



**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

|  |   |
|--|---|
| 1. Course Name:  |   |
| Marketing Management / Bachelor's Degree                                   |   |
| 2. Course Code:  |   |
| AEBA25_F201  |   |
| 3. Semester / Year:  |   |
| First Term - Academic Year 2023-2024                                       |   |
| 4. Description Preparation Date:   |   |
| 1/5/2023   |   |
| 5. Available Attendance Forms:   |   |
| Lectures Delivery  |   |
| 6. Number of Credit Hours (Total) / Number of Units (Total):               |   |
| 4/1 hours / (3) units  |   |
| 7. Course administrator's name (mention all, if more than one name):       |   |
| Name: Asst. Prof. Dr. Ahmed Yousef Al-Bawati<br>Dr. Mostafa Uhi Al-Dewachi |   |
| Email: ahmed.yus2@uomus.edu.iq   |   |
| 8. Course Objectives:  |   |
| Course Objectives:   | <ul style="list-style-type: none"> <li>• Understanding the basic concepts of marketing management : Clarifying main principles of marketing management, such as the role of the marketer, market segmentation, targeting, and competitive advantage.</li> <li>• Analyzing the marketing environment and consumer behavior : Evaluate internal and external factors affecting the marketing process (e.g., SW analysis and Porter's Five Forces model), and understanding consumer motivations and purchasing decision-making processes.</li> <li>• Developing effective marketing strategies : Designing comprehensive marketing plans based on data analysis, applying modern marketing concepts (such as digital marketing and content marketing) to achieve organizational goals.</li> <li>• Evaluating ethics and the impact of marketing on society : Discussing ethical challenges in marketing practices (e.g., misleading advertising) and analyze how sustainability and social responsibility affect brand reputation.</li> </ul> |
| 9. Teaching and Learning Strategies:                                       |   |

Strategic

# Lectures and Discussions

## 10. Course Structure

| Week | Topic | Important Learning Outcomes   | Unit or subject name                          | Learning method   | Evaluation method      |
|------|-------|---|---|-------------------|------------------------|
| 1    | 1     | Student will be able to understand the concepts of marketing management       | Definition of marketing                       | + Active Learning | + Participation        |
| 2    | 2     | Student will be able to identify different research methods used in marketing | Marketing ethics                              | + Active Learning | + Participation        |
| 3    | 3     | Student will be able to understand the concept of the marketing mix           | Process of marketing mix                      | + Active Learning | + Participation        |
| 4    | 3     | Student will be able to understand the marketing environment                  | Environmental impact of marketing environment | + Active Learning | + Participation        |
| 5    | 3     | Student will be able to understand customer behavior and purchasing decisions | Factors influencing purchasing decisions      | + Active Learning | + Participation        |
| 6    | 3     | Student will be able to understand the steps involved in purchasing decisions | Purchasing process                            | + Active Learning | + Participation and TL |
| 7    | 3     |   |   | + Active Learning | + Participation        |
| 8    | 3     | Student will be able to identify types of markets and select target market    | Consumer behavior                             | + Active Learning | + Participation        |
| 9    | 3     | Student will be able to understand market segmentation and the marketing mix  | Strategies of market segmentation             | + Active Learning | + Participation        |
| 10   | 3     | Student will be able to understand the concept of marketing research          | Steps in marketing research                   | + Active Learning | + Participation        |
| 11   | 3     | Student will be able to understand conventional and digital marketing trends  | Digital marketing and globalization           | + Active Learning | + Assignments and TL   |
| 12   | 3     | Student will be able to understand green marketing                            | Environmental and consumer                    | + Active Learning | + Participation        |

|    |   |  |   |   |  |
|----|---|--|---|---|--|
| 13 | 3 | Subject will be able to understand international marketing environment | importance of international marketing environment | <input checked="" type="checkbox"/> Active Learning | <input type="checkbox"/> Participation |
| 14 | 3 | Subject will be able to understand corporate strategy                  | development and elements                          | <input checked="" type="checkbox"/> Active Learning | <input type="checkbox"/> Participation |
| 15 | 3 | -  | -   | <input checked="" type="checkbox"/> Active Learning | <input type="checkbox"/> Participation |

#### 11. Course Evaluation

Grades are distributed between the mid-term (40 marks) and the final exam of the course (60 marks).

#### 12. Learning and Teaching Resources

|  |  |
|--|--|
| Required textbooks (physical books if any) | Marketing Management / Prof. Dr. Sa'ad Dewachi |
| Other references (articles)                | Marketing Management / Prof. Dr. Sa'ad Dewachi |
| Recommended films and references           |  |
| Required digital content                   |  |
| Electronic Resources Website               |  |

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

|   |   |
|---|---|
| 1. Course Name:   |   |
| Marketing Research (Bachelor's Degree)  |   |
| 2. Course Code:   |   |
| AEB425 FIDB   |   |
| 3. Semester / Year:   |   |
| 2024-2025, Second Course  |   |
| 4. Description Preparation Date:  |   |
| 15/1/2025   |   |
| 5. Available Attendance Form:   |   |
| Form No. 100 (2025/2026)  |   |
| 6. Number of Credit Hours (Total) / Number of Lecture (Total)   |   |
| 36 Hours / 180 min  |   |
| 7. Course administrator's name (mention all, if more than one name)   |   |
| Name: Asst. Prof. Dr. Ahmed Fouad Al-Balawi<br>Dr. Mostafa Uthman Al-Dawachi  |   |
| Email: ahmed_fouad@uomosul.edu.iq   |   |
| 8. Course Objectives  |   |
| <p><b>Course Objectives</b></p> <ul style="list-style-type: none"> <li>• Recognizing the importance of marketing research in decision making; Highlighting the strategic role of marketing research in analyzing markets, understanding customer needs, and supporting marketing decisions using accurate data and information.</li> <li>• Developing data collection and analysis skills. Learning methods of data collection (e.g., surveys, interviews, and observations) and applying statistical analysis tools (such as descriptive and inferential statistics) to extract meaningful results.</li> <li>• Designing effective marketing research methodologies. Crafting well-structured research plans, including problem identification, sampling, designing research tools, and evaluating the reliability and quality of data.</li> <li>• Understanding ethical challenges and modern research applications. Discussing ethical issues in marketing research (e.g., data privacy and participant rights) and exploring modern techniques (like big data analysis and artificial intelligence) in marketing research.</li> </ul> | <ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul> |



## 9. Teaching and Learning Strategies

- strategy:**
1. Group work strategies by forming mixed group and handling the subject and the content by rotating it and not over burden for the subject.
  2. The strategy has focused on the learning.
  3. The strategy has to be on the subject, the student and the subject.

## 10. Course Structure

| Week | Hours   | Required Learning Outcomes                      | Unit or subject name                             | Learning method   | Evaluative method        |
|------|---------|---|--|-------------------|--------------------------|
| 1    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Profitability Ratio        | • Active Learning | • Participation          |
| 2    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Asset Management Ratio     | • Active Learning | • Participation          |
| 3    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Debt Ratio                 | • Active Learning | • Participation          |
| 4    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Equity           | • Active Learning | • Participation          |
| 5    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Assets           | • Active Learning | • Participation          |
| 6    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Capital Employed | • Active Learning | • Participation and Test |
| 7    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Investment       | • Active Learning | • Participation          |
| 8    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Equity           | • Active Learning | • Participation          |
| 9    | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Assets           | • Active Learning | • Participation          |
| 10   | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Capital Employed | • Active Learning | • Participation          |
| 11   | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Investment       | • Active Learning | • Participation and Test |
| 12   | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Equity           | • Active Learning | • Participation          |
| 13   | 2 hours | Understanding the concept of marketing research | • Financial Analysis: Return on Assets           | • Active Learning | • Participation          |

|    |         |   |                                   |                      |                          |
|----|---------|---|-----------------------------------|----------------------|--------------------------|
| 14 | 2 hours | Class<br>introduction<br>analysis<br>review | • Working Case<br>Management      | • Active<br>Learning | • Participation          |
| 15 | 2 hours | Classroom                                   | • Business Planning<br>Management | • Active<br>Learning | • Assignment and<br>Exam |

### 11. Course Evaluation

grades are distributed between the instructor (40 marks)  
and the final exam of the course (60 marks)

### 12. Learning and Teaching Resources

|   |   |
|---|---|
| Required textbooks (primary books) for                              | Marketing Research by Prof. Dr. Obaid Saad Al-Dhawi               |
| Main reference journals   | Marketing Research by Prof. Dr. Obaid Saad Al-Dhawi               |
| Recommended blogs and references<br>(websites, e-books, reports...) | Scientific journals, reports, and other recommended<br>references |
| Electronic Reference Website  |   |

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## Course Description Form ( Morning and evening study)

|  |  |
|--|--|
| 1. Course Name:  |  |
| Managerial applications by M.S. Excel  |  |
| 2. Course Code:  |  |
| AEBA25_F208  |  |
| 3. Semester / Year:  |  |
| First/second   |  |
| 4. Description Preparation Date:   |  |
| 2024-2025  |  |
| 5. Available Attendance Forms:   |  |
| On campus  |  |
| 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 name)  |  |
| Name: - Ahmed Mnyasser A. Jader /Lecturer<br>Ali Samir Al-Hafaly / Lecturer<br>Email: <a href="mailto:ahmed_aljader@uomosul.edu.iq">ahmed_aljader@uomosul.edu.iq</a><br><a href="mailto:Ali_samir@uomosul.edu.iq">Ali_samir@uomosul.edu.iq</a><br>Ali ABDULWAHHAB HAHYA/Lecturer<br><a href="mailto:Ali_Alzaffar@uomosul.edu.iq">Ali_Alzaffar@uomosul.edu.iq</a> |  |
| 8. Course Objectives   |  |
| Course Objectives  | •  |
| Objectives of the study subject  | •  |
| 1- To equip students with the skill of using Microsoft Excel 20  | •  |
| spreadsheets by creating spreadsheets.   |  |
| 2- To enable students to format spreadsheets.  |  |
| 3- To enable students to perform equations on these spreadsheets.  |  |
| 4- To enable students to represent numbers and data in the form of graphs.   |  |
| 9. Teaching and Learning Strategies  |  |
| Strategy   | 1. Discussion Method<br>2. Practical Presentation Method<br>3. E-Learning Method |
| 10. Course Structure   |  |



| Week | Hours   | Required Learning Outcomes | Unit or subject name   | Learning method   | Evaluation method       |
|------|---------|----------------------------|--|-------------------|-------------------------|
| 1    | 3 hours |                            | Introduction to the spreadsheet program, theoretical explanation and computer application      | • Active Learning | Theoretical + practical |
| 2    | 3 hours |                            | To learn about the program window, a theoretical explanation and application on the computer   | • Active Learning | Theoretical + practical |
| 3    | 3 hours |                            | Add, delete and move between worksheets  | • Active Learning | Theoretical + practical |
| 4    | 3 hours |                            | Protect and unprotect a worksheet, arrange worksheets, move within a worksheet, and enter data | • Active Learning | Theoretical + practical |
| 5    | 3 hours |                            | Deleting of scattered and non-scattered cells, selection of scattered and non-scattered sheets | • Active Learning | Theoretical + practical |
| 6    | 3 hours |                            | Enter values, numbers, text, equations   | • Active Learning | Theoretical + practical |
| 7    | 3 hours |                            | Theoretical exam, theoretical explanation, computer application                                | • Active Learning | Exam                    |
| 8    | 3 hours |                            | Home tab, Clipboard group  | • Active Learning | Theoretical + practical |
| 9    | 3 hours |                            | Alignment tab, Number tab  | • Active Learning | Theoretical + practical |
| 10   | 3 hours |                            | Columns group of cells   | • Active Learning | Theoretical + practical |
| 11   | 3 hours |                            | Cell group, Fill group   | • Active Learning | Theoretical + practical |
| 12   | 3 hours |                            | Insert tab, Table group, Chart group   | • Active Learning | Theoretical + practical |
| 13   | 3 hours |                            | Page Layout tab, Layout group  | • Active Learning | Theoretical + practical |
| 14   | 3 hours |                            | Page Setup Group, Page Design Group  | • Active Learning | Theoretical + practical |
| 15   | 3 hours |                            | Arrangement tab, Instructions  | • Active Learning |                         |

### 11. Course Evaluation

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

### 12. Learning and Teaching Resources

|                                       |  |
|---------------------------------------|--|
| Required textbooks (particular books) | Computer Basics and Office Applications (Part Three) |
| Main references (sources)             | Computer Basics and Office Applications (Part Three) |

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

| 1. Course Name:  |  |                            |                      |                 |                   |       |
|--|--|----------------------------|----------------------|-----------------|-------------------|-------|
| Managerial applications by M.S. Excel  |  |                            |                      |                 |                   |       |
| 2. Course Code:  |  |                            |                      |                 |                   |       |
| AEB225_F215  |  |                            |                      |                 |                   |       |
| 3. Semester / Year:  |  |                            |                      |                 |                   |       |
| First/second   |  |                            |                      |                 |                   |       |
| 4. Description Preparation Date:   |  |                            |                      |                 |                   |       |
| 2024-2025  |  |                            |                      |                 |                   |       |
| 5. Available Attendance Forms:   |  |                            |                      |                 |                   |       |
| On campus  |  |                            |                      |                 |                   |       |
| 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 name):   |  |                            |                      |                 |                   |       |
| Name: Ahmed Mayassar A. Jader /Lecturer<br>Ali Samir Al-Halaly / Lecturer<br>Email: <a href="mailto:ahmed_aljader@uomosul.edu.iq">ahmed_aljader@uomosul.edu.iq</a><br><a href="mailto:Ali_samir@uomosul.edu.iq">Ali_samir@uomosul.edu.iq</a> |  |                            |                      |                 |                   |       |
| 8. Course Objectives   |  |                            |                      |                 |                   |       |
| Course Objectives  |  |                            |                      |                 | •                 | ..... |
| Objectives of the study subject  |  |                            |                      |                 | •                 | ..... |
| 1- To equip students with the skill of using Microsoft Excel 20  |  |                            |                      |                 | •                 | ..... |
| spreadsheets by creating spreadsheets.   |  |                            |                      |                 |                   |       |
| 2- To enable students to format spreadsheets.  |  |                            |                      |                 |                   |       |
| 3- To enable students to perform equations on these spreadsheets.  |  |                            |                      |                 |                   |       |
| 4- To enable students to represent numbers and data in the form of   |  |                            |                      |                 |                   |       |
| graphs.  |  |                            |                      |                 |                   |       |
| 9. Teaching and Learning Strategies  |  |                            |                      |                 |                   |       |
| Strategy   | 1. Discussion Method<br>2. Practical Presentation Method<br>3. E-Learning Method |                            |                      |                 |                   |       |
| 10. Course Structure   |  |                            |                      |                 |                   |       |
| Week   | Hours  | Required Learning Outcomes | Unit or subject name | Learning method | Evaluation method |       |
|  |  |                            |                      |                 |                   |       |

|    |         |  |  |                   |                         |
|----|---------|--|--|-------------------|-------------------------|
| 1  | 3 hours |  | Formula lab  | • Active Learning | Theoretical + practical |
| 2  | 3 hours |  | Function Library Collection                                | • Active Learning | Theoretical + practical |
| 3  | 3 hours |  | Rules for writing mathematical formulas                    | • Active Learning | Theoretical + practical |
| 4  | 3 hours |  | Relational comparison operators, conditional if statements | • Active Learning | Theoretical + practical |
| 5  | 3 hours |  | Define inner group   | • Active Learning | Theoretical + practical |
| 6  | 3 hours |  | Formula Checker group                                      | • Active Learning | Theoretical + practical |
| 7  | 3 hours |  | Math group   | • Active Learning | Exam                    |
| 8  | 3 hours |  | Generalization Group, Sorting and Filtering Group          | • Active Learning | Theoretical + practical |
| 9  | 3 hours |  | Data Tool group  | • Active Learning | Theoretical + practical |
| 10 | 3 hours |  | What-if analysis   | • Active Learning | Theoretical + practical |
| 11 | 3 hours |  | Review lab   | • Active Learning | Theoretical + practical |
| 12 | 3 hours |  | Auto Docs, Language  | • Active Learning | Theoretical + practical |
| 13 | 3 hours |  | Worksheet Views Collection                                 | • Active Learning | Theoretical + practical |
| 14 | 3 hours |  | The most important keyboard shortcuts                      | • Active Learning | Theoretical + practical |

