

**Ministry of Higher Education and Scientific Research
Scientific Supervision and Scientific Evaluation Apparatus
Directorate of Quality Assurance and Academic Accreditation
Accreditation Department**



Academic Program and Course Description Guide

2024

Introduction:

The educational program is a well-planned set of courses that include procedures and experiences arranged in the form of an academic syllabus. Its main goal is to improve and build graduates' skills so they are ready for the job market. The program is reviewed and evaluated every year through internal or external audit procedures and programs like the External Examiner Program.

The academic program description is a short summary of the main features of the program and its courses. It shows what skills students are working to develop based on the program's goals. This description is very important because it is the main part of getting the program accredited, and it is written by the teaching staff together under the supervision of scientific committees in the scientific departments.

This guide, in its second version, includes a description of the academic program after updating the subjects and paragraphs of the previous guide in light of the updates and developments of the educational system in Iraq, which included the description of the academic program in its traditional form (annual, quarterly), as well as the adoption of the academic program description circulated according to the letter of the Department of Studies T 3/2906 on 3/5/2023 regarding the programs that adopt the Bologna Process as the basis for their work.

In this regard, we can only emphasize the importance of writing an academic programs and course description to ensure the proper functioning of the educational process.

Concepts and terminology:

Academic Program Description: The academic program description provides a brief summary of its vision, mission and objectives, including an accurate description of the targeted learning outcomes according to specific learning strategies.

Course Description: Provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the students to achieve, proving whether they have made the most of the available learning opportunities. It is derived from the program description.

Program Vision: An ambitious picture for the future of the academic program to be sophisticated, inspiring, stimulating, realistic and applicable.

Program Mission: Briefly outlines the objectives and activities necessary to achieve them and defines the program's development paths and directions.

Program Objectives: They are statements that describe what the academic program intends to achieve within a specific period of time and are measurable and observable.

Curriculum Structure: All courses / subjects included in the academic program according to the approved learning system (quarterly, annual, Bologna Process) whether it is a requirement (ministry, university, college and scientific department) with the number of credit hours.

Learning Outcomes: A compatible set of knowledge, skills and values acquired by students after the successful completion of the academic program and must determine the learning outcomes of each course in a way that achieves the objectives of the program.

Teaching and learning strategies: They are the strategies used by the faculty members to develop students' teaching and learning, and they are plans that are followed to reach the learning goals. They describe all classroom and extra-curricular activities to achieve the learning outcomes of the program.

Academic Program Description Form

University Name: Mosul University

Faculty/Institute: Tourism Science Faculty

Scientific Department: Department of Hotel Studies


Academic or Professional Program Name: Bachelor of Science in Tourism

Final Certificate Name: Bachelor of Science in Tourism

Academic System: annual

Description Preparation Date:


File Completion Date:

Signature: 

Head of Department Name:

wissam abadallah

Date: 10/4/2025

Signature: 

Scientific Associate Name:

manal Rafat Khalid

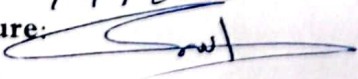
Date: 10/4/2025

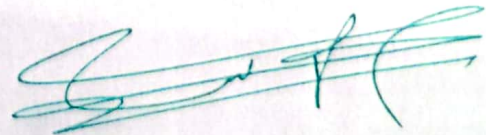
The file is checked by:

Department of Quality Assurance and University Performance

Director of the Quality Assurance and University Performance Department: Osama

Date: 13/4/2025

Signature: 



Approval of the Dean

1. Program Vision

The department aspires to be a leading hub for advanced education in the hospitality industry, contributing to service quality enhancement and the sustainable growth of the tourism sector in Iraq.

2. Program Mission

To provide a comprehensive educational environment that supports applied learning and scientific research in hotel studies while developing students' leadership and professional skills. This mission aims to prepare distinguished graduates capable of meeting labor market demands and driving innovation and sustainable development in the hospitality sector.

