective.

#### 10. Learning outcomes and teaching, learning and assessment methods

The required learning outcomes are as follows:

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- To provide the student with knowledge about the characteristics of individual negotiators and what characteristics they should have.
- The student should learn the most important factors affecting negotiation at the level of organizations and at the international level.

#### A. Teaching and Learning Methods:

Negotiation management is based mainly on theoretical education, through lectures delivered to students in the classroom. These lectures are supported by case studies and real-life examples of negotiation management. Classroom discussions are also widely adopted to see the extent to which students are aware of the content of the academic vocabulary delivered in the lecture.

B. Evaluation Methods

#### Ministry of Higher Education and Scientific Research Scientific Supervision and Exelustion Authority

#### Department of Quality Assurance and Academic Accreditation

Department of International Accreditation



- . Daily surprise exams after the completion of the lecture.
- Oral exams by asking questions to students during the lecture.
- Student participation in the classroom is one of the ways to evaluate student performance.
- The student's commitment to permanence and behaviors in the classroom.

#### e. Thinking skills

- Creative thinking skills by presenting specific cases to students;
   and asking them to think about solving such cases.
- Critical thinking and problem-solving skills, and this is done by presenting problems facing organizations in terms of negotiation and assigning the solution of these problems to students, and providing proposed solutions by them.

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

- Analytical skills it is related to the student's ability to deal with negotiation as a system and to analyze the negotiation process and the factors affecting it.
- Skills related to how the student employs the outputs of the negotiation department in reaching the desired results of the negotiations and in a way that serves the organization.

11. Course Structure



Eval natio n neth ad	Meth od of educ ation	Name of the unit/course or topic	Required Learni ng Outco mes	Hours	The week	
4		The concept of negotiation management and its characteristics		2	7Å	
		The importance of negotiation and its conditions	-101	2	7	
		Areas of negotiation	1733	2	4	
		negotiation Types of		2	1	
		negotiation. Types of continuation of the previous ) (week	West	2	0	
	Paragraph A of 10	(Negotiation as a system) segotiation Factors affecting management	actors affecting		1	
Paragraph 1-ef	app 4	Characteristics and specifications of a successful negotiator	Paragraph	3	V	
Pan	D.	Planning for negotiations	Para	2	K	
	Ž.	Organization of the negotiating process		3	.1	
		Implementation of negotiations		2	333	
		How to get in the event of a breakdown of the acquilation	P	2	127	
. V		Personality, culture and negotiating behavior		ż	11	
		Different cultures		2	383	
14		Semester exam		2	30	
		Final Exam		2	(+)	

#### Ministry of Higher Education and Scientific Research Scientific Supervision and Evaluation Authority

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100
Required readings:  • 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			

Assoc. Prof. Dr. Ahmed Younis Mohammed Al-Sabawi

Assistant teacher. Ahmed All Al-Hadidi

University of Mosul

Department of -College of Administration and Economics

**Business Administration** 

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

# Course Description Form (Morning and evening study)

isk Management and Insurance  2. Course Code:					
2. Course Code:					
AEBA25_F311					
3. Semester / Year:					
uarterly					
4. Description Preparation Date:					
024					
5. Available Attendance Forms:					
My presence only  (Testal) / Number of Units (Total)					
6. Number of Credit Hours (Total) / Number of Units (Total) 45 hours per semester. 3 hours per week					
7. Course administrator's name (mention all, if more than	one nam	e)			
Name: : Raghad Mohammed Yahya:					
Email: raghad.yahya@uomosul.edu.iq					
8. Course Objectives					
ourse Objectives	•	••••			
piectives of the study subject	•	••••			
Dolivering the scientific material to students	•	••••			
Expanding the academic base for students in t	nt				
ecialization as a complement to the financial management riculum for the third grade and a cornerstone for the	ne				
ecialization subjects in the following stages.					
9. Teaching and Learning Strategies					
1- Cognitive strategies by focusing on analyzing a	nd				
detailing the subject and the reasons for preferr one method over another for the subject.	ing				
2- 2- The strategy that focuses on brainstorming					
3- 3- The strategy that relies on observations,	3- 3- The strategy that relies on observations,				
discussion and analysis					