#### 11. Course Evaluation

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

#### 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (journalistic books any) | Computer Basics and Office Applications (Part Three) |
| Main references (sources)                   | Computer Basics and Office Applications (Part Three) |

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|  |   |
|--|---|
| Main references (sources)  | 1- Kieso, Donald E., Weygandt, Jerry, Warfield, Terry. D., 2022, Intermediate Accounting, John Wiley & Sons 2- Kieso et. 2022, Intermediate Accounting, International Financial Reporting Standards Version, Horat Publishing House, 1st edition, Cairo, Egypt. |
| Recommended books and references (scientific journals, reports...) | - Amin Ali et al., 2019, Intermediate Accounting, available online. 2- Al-Sobhan et al., 2019, Intermediate Financial Accounting in accordance with Amendments to Egyptian and International Accounting Standards, Faculty of Commerce Alexandria University.   |
| Electronic References, Websites                                    | <a href="https://library-oxia.se/">https://library-oxia.se/</a><br><a href="https://www.researchgate.net/">https://www.researchgate.net/</a>  |

مكتبة الجامعة  
مكتبة الجامعة

د. احمد يوسف السجاني  
رئيس قسم المحاسبة  
بمدرسة الدراسات العليا

م. طارق عامر  
م. طارق عامر  
م. طارق عامر

|    |         |   |   |   |  |
|----|---------|---|---|---|--|
|    |         | to account investments  | debt and equity securities  | types at amortized cost and fair value  | semester exams                                   |
| 12 | 4 hours | Introducing special accounting treatments investments debt and equity securities  | Evaluating investments according to the types at amortized cost and fair value                | Providing student with ability to conduct accounting treatments investments in debt securities and equity |  |
| 13 | 4 hours | Introducing concept of factory's business model evaluating investments equity at the end of the period Conducting settlement entry and adjusting fair value calculation | The student knowledge accounting treatments evaluating investments and reconciling fair value | Practical cases   | Daily, weekly, monthly and end-of-semester exams |
| 14 | 4 hours | Accounting treatments investments equity  | Providing student with knowledge accounting treatments investments through practical cases    | Practical cases   | Daily, weekly, monthly and end-of-semester exams |

### 11. Course Evaluation

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

### 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (particular books, if any) | 1- Kieso, Donald E., Weygandt, Jerry W., Field, Terry D., 2012, Intermediate Accounting, John Wiley & Sons 1- Amin Al et al., 2019, Intermediate Accounting, available online. 2- Kieso et al., 2022, Intermediate Accounting, International Financial Reporting Standards Version, Hamilton Publishing House 1st edition, Cairo, Egypt. |
|---|--|



|    |         |   |  |  |  |
|----|---------|---|--|--|--|
|    |         | valuing end-period inventory  | recording settlement contr   | in the firms statements  |  |
| 6  | 4 hours | Introducing concept of fixed assets and determining costs that included in initial evaluation of fixed assets | Accounting treatment of purchase of fixed asset and related expenses   | The student knows how to calculate the cost of fixed assets                                  | Daily, weekly, monthly and end-of-semester exams |
| 7  | 4 hours | Describe accounting treatments for acquisition fixed assets groups  | Determine accounting treatments purchasing fixed assets in groups  | Providing student with skill of accounting treatment purchasing fixed assets in groups       | Daily, weekly, monthly and end-of-semester exams |
| 8  | 4 hours | Description accounting treatments disposal, sale and replacement fixed assets                                 | Determine the accounting treatments whether the process has a significant impact or not  | Providing student with skill of accounting treatment replacement operations for fixed assets | Daily, weekly, monthly and end-of-semester exams |
| 9  | 4 hours | Description of accounting treatments for the disappearance of fixed assets                                    | Determine methods calculating extinction   | Providing student with skill of calculating extinction according different methods           | Daily, weekly, monthly and end-of-semester exams |
| 10 | 4 hours | Practical cases   | Accounting treatments fixed assets and their depreciation<br>Providing student with knowledge of how to solve problems related to fixed assets | Introducing accounting framework financial assets and accounting investments                 | Daily, weekly, monthly and end-of-semester exams |
| 11 | 4 hours | Providing student with knowledge of how to solve problems related to fixed assets                             | Introducing special accounting treatments investments  | Evaluating investments according to the  | Daily, weekly, monthly and end-of-               |

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

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

|   |  |
|---|--|
| 1. Course Name:   |  |
| Intermediate Accounting/2   |  |
| 2. Course Code:   |  |
| 3. Semester / Year:   |  |
| quarterly   |  |
| 4. Descriptive Preparation Date:  |  |
| 2024/2025   |  |
| 5. Available Attendance Forms:  |  |
| My presence only  |  |
| 6. Number of Credit Hours (Total) / Number of Units (Total)   |  |
| 56 hours per semester. 4 hours per week   |  |
| 7. Course administrator's name (mention all, if more than one name)   |  |
| Name: Lecturer Tamara Amer Geeso  |  |
| Email: tamara_amer@uomusul.edu.iq   |  |
| 8. Course Objectives  |  |
| Course Objectives   | <ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>  |
| Objectives of the study subject 1-Delivering scientific material to students. 2- Expanding academic base for students in the specialization as complement to the accounting principles curricula for the first grade and a cornerstone for specialization subjects in the following stages. |  |
| 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 and analysis |
| 10. Course Structure  |  |

|  |  |
|--|--|
| Required textbooks (particular books, if any)                      | 1- Kieso, Donald E., Weygandt, Jerry J., Warfield, Terry, D., 2022, Intermediate Accounting, Wiley & Sons<br>1- Amia Ali et al., 2019, Intermediate Accounting, available online.<br>2- Kieso et al., 2022, Intermediate Accounting, International Financial Reporting Standards Version, Haritha Publishing House, 1st edition, Cairo, Egypt. |
| Main references (sources)  | 1- Kieso, Donald E., Weygandt, Jerry J., Warfield, Terry, D., 2022, Intermediate Accounting, Wiley & Sons<br>2- Kieso et al., 2022, Intermediate Accounting, International Financial Reporting Standards Version, Haritha Publishing House, 1st edition, Cairo, Egypt.   |
| Recommended books and references (scientific journals, reports...) | - Amia Ali et al., 2019, Intermediate Accounting, available online.<br>2- Al-Sabbah et al., 2020, Intermediate Financial Accounting in accordance with Amendments to Egyptian and International Accounting Standards, Faculty of Commerce Alexandria University.   |
| Electronic References, Websites                                    | <a href="https://library.egaa.edu/">https://library.egaa.edu/</a><br><a href="https://www.researchgate.net/">https://www.researchgate.net/</a>   |

إميا علي

د. أحمد فوزي السليم  
رئيس قسم المحاسبة

د. محمد عبد الله  
رئيس قسم المحاسبة

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

### 11. Course Evaluation

Grades are distributed between the end-of-semester (40 marks) and the final exam of the course (60 marks)

### 12. Learning and Teaching Resources



|   |        |  |                                      |  |   |
|---|--------|--|--------------------------------------|--|---|
| 1 | 2 hour | Introducing concept restrictive adjustments expenses   | Registration adjustments expenses    | The student know how to make settlement entry for expenses and disclose advance and receivables                                      | Daily, weekly, monthly and end-of-semester exam |
| 1 | 2 hour | Introducing concept restrictive adjustments revenues   | Record adjustments revenues          | Providing student with skill of accounting treatment revenues according to income and budget approach                                | Daily, weekly, monthly and end-of-semester exam |
| 1 | 2 hour | Practical cases  | Record adjustments expenses revenues | Providing student knowledge of how to solve problem related to settlement revenues expenses  | Daily, weekly, monthly and end-of-semester exam |
| 1 | 2 hour | Identifying reasons for difference in bank account between records and statement sent the bank                           | Bank account reconciliation          | Providing student knowledge about the causes of difference between balances appearing in records and balances appearing in statement | Daily, weekly, monthly and end-of-semester exam |
| 1 | 2 hour | Introducing concept of cash settlement and what are the reasons for difference between book balances and actual balances | Cash settlement                      | Providing student with knowledge of how to determine difference between the actual and book balance and investigate                  | Daily, weekly, monthly and end-of-semester exam |

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

University of Mosul  
College of Administration & Economics  
Department of business administration

## Course Description Form

|  |   |
|--|---|
| 1. Course Name:  |   |
| Intermediate Accounting I  |   |
| 2. Course Code:  |   |
| 1212 M mt1   |   |
| 3. Semester / Year:  |   |
| Quarterly  |   |
| 4. Description Preparation Date:   |   |
| 2024/2025  |   |
| 5. Available Attendance Forms:   |   |
| My presence only   |   |
| 6. Number of Credit Hours (Total) / Number of Units (Total):   |   |
| 18 hours per semester, 3 hours per week  |   |
| 7. Course administrator's name (mention all, if more than one name)  |   |
| Name :Lecture : Tamara Amer Geeso<br>Email: tamara_amer@uomosul.edu.iq   |   |
| 8. Course Objectives   |   |
| Course Objectives  | <ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>   |
| Objectives of the study subject 1-Delivering scientific material to students. 2- Expanding academic base for students in the specialization a complement to the accounting principle curriculum for the first grade and a cornerstone 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 and analysis. |
| 10. Course Structure   |   |

## Course description form

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

|   |              |                                   |  |  |                              |
|---|--------------|-----------------------------------|--|--|------------------------------|
| <b>1. The course name and the study stage</b>   |              |                                   |  |  |                              |
| Organizational behavior, the second stage   |              |                                   |  |  |                              |
| <b>2. Course Code</b>   |              |                                   |  |  |                              |
| AEBA25_F211   |              |                                   |  |  |                              |
| <b>3. Semester / Year:</b>  |              |                                   |  |  |                              |
| quarterly   |              |                                   |  |  |                              |
| <b>4. Description Preparation Date:</b>   |              |                                   |  |  |                              |
| 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<br>Email: hasan_thabet@uomosul.edu.iq<br>Name: assistant teacher :Safaa I. Aboudi<br>Email: safa_adres@uomosul.edu.iq<br>Name: assistant teacher :Ehab F. yousif<br>Email: ayhab_fakhry@uomosul.edu.iq          |              |                                   |  |  |                              |
| <b>8. Course Objectives</b>   |              |                                   |  |  |                              |
| <ul style="list-style-type: none"> <li>The concept of organizational behavior.</li> <li>The difference between the theory of the organization and the organizational behavior.</li> <li>Study of motivation.</li> <li>Personality.</li> <li>Values</li> </ul> |              |                                   | <ul style="list-style-type: none"> <li>Perception</li> <li>Organizational conflict.</li> <li>Organizational cynicism</li> <li>The authentic leadership</li> <li>Organizational citizenship.</li> <li>Study some modern trends in organizational behavior.</li> </ul> |  |                              |
| <b>9. Teaching and Learning Strategies</b>  |              |                                   |  |  |                              |
| Strategy:   |              |                                   | ١. The discussion method<br>٢. The project method<br>٣. The practical performance method<br>٤. The cooperative learning method   |  |                              |
| <b>10. Course Structure</b>   |              |                                   |  |  |                              |
| <b>Week</b>   | <b>Hours</b> | <b>Required Learning Outcomes</b> | <b>Unit or subject name</b>  | <b>Learning method</b>                           | <b>Evaluation method</b>     |
| 1   | 3            | Knowledge and Understanding       | The Concept of Organizational Behavior   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 2   | 3            | Knowledge and Understanding       | The Difference Between Organization Theory and   | Discussion Method, Practical Presentation Method | Attendance and Participation |

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

### 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):<br>[Leave blank or list if needed.] | Recommended Supporting Books and References (Scientific journals, reports, etc.):<br>[Leave blank or list if needed.] |
|--|---|
| Curriculum Update Rate:<br>20%                                 | Curriculum Update Rate:<br>20%  |

  
**Lecturer**  
 Hassan T. Al-kachab  
 Saha I. Abenadi  
 Elsh F. yousi

  
**Head of the Department**  


# MODULE DESCRIPTION FORM

## Course Description Form

| Module Information                 |                                       |                               |   |
|------------------------------------|---------------------------------------|-------------------------------|---|
| Course Information                 |                                       |                               |   |
| Module Title                       | Principles of Business Administration |                               | Module delivery   |
| Module Type                        | Support                               |                               | <input checked="" type="checkbox"/> Theory<br><input checked="" type="checkbox"/> Lecture<br><input type="checkbox"/> Lab<br><input checked="" type="checkbox"/> Tutorial<br><input type="checkbox"/> Practical<br><input type="checkbox"/> Seminar |
| Module Code                        | BA AC-1102                            |                               |   |
| ECTS Credits                       | 6                                     |                               |   |
| RAM (hr / sem)                     | 150                                   |                               |   |
| Module Level                       | L                                     | Semester of Delivery          | L   |
| Administration Department          | Type Dept. Code                       | College                       | Type College Code   |
| Module Leader                      | Wood Zaki                             | e-mail                        | wood_zahed@yahoo.com.sa   |
| Module Leader's Acad. Title        | teacher                               | Module Leader's Qualification | Ph.D  |
| Module Tutor                       | MA                                    | e-mail                        | wood_zahed@yahoo.com.sa   |
| Peer Reviewer Name                 | MA                                    | e-mail                        | Email   |
| Scientific Committee Approval Date | 7/10/2024                             | Version Number                | 1.0   |

| Relation with other Modules                          |      |          |  |
|--|------|----------|--|
| other subjects Relationship with                     |      |          |  |
| Prerequisite module<br>Requirements level<br>advance | None | Semester |  |
| Co-requisite module<br>Requirements level<br>Shared  | None | Semester |  |