3. Program Objectives

- Implement and promote performance quality standards among faculty members and students to enhance academic efficiency and excellence.
- Prepare students for leadership positions in hotel and tourism management.
- Strengthen the academic research level and connect it with real-world challenges facing the hotel and tourism industry.
- Support students interested in pursuing postgraduate studies in hotel and tourism studies.
- Develop students' intellectual and professional skills to equip them for real-world challenges in their careers.
- Integrate sustainable development concepts into curricula and research to guide students toward responsible and sustainable tourism development.

4. Program Accreditation

Does the program have program accreditation? And from which agency?
Nothing

5. Other external influences

Is there a sponsor for the program?
Nothing

6. Program Structure				
Program Structure	Number of Courses	Credit hours	Percentage	Reviews*
Institution Requirements	12	21	40%	basic
College Requirements	12	26	40%	basic
Department Requirements	6	13	20%	basic
Summer Training				
Other				

* This can include notes whether the course is basic or optional.

7. Program Description				
Year/Level	Course Code	Course Name	Credit Hours	
			theoretical	practical
Third				
2024-2025	Thr1	French Language	1	
2024-2025	Thr2	English Language	1	
2024-2025	Thr3	Travel and Tourism Lows	1	
2024-2025	Thr4	Protocol and etiquette	3	
2024-2025	Thr5	Public Relations Management	3	
2024-2025	Thr6	Hotel Planning	3	
2024-2025	Thr7	Hotel Investment	3	
2024-2025	Thr8	Hotel Organization Management	3	
2024-2025	Thr9	Restaurants Management	3	
2024-2025	Thr10	Hotel Safety and Security	3	
2024-2025	Thr11	Feed	3	
Fourth				
2024-2025	Thf1	English language	3	
2024-2025	Thf2	Hospitality industry	2	
2024-2025	Thf3	Research methods and preparing	2	

2024-2025	Thf4	Human Resource Management	2	
2024-2025	Thf5	French language	3	
2024-2025	Thf6	Hotel marketing	2	
2024-2025	Thf7	Touristic crisis management	2	
2024-2025	Thf8	Touristic media	2	
2024-2025	Thf9	Tourism legal legislation	2	
2024-2025	Thf10	Hotel information systems	2	

8. Expected learning outcomes of the program	
Knowledge	
Learning Outcomes 1	1-The ability to solve tourism problems through general data on the subject and the use of modern and scientific methods in addressing them 2- Hotel studies and the basis of scientific knowledge and its provision 3- The relationship between the economic situation and tourism in the country and hard currency inputs 4- Understanding the tourism environment at the national, regional or international level.
Skills	
Learning Outcomes 2	1- Adopting thoughtful scientific description and analysis to describe tourism phenomena and their relationship to the problem at hand 2- The law, legal text, and organization of the relationship process with tourism 3- Using the accounting and mathematical system to analyze the problems faced by tourism 4- Use the right to constructive criticism and scientific analysis of the topics under discussion
Ethics	
Learning Outcomes 3	1- The ability to realize the creative and best responsibilities in the hotel field 2- Working on everything that is modern and advanced in order to develop work in the tourism sector 3- Using the modern method used by developed countries in the field of tourism and hospitality in order to increase tourism milk production at the

	local level. 4- Work on twinning between scientific departments at the level of specialized local universities for the sake of encouragement, and the departments need
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9. Teaching and Learning Strategies

1- Direct education: through scientific lectures, in which the professor has the primary role, and it is in a simple and easy manner, and the student is the recipient.

2- Indirect education: Student participation is at a high level in terms of observations, verification, and students' interest in developing alternatives or solving problems. The university professor is the direct and effective supervisor.

3- E-learning: It employs the latest technologies, such as virtual reality and machine learning, and integrates them with scientific educational concepts to create a methodology designed to improve the acquisition of knowledge and skills.

10. Evaluation methods

It is done by

1- Scientific tests: This is the traditional method used by the university professor to determine the level and extent of the student's understanding of the subject

2- Research: Assigning students by the subject professor to write research on a topic previously agreed upon by the professor and student helps increase the student's ability to conduct scientific research, find solutions to problems, and benefit from them as a realistic experience.