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning	Evaluation
	hours	Learn the nature of the source of danger	Concept and source of danger	• Active Learning	Participation
Y	3 hours	Understanding risk, its sources and factors	Risk factors	Active Learning	Participation
~	3 hours		Risk management	• Active Learning	Participation
•	3 hours	Objectives and importance of insurance legally	Legal insurance concept	• Active Learning	Participation
٥	3 hours		First month exam	• Active Learning	Participation
1	3 hours	Definition of insurance jobs and companies	Insurance jobs	• Active Learning	Participation and Tests
٧	3 hours	Pillars of the insurance contract	Insurance contract	• Active Learning	Participation
*	3 hours	Characteristics and basic principles of the insurance contract	Insurance contract	• Active Learning	• Participation
٩	3 hours	Understanding the types and methods of insurance	Civil Liability Insurance	• Active Learning	• Participation
١.	3 hours	Understanding insurance fields	Theft and engineering insurance	• Active Learning	• Participation
11		Understanding insurance fields	Car insurance and international cards	The Property of the Party of th	Assignments and Exams

11	3 hours	Understanding local and international insurance	Reinsurance calculation	Active Learning	Participation
11	3 hours	Written exam	Second month exam	Active     Learning	Participation
١٤	3 hours	Comprehensive review of the material	Comprehensive review of the material	Active     Learning	Assignments and     Exams
DILI PERMOVERNI	Course Ev	aluation ted between the ende	awar (40 marke)		
		of the course (60 mar			
12.	Learning a	nd Teaching Resou	rces		
Requir	ed textbooks	(curricular books, if an	у)		
Main references (sources)			Research, period	dicals and I	nternet technology
Recommended books and references (scientific journals, reports)			Risk Managemer Authored by: Sa		
Electro	nic Reference	es, Websites			

P.Y. raghed mohamed yakya

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

### Course Description Form (Morning and evening study)

1. Co	urse Name:					
Corporate	Governan	ce				
2. Co	urse Code					
AEBA25	F409					
3. Se	mester / Y	'ear:				
quarterly						
4. De	scription	Preparation Date:				
2024						
5. Av	vailable At	tendance Forms:				
	y presenc					
6. Ni	imber of C	redit Hours (Total) / N	umber of Units (Tota	1)		
28	hours pe	er semester. 2 hours p	per week			
7. C	Ourse adn	ninistrator's name (m	ontion all if we are the			
N:	me assis	ninistrator's name (me tant teacher Raghad N	Achammad Val	nan one name)		
Er	nail: ragl	had.yahya@uomosul.e	du ia			
		ading des domosul.e	.uu.iq			
8. Co	ourse Obje	ectives	SPECIE VINE NO.			
Course O	bjectives					
	. B	ntific material to stud	onto F 1: .1	•	•••••	
Dase IOI S	students II	the specialization as	a complement to the	hunin		
aummist	ration cur	riculum in previous st	ages and as a corne	retone		
the speci	anzation (	courses in the current	stages.	ISCOME		
9. Te	eaching an	d Learning Strategies		TENERAL MANUAL PROPERTY.		
Strategy	1- Cogni	itive strategies by for	using on analyzing	and dotailing the		
	for prefe	erring one method of orming 3- The strateg	ver another for the	subject 2 The	subject and the reas	
	brainsto	rming 3- The strateg	y that relies on obs	ervations discuss	trategy that focuse	
				o. rations, discuss	ion and analysis	
10. Cou	rse Structi	uro	Annie de la company de la comp			
SPANE DI		CONTRACTOR AND ADDRESS OF THE PARTY OF THE P				
Week	Hours	Required Learning	Unit or subject	Learning method		
		The property of the property of the property of the party				
		Outcomes	name	-saming method	Evaluation	

		knowledge about corporate	A theoretical introduction to corporate governance	active learning	Participation
7	2 hours	students with knowledge of Governance	Principles	and raising questions and ideas from both	Participation
	2 hours	students with knowledge about determinants governance	Determinants corporate governance	Lecture	
	° 2 hor	Students with knowledge of governance mechanisms	Corporate	Lecture	Participation
		students with knowledge of the theories that Explain governance.	e governance	in Lecture, scientific discussion, and raising questions and ideas from both sides	Participation
		students with knowled about Corporate governance bodies		Lecture, scientific discussion, and raising question and ideas from both sides	
	2 h	Providing students with knowled about discloss and transpar	ure disclosure	and raising	