**Module Aims, Learning Outcomes and Indicative Contents**  
guiding content Course objectives, learning outcomes, and

|   |   |
|---|---|
| <p><b>Module Objectives</b><br/>Course objectives</p>                             | <ol style="list-style-type: none"> <li>1. Providing the student with knowledge about the principles of management and its role, as it is one of the specialized subjects in the field of business administration</li> <li>2. with general principles of management sciences, your students-Providing first which will become a basic foundation upon which to rely in advanced stages of business administration studies</li> <li>3. Giving the student an idea about management, its nature and its development as it has passed through, in addition to clarifying the most over the time period important functions of management and its basic and auxiliary activities</li> </ol>  |
| <p><b>Module Learning Outcomes</b><br/><br/>Learning outcomes for the subject</p> | <p>Important: Write at least 5 Learning Outcomes, better to be equal to the number of study weeks.</p> <ol style="list-style-type: none"> <li>1. The most important vocabulary of the management subject, on Recognition which is considered the basis of management sciences</li> <li>2. Qualifying and preparing students for advanced topics in management in later academic years</li> <li>3. Identify the manager's tasks, skills, resources, and management levels in the organization</li> <li>4. Developing organizational thinking by learning about the most important management schools, which are considered a fundamental foundation for a understanding of management sciences/bulding the student</li> <li>5. Discussing the effect of the public and private environment that directly or indirectly affect the organization's work</li> <li>6. including planning, , Learn about the most important functions of a manager motivating, and controlling ,organizing, leading</li> <li>7. Understand the most important messages and goals of the organization, what planning is, and whether there is a difference between operational planning and strategic planning</li> <li>8. of decisions, and making, types-Learn about the concept of decision making steps-decision</li> <li>9. an organizational structure and Providing students with skills on bulding how to use powers and responsibilities between management and its human resources</li> <li>10. manage work Possess leadership skills to develop teamwork skills and teams to achieve goals</li> </ol> |

|  |  |
|--|--|
|  | <p>11. Effective communication and the ability to express ideas clearly and interact with others effectively</p> <p>12. Critical thinking through reasoning and analytical skills to solve problems and make decisions</p>   |
| <p><b>Indicative Contents</b><br/><b>Guidance contents</b></p> | <p>Indicative content includes the following:</p> <p>Is: -The Development of his Thought -The Nature of Management /Chapter One<br/>[ hour 16 =5SWL] Environment</p> <p>[ hour 6 =5SWL] Planning and Decision Making /Chapter Two</p> <p>[ hour 3 =5SWL] Organization /Chapter Three</p> <p>[ hour 6 =5SWL] Leadership, Motivation and Control /Chapter Four</p> |

| <p><b>Learning and Teaching Strategies</b><br/>Learning and teaching strategies</p> |  |
|---|--|
| <b>Strategies</b>   | <p>in the Unity This is amazing presentation in Follow it It will be that Home Strategy And experience refine ones the time And in /Exercises in students sharing experience Chapter during from the investigation , Will be - They have each thinking skills that simple experiments Types in look during And Interactive and lessons Academic - Students Changes that Samples take Activities some on involves</p> |

| <p><b>Student Workload (SWL)</b><br/>The student's academic load is calculated as 15 weeks</p> |     |   |   |
|--|-----|---|---|
| Structured SWL (h/ sem )<br>Regular student load during the semester                           | 48  | Structured SWL (h/w)<br>student workload Regular weekly         | 3 |
| Unstructured SWL (h/ sem )<br>Irregular student load during the semester                       | 102 | Unstructured SWL (h/w)<br>Irregular student study load per week | 8 |
| Total SWL (h/ sem )<br>The student's total academic load during the semester                   | 150 |   |   |

| Module Evaluation          |                 |             |                  |            |                           |
|----------------------------|-----------------|-------------|------------------|------------|---------------------------|
| Course material evaluation |                 |             |                  |            |                           |
|                            |                 | Time/Number | Weight (Marks)   | Week Due   | Relevant Learning Outcome |
| Formative assessment       | Quizzes         | 2           | 10% (10)         | April 13   |                           |
|                            | Assignments     | 2           | 10% (10)         | 7 and 12   |                           |
|                            | Tutorial/Review | 1           | 10% (10)         | Continuous | ALL                       |
|                            | Report          | 1           | 10% (10)         | 14         |                           |
| Summative assessment       | Mid-term Exam   | 2 hours     | 10% (10)         | 8          |                           |
|                            | Final Exam      | 3 hours     | 50% (50)         | 16         | ALL                       |
| Total assessment           |                 |             | 100% (100 Marks) |            |                           |

| Delivery Plan (Weekly Syllabus) |  |
|---------------------------------|--|
| Theoretical weekly curriculum   |  |
|                                 | Material Covered   |
| Week 1                          | -activities of the establishment -approaches to the study of management - The nature of management - and fields of business administration |
| Week 2                          | -Administrative behavior patterns - Manager's tasks - Challenges facing contemporary management sources Administrative skills and their    |
| Week 3                          | types of managers according to their -roles of managers -Differences in administrative work administrative levels                          |
| Week 4                          | First test   |
| Week 5                          | Traditional schools: the scientific management school, the administrative divisions the bureaucratic school school, and                    |
| Week 6                          | ( L/X ) McGregor Study - Hawthorne Study (Aline Mayo) : and Modernism Human Relations School Japanese Management School -                  |
| Week 7                          | Private environment -Public environment  |
| Week 8                          | course exam-1/13   |
| Week 9                          | types of organizational goals -purpose and mission The organization's  |
| Week 10                         | Management by objectives theory goals and -Goal requirements -Importance of organizational goals -costs                                    |



|         |   |
|---------|---|
| Week 11 | -making -The concept of decision - Types of plans according to their action -The nature of planning making patterns-Decision -Types of decisions                  |
| Week 12 | (supervision) of control Scope state of command - Nature of authority   |
| Week 13 | Test 2  |
| Week 14 | -obstacles to motivation -employees important factors for motivating -The concept of motivation components of the motivation system                               |
| Week 15 | -Frederick Herzberg's view , ( Maslow's theory )importance of needs Motivation theories: Abraham<br>The importance of control in the organization , factor theory |
| Week 16 | Preparatory week before the final exam  |

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

| Learning and Teaching Resources<br>and teaching resources Learning |   |                           |
|--|---|---------------------------|
|  | Text  | Available in the library? |
| Required Texts   | -Principles of Management book by Muhammad Khald Al<br>-Markash for Printing and Publishing -Dar Al -Sharafa, 2007<br>Amman, Jordan     | Yes                       |
| Recommended Texts  | dealing with management and Diverse skills and methods for<br>business success  | Yes                       |
| Websites   | <a href="https://drive.google.com/drive/folders/1a3nackn0m0u0h8qir308">https://drive.google.com/drive/folders/1a3nackn0m0u0h8qir308</a> |                           |

| Grading Scheme |
|----------------|
|----------------|



## Course description form

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

| <b>1. The course name and the study stage</b>  |       |                             |  |  |                              |
|--|-------|-----------------------------|--|--|------------------------------|
| Organizational theory, the second stage  |       |                             |  |  |                              |
| <b>2. Course Code</b>  |       |                             |  |  |                              |
| AEBA25_F203  |       |                             |  |  |                              |
| <b>3. Semester / Year:</b>   |       |                             |  |  |                              |
| quarterly  |       |                             |  |  |                              |
| <b>4. Description Preparation Date:</b>  |       |                             |  |  |                              |
| 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<br>Email: hasan_thabet@uomosul.edu.iq<br>Name: assistant teacher :Safaa I. Aboudi<br>Email: safa_adres@uomosul.edu.iq<br>Name: assistant teacher :Ehab F. yousif<br>Email: ayhab_fakhry@uomosul.edu.iq |       |                             |  |  |                              |
| <b>8. Course Objectives</b>  |       |                             |  |  |                              |
| <ul style="list-style-type: none"> <li>Understanding the concept of the organization</li> <li>Distinguishing between organization theory and organizational behavior</li> <li>Studying the objectives of the organization</li> </ul>                 |       |                             | <ul style="list-style-type: none"> <li>Identifying types of organizations</li> <li>Recognizing the positive and negative impacts of organizations</li> <li>Understanding organizational effectiveness</li> <li>Analyzing organizational structure</li> <li>Exploring modern trends in organization theory</li> </ul> |  |                              |
| <b>9. Teaching and Learning Strategies</b>   |       |                             |  |  |                              |
| Strategy:  |       |                             | 1. The discussion method<br>2. . The project method<br>3. . The practical performance method<br>4. The cooperative learning method   |  |                              |
| <b>10. Course Structure</b>  |       |                             |  |  |                              |
| 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 | Knowledge and Understanding | The Concept of Organization  | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 3  | 3 | Knowledge and Understanding | The Relationship Between Organization Theory and Organizational Behavior | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 4  | 3 | Knowledge and Understanding | Positive and Negative Impacts of Organizations                           | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 5  | 3 | Knowledge and Understanding | Case Studies   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 6  | 3 | Knowledge and Understanding | Organizational Effectiveness   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 7  | 3 | Knowledge and Understanding | Approaches to Measuring Effectiveness                                    | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 8  | 3 | Knowledge and Understanding | High Performance   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 9  | 3 | Knowledge and Understanding | Employee Engagement  | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 10 | 3 | Knowledge and Understanding | Dimensions of Organizational Structure                                   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 11 | 3 | Knowledge and Understanding | Creativity Management  | Discussion Method, Practical Presentation Method | Attendance and Participation |

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

#### 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):<br>[Leave blank or list if needed.] | Recommended Supporting Books and References (Scientific journals, reports, etc.):<br>[Leave blank or list if needed.] |
|--|---|
| Curriculum Update Rate:<br>20%                                 | Curriculum Update Rate:<br>20%  |



## Course Description Form

University: Mansoura College Administration and Economics Department of  
Branch: Business Administration

|   |   |
|---|---|
| 1. Course Name:   |   |
| E-Commerce Management / Second Stage - Business Administration      |   |
| 2. Course Code:   |   |
| AEBA25_F213   |   |
| 3. Semester / Year:   |   |
| 2024- 2025  |   |
| 4. Description Preparation Date:                                    |   |
| 1-2-2025  |   |
| 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: waad_ahmedthy@uomou.edu.eg                                   |   |
| 8. Course Objectives:   |   |
| Course Objectives   | <p>1. Understanding the Basics of E-Commerce: Introducing students to concepts of e-commerce, its types, and its historical development.</p> <p>2. Knowledge of technical infrastructure: Understanding the components of ICT infrastructure that support e-commerce, such as the Internet, network and information security.</p> <p>3. E-Business Model Analysis: Learn about different business models (B2C, C2C, etc.) and how to manage them effectively.</p> <p>4. Legal and Ethical Aspects: Understanding the legal and ethical issues associated with e-commerce, such as privacy protection, intellectual property and cybersecurity.</p> <p>5. Using e-commerce tools and applications: Learn about the software and platforms used in e-commerce, such as online sales platforms, content management systems, and web analytics.</p> |
| 9. Teaching and Learning Strategies                                 |   |
| Strategy  | Delivering the scientific curriculum to students in the best possible way   |

## 10. Course Structure

| Week | Hours | Required Learning Outcomes | Unit or subject name   | Learning method | Evaluation method |
|------|-------|----------------------------|--|-----------------|-------------------|
| 1    | 2     |                            | The emergence of e-commerce development  | a lecture       |                   |
| 2    | 2     |                            | The concept and importance of e-commerce   | a lecture       |                   |
| 3    | 2     |                            | Characteristics of E-Commerce - Comparison between E-Commerce and Traditional Commerce | a lecture       |                   |
| 4    | 2     |                            | Types and forms of e-commerce (Koppel Matrix)  | a lecture       | sharing           |
| 5    | 2     |                            | Advantages of e-commerce (for organizations, consumers, society and the state)         | a lecture       |                   |
| 6    | 2     |                            | Disadvantages of e-commerce  | a lecture       | sharing           |
| 7    | 2     |                            | Roles of e-commerce  | a lecture       | (daily room)      |
| 8    | 2     |                            | Exam   | a lecture       |                   |
| 9    | 2     |                            | Problems Facing E-Commerce Applications  | a lecture       | sharing           |
| 10   | 2     |                            | E-commerce Requirements  | a lecture       |                   |
| 11   | 2     |                            | Customer Protection in E-commerce Contracts  | a lecture       |                   |
| 12   | 2     |                            | Security of Commercial Transactions  | a lecture       | sharing           |
| 13   | 2     |                            | Stages of E-commerce Contracts   | a lecture       |                   |
| 14   | 2     |                            | The Future of E-commerce   | a lecture       |                   |
| 15   | 2     |                            | Discussion of Papers   | a lecture       |                   |

## 11. Course Evaluation

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

## 12. Learning and Teaching Resources

|  |  |
|--|--|
| Required textbooks (curricular books, if any)                      | E-commerce Management<br>Authored by: Basem Akram Al-Mutairi   |
| Main references (sources)  |  |
| Recommended books and references (scientific journals, reports...) | (Designing a Marketing Information System to Support the Application of E-Commerce Between Business Organizations and Customers: A Proposed Model)<br>Authored by: Firas Al-Shamrani |
| Electronic References, Websites                                    |  |

  
Name and signature of the course owner



  
Name and signature of the Head of the Department of English



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

وصف المقرر الدراسي للمرحلة الثالثة  
للعام الدراسي 2024-2025





Ministry of Higher Education  
Scientific Research and Technological Innovation  
Department of Quality Assurance and Academic Accreditation  
International Accreditation 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  | 1. Educational institution<br>2.                  |
| Business Administration  | 3. University Department / Center                 |
| Strategic Management   | 4. Course Name / Code                             |
| Business Administration / Bachelor   | 5. Programs in which he enters                    |
| 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:   |   |
| <p>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 approach, 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.</p> |   |

## 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

### 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

| Evaluation method        | Method of education                    | Name of the unit / course or topic | Required Learning Outcomes  | Hours         | The week |
|--------------------------|--|------------------------------------|---|---------------|----------|
| Oral questions and posts | Scientific discussions and questioning | Strategic Management               | The historical development of the concept of strategy and strategic management, and its importance for business | 11.30<br>1.30 | 1        |

|   |  |
|---|--|
| 11. Learning outcomes and teaching, learning and assessment methods   |  |
| a. Teaching and learning methods  |  |
| A. Knowledge and understanding<br>A1- Lectures<br>A2- Research, Reports and Assignments   |  |
| b. Evaluation methods   |  |
| Daily Rapid Tests<br>Attendance, participations and assignments<br>Monthly exams during the semester<br>Final exams<br>End of course report       |  |
| c. Thinking skills  |  |
| - Subject-specific skills<br>B1 - Deductive skills<br>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      |  |                                    |   |               |          |
|--------------------------|--|------------------------------------|---|---------------|----------|
| Evaluation method        | Method of education                    | Name of the unit / course or topic | Required Learning Outcomes  | Hours         | The week |
| Oral questions and posts | Scientific discussions and questioning | Strategic Management               | The historical development of the concept of strategy and strategic management, and its importance for business | 11.30<br>1.30 | 1        |