3- Reports: Urging students to access websites to research the field of specialization and write reports, in addition to using the library and scientific curricula, the method of submitting the report, the method of work, and discussion with other students, which is one of the main means of learning and evaluation.

4- Discussion and questions: Conducting discussion circles among students, supervised by the teaching staff, and asking intellectual questions and the correct method of answering, enhances the university professor's recognition of the students' levels in terms of understanding, perception, and comprehension of the material, and it is one of the main methods of evaluation.

5- A graduation project or research, which is one of the study requirements

and at the same time highlights the intellectual, educational and applied skills that the student has acquired throughout the study period by choosing a topic from the curriculum that the student has received.

11. Faculty						
Faculty Members						
Academic Rank	Specialization		Special Requirements/ Skills (if applicable)		Number of the teaching staff	
	General	Special			Staff	Lecturer
Professor Doctor	Philosophy of physical education	Philosophy and history of physical education			١	
Assistant Professor Doctor	Human geography	Population geography			١	
Doctor teacher	English language	Critical style			١	
Doctor teacher	Ancient ruins	Antiquities and civilizations of the ancient Near East			1	
assistant teacher	special law	Proceedings law			١	
assistant teacher	business management	business management			١	
assistant teacher	Ancient ruins	Ancient Iraqi languages			١	
assistant teacher	Management Information Systems	Management Information Systems			١	
assistant teacher	Economy	Sciences in			١	

		economics				
assistant teacher	translation	Linguistic significance			١	
assistant teacher	Banking and Financial Sciences	Banking and Financial Sciences			١	
assistant teacher	French	French language and literature				١
assistant teacher	French	French language and literature				١
assistant teacher	business management	Financial management			١	
assistant teacher	business management	Marketing			١	
assistant teacher	management and economy	Business management			١	
assistant teacher	management and economy	Business management			١	

Professional Development

Mentoring new faculty members

The Department of Hotel Studies is pursuing a program to develop new faculty members by giving training lectures under the supervision of qualified staff from the department, working to involve new faculty members in the work of the department under the supervision of those who are senior to the teaching staff, holding training courses, and holding discussion circles.

Professional development of faculty members

- 1- Involving the teaching staff in scientific courses and seminars that would develop the specialized aspect of the teaching staff.
- 2- Urging the holding of scientific workshops, seminars, scientific conferences and training courses in order to advance the professional field of the teaching staff.

12. Acceptance Criterion
1- Approval of the central admission plan according to its conditions and according to the department's annual academic plan 2- Accepting top students from tourism institutes according to the effective decisions of the Ministry of Higher Education and Scientific Research


13. The most important sources of information about the program
1- Scientific department guide approved by the university and the ministry 2- The university and college website.

14. Program Development Plan
1- Striving to attract additional numbers of students by facilitating admission criteria and expanding the number of academic seats for applicants. 2- Working to develop the scientific department by opening postgraduate studies (Master's, PhD) for the sustainability of the department with a specialized teaching staff. 3- Developing teaching staff in the department by conducting scientific workshops, training courses, field visits, and knowledge and academic exchange between corresponding departments in universities at the local or international level. 4- Integrating theory and application in terms of the scientific vocabulary required to study in the department through field visits to governmental and private tourism institutions and holding scientific seminars hosted by a tourism official, director, or person with experience in the field of tourism to enhance practical experience in this field. 5- Providing everything possible in order to provide the best services and resources to students, including furniture and air conditioning for classrooms and laboratories, providing a library stocked with modern and diverse books, and placing them at the service of primary and postgraduate students.