*	2 hours	Providing students with knowledge about financial failure	Corporate Governance and Financial Failure	Lecture, Scientific discussion, and raising questions and ideas from both sides	Participation
٩	2 hours	Providing students with knowledge about financial risks	The role of corporate governance financial risk management	Lecture, scientific discussion, and raising questions and ideas from both sides	Participation
	2 hours	Provide students with knowledge about the Relationship between corporate governance and the financial performance of company.	Corporate	Lecture, scientific discussion, and raising questions and ideas from both sides	Participation
11	2 hours	Practical cases	The experience some Arab countrin in implementing corporate governance		Participation
1 7	2 hours	Practical cases	The experience some foreign countries implementing corporate governance	Practical cases	Participation
١٣	2 hours	Practical cases	Advanced international experiences implementing corporate governance	Practical cases	Participation
١٤	2 hours	Knowing the extent of students' comprehension of the scientific material	Second semes	a test	

### 11. Course Evaluation

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

Learning and Teaching Resources	
Required textbooks (curricular books, if any)	
Main references (sources)	Corporate Governance, Hamadi Maamar 2024
Recommended books and references (scientific journals, reports)	
Electronic References, Websites	https://www.univ-chlef.dz https://www.iascasociety.org tp://www.transparency.org.kw.au-ti.org

Dr. Taglad moramod yakya

## Course Description Form

	rse Name:	
Production	and Operations Manage	ment / Fourth Business Administration
2. Cou	rse Code:	
3. Sem	ester / Year:	
2024/2025		
4. Desc	cription Preparation Date	e:
1/9/2024		
5. Avai	lable Attendance Forms:	
6. Num	ber of Credit Hours (Tota	1) / Number of Units (Total)
3		/ / / / / / / / / / / / / / / / / / /
7. Cou	rse administrator's name	e (mention all, if more than one name)
	e: assist.pro safwan airawi En	nail:safwan_yasen@uomosul.edu.iq
Name: M.M.	mawaa Rabie Ahmed	
8. Cours	se Objectives	
Course Objectives		Preparing and gradual students capable of working the public, private, and missectors, as well as Iraqi international private companie Developing the skills employees in develop production plans.  Developing the mental skills diagnose problems and develop solutions.
9. Teach	ing and Learning Strategie	es
trategy	Delivering the sci possible way	entific curriculum to students in the b

### 10. Course Structure

Neek		Outcomes	Unit or subject name	Learning method	Evaluation
	3	1-Introduction to Production and Operations 2-Benefits of Implementing 3-Production and Operations 4-Production and Productivity 5-Forecasting 6-Forecasting Methods 7-Product Design and Development Steps and Life Cycl 10-Break-Even Analysis 11-Production Capacity 12-Production Capacity Strategies 13-Types of Energ and Methods for 1 Calculating Them 15-Factory Location Strategies Factory		alecture	

### 11. Course Evaluation

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

Populirad touth L.	
Required textbooks (curricular books, if any)	Operation management
Main references (sources)	Krajwisky & Ritizman 2021,ed4
Recommended books and references (scientific journals, reports)	
Electronic References, Websites	

Name and signature of the course owner pa. Sadwan alraw.

Name and signature of the head of the department or branch

## Course Description Form

	rse Name:	
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3. Sem	ester / Year:	
2024/2025		
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1/9/2024		
5. Avai	lable Attendance Forms:	
6. Num	ber of Credit Hours (Tota	1) / Number of Units (Total)
3		/ / / / / / / / / / / / / / / / / / /
7. Cou	rse administrator's name	e (mention all, if more than one name)
	e: assist.pro safwan airawi En	nail:safwan_yasen@uomosul.edu.iq
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Main references (sources)	Krajwisky & Ritizman 2021,ed4
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Electronic References, Websites	

Name and signature of the course owner pa. Sadwan alraw.