Ministry of Higher Education  
Scientific Research and Innovation Authority  
Department of Quality Assurance and Academic Accreditation  
International Accreditation Department

|   |  |                      | organizations   |            |   |
|---|--|----------------------|---|------------|---|
| Quick exam,<br>real questions and discussion  | Scientific discussions, examples, scientific and realistic cases | Strategic Management | Strategic Direction<br>Concept and Importance<br>(Vision concept, characteristics and models, mission concept, characteristics and models, objectives concept importance of business organizations and types) | 11:30-1:30 | 2 |
| Oral questions and posts                      | Giving lectures, scientific discussions and asking questions     | Strategic Management | Strategic analysis of the external environment  | 11:30-1:30 | 3 |
| Oral questions and posts                      | Giving lectures, scientific discussions and asking questions     | Strategic Management | Strategic analysis of the internal environment and its techniques   | 11:30-1:30 | 4 |
| Oral Questions Assignments and Participations | Giving lectures, scientific discussions and asking questions     | Strategic Management | Determine the strategic position of the   | 11:30-1:30 | 5 |
| Oral questions and posts                      | Giving lectures, scientific discussions and asking questions     | Strategic Management | Business Portfolio Analysis Models  | 11:30-1:30 | 6 |
| Oral questions and posts                      | Giving lectures, scientific discussions and asking questions     | Strategic Management | Business Portfolio Analysis Models  | 11:30-1:30 | 7 |
| examination                                   |  | Strategic Management | Semester exam   | 11:30-1:30 | 8 |
| Oral questions and posts                      | Giving lectures, scientific discussions and asking questions     | Strategic Management | Strategic Planning<br>Concept, tasks,   | 11:30-1:30 | 9 |

|   |  |                      |  |            |    |
|---|--|----------------------|--|------------|----|
|   |  | ment                 | steps, purpose, types, cause of planning failure and problems                        |            |    |
| Oral questions and posts                | Giving lectures, scientific discussions and asking questions | Strategic Management | Strategic alternatives<br>Strategic Sides  | 11.30-1.30 | 10 |
| Daily exams and posts                   | Giving lectures, scientific discussions and asking questions | Strategic Management | Organization-wide strategies   | 11.30-1.30 | 11 |
| Oral questions, posts and assignments   | Giving lectures, scientific discussions and asking questions | Strategic Management | = = Business Unit Level  | 11.30-1.30 | 12 |
| Oral questions, daily reports and posts | Giving lectures, scientific discussions and asking questions | Strategic Management | = = Functional =   | 11.30-1.30 | 13 |
| Oral questions and posts                | Giving lectures, scientific discussions and asking questions | Strategic Management | Strategic implementation, concept, relationship to strategic planning, requirements. | 11.30-1.30 | 14 |
| Oral questions, reports and posts       | Giving lectures, scientific discussions and asking questions | Strategic Management | Strategic oversight  | 11.30-1.30 | 15 |

*[Handwritten signature]*



Ministry of Higher Education  
Scientific Supervision and Evaluation Authority  
General of Quality Assurance and Academic Accreditation  
International Accreditation Department

| 12. Infrastructure  |  |
|---------------------|--|
|                     | Required readings: <ul style="list-style-type: none"><li>A collection of scientific sources and books that are determined periodically at the beginning of each year</li></ul> |
| Data show projector | special requirements   |
|                     | Social services (including, for example, lectures for employees of state departments and field studies)  |

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

أ. د. محمد رشاد العناني

أ. د. أيمن بشير

أ. د. مريم فاضل العناني

أ. د. أحمد محمد العناني  
مدير قسم الجودة

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

|   |   |
|---|---|
| 1. Course Name:   |   |
| Financial Management 2  |   |
| 2. Course Code:   |   |
| AEBA25_F309   |   |
| 3. Semester / Year:   |   |
| quarterly   |   |
| 4. Description Preparation Date:  |   |
| 2024-2025   |   |
| 5. Available Attendance Forms:  |   |
| On Campus   |   |
| 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 name)   |   |
| Name : Dr.Mohamed Essam Ahmed / Lecturer  |   |
| Email: mohamed.essam@uomosul.edu.iq   |   |
| 8. Course Objectives  |   |
| Course Objectives   | <ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>   |
| Objectives of the study subject   |   |
| 1- Delivering the scientific material to students   |   |
| 2- Expanding the academic base for students in the specialization as a complement to the financial management curriculum for the third grade and a cornerstone for the specialization subjects in the following stages. |   |
| 9. Teaching and Learning Strategies   |   |
| Strategy  | 1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject.<br>2- 2- The strategy that focuses on brainstorming<br>3- 3- The strategy that relies on observations, discussion and analysis |
| 10. Course Structure  |   |

| Week | Hours   | Required Learning Outcomes     | Unit or subject name                              | Learning method   | Evaluation method         |
|------|---------|--------------------------------|---|-------------------|---------------------------|
| 1    | 3 hours | Calculate profit efficiency    | • Financial Analysis / Profitability Ratios       | • Active Learning | • Participation           |
| 2    | 3 hours | Measure asset utilization      | • Financial Analysis / Asset Management Ratios    | • Active Learning | • Participation           |
| 3    | 3 hours | Analyze financial risk         | • Financial Analysis / Debt Ratio                 | • Active Learning | • Participation           |
| 4    | 3 hours | Apply financial concepts       | • Various Exercises                               | • Active Learning | • Participation           |
| 5    | 3 hours | Interpret financial statements | • Horizontal and Vertical Analysis                | • Active Learning | • Participation           |
| 6    | 3 hours | Measure performance trends     | • Trend Analysis                                  | • Active Learning | • Participation and Tests |
| 7    | 3 hours | Develop financial strategies   | • Financial Planning and Forecasting              | • Active Learning | • Participation           |
| 8    | 3 hours | Estimate future outcomes       | • Methods of Financial Forecasting                | • Active Learning | • Participation           |
| 9    | 3 hours | Understand money valuation     | • Time Value of Money                             | • Active Learning | • Participation           |
| 10   | 3 hours | Perform value calculations     | • Methods for Calculating the Time Value of Money | • Active Learning | • Participation           |
| 11   | 3 hours | Determine break-even point     | • Break-even Analysis                             | • Active Learning | • Assignments and Exams   |
| 12   | 3 hours | Analyze debt impact            | • Financial Leverage                              | • Active Learning | • Participation           |
| 13   | 3 hours | Evaluate cost structure        | • Operating Leverage                              | • Active Learning | • Participation           |
| 14   | 3 hours | Manage daily business          | • Working Capital Management                      | • Active Learning | • Participation           |
| 15   | 3 hours | Optimize short-term funding    | • Short-term Financing Management                 | • Active Learning | • Assignments and Exams   |

## 11. Course Evaluation

Grades are distributed between the end-exam (40 marks) and the final exam of the course (60 marks).

## 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (particular books any) | AL-Amiry, Mohamed Ali, (2015). Financial management, Dar Al-Masabi, Amman, Jordan. |
|---|--|



|  |  |
|--|--|
| Main references (sources)  | Al-Amiry, Mohamed Ali, (2015). Financial management, Dar Al-Manabi, Amman, Jordan.   |
| Recommended books and references (scientific journals, reports...) | Brigham, E.P. et al. (2023) Financial management: Theory & practice, Toronto, ON, Canada: Cengage Canada.  |
| Electronic References, Websites                                    | <a href="https://www.youtube.com/watch?v=...">https://www.youtube.com/watch?v=...</a><br><a href="https://www.monstercad.com/">https://www.monstercad.com/</a> |

Course Lecturer: Dr. Mohamed Essam Ahmed

Signature: 



Head of the Business Administration Department

Dr. Ahmed Younis Al-Sabawi

Signature:   


تمت المراجعة

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

|   |   |
|---|---|
| 1. Course Name:   |   |
| Financial Management I  |   |
| 2. Course Code:   |   |
| AEBA25_F301   |   |
| 3. Semester / Year:   |   |
| quarterly   |   |
| 4. Description Preparation Date:  |   |
| 2024-2025   |   |
| 5. Available Attendance Forms:  |   |
| On Campus   |   |
| 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 name)   |   |
| Name: : Dr.Mohamed Essam Ahmed / Lecturer<br>Email: mohamed_essam@uomosul.edu.iq  |   |
| 8. Course Objectives  |   |
| Course Objectives:  | •   |
| Objectives of the study subject   | •   |
| 1-Delivering the scientific material to students  | •   |
| 2- Expanding the academic base for students in the specialization as a complement to the financial management curriculum for the third grade and a cornerstone for the specialization subjects in the following stages. |   |
| 9. Teaching and Learning Strategies   |   |
| Strategy  | 1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject.<br>2- 2- The strategy that focuses on brainstorming<br>3- 3- The strategy that relies on observations, discussion and analysis |
| 10. Course Structure  |   |

| Week | Hours   | Required Learning Outcomes                  | Unit or subject name  | Learning method   | Evaluation method         |
|------|---------|---|---|-------------------|---------------------------|
| 1    | 3 hours | Understand financial management books       | Introduction to Financial Management                                | • Active Learning | • Participation           |
| 2    | 3 hours | Define core financial principles            | Concept of Financial Management                                     | • Active Learning | • Participation           |
| 3    | 3 hours | Explain sources of funding                  | The Financing Function in Financial Management                      | • Active Learning | • Participation           |
| 4    | 3 hours | Identify investment decisions               | The Investment Function in Financial Management                     | • Active Learning | • Participation           |
| 5    | 3 hours | Understand dividend policies                | Dividends   | • Active Learning | • Participation           |
| 6    | 3 hours | Recognize interdisciplinary links           | Relationship of Financial Management with Other Fields of Knowledge | • Active Learning | • Participation and Tests |
| 7    | 3 hours | Classify financial goals and values         | Objectives of Financial Management                                  | • Active Learning | • Participation           |
| 8    | 3 hours | Describe managerial responsibilities        | Tasks and Role of the Financial Manager                             | • Active Learning | • Participation           |
| 9    | 3 hours | Distinguish legal business structures       | Legal Forms of Companies  | • Active Learning | • Participation           |
| 10   | 3 hours | Understand tax systems and impact           | Tax Environment   | • Active Learning | • Participation           |
| 11   | 3 hours | Explain market functions and roles          | Financial Markets   | • Active Learning | • Assignment and Exam     |
| 12   | 3 hours | Identify funding sources and intermediaries | Sources of Finance and Financial Intermediation                     | • Active Learning | • Participation           |
| 13   | 3 hours | Classify financial market types             | Types of Financial Markets  | • Active Learning | • Participation           |
| 14   | 3 hours | Interpret financial reports                 | Financial Statements  | • Active Learning | • Assignment and Exam     |
| 15   | 3 hours | exam  | exam  | -                 | -                         |

### 11. Course Evaluation

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

### 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (particular books, if any) | Al-Amiry, Mohamed Ali, (2015), Financial management, Dar Al-Manahj, Amman, Jordan. |
| Main references (sources)                     | Al-Amiry, Mohamed Ali, (2015), Financial management, Dar Al-Manahj, Amman, Jordan. |

|   |  |
|---|--|
| Recommended books and references<br>(scientific journals, reports...) | Brigham, E.F. et al. (2023) Financial management<br>Theory & practice. Toronto, ON, Canada: Cengage<br>Canada.                               |
| Electronic References, Websites:                                      | <a href="https://library.uisu.ac/">https://library.uisu.ac/</a><br><a href="https://www.researchgate.net/">https://www.researchgate.net/</a> |

Course Lecturer: Dr. Mohamed Essam Ahmed

Signature:



Head of the Business Administration Department

Dr. Ahmed Younis Al-Sabehi

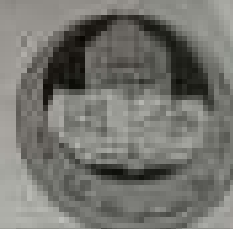
Signature:  
أحمد يوسف السبعي  
رئيس قسم إدارة الأعمال

## Course Description Form

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

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

|   |   |
|---|---|
| 1. Educational Institution  | University of Mosul   |
| 2. University Department / Centre   | Business Administration / College of Business and Economics                 |
| 3. Course Name/Code   | Project Management/<br>AEP425_T106  |
| 4. Programs in which he enters  | Lectures/Field Visits/Videos<br>Presentation                                |
| 5. Available Attendance Forms   | Lectures/Bachelor   |
| 6. Semester / Year  | 2024_2025   |
| 7. (Total) Number of Credit Hours   | Hours per week 45 hours per<br>semester                                     |
| 8. The history of preparation of this<br>description  | 18/5/2025   |
| 9. Course administrator's name  | Assistant Prof. Dr. Adel<br>Muhammad Abdulrah<br>Adel_muhammad@mosul.edu.iq |
| 1. Course Objectives: Preparing students to deal with the firm project management and in different forms to evaluate and manage projects to be a platform in personal and professional life and according to the nature of the work he perform to prepare him for another later stage |   |
|   |   |



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

### A. Teaching and Learning Methods

Lectures, screening of documentary films, field visits, brainstorming, writing reports, written answers, hosting department managers and managers of companies in the public and private sectors, changing learning and sitting places, meeting studies.

### B. Evaluation Methods

Exams (oral and written), lecture participation rate, reports, simulation, role swapping.

### C. Thinking skills

Brainstorming, storytelling, game, presentation, criticism of scientific material, exchange of views.

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

Writing skill, character building, practical capacity development, conversation skill, the skill of preparing the economic feasibility of various projects, and the skill of employing project evaluation and associated documents and project leaders in organization.