Program Skills Outline															
				Required program Learning outcomes											
Year/Level	Course Code	Course Name	Basic or optional	Knowledge				Skills				Ethics			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
Third															
Third	Thr1	French Language	Basic			√				√				√	
Third	Thr2	Language English	Basic			√				√				√	
Third	Thr3	Travel and Tourism Laws	Basic			√				√				√	
Third	Thr4	Protocol and etiquette	Basic			√				√				√	
Third	Thr5	Public Relations Management	Basic			√				√				√	
Third	Thr6	Hotel Planning	Basic			√				√				√	
Third	Thr7	Hotel Investment	Basic			√				√				√	
Third	Thr8	Hotel Organization Management	Basic			√				√				√	
Third	Thr9	Restaurants Management	Basic			√				√				√	
Third	Thr10	Hotel Safety and Security	Basic			√				√				√	

Third	Thr11	Feed				√				√				√	
Fourth															
Fourth	Thf1	English language	Basic				√				√				√
Fourth	Thf2	Hospitality industry	Basic				√				√				√
Fourth	Thf3	Research methods and preparing	Basic				√				√				√
Fourth	Thf4	Human Resource Management	Basic				√				√				√
Fourth	Thf5	French language	Basic				√				√				√
Fourth	Thf6	Hotel marketing	Basic				√				√				√
Fourth	Thf7	Touristic crisis management	Basic				√				√				√
Fourth	Thf8	Touristic media	Basic				√				√				√
Fourth	Thf9	Tourism legal legislation	Basic				√				√				√
Fourth	Thf10	Hotel information systems	Basic				√				√				√

- Please tick the boxes corresponding to the individual program learning outcomes under evaluation.



Course Description for Third Stage

Course Description Form

1. Course Name	
Restaurant Management	
2. Course Code	
Thr9	
3. Semester / Year	
Yearly / 2024-2025	
4. The history of preparation of this description	
20/2/2025	
5. Available Attendance Forms	
Classrooms	
6. Number of Credit Hours (Total) / Number of Units (Total)	
90/3	
7. Course administrator's name (if more than one name)	
Name: Ahmed Kanaan Hussein Al-Dabbagh Email: ahmed.kannan@uomosul.edu .	
8. Course Objectives	
<p>This course calls for developments in the world in restaurant administrations to benefit from them in the future career of students, and therefore it was necessary to give the following vocabulary</p> <p>* The beginnings and emergence of restaurant departments. * Definition of restaurants, their departments, types and methods of service. * Choosing the location of the restaurant and the scientific foundations used to build restaurants. * Characteristics, skills and tasks that characterize employees in restaurant departments. * Organizational structure of hotel restaurants. * World menus. * Food hygiene and staff training..</p>	Course Objectives
9. Teaching and Learning Strategies	
<p>Providing students with quantitative methods and adopting advanced scientific methods to authenticate them through Resources available in the library about the course</p>	Strategy

10. Course Structure

Evaluation method	Learning method	Unit or subject name	Required Learning Outcomes	Hours	The week
Lectures/Class	Questions & Discussion	Chapter 0	A brief history of the evolution of restaurants through the ages	3	١
Lectures/Class	Questions & Discussion	Chapter 0	Definition of restaurant and restaurant management	3	٢
Lectures/Class	Questions & Discussion	Chapter 0	Types of restaurants	3	٣
Lectures/Class	Questions & Discussion	Chapter 0	Ways to serve in restaurants	3	٤
Lectures/Class	Questions & Discussion	Chapter 0	A small search for the given substance	3	٥
Lectures/Class	Questions & Discussion	Chapter 0	First exam	3	٦
Lectures/Class	Questions & Discussion	Chapter 0	Restaurant Location Selection	3	٧
Lectures/Class	Questions & Discussion	Chapter 0	<u>Restaurant Engineering & Construction</u>	3	٨
Lectures/Class	Questions & Discussion	Chapter 0	General review of the first semester	3	٩
Lectures/Class	Questions & Discussion	Chapter 0	Restaurant manager characteristics	3	١٠
Lectures/Class	examination		Skills, tasks and requirements for restaurant management staff	3	١١
Lectures/Class	Questions & Discussion		Organizational Structure of Hotel Restaurants	3	١٢
Lectures/Class	Questions & Discussion	Chapter Two	A small search for the given substance	3	١٣
Lectures/Class	Questions & Discussion	Chapter Two	Menus (concept, types)	3	١٤
Lectures/Class	Questions & Discussion	Chapter Two	Demo of types of menus available	3	١٥
Lectures/Class	Questions & Discussion	Chapter Two	A small search for the given substance	3	١٦
Lectures/Class	Questions & Discussion	Chapter Two	Food hygiene in restaurants	3	١٧
Lectures/Class	Questions & Discussion	Chapter Two	Food preservation methods	3	١٨
Lectures/Class	examination		Second exam	3	١٩
Lectures/Class	Questions & Discussion	Chapter Three	Training (concept, types)	3	٢٠
Lectures/Class	Questions &	—	A small search for the given	3	٢١