Name and signature of the head of the department or branch

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

#### Course Description Form ( Morning and evening study)

1. Course Name:

International Dusiness Administration - 4

2. Course Code:

AEBA25 F4002

3. Semester / Yours

First- 2024-2025

4. Description Preparation Date:

1/ 10 / 2024

5. Available Attendance Forms:

My presence only

6. Number of Credit Hours (Total) / Number of Units (Total)

45 hours per sementer. 3 hours per week

Course administrator's name (mention at, if more than one name)

Name: assistant prof: Ayman Jasem Mohammd

Email: ayman jasem@uomotul.edu.iq

#### 8. Course Objectives.

#### Course Objectives

This course aims to provide students with general and comprehensive overview of intellectual foundations of internation business management and its modinternational organizations and agreement and to define culture and knowledge, the types and dimensions, occording to proposals presented by some researchers.

#### 9. Teaching and Learning Strategies

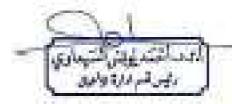
#### Strategy

- Cognitive strategies by focusing on analyzing and detailing the subject and peasons for preferring one method over another for the subject.
- 2. The strategy that focuses on braintoming
- 3. The strategy that relies on observations, discussion and analysis
- 4. Copperative Learning
- 5. Active Learning.
- 6. Skills Diversification

Medk	Hours	Required Learning Outcomes	Digit or subject	Lawring	Evaluation systhod
1	3 hours	Aradysis of the concepts of international business management, international public management and global brand companies	The intellectual and conceptual ambrella of international business management	Theoretical with case studies and discussion	Posts with somester exam
3	3 haurs	A statement on the importance of international business management and the most important goals it appires to achieve.	Importance and objectives of international business management	Theoretical with case studies and discussion	Posts with senester exam
3	3 hours	Identity the characteristics of international business management and the most prominent constraints it faces.	Characteristics of International Business Management	Theoretical with case studies and discussion	Pesta with semester exam
W.	3 hours	Identify the most prominent internal and external challenges of international business management.	Challenges of Intercenceal Business Management	Theoretical with case studies and discussion	Prota with somester exam
5	3 hours	Understanding the company's depth in international business, and the roles local branches play in cross- border companies	Levels and models of international business management companies	Theoretical with case studies and discussion	Posts with semester exam
6	3 hours		First semester exan		
7	3 hours	The World Trade Organization, its role in international business management issues, and its most prominent characteristics	International Organizations and International Business - World Trade Organization	Theoretical with case studies and discussion	antiester

В	3 hours	The International Monetary Fund, its role in international business management issues, and its most prominent characteristics	International Organizations and International Business - International Monetary Fund	Theoretical with case studies and discussion	Posts with semester exam
9	3 hours	The World Bank, its note in international business management issues, and its most prominent characteristics	International Organizations are International Business - World Bank	studies and	Posta with somester exam
10	3 hours	Review of the most important international and regional agreements related to international business management	International and regional agreements	Theoretical with case studies and discussion	Posts with semester exam
11	3 hours		econd somester exac		
12	3 hours	Explaining the nature of organizational culture, multicultural companies, managing culture shock, and the role culture plays in international business companies.	Culture and Multicultural Businesses	Theoretical with case studies and discussion	Posts with semester exam
13	3 hours	glebal economic systems	lta typea caid nature	Theoretical with case studies and discussion	Posts with semester exam
14	3 hours	strategies	dinadvantages	Theoretical with case studies and discussion	Posts urit sercestes exam
15	3 hours	Recent Topics and Trend in International Business	lts causes and importance	Theoretical with case studies and discussion	Posta wit semestre exam

marks)	the endower (40 marks) and the final exert of the course (60
9. Learning and Teaching I	Resources
Required testbooks Main References (Scoress)	العدد على ممالح، إدارة الأحسال الدولية: مدخل منهجى متكتبل، (٢٠١٣) . دار وقال قائش ، الطبعة الأولى ، عمان ، الازمان
Electronic References, Websites	www.morldbank.org



د. المنابعة ع



#### **Course description form**

University of Mosul

College of Administration & Economics

Department of Business Administration

#### 1. The course name and the study stage

#### Information technology, the second stage

2. Course Code

#### 3. Semester / Year:

quarterly

#### 4. Description Preparation Date:

#### 2024/2025

Available Attendance Forms:

My presence only

Number of Credit Hours (Total) / Number of Units (Total)

15 hours per semester. 1 hours per week

Course administrator's name (mention all, if more than one name)

Name: assistant teacher :Ehab F. yousif Email: ayhab\_fakhry@uomosul.edu.iq

#### 8. Course Objectives

- To introduce students to the fundamental concepts of Information Technology (IT) and its role in modern organizations.
- To develop students' ability to use common software applications effectively (e.g., word processing, spreadsheets, presentations).
- To enhance understanding of computer hardware, software, networks, and internet technologies.