### 3. Course Structure

| Evaluation method             | Method of education          | Name of the unit/course or topic   | Required learning outcomes          | Hours | The week |
|-------------------------------|------------------------------|--|-------------------------------------|-------|----------|
| Exams<br>Oral and theoretical | Lecture and practical cases  | Project context and management   | Theoretical and practical knowledge | 4     | The One  |
| Exams<br>Oral and theoretical | Lectures                     | Characteristics and documents of the project and the parties dealing with the PM2021 | Theoretical and practical knowledge | 3     | Second   |
| Report Writing                | Lectures and practical cases | Project selection concept, selection criteria and models                             | Theoretical and practical knowledge | 3     | Third    |
| Exams<br>Oral and theoretical | Lectures                     | Project selection steps  | Theoretical and practical knowledge | 4     | Fourth   |
| Exams<br>Oral and theoretical | Lectures                     | Project Management and Project Management Plan                                       | Theoretical and practical knowledge | 4     | Fifth    |
| Exams<br>Oral and theoretical | Lectures                     | Factors affecting project management   | Theoretical and practical knowledge | 4     | Sixth    |
| Report Writing                | Practical case               | Project management stages and project plan   | Theoretical and practical knowledge | 3     | Seventh  |
| Exams<br>Oral and theoretical | Lecture                      | Project organization and project organizational forms                                | Theoretical and practical knowledge | 4     | Eighth   |
| Exams<br>Oral and theoretical | Lecture and practical cases  | Project organization and project organizational forms                                | Theoretical and practical knowledge | 4     | Ninth    |
| Portfolio preparation         | Lecture                      | Project File Setup: Plan   | Theoretical and practical           | 3     | Tenth    |



|                     |                    | Characteristics  | Knowledge                                 |   |          |
|---------------------|--------------------|--|---|---|----------|
| Pre-<br>preparation | Lecture            | Entrances to<br>Project<br>Management                                | Theoretical and<br>practical<br>knowledge | 3 | Thorough |
| Pre-<br>preparation | Practical<br>cases | Project<br>Management<br>Methods                                     | Theoretical and<br>practical<br>knowledge | 3 | Thorough |
| Pre-<br>preparation | Practical<br>cases | Electronic forms<br>for projects                                     | Theoretical and<br>practical<br>knowledge | 3 | Thorough |
| Pre-<br>preparation | Practical<br>cases | Project<br>Management<br>Jobs  | Theoretical and<br>practical<br>knowledge | 3 | Thorough |
| Pre-<br>preparation | Practical<br>cases | Current through<br>project stages<br>and current<br>regulation tools | Theoretical and<br>practical<br>knowledge | 3 | Thorough |





| 5. Assessment   | Prerequisites   |
|---|---|
| In  | Minimum number of students  |
| Out   | The largest number of students  |
| <ul style="list-style-type: none"> <li>Using the findings in the lecture</li> <li>Review the statistical administrative work and feasibility study of projects</li> </ul>   | special requirements  |
| <ul style="list-style-type: none"> <li>Allocate time to host managers of companies and organizations to know and solve real problems in accordance with the methodology of the feasibility study.</li> <li>Provide transportation for field visits</li> <li>The need for specialized training courses or diversifying teaching methods</li> </ul> | Social services (see guest lectures, vocational training and field studies) |

  
 20/11/2020  
 20/11/2020  


  
 20/11/2020  
 20/11/2020  


## Course Description Form

**University: Mosul College: Administration and Economics**  
**Department: Business Administration**

|  |  |
|--|--|
| 1. Course Name:  |  |
| Strategic Thinking / Stage Three                                     |  |
| 2. Course Code:  |  |
| AFBA25_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  |  |
| 6. Number of Credit Hours (Total) / Number of Units (Total):         |  |
| 30 Hours/ 3 Unit   |  |
| 7. Course administrator's name (mention all, if more than one name): |  |
| Name: Dr. Ma'an Waadallah Al-Maadheef                                |  |
| Email: Maan_waadallah@uomosul.edu.iq                                 |  |
| Name: Dr. Iman Bashir Muhammad                                       |  |
| Email: iman_bashir@uomosul.edu.iq                                    |  |
| Name: Dr. Karam Tawfeeq Mohammed Abdullah                            |  |
| Email: karam_tawfeeq@uomosul.edu.iq                                  |  |
| <b>8. Course Objectives</b>  |  |
| Course Objectives  | <ul style="list-style-type: none"> <li>▪ Empowering the student to understand the concept, importance, and objectives of strategic thinking, as well as its theoretical and conceptual dimensions.</li> <li>▪ Introducing the student to the basic skills and behaviors required for strategic thinking, its place in human life, and its essentials.</li> <li>▪ Empowering the student to practice their life and work and find solutions to the problems they encounter by practicing strategic thinking.</li> </ul> |
| <b>9. Teaching and Learning Strategies</b>                           |  |
| Strategy   | <ul style="list-style-type: none"> <li>▪ Using smart boards as advanced teaching tools</li> <li>▪ Providing theoretical lessons</li> </ul>   |

- 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

| Week | Hours     | Required Learning Outcomes             | Unit or subject name   | Learning method  | Evaluation method |
|------|-----------|--|--|--|-------------------|
| 1    | Two hours | Understanding and clarifying the topic | ✓ The Concept of Strategic Choice<br>✓ Portfolio Analysis Models   | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures related to the topic. | Theoretical tests |
| 2    | Two hours | Understanding and clarifying the topic | ✓ Determining and Influencing Factors in the Success of Strategic Choice<br>✓ Strategic Alternatives at the Organizational Level | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures related to the topic. | Theoretical tests |
| 3    | Two hours | Understanding and clarifying the topic | ✓ Strategic Alternatives at the Business Unit Level<br>✓ The Concept and Importance of Strategy Implementation                   | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures                       | Theoretical tests |

|   |           |  |   |  |                   |
|---|-----------|--|---|--|-------------------|
|   |           |  |   | related to the topic.  |                   |
| 4 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ Organizational variables related to strategic implementation</li> <li>✓ Analyzing and managing organizational culture</li> </ul> | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 5 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ Choosing an Implementation Approach</li> <li>✓ Administrative Systems Supporting Strategy Implementation</li> </ul>              | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 6 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ The McKinsey Model for Strategy Implementation</li> <li>✓ The Concept and Importance of Strategic Control</li> </ul>             | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 7 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ The Relationship Between Strategy Levels and Strategic Control</li> <li>✓ Requirements for Achieving</li> </ul>                  | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading</li> </ul>  | Theoretical tests |

|    |           |  |   |  |                   |
|----|-----------|--|---|--|-------------------|
|    |           |  | Strategic Control   | an electronic link to lectures related to the topic.   |                   |
| 8  | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ General Framework for Strategic Control Steps</li> <li>✓ Strategic Control Problems</li> </ul>   | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 9  | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ Definition of Strategic Thinking</li> <li>✓ Importance of Strategic Thinking</li> </ul>          | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 10 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ Benefits of Strategic Thinking</li> <li>✓ Characteristics of Strategic Thinking</li> </ul>       | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online classroom.</li> <li>- Downloading an electronic link to lectures related to the topic.</li> </ul> | Theoretical tests |
| 11 | Two hours | Understanding and clarifying the topic | <ul style="list-style-type: none"> <li>✓ Strategic Thinking Mindset</li> <li>✓ Characteristics of a Strategic Thinking Mindset</li> </ul> | <ul style="list-style-type: none"> <li>- Delivering a theoretical lecture in the classroom.</li> <li>- Downloading the lecture to the online</li> </ul>  | Theoretical tests |

|    |           |   |   |  |                   |
|----|-----------|---|---|--|-------------------|
|    |           |   |   | classroom.<br>- Downloading an electronic link to lectures related to the topic.   |                   |
| 12 | Two hours | Understanding and clarifying the topic. | ✓ Steps to Implement Strategic Thinking<br>✓ Strategic Thinking Activities  | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures related to the topic. | Theoretical tests |
| 13 | Two hours | Understanding and clarifying the topic. | ✓ Strategic Thinking and Strategic Management Practices<br>✓ The Difference Between Strategic Thinking and Strategic Planning | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures related to the topic. | Theoretical tests |
| 14 | Two hours | Understanding and clarifying the topic. | ✓ The difference between strategic thinking and strategic insight<br>✓ Characteristics of strategic thinking leaders          | - Delivering a theoretical lecture in the classroom.<br>- Downloading the lecture to the online classroom.<br>- Downloading an electronic link to lectures related to the topic. | Theoretical tests |
| 15 | Two hours | Understanding and clarifying the topic. | ✓ Strategic Thinking Capabilities<br>✓ Elements of  | - Delivering a theoretical lecture in the classroom.<br>- Downloading  | Theoretical tests |

|  |  |  |                      |  |  |
|--|--|--|----------------------|--|--|
|  |  |  | Strategy<br>Thinking | the lecture to the<br>online<br>classroom.<br>- Downloading<br>an electronic link<br>to lectures<br>related to the<br>topic. |  |
|--|--|--|----------------------|--|--|

### 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

5 marks: Daily test

5 marks: Daily preparation and attendance

15 marks: First exam

15 marks: Second exam

60 marks: Final theoretical exam

### 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (curricular books, if any)                       |  |
| Main references (sources)   | Unified book issued by the Deans Committee |
| Recommended books and references (scientific journals, reports ...) |  |
| Electronic References, Websites                                     |  |

Name and signature of the course  
holder

Dr. Ma'an Waadallah Al-Mandheer

Dr. Iman Bashir Muhammad

Dr. Karam Tawfeeq Mohammed

Name and signature of the head  
of the department or branch

امجد الشاذلي  
2023/12/12



## Description Form Course

( Program review academic ) education institutions higher

He provides a description The domain this briefly Requiring For the most important features domain The 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  | Institution Educational  |
| of Management College / Administration and Economics   | University Department/Center   |
| Economic feasibility study / AHB25.F113  | Course Name/Code   |
| Lectures/Field Visits/Video Presentation   | Programs that include  |
| Course Code:   | AHB25.F113   |
| Lectures   | Available attendance forms   |
| 2024-2025  | academic year  |
| 2 hours per week 30 hours per semester   | Total Number of study hours  |
| Course administrator's name  | Assistance Prof. Dr. Adel<br>Muhammad Alshabak<br>Adel.mohammedshabak@uomosul.edu.iq |
| 1. Course objectives: Preparing students to deal with forms of economic feasibility and evaluate various commercial projects in a way that achieves quality advice in making decisions regarding |  |



## accepting or rejecting projects

### 2. Informal, teaching and learning methods, and assessment Learning

#### Teaching and learning methods A

report • brainstorming • field visits • Lectures, documentary screenings •  
hosting department managers and company • responses Writing, written  
managers from the public and private sectors, changing learning and setting  
and storytelling sessions • locations

#### Evaluation methods B

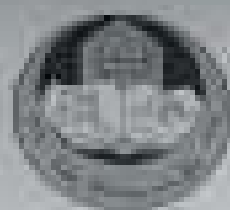
Examinations (oral and written), lecture participation rate, reports  
simulations, role exchange

#### Forming skills C

presentations, critique of scientific papers • storytelling • Brainstorming  
material, exchange of views

#### General and transferable skills (inter skills related to employability and (1) (development personal)

Writing skills, character building, developing practical skills, communication  
skills, the skill of discovering the timeline for planning and managing the  
project, and the skill of employing project organization forms and related  
of the parties dealing with the project in organizations documents in



### A. Course structure

| Evaluation method          | Teaching method              | Name of literature or topic                                     | Required learning outcomes          | units | week       |
|----------------------------|------------------------------|---|-------------------------------------|-------|------------|
| Exams Oral and theoretical | Lecture and practical cases  | study feasibility concept                                       | theoretical and practical knowledge | 1     | the first  |
| Exams Oral and theoretical | Lectures                     | Stages of preparing the economic feasibility study              | theoretical and practical knowledge | 1     | the second |
| Report writing             | Lectures and practical cases | Preliminary feasibility study                                   | theoretical and practical knowledge | 1     | the third  |
| Exams Oral and theoretical | Lectures                     | Generating project ideas  | theoretical and practical knowledge | 1     | Fourth     |
| Exams Oral and theoretical | Lectures                     | Using the expert method to evaluate initial feasibility studies | theoretical and practical knowledge | 1     | Fifth      |
| Exams Oral and theoretical | Lectures                     | Marketing feasibility study                                     | theoretical and practical knowledge | 1     | Sixth      |
| writing reports            | Practical case               | Marketing feasibility   | theoretical and practical           | 1     | Seventh    |

|                                    |                                      | assessment elements and/or   | knowledge                                 |   |            |
|------------------------------------|--------------------------------------|--|---|---|------------|
| Examin-<br>dual and<br>theoretical | Lecture                              | Evaluation of the<br>project's<br>marketing mix<br>offer (elements)<br>study             | theoretical and<br>practical<br>knowledge | * | The eighth |
| Examin-<br>dual and<br>theoretical | Lecture<br>and<br>practical<br>cases | Technical<br>feasibility study   | theoretical and<br>practical<br>knowledge | * | Ninth      |
| advance<br>preparatio-<br>n        | Lecture                              | Components of a<br>technical<br>feasibility study  | theoretical and<br>practical<br>knowledge | * | tenth      |
| advance<br>preparatio-<br>n        | Lecture                              | the exam: using<br>method to<br>evaluate the<br>technical<br>resources of the<br>project | theoretical and<br>practical<br>knowledge | * | eleventh   |
| advance<br>preparatio-<br>n        | Practical<br>cases                   | Financial<br>feasibility study   | theoretical and<br>practical<br>knowledge | * | twelfth    |
| advance<br>preparatio-<br>n        | Practical<br>cases                   | Components of a<br>financial<br>feasibility study<br>and methods for<br>evaluating it    | theoretical and<br>practical<br>knowledge | * | thirteenth |
| advance<br>preparatio-<br>n        | Practical<br>cases                   | Environmental<br>feasibility study   | theoretical and<br>practical<br>knowledge | * | fourteenth |
| advance<br>preparatio-<br>n        | Practical<br>cases                   | feasibility study<br>study stages  | theoretical and<br>practical<br>knowledge | * | fifteenth  |



4. Infrastructure

|   |   |
|---|---|
| <ul style="list-style-type: none"> <li>Print the textbook in sufficient copies</li> <li>Download Data Sheet</li> </ul>  | Required materials: <ul style="list-style-type: none"> <li>Course books</li> <li>Other</li> </ul> |
| <ul style="list-style-type: none"> <li>Devices/Software for using the Internet in the lecture</li> <li>Simulation rooms: Project Business management</li> </ul>   | Organization: Special   |
| <ul style="list-style-type: none"> <li>In real company and time Allocate organization managers to learn the programs and solve about real them at time with project management vocabulary</li> <li>Providing transportation for field visit</li> <li>The need for special and training courses to diversify teaching methods</li> </ul> | Social services (including, for example, guest lectures, increased training, and field studies)   |

5. Acceptance

|  |                                |
|--|--------------------------------|
|  | Prerequisites                  |
|  | Least number of students       |
|  | The largest number of students |



Signature  
 Date: 10/10/2020





Ministry of Higher Education and Scientific Research  
Scientific Supervision and Evaluation Authority  
Department of Quality Assurance and Academic Accreditation  
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<br>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<br>(total)      |
| 2025/2024                             | 8. Date this description was<br>prepared |



|   |
|---|
| 9. objectives : To give the student an idea about the principles of the English language according to the prescribed curriculum, in addition to clarifying the .grammar and auxiliary verbs |
|   |

|   |
|---|
| 10. Learning outcomes, teaching and learning methods, and assessment                                |
| A. Teaching and learning methods  |
| Delivering a theoretical lecture using electronic means   |
|   |
| B. Evaluation methods   |
| Exam as well as reports   |
|   |
| C. Thinking skills  |
|   |
| D. General and transferable skills (other skills related to employability and (personal development |
|   |