	Discussion		substance		
Lectures/Class	Questions & Discussion	—	General review of the second semester	3	٢٢
Lectures/Class	Questions & Discussion	For the third semester	A brief history of the evolution of restaurants through the ages	3	٢٣
Lectures/Class	Questions & Discussion	For the third semester	Definition of restaurant and restaurant management	3	٢٤
Lectures/Class	examination	For the third semester	Types of restaurants	3	٢٥
Lectures/Class	Questions & Discussion	For the third semester	Ways to serve in restaurants	3	٢٦
Lectures/Class	Questions & Discussion	For the third semester	A small search for the given substance	3	٢٧
Lectures/Class	Questions & Discussion		First exam	3	٢٨
Lectures/Class	Questions & Discussion		Restaurant Location Selection	3	٢٩
Lectures/Class	examination		<u>Restaurant Engineering & Construction</u>	3	٣٠

11. Course Evaluation

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

12. Learning and Teaching Resources

–	Required textbooks (methodology, if any)
Hamid Majeed Al-Obaidi: Restaurant Department, Ministry of Higher Education and Scientific Research - Al-Mustansiriya University, 1989.	Main references (sources)
_ Restaurant Management, Maher Abdel Aziz, Dar Zahran Publishing, First Edition, 2012	Recommended books and references (scientific journals, reports...)
	Electronic References, Websites

Course Description Form

13. Course Name	
Protocol and etiquette	
14. Course Code	
Thr4	
15. Semester / Year	
Yearly / 2024-2025	
16. The history of preparation of this description	
18/2/2025	
17. Available Attendance Forms	
Classrooms	
18. Number of Credit Hours (Total) / Number of Units (Total)	
90/3	
19. Course administrator's name (if more than one name)	
Name: SANARYA NABEEL Email: SANARYA.NABEEL@UOMOSUL.EDU.IQ	
20. Course Objectives	
<p>This course aims to help the student to understand the concept and importance of protocol management. •</p> <ul style="list-style-type: none"> • Practice the written and verbal skills and behaviors used in protocol management and etiquette. • Manage events professionally in accordance with diplomatic customs and traditions - Aims to prepare cadres who are skilled in dealing with official guests, by applying a precise understanding of the principles Deal with tact and hospitality. Develop communication skills with others. • 	Course Objectives
21. Teaching and Learning Strategies	
<p>Upon completion of this course, the student is expected to be able to:</p> <ul style="list-style-type: none"> -1 Knowledge and understanding:• Knowledge of the basic concepts in the management of ceremonies, protocol, etiquette and the arts of honor. • Knowledge of various social and official etiquettes, rules of protocol for conferences, meetings and gatherings attended by VIPs. • Knowledge of the steps of office work etiquette in VIP offices. • Realize the importance of studying ceremonial management. -2 Professional skills:• Definition of ceremonial management, etiquette, protocol and the art of honorifics. • Identify the principles of ceremonies and etiquette. • 	Strategy

<p>Identify the conditions that must be met by the person in charge of ceremonial management and etiquette. • Ceremonial management is impeccable professional and personal behavior. • Preparing for events and receiving VIPs. • Knowing the various local and international standards. • Identifying the etiquette of telephone communications with VIPs. • Rules for raising and lowering flags.</p> <p>-3 Scientific skills: •</p> <p>Analytical, logical and innovative thinking. •</p> <p>Using human thinking methods to solve ceremonial problems and deal with VIPs.</p> <p>Rules for preparing minutes of meetings and conferences. And the protocol for organizing meetings and press conferences. •</p> <p>Ceremonial management and etiquette rules for e-mail and using the Internet. •</p> <p>The extent to which work ethics and concepts of ceremonial management, etiquette and protocol are compatible</p>	
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22. Course Structure