- To explain the impact of IT on communication, data management, and decision-making processes.
- To familiarize students with cybersecurity principles and best practices for protecting information.
- To encourage critical thinking about ethical and legal issues in the use of IT.
- To prepare students for practical use of IT tools in academic, professional, and personal contexts

#### 9. Teaching and Learning Strategies

Strategy:

7. The discussion method
7. The project method
8. The practical performs

**7.** The practical performance method

4. The cooperative learning method

#### **10. Course Structure**

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1		Knowledge and	The historical	Discussion	Attendance
		Understanding	development and	Method,	and
	1		origin of	Practical	Participation
	1		information	Presentation	
			technology; its	Method	
			objectives and		
			significance		
2	1	Knowledge and	IT infrastructure	Discussion	Attendance
		Understanding	and its	Method,	and
			components	Practical	Participation

				Presentation Method	
3	1	Knowledge and Understanding	Development of Management Information Systems: system analysis and design concepts, system analyst role, systems development life cycle (SDLC), use of modeling in system development, development approach through software packages, system development through outsourcing	Discussion Method, Practical Presentation Method	Attendance and Participation
4	1	Knowledge and Understanding	Information Systems and General Systems Theory: fundamental principles of systems theory, driving factors in the evolution of information systems, information systems and business	Discussion Method, Practical Presentation Method	Attendance and Participation
5	1	Knowledge and Understanding	Types of Information Systems and their contents	Discussion Method, Practical Presentation Method	Attendance and Participation
6	1	Knowledge and Understanding	Measuring the success of information systems and related models	Discussion Method, Practical Presentation Method	Attendance and Participation
7	1	Knowledge and Understanding	Information System Quality:   quality   philosophy,   quality   philosophy in   information	Discussion Method, Practical Presentation Method	Attendance and Participation

			systems,		
			dimensions of IS quality		
8	1	Knowledge and Understanding	Midterm Exam	Discussion Method, Practical Presentation Method	Attendance and Participation
9	1	Knowledge and Understanding	Philosophy of Mobile Technology: concept of mobility, applications of mobile technologies	Discussion Method, Practical Presentation Method	Attendance and Participation
10	1	Knowledge and Understanding	Business Intelligence Capabilities: concept, importance, dimensions	Discussion Method, Practical Presentation Method	Attendance and Participation
11	1	Knowledge and Understanding	Information Literacy: concept, importance, components, types, dimensions	Discussion Method, Practical Presentation Method	Attendance and Participation
12	1	Knowledge and Understanding	IT-based Collaboration	Discussion Method, Practical Presentation Method	Attendance and Participation
13	1	Knowledge and Understanding	Social Media: philosophy of social media, concept, types of social media platforms	Discussion Method, Practical Presentation Method	Attendance and Participation
14	1	Knowledge and Understanding	Internet of Things (IoT): concept, importance, objectives, contents	Discussion Method, Practical Presentation Method	Attendance and Participation
15	1	Knowledge and Understanding	Applications of Information Technology in Service Sectors	Discussion Method, Practical Presentation Method	Attendance and Participation

Grades are distributed out of 100 based on the tasks assigned to the student, such as daily preparation, quizzes, oral exams, monthly and written exams, reports, and other activities.

12. Learning and Teaching Resources	•
	Prescribed Textbooks (if available): [To be specified if applicable]
Main References (Sources):	Information Technology Essentials: An Introduction to Information Technology Eric Frick 2019
Recommended Supporting Books and	Journals and periodicals related to
References (Scientific journals, reports,	Information Technology and its
etc.):	various topics
Electronic References and Websites: [To be added if applicable]	
Curriculum Update Rate:	Curriculum Update Rate:
20%	20%