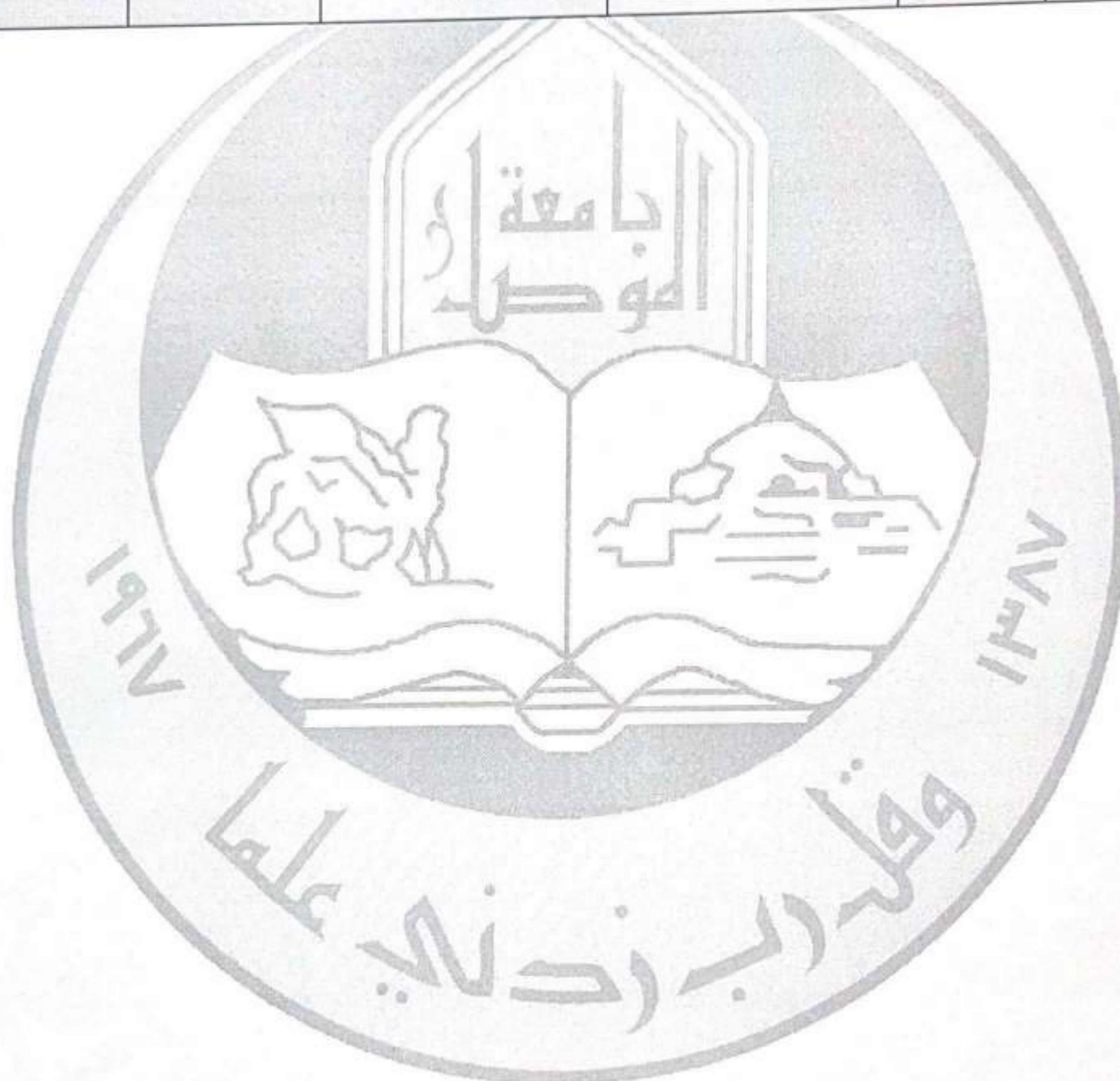


Ministry of Higher Education and Scientific Research  
Scientific Supervision and Evaluation Authority  
Department of Quality Assurance and Academic Accreditation  
International Accreditation Department

| Computer principles.11 |                     |                              |                            |         |      |
|------------------------|---------------------|------------------------------|----------------------------|---------|------|
| Evaluation method      | Teaching method     | Name of unit/course or topic | Required learning outcomes | watches | week |
|                        | theoretical lecture | Introduction                 |                            | 2       | 1    |
|                        | theoretical lecture | world of work                |                            | 2       | 2    |
|                        | theoretical lecture | Doing the right thing        |                            | 2       | 3    |
|                        | theoretical lecture | Wonders of the World         |                            | 2       | 4    |
|                        | Lecture             | Work flexibility             |                            | 2       | 5    |
|                        | theoretical lecture | Laughter therapy             |                            | 2       | 6    |
|                        |                     | Exam                         |                            | 2       | 7    |
|                        | theoretical lecture |                              |                            | 2       | 8    |
|                        | theoretical lecture | author                       |                            | 2       | 9    |
|                        | theoretical lecture | Pablo Picasso                |                            | 2       | 10   |



|  |                     |                           |  |   |    |
|--|---------------------|---------------------------|--|---|----|
|  | theoretical lecture | Managing a tourism office |  | 2 | 11 |
|  | theoretical lecture | good manners              |  | 2 | 12 |
|  | theoretical lecture | review                    |  | 2 | 13 |
|  | Lecture             | Discussion and dialogue   |  | 2 | 14 |
|  |                     | Exam                      |  | 2 | 15 |







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

|                |                                |
|----------------|--------------------------------|
| 13. Acceptance | Prerequisites                  |
|                | least number of students       |
|                | The largest number of students |



عبد العزيز



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

| 1. Course Name:  |  |                            |                     |                 |   |
|--|--|----------------------------|---------------------|-----------------|---|
| Quantitive System For Business (QSB)   |  |                            |                     |                 |   |
| 2. Course Code:  |  |                            |                     |                 |   |
| 3. Semester / Year:  |  |                            |                     |                 |   |
| First/Third  |  |                            |                     |                 |   |
| 4. Description Preparation Date:   |  |                            |                     |                 |   |
| 2024-2025  |  |                            |                     |                 |   |
| 5. Available Attendance Forms:   |  |                            |                     |                 |   |
| On campus  |  |                            |                     |                 |   |
| 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 name)  |  |                            |                     |                 |   |
| Name: : Mothar Hamed Sahih /Lecturer   |  |                            |                     |                 |   |
| Ali Jassim Shalah / Assist Lecturer  |  |                            |                     |                 |   |
| Email: mothar_hamed@uomosul.edu.iq   |  |                            |                     |                 |   |
| ali.jassim@uomosul.edu.iq  |  |                            |                     |                 |   |
| 8. Course Objectives   |  |                            |                     |                 |   |
| <b>Course Objectives</b><br>WinQSB is an excellent educational tool in the field of operations research, used to solve a wide range of complex quantitative problems. The program consists of a series of modules that assist in various areas such as production process analysis, project evaluation, quality control, simulation, statistics, and more. |  |                            |                     |                 | <ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul> |
| 9. Teaching and Learning Strategies  |  |                            |                     |                 |   |
| Strategy   | 1. Discussion Method<br>2. Practical Presentation Method<br>3. E-Learning Method |                            |                     |                 |   |
| 10. Course Structure   |  |                            |                     |                 |   |
| Week   | Hours  | Required Learning Outcomes | Use of subject name | Learning method | Evaluation method   |

|    |         |  |  |                   |                         |
|----|---------|--|--|-------------------|-------------------------|
| 1  | 3 hours |  | Introduction to Q&A Program                              | • Active Learning | Theoretical + practical |
| 2  | 3 hours |  | Importance of the Program                                | • Active Learning | Theoretical + practical |
| 3  | 3 hours |  | Installing the Program on the Computer and Accounting it | • Active Learning | Theoretical + practical |
| 4  | 3 hours |  | Menu and Toolbar Overview                                | • Active Learning | Theoretical + practical |
| 5  | 3 hours |  | Linear Programming                                       | • Active Learning | Theoretical + practical |
| 6  | 3 hours |  | Linear Goal Programming                                  | • Active Learning | Theoretical + practical |
| 7  | 3 hours |  | Network Modeling   | • Active Learning | Exam                    |
| 8  | 3 hours |  | Transportation Model, including:                         | • Active Learning | Theoretical + practical |
| 9  | 3 hours |  | The Least Cost Method<br>The North-West Corner Method    | • Active Learning | Theoretical + practical |
| 10 | 3 hours |  | The Pseudo Method (Vogel's Approximation Method)         | • Active Learning | Theoretical + practical |
| 11 | 3 hours |  | A Network Flow Transshipment                             | • Active Learning | Theoretical + practical |
| 12 | 3 hours |  | Maximal Flow Problems                                    | • Active Learning | Theoretical + practical |
| 13 | 3 hours |  | NETWORK ANALYSIS   | • Active Learning | Theoretical + practical |
| 14 | 3 hours |  | Critical Path  | • Active Learning | Theoretical + practical |
| 15 | 3 hours |  | Project Evaluation and Review Technique                  | • Active Learning |                         |

### 11. Course Evaluation

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

### 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (particular books any) | Computer Basics and Office Applications (Part Three) |
| Main references (sources)                 | Computer Basics and Office Applications (Part Three) |

  
د. ه. ه. السيد



  
د. ه. ه. السيد

## Course Description Form ( Morning and evening study)

|   |  |
|---|--|
| 1. Course Name:   |  |
| Applications of Project Management Using Computers  |  |
| 2. Course Code:   |  |
| 3. Semester / Year:   |  |
| First/Third   |  |
| 4. Description Preparation Date:  |  |
| 2014-2015   |  |
| 5. Available Attendance Forms:  |  |
| On campus   |  |
| 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 name)   |  |
| Name: Modhar Hamed Saleh /Lecturer<br>Ali Jassim Shalash / Asstist Lecturer<br>Email: modhar_hamed@uomosul.edu.iq<br>ali_jassim@uomosul.edu.iq  |  |
| 8. Course Objectives  |  |
| Course Objectives   |  |
| This course aims to:  | •  |
| Enable the student to acquire knowledge and concepts related to project management.   | •  |
| Provide the student with experience in using computers and working with MS Project for project management.  | •  |
| Offer a theoretical understanding of the methods, supported by illustrative examples, while allowing the software MS Project to handle the computational tasks—from data entry to results presentation. |  |
| Enable the students to identify the appropriate method, analyze, and interpret the results.   |  |
| Develop the student's skills in writing reports and extracting the maximum amount of information from the analysis results.   |  |
| 9. Teaching and Learning Strategies   |  |
| Strategy  | 1. Discussion Method<br>2. Practical Presentation Method |

### 3. E-Learning Method

#### 10. Course Structure

| Week | Hours   | Required Learning Outcomes | Unit or subject name                             | Learning method   | Evaluation method       |
|------|---------|----------------------------|--|-------------------|-------------------------|
| 1    | 3 hours |                            | Project Management Concept                       | • Active Learning | Theoretical + practical |
| 2    | 3 hours |                            | Logical Relationships: Determine Task(s)         | • Active Learning | Theoretical + practical |
| 3    | 3 hours |                            | Main Phases of a Project                         | • Active Learning | Theoretical + practical |
| 4    | 3 hours |                            | Project Planning and Management Using MS Project | • Active Learning | Theoretical + practical |
| 5    | 3 hours |                            | Task(s)  | • Active Learning | Theoretical + practical |
| 6    | 3 hours |                            | Tasks and Durations                              | • Active Learning | Theoretical + practical |
| 7    | 3 hours |                            | Project Control and Evaluation                   | • Active Learning | Exam                    |
| 8    | 3 hours |                            | Task Constraints                                 | • Active Learning | Theoretical + practical |
| 9    | 3 hours |                            | Resource Management                              | • Active Learning | Theoretical + practical |
| 10   | 3 hours |                            | Task Type  | • Active Learning | Theoretical + practical |
| 11   | 3 hours |                            | Working with Contouring Assignments              | • Active Learning | Theoretical + practical |
| 12   | 3 hours |                            | Schedule Adjustment and Control                  | • Active Learning | Theoretical + practical |
| 13   | 3 hours |                            | Working with Overruns                            | • Active Learning | Theoretical + practical |
| 14   | 3 hours |                            | Project Tracking Management                      | • Active Learning | Theoretical + practical |
| 15   | 3 hours |                            | Printing, Formatting Images, and Reports         | • Active Learning |                         |

#### 11. Course Evaluation

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

#### 12. Learning and Teaching Resources

|  |  |
|--|--|
| Required textbooks (journal or book any) | Computer Basics and Office Applications (Part Three) |
| Main references (resources)              | Computer Basics and Office Applications (Part Three) |

Dr. Fadi Al-Fakhri  
Head of Department

Dr. Fadi Al-Fakhri  
Head of Department

Dr. Fadi Al-Fakhri  
Head of Department

Dr. Fadi Al-Fakhri

**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  |   |
| 6. Number of Credit Hours (Total) / Number of Units (Total):  |   |
| 30 hours per semester, 2 hours per week   |   |
| 7. Course administrator's name (mention all, if more than one name)   |   |
| Assistant Professor Dr. Saraa Salem Dawad- saraa_salem@uomosul.edu.iq   |   |
| Assistant lecturer Mohamed Jamal Handoun - mohamed.j.handoun@uomosul.edu.iq   |   |
| 8. Course Objectives:   |   |
| <p><b>Managerial economics</b><br/>         It is the application or use of microeconomic theory in particular and macroeconomic theory is general to make administrative decisions of the economic enterprise related the productive, marketing and financial issues facing the manager while exercising his various administrative functions of planning, organizing, directing and controlling order to achieve the economic efficiency of the enterprise. Economic theory makes three contributions to the managerial field, summarized as follows:</p> | <p>1. Build analytical models that help to recognize and understand the structure of managerial issues and the decision-making process by focusing on the essence of the issues involved.</p> <p>2. Increase the analytical ability of the administrative analyst through patterns and tools of economic analysis with direct application in the reality of administrative issues.</p> <p>3. Clarify and simplify the multiple and veritable ideas that are used in management analysis, which helps to avoid mistakes and errors related to these ideas. It is the use of economic concepts and theories to solve administrative issues.</p> |

## 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 Outcomes | Unit or subject name   | Learning method   | Evaluation method         |
|------|---------|----------------------------|--|-------------------|---------------------------|
| 1    | 2 hours |                            | What is managerial economics?  | • Active Learning | • Participation           |
| 2    | 2 hours |                            | Organization Theory, Objectives and Management Functions   | • Active Learning | • Participation           |
| 3    | 2 hours |                            | The decision-making process and the factors influencing it   | • Active Learning | • Participation           |
| 4    | 2 hours |                            | The nature of markets and business   | • Active Learning | • Participation           |
| 5    | 2 hours |                            | Monopolistic discrimination + monopoly pricing + economic consequences of monopoly                   | • Active Learning | • Participation           |
| 6    | 2 hours |                            | monopoly   | • Active Learning | • Participation and Tests |
| 7    | 2 hours |                            | Production Analysis + Production Functions + Equal Output Curves                                     | • Active Learning | • Participation           |
| 8    | 2 hours |                            | Plant equilibrium, using equal output curves + production site selection + production site selection | • Active Learning | • Participation           |
| 9    | 2 hours |                            | Analyse production costs   | • Active Learning | • Participation           |
| 10   | 2 hours |                            | Building the economic model  | • Active Learning | • Participation           |
| 11   | 2 hours |                            | Environment and managerial decision-making   | • Active Learning | • Assignments and Exams   |
| 12   | 2 hours |                            | Strategic decision-making process  | • Active Learning | • Participation           |
| 13   | 2 hours |                            | Strategic and project goals  | • Active Learning | • Participation           |

|    |         |      |   |                   |                         |
|----|---------|------|---|-------------------|-------------------------|
| 14 | 2 hours |      | Theories of project goal setting + actual strategic goals of contemporary companies | • Active Learning | • Assignments and Exams |
| 15 | 2 hours | exam | exam  | —                 | —                       |

### 11. Course Evaluation

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

### 12. Learning and Teaching Resources

|  |  |
|--|--|
| Prepared textbooks (particular books, if any)                      | 1- Administrative Economics / Dr. Karim Jassin Al-Issawi<br>2- Business Economics Dr. Faleih Hassan Khalaf 2009<br>3-Administrative Economics Dr. Tariq Al-Hajj 2010 |
| Main references (sources)  |  |
| Recommended books and references (scientific journals, reports...) |  |
| Electronic References, Websites                                    |  |



Assistant lecture  
Mohamed Janal Hamdoun



Assistant Professor Dr.  
Saraa Salem Dawad



Head of Department  
Assistant Professor Dr.  
Ahmed Youssef Al-Sabaawi



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

|   |   |
|---|---|
| 1. Course Name:   |   |
| Insurance Management - 3  |   |
| 2. Course Code:   |   |
| AEBA25_F3011  |   |
| 3. Semester / Year:   |   |
| Second- 2024-2025   |   |
| 4. Description Preparation Date:                                    |   |
| 1/ 2 / 2025   |   |
| 5. Available Attendance Form:                                       |   |
| My presence only  |   |
| 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 name) |   |
| Name: assistant prof: Ayman Jassem Mohammad                         |   |
| Email: ayman_jassem@uomosul.edu.iq                                  |   |
| 8. Course Objectives:   |   |
| Course Objectives:  | This course aims to provide students with general and comprehensive overview of intellectual foundations of risk management and insurance topics, the concept of risk and its types, methods of confronting risk, cause of risk, and the definition of insurance and insurance contracts.   |
| 9. Teaching and Learning Strategies                                 |   |
| Strategy  | <ol style="list-style-type: none"> <li>1. Cognitive strategies by focusing on analyzing and detailing the subject and reasons for preferring one method over another for the subject.</li> <li>2. The strategy that focuses on brainstorming.</li> <li>3. The strategy that relies on observations, discussion and analysis.</li> <li>4. Cooperative Learning</li> <li>5. Active Learning</li> <li>6. Skills Diversification</li> </ol> |
| 10. Course Structure  |   |

| Week | Hours   | Required Learning Outcomes  | Unit or subject name   | Learning method                              | Evaluation method        |
|------|---------|---|--|--|--------------------------|
| 1    | 3 hours | Analysis of risk concepts in related sciences                     | The concept of risk and its types                                  | Theoretical with case studies and discussion | Posts with semester exam |
| 2    | 3 hours | Statement on the importance 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 | Theoretical with case studies 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 hours | Statement on the importance of risk measurement                   | Risk assessment  | Theoretical with case studies and discussion | Posts with semester exam |
| 6    | 3 hours | First semester exam   |  |  |                          |
| 7    | 3 hours | Realizing the importance of facing Risk                           | Ways to confront Risk  | Theoretical with case studies and discussion | Posts with semester exam |
| 8    | 3 hours | Definition of insurance and its importance                        | The relationship between insurance and business management         | Theoretical with case studies and discussion | Posts with semester exam |
| 9    | 3 hours | Introduction to the historical development of insurance companies | The emergence of Iraqi Insurance Company                           | Theoretical with case studies and discussion | Posts with semester exam |
| 10   | 3 hours | Definition of insurance contract                                  | Elements of an insurance contract                                  | Theoretical with case studies and discussion | Posts with semester exam |
| 11   | 3 hours | Second semester exam  |  |  |                          |

|    |         |  |  |  |                          |
|----|---------|--|--|--|--------------------------|
| 12 | 3 hours | Definition of insurance contracts                                  | Characteristics of insurance contracts                                 | Theoretical with case studies and discussion | Posts with semester exam |
| 13 | 3 hours | Statement of the principles and foundations of insurance contracts | The principle of absolute good faith and the principle of compensation | Theoretical with case studies and discussion | Posts with semester exam |
| 14 | 3 hours | Statement of the principles and foundations of insurance contracts | Principles of participation, Compensation and Deduction                | Theoretical with case studies and discussion | Posts with semester exam |
| 15 | 3 hours | Definition of insurance contracts                                  | property contracts   | Theoretical with case studies and discussion | Posts with semester exam |

### 8. Course Evaluation

Grades are distributed between the end-of-semester (40 marks) and the final exam of the course (60 marks)

### 9. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks  |  |
| Main References (Sources)   | Hein, Hansa, (2015), General Principles of Insurance, First Edition, Angelika and Christian Heine, Aachen, Berlin. |
| Recommended supporting books and references (scientific journals, reports...) |  |
| Electronic References, Websites   |  |

د. محمد بن عبد الله بن محمد  
د. محمد بن عبد الله بن محمد

د. محمد بن عبد الله بن محمد





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 -<br>Department of Business Administration | 2. University Department /<br>Center                 |
| AEBA25_F411/Negotiation management   | 3. Course Name/Code                                  |
| Bachelor of Business Administration  | 4. Programs in which he<br>enters                    |
| Mandatory classroom attendance for 15<br>weeks                                     | 5. Available Attendance<br>Forms                     |
| Second Cycle – Fourth Stage  | 6. Semester / Year                                   |
| 2  | 7. Number of Credit Hours<br>(Total)                 |
| 2024/2025  | 8. History of preparation The<br>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 negotiation 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



- Monthly and factional exam.
- 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 performances.
- The student's commitment to permanence and behaviors in the classroom.

#### c. 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.

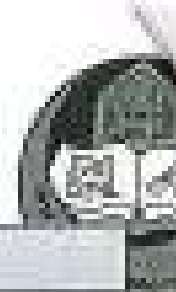
#### d. General and transferable skills (other skills related to employability and personal development)

- 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

| Evaluation method     | Method of education | Name of the unit/course or topic                                    | Required Learning Outcomes | Hours | The week |
|-----------------------|---------------------|---|----------------------------|-------|----------|
| Paragraph II<br>Total | Paragraph A of 10   | The concept of negotiation management and its characteristics       | Paragraph 10               | 2     | 1        |
|                       |                     | The importance of negotiation and its conditions                    |                            | 2     | 2        |
|                       |                     | Areas of negotiation  |                            | 2     | 3        |
|                       |                     | negotiation Types of  |                            | 2     | 4        |
|                       |                     | negotiation: Types of continuation of the previous ) (week          |                            | 2     | 5        |
|                       |                     | (Negotiation as a system) negotiation. Factors affecting management |                            | 2     | 6        |
|                       |                     | Characteristics and specifications of a successful negotiator       |                            | 2     | 7        |
|                       |                     | Planning for negotiation  |                            | 2     | 8        |
|                       |                     | Organization of the negotiating process                             |                            | 2     | 9        |
|                       |                     | Implementation of negotiations                                      |                            | 2     | 10       |
|                       |                     | How to act in the event of a breakdown of the negotiation           |                            | 2     | 11       |
|                       |                     | Personality, culture and negotiating behavior                       |                            | 2     | 12       |
|                       |                     | Different cultures  |                            | 2     | 13       |
|                       |                     | Semester exam   |                            | 2     | 14       |
|                       |                     | Final Exam  |                            | 2     | 15       |





| 12. Infrastructure   |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Abu Sheikh, Nader, The Origins of Negotiation, Dar Al-Ma'arif - Fourth Edition - Amman 2011</li> <li>• Barbara Anderson (Effective Negotiation), Al Hilal Library, Cairo, Egypt.</li> <li>• Al-Judefi, Rebbi Abdelkader Mousse (2010) "Managing Negotiations" Arab Open Academy, Denmark.</li> <li>•</li> </ul> | <p>Required readings:</p> <ul style="list-style-type: none"> <li>• Course Books</li> <li>• Other</li> </ul> |
| —  | 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 Ali 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))**

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.

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

#### 9. Course Objectives :

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- Acquire skills for practicing negotiation processes.
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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



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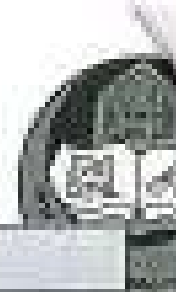
- Creative thinking skills by presenting specific cases to students and asking them to think about solving such cases.
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- Skills related to how the student employs the outputs of the negotiation department in reaching the desired results of the negotiations and in a way that serves the organization.

## 11. Course Structure

| Evaluation method     | Method of education | Name of the unit/course or topic                                    | Required Learning Outcomes | Hours | The week |
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|                       |                     | Areas of negotiation  |                            | 2     | 3        |
|                       |                     | negotiation Types of  |                            | 2     | 4        |
|                       |                     | negotiation: Types of continuation of the previous ) (week          |                            | 2     | 5        |
|                       |                     | (Negotiation as a system) negotiation. Factors affecting management |                            | 2     | 6        |
|                       |                     | Characteristics and specifications of a successful negotiator       |                            | 2     | 7        |
|                       |                     | Planning for negotiation  |                            | 2     | 8        |
|                       |                     | Organization of the negotiating process                             |                            | 2     | 9        |
|                       |                     | Implementation of negotiations                                      |                            | 2     | 10       |
|                       |                     | How to act in the event of a breakdown of the negotiation           |                            | 2     | 11       |
|                       |                     | Personality, culture and negotiating behavior                       |                            | 2     | 12       |
|                       |                     | Different cultures  |                            | 2     | 13       |
|                       |                     | Semester exam   |                            | 2     | 14       |
|                       |                     | Final Exam  |                            | 2     | 15       |



| 12. Infrastructure   |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Abu Sheikh, Nader, The Origins of Negotiation, Dar Al-Ma'arif - Fourth Edition - Amman 2011</li> <li>• Barbara Anderson (Effective Negotiation), Al Hilal Library, Cairo, Egypt.</li> <li>• Al-Judefi, Rebbi Abdelkader Mousse (2010) "Managing Negotiations" Arab Open Academy, Denmark.</li> <li>•</li> </ul> | <p>Required readings:</p> <ul style="list-style-type: none"> <li>• Course Books</li> <li>• Other</li> </ul> |
| —  | 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 Ali Al-Hadidi

University of Mosul

Department of –College of Administration and Economics

Business Administration





## Course Description Form ( Morning and evening study)

|  |   |
|--|---|
| 1. Course Name:  |   |
| Risk Management and Insurance  |   |
| 2. Course Code:  |   |
| AEBA25_F311  |   |
| 3. Semester / Year:  |   |
| quarterly  |   |
| 4. Description Preparation Date:   |   |
| 2024   |   |
| 5. Available Attendance Forms:   |   |
| My presence only   |   |
| 6. Number of Credit Hours (Total) / Number of Units (Total)  |   |
| 45 hours per semester. 3 hours per week  |   |
| 7. Course administrator's name (mention all, if more than one name)  |   |
| Name: : Raghad Mohammed Yahya:   |   |
| Email: raghad.yahya@uomosul.edu.iq   |   |
| 8. Course Objectives   |   |
| <b>Course Objectives</b><br>Objectives of the study subject<br>1-Delivering the scientific material to students<br>2- Expanding the academic base for students in the specialization as a complement to the financial management curriculum for the third grade and a cornerstone for the specialization subjects in the following stages. |   |
| 9. Teaching and Learning Strategies  |   |
| Strategy   | 1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject.<br>2- 2- The strategy that focuses on brainstorming<br>3- 3- The strategy that relies on observations, discussion and analysis |
| 10. Course Structure   |   |



| Week | Hours   | Required Learning Outcomes                                     | Unit or subject name                  | Learning method   | Evaluation method         |
|------|---------|--|---------------------------------------|-------------------|---------------------------|
| ١    | 3 hours | Learn the nature of the source of danger                       | Concept and source of danger          | • Active Learning | • Participation           |
| ٢    | 3 hours | Understanding risk, its sources and factors                    | Risk factors                          | • Active Learning | • Participation           |
| ٣    | 3 hours | Ways to confront risk, measuring risk, forms and types of risk | Risk management                       | • Active Learning | • Participation           |
| ٤    | 3 hours | Objectives and importance of insurance legally                 | Legal insurance concept               | • Active Learning | • Participation           |
| ٥    | 3 hours |  | First month exam                      | • Active Learning | • Participation           |
| ٦    | 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           |
| ٨    | 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           |
| ١٠   | 3 hours | Understanding insurance fields                                 | Theft and engineering insurance       | • Active Learning | • Participation           |
| ١١   | 3 hours | Understanding insurance fields                                 | Car insurance and international cards | • Active Learning | • Assignments and Exams   |



|    |         |   |                                      |                   |                         |
|----|---------|---|--------------------------------------|-------------------|-------------------------|
| ١٢ | 3 hours | Understanding local and international insurance | Reinsurance calculation              | • Active Learning | • Participation         |
| ١٣ | 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 |


### 11. Course Evaluation

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


### 12. Learning and Teaching Resources

|  |   |
|--|---|
| Required textbooks (curricular books, if any)                      |   |
| Main references (sources)  | Research, periodicals and Internet technology                           |
| Recommended books and references (scientific journals, reports...) | Risk Management and Insurance - 2016<br>Authored by: Salim Ali Al-Wardi |
| Electronic References, Websites                                    |   |

P.r. raghad mohamed yakya



أ.م.د. أحمد خير سبيعاوي  
رئيس قسم إدارة الأعمال





## Course Description Form ( Morning and evening study)

|   |   |                            |   |                 |                   |
|---|---|----------------------------|---|-----------------|-------------------|
| 1. Course Name:   |   |                            |   |                 |                   |
| Corporate Governance  |   |                            |   |                 |                   |
| 2. Course Code:   |   |                            |   |                 |                   |
| AEBA25_F409   |   |                            |   |                 |                   |
| 3. Semester / Year:   |   |                            |   |                 |                   |
| quarterly   |   |                            |   |                 |                   |
| 4. Description Preparation Date:  |   |                            |   |                 |                   |
| 2024  |   |                            |   |                 |                   |
| 5. Available Attendance Forms:  |   |                            |   |                 |                   |
| My presence only  |   |                            |   |                 |                   |
| 6. Number of Credit Hours (Total) / Number of Units (Total)   |   |                            |   |                 |                   |
| 28 hours per semester. 2 hours per week   |   |                            |   |                 |                   |
| 7. Course administrator's name (mention all, if more than one name)   |   |                            |   |                 |                   |
| Name: assistant teacher Raghad Mohammed Yahya :   |   |                            |   |                 |                   |
| Email: raghad.yahya@uomosul.edu.iq  |   |                            |   |                 |                   |
| 8. Course Objectives  |   |                            |   |                 |                   |
| Course Objectives   |   |                            | <ul style="list-style-type: none"> <li>• .....</li> <li>• .....</li> <li>• .....</li> </ul> |                 |                   |
| Presenting the scientific material to students. Expanding the academic base for students in the specialization as a complement to the business administration curriculum in previous stages, and as a cornerstone the specialization courses in the current stages. |   |                            |   |                 |                   |
| 9. Teaching and Learning Strategies   |   |                            |   |                 |                   |
| Strategy  | 1- Cognitive strategies by focusing on analyzing and detailing the subject and the reasons for preferring one method over another for the subject. 2- The strategy that focuses on brainstorming 3- The strategy that relies on observations, discussion and analysis |                            |   |                 |                   |
| 10. Course Structure  |   |                            |   |                 |                   |
| Week  | Hours   | Required Learning Outcomes | Unit or subject name  | Learning method | Evaluation method |



|   |         |  |   |   |               |
|---|---------|--|---|---|---------------|
|   | 2hours  | Providing students with knowledge about corporate governance               | A theoretical introduction to corporate governance            | active learning   | Participation |
| ٢ | 2 hours | Providing students with knowledge of Governance principles                 | Corporate Governance Principles                               | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ٣ | 2 hours | Providing students with knowledge about determinants governance            | Determinants corporate governance                             | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ٤ | 2 hours | Providing Students with knowledge of governance mechanisms                 | Corporate governance mechanisms                               | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ٥ | 2 hours | Providing students with knowledge of the theories that Explain governance. | Theories explain corporate governance                         | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ٦ | 2 hours | Providing students with knowledge about Corporate governance bodies        | Corporate Governance Bodies                                   | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ٧ | 2 hours | Providing students with knowledge about disclosure and transparency        | Corporate governance and relationship disclosure transparency | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |



|    |         |   |   |   |               |
|----|---------|---|---|---|---------------|
| ٨  | 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 |
| ١٠ | 2 hours | Provide students with knowledge about the Relationship between corporate governance and the financial performance of company. | Corporate Governance and Financial Performance                          | Lecture, scientific discussion, and raising questions and ideas from both sides | Participation |
| ١١ | 2 hours | Practical cases   | The experience some Arab countries in implementing corporate governance | Practical cases   | Participation |
| ١٢ | 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 semester final exam  | a test  |               |

#### 11. Course Evaluation

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



## 2. 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                                    | <a href="https://www.univ-chlef.dz">https://www.univ-chlef.dz</a><br><a href="https://www.iascasociety.org">https://www.iascasociety.org</a><br><a href="tp://www.transparency.org.kw.au-ti.org">tp://www.transparency.org.kw.au-ti.org</a> |

Dr. Raghad Mohamed Yahya

أ.م.د. أحمد يوسف السباعي  
رئيس قسم إدارة الأعمال



## Course Description Form

|  |   |
|--|---|
| <b>1. Course Name:</b>   |   |
| Production and Operations Management / Fourth Business Administration      |   |
| <b>2. Course Code:</b>   |   |
|  |   |
| <b>3. Semester / Year:</b>   |   |
| 2024/2025  |   |
| <b>4. Description Preparation Date:</b>                                    |   |
| 1/9/2024   |   |
| <b>5. Available Attendance Forms:</b>                                      |   |
|  |   |
| <b>6. Number of Credit Hours (Total) / Number of Units (Total)</b>         |   |
| 3  |   |
| <b>7. Course administrator's name (mention all, if more than one name)</b> |   |
| Name: assist.pro safwan alrawi Email:safwan_yasen@uomosul.edu.iq           |   |
| Name: M.M. Nour Sabah Issa   |   |
| Name: M.M. mawaa Rabie Ahmed   |   |
| <b>8. Course Objectives</b>  |   |
| Course Objectives  | <ul style="list-style-type: none"> <li>Preparing and graduate students capable of working in the public, private, and mixed sectors, as well as Iraqi and international private companies.</li> <li>Developing the skills of employees in developing production plans.</li> <li>Developing the mental skills to diagnose problems and develop solutions.</li> </ul> |
| <b>9. Teaching and Learning Strategies</b>                                 |   |
| Strategy   | Delivering the scientific curriculum to students in the best possible way   |



## 10. Course Structure

| Week | Hours | Required Learning Outcomes  | Unit or subject name | Learning method | Evaluation method |
|------|-------|---|----------------------|-----------------|-------------------|
|      | 3     | 1-Introduction to Production and Operations<br>2-Benefits of Implementing<br>3-Production and Operations<br>4-Production and Productivity<br>5-Forecasting<br>6-Forecasting Methods<br>7-Product Design<br>8-Product Design and Development<br>Steps and Life Cycle<br>10-Break-Even Analysis<br>11-Production Capacity<br>12-Production Capacity Strategies<br>13-Types of Energy and Methods for 14<br>Calculating Them<br>15-Factory Location Site Selection Strategies<br>Factory | 3                    | lecture         |                   |

## 11. Course Evaluation

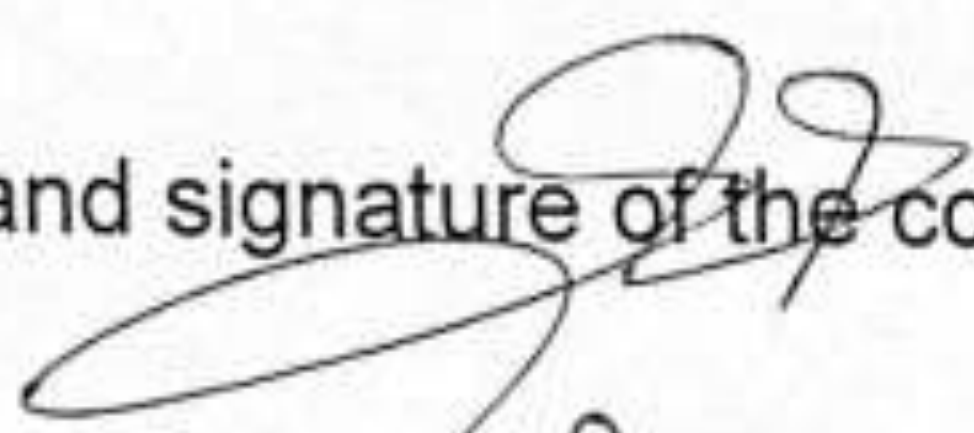
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports .... etc



## 12. Learning and Teaching Resources

|   |  |
|---|--|
| Required textbooks (curricular books, if any)                         | Operation management<br><br>Krajwisky & Ritizman 2021, ed4 |
| Main references (sources)   |  |
| Recommended books and references<br>(scientific journals, reports...) |  |
| Electronic References, Websites                                       |  |

Name and signature of the course owner

  
Dr. Sadwan Alrawi

Name and signature of the head of the department or branch

  
أ.م.د. أحمد يونس الكبيعي  
رئيس قسم إدارة الأعمال



## Course Description Form

|  |   |
|--|---|
| <b>1. Course Name:</b>   |   |
| Production and Operations Management / Fourth Business Administration      |   |
| <b>2. Course Code:</b>   |   |
|  |   |
| <b>3. Semester / Year:</b>   |   |
| 2024/2025  |   |
| <b>4. Description Preparation Date:</b>                                    |   |
| 1/9/2024   |   |
| <b>5. Available Attendance Forms:</b>                                      |   |
|  |   |
| <b>6. Number of Credit Hours (Total) / Number of Units (Total)</b>         |   |
| 3  |   |
| <b>7. Course administrator's name (mention all, if more than one name)</b> |   |
| Name: assist.pro safwan alrawi Email:safwan_yasen@uomosul.edu.iq           |   |
| Name: M.M. Nour Sabah Issa   |   |
| Name: M.M. mawaa Rabie Ahmed   |   |
| <b>8. Course Objectives</b>  |   |
| Course Objectives  | <ul style="list-style-type: none"> <li>Preparing and graduate students capable of working in the public, private, and mixed sectors, as well as Iraqi and international private companies.</li> <li>Developing the skills of employees in developing production plans.</li> <li>Developing the mental skills to diagnose problems and develop solutions.</li> </ul> |
| <b>9. Teaching and Learning Strategies</b>                                 |   |
| Strategy   | Delivering the scientific curriculum to students in the best possible way   |



## 10. Course Structure

| Week | Hours | Required Learning Outcomes  | Unit or subject name | Learning method | Evaluation method |
|------|-------|---|----------------------|-----------------|-------------------|
|      | 3     | 1-Introduction to Production and Operations<br>2-Benefits of Implementing<br>3-Production and Operations<br>4-Production and Productivity<br>5-Forecasting<br>6-Forecasting Methods<br>7-Product Design<br>8-Product Design and Development<br>Steps and Life Cycle<br>10-Break-Even Analysis<br>11-Production Capacity<br>12-Production Capacity Strategies<br>13-Types of Energy and Methods for 14<br>Calculating Them<br>15-Factory Location Site Selection Strategies<br>Factory | 3                    | lecture         |                   |

## 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



## 12. Learning and Teaching Resources

Required textbooks (curricular books, if any)

Operation management

Krajwisky & Ritizman 2021, ed4

Main references (sources)

Recommended books and references  
(scientific journals, reports...)

Electronic References, Websites

Name and signature of the course owner

Dr. Sadwan Alrawi

Name and signature of the head of the department or branch

أ.م.د. أحمد يوسف الكبيعاوي  
رئيس قسم إدارة الأعمال

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

|   |   |
|---|---|
| 1. Course Name:   |   |
| International Business Administration - 4   |   |
| 2. Course Code:   |   |
| AEBA25_F4002  |   |
| 3. Semester / Year:   |   |
| 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 semester, 3 hours per week   |   |
| 7. Course administrator's name (mention all, if more than one name)               |   |
| Name: assistant prof: Ayman Jassem Mohammad<br>Email: ayman_jassem@uomosul.edu.iq |   |
| 8. Course Objectives  |   |
| Course Objectives   | This course aims to provide students with general and comprehensive overview of intellectual foundations of international business management and its mod- international organizations and agreement and to define culture and knowledge, its types and dimensions, according to proposals presented by some researchers.   |
| 9. Teaching and Learning Strategies   |   |
| strategy  | <ol style="list-style-type: none"> <li>1. Cognitive strategies by focusing on analyzing and detailing the subject and reasons for preferring one method over another for the subject.</li> <li>2. The strategy that focuses on brainstorming</li> <li>3. The strategy that relies on observations, discussion and analysis</li> <li>4. Cooperative Learning</li> <li>5. Active Learning</li> <li>6. Skills Diversification</li> </ol> |

## 1. Course Structure

| Week | Hours   | Required Learning Outcomes   | Unit or subject name  | Learning method                              | Evaluation method        |
|------|---------|--|---|--|--------------------------|
| 1    | 3 hours | Analysis of the concepts of international business management, international public management and global brand companies  | The intellectual and conceptual umbrella of international business management     | Theoretical with case studies and discussion | Posts with semester exam |
| 2    | 3 hours | A statement on the importance of international business management and the most important goals it aspires to achieve.     | Importance and objectives of international business management                    | Theoretical with case studies and discussion | Posts with semester exam |
| 3    | 3 hours | Identify the characteristics of international business management and the most prominent constraints it faces.             | Characteristics of International Business Management                              | Theoretical with case studies and discussion | Posts with semester exam |
| 4    | 3 hours | Identify the most prominent internal and external challenges of international business management.                         | Challenges of International Business Management                                   | Theoretical with case studies and discussion | Posts with semester 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 exam  |   |  |                          |
| 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 | Posts with semester exam |

|                      |         |   |  |  |                          |
|----------------------|---------|---|--|--|--------------------------|
| 8                    | 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 role in international business management issues, and its most prominent characteristics  | International Organizations and International Business - World Bank                  | Theoretical with case studies and discussion | Posts with semester 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 | Second semester exam  |  |  |                          |
| 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 | global economic systems   | Its types and nature   | Theoretical with case studies and discussion | Posts with semester exam |
| 14                   | 3 hours | International market entry strategies   | Its advantages and disadvantages   | Theoretical with case studies and discussion | Posts with semester exam |
| 15                   | 3 hours | Recent Topics and Trend In International Business   | Its causes and importance  | Theoretical with case studies and discussion | Posts with semester exam |
| 8. Course Evaluation |         |   |  |  |                          |



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

### 9. Learning and Teaching Resources

|   |   |
|---|---|
| Required textbooks  |   |
| Main References (Sources)   | المصدر: علمي، مباحث، إدارة الأعمال الدولية، مبحث منهجي، مقتطفات، (T=13)<br>دار وائل للنشر، الطبعة الأولى، عمان، الأردن. |
| Recommended supporting books and references (scientific journals, reports...) |   |
| Electronic References, Websites   | <a href="http://www.worldbank.org">www.worldbank.org</a><br><a href="http://www.imf.org">www.imf.org</a>                |

أ.م.د. أحمد محمد عيسى  
رئيس قسم إدارة الأعمال

د. أمينة جبار  
م.د. أمينة جبار



## Course description form

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

| <b>1. The course name and the study stage</b>   |       |                             |  |  |                              |
|---|-------|-----------------------------|--|--|------------------------------|
| Information technology , the second stage   |       |                             |  |  |                              |
| <b>2. Course Code</b>   |       |                             |  |  |                              |
|   |       |                             |  |  |                              |
| <b>3. Semester / Year:</b>  |       |                             |  |  |                              |
| quarterly   |       |                             |  |  |                              |
| <b>4. Description Preparation Date:</b>   |       |                             |  |  |                              |
| 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<br>Email: ayhab_fakhry@uomosul.edu.iq   |       |                             |  |  |                              |
| <b>8. Course Objectives</b>   |       |                             |  |  |                              |
| <ul style="list-style-type: none"> <li>To introduce students to the fundamental concepts of Information Technology (IT) and its role in modern organizations.</li> <li>To develop students' ability to use common software applications effectively (e.g., word processing, spreadsheets, presentations).</li> <li>To enhance understanding of computer hardware, software, networks, and internet technologies.</li> </ul> |       |                             | <ul style="list-style-type: none"> <li>To explain the impact of IT on communication, data management, and decision-making processes.</li> <li>To familiarize students with cybersecurity principles and best practices for protecting information.</li> <li>To encourage critical thinking about ethical and legal issues in the use of IT.</li> <li>To prepare students for practical use of IT tools in academic, professional, and personal contexts</li> </ul> |  |                              |
| <b>9. Teaching and Learning Strategies</b>  |       |                             |  |  |                              |
| Strategy:   |       |                             | ١. The discussion method<br>٢. The project method<br>٣. The practical performance method<br>٤. The cooperative learning method   |  |                              |
| <b>10. Course Structure</b>   |       |                             |  |  |                              |
| Week  | Hours | Required Learning Outcomes  | Unit or subject name   | Learning method                                  | Evaluation method            |
| 1   | 1     | Knowledge and Understanding | The historical development and origin of information technology; its objectives and significance   | Discussion Method, Practical Presentation Method | Attendance and Participation |
| 2   | 1     | Knowledge and Understanding | IT infrastructure and its components   | Discussion Method, Practical                     | Attendance and 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,<br>dimensions of IS<br>quality  |  |                                    |
| 8  | 1 | Knowledge and<br>Understanding | Midterm Exam   | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 9  | 1 | Knowledge and<br>Understanding | Philosophy of<br>Mobile<br>Technology:<br>concept of<br>mobility,<br>applications of<br>mobile<br>technologies | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 10 | 1 | Knowledge and<br>Understanding | Business<br>Intelligence<br>Capabilities:<br>concept,<br>importance,<br>dimensions                             | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 11 | 1 | Knowledge and<br>Understanding | Information<br>Literacy:<br>concept,<br>importance,<br>components,<br>types,<br>dimensions                     | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 12 | 1 | Knowledge and<br>Understanding | IT-based<br>Collaboration  | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 13 | 1 | Knowledge and<br>Understanding | Social Media:<br>philosophy of<br>social media,<br>concept, types of<br>social media<br>platforms              | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 14 | 1 | Knowledge and<br>Understanding | Internet of<br>Things (IoT):<br>concept,<br>importance,<br>objectives,<br>contents                             | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |
| 15 | 1 | Knowledge and<br>Understanding | Applications of<br>Information<br>Technology in<br>Service Sectors   | Discussion<br>Method,<br>Practical<br>Presentation<br>Method | Attendance<br>and<br>Participation |


#### 11. Course Evaluation and Grade Distribution

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

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

Lecturer  
Elab F. Joudi



Head of the Department