Evaluation method	Learning method	Unit or subject name	Required Learning Outcomes	Hours	The week
Daily attendance	Study hall	The concept and importance of ceremonial management and etiquette	The student understands the meaning of ceremonies and etiquette and their role in society	3	١
Daily attendance	Study hall	Stages of development of ceremonial management and etiquette. In the ages	The student learns about the development of ceremonial management	3	٢
Daily attendance	Study hall	Ceremonial management in Arab civilization, and getting to know some examples	Knowing the role of ceremonies in Arab civilization in all its eras	3	٣
Daily attendance	Study hall	Ceremonies in the contemporary world, with an explanation of French and English methods	The student understands ceremonies in civilized advanced countries	3	٤
Daily attendance + Oral exam	Study hall	The relationship of ceremonies to other sciences + daily exam with the previous information	The student learns about the nature of the relationship with other sciences	3	٥
Daily attendance	Study hall	Ceremonial management is a science of management and one of its functions	The student understands that protocol is one of the sciences of management and its functions	3	٦
Daily attendance	Study hall	Ceremonial management between science and art with definition of some examples	The student understands and differentiates whether protocol is a science or an art	3	٧
Daily attendance + Oral exam	Study hall	The technical meaning of the term ceremonies, with formulation +. Daily exam with the previous information	The student knows the Arabic terms and the meaning of the word	3	٨
Daily attendance	Study hall	The pillars of ceremonial management, the basics on which	The student learns the essential pillars of ceremonial management	3	٩

		ceremonies are based			
Daily attendance	Study hall	Precedence and its types, and how to receive and introduce dignitaries	The student learns the priority system and how to deal with	3	١٠
Daily attendance	Study hall	Etiquette, protocol and honors, with an explanation of the difference between each topic	The student understands the study of the differences between etiquette, protocol and protocol	3	١١
Written exam	Study hall	First semester exam	The student knows the level of his degree and the information he has studied	3	١٢
Daily attendance	Study hall	Administrative organization of ceremonial management, location in the organizational structure and influencing factors	The student understands that the ceremonies have an effective administrative organization	3	١٣
Daily attendance	Study hall	Specializations of the Protocol Department, and specifications of workers and managers	The student learns about the characteristics of the ceremonies	3	١٤
Daily attendance	Study hall	The affiliation of the Protocol Department in the administrative system and how to train workers with modern methods	The student understands where the ceremonies management is located	3	١٥
Daily attendance	Study hall	And social, in the Minis	The student understands the formal and social etiquette	3	١٦
Daily attendance + Oral exam	Study hall	The concept and importance of human behavior, and the importance of the commitment of the person in charge of public relations	The student knows the concept and importance of human behavior	3	١٧
Daily attendance	Study hall	Types of human behavior Determinants of human behavior and characteristics of human behavior	The student understands the types of behavior and the determinants of behavior and the specialist	3	١٨

Daily attendance	Study hall	Priority between diplomatic missions, etiquette, protocol and protocol	The student knows the precedence system and protocol	3	١٩
Daily attendance + Oral exam	Study hall	Types of ceremonies, reception, seating, honoring, food and farewell	The student studies the types of ceremonies and the differences between them	3	٢٠
Daily attendance	Study hall	International conference ceremonies, procedures and actions carried out by the supervisory committee	The student knows the ceremonies in conferences	3	٢١
Daily attendance	Study hall	Flag raising ceremony Raising the national flag with foreign flags	The student learns how to raise flags in the management of the studio	3	٢٢
Daily attendance	Study hall	The concept of emotional and social intelligence for workers and how to develop it	The student knows how to enjoy emotional intelligence	3	٢٣
Written exam	Study hall	Second semester exam	The student's test for the previous study material is written	3	٢٤
Daily attendance	Study hall	Life cycle of applying the rules of protocol and etiquette, according to the stages	The student understands the blindness of continuing the management of the studio	3	٢٥
Daily attendance + Oral exam	Study hall	Motivation theories, studying them with their pioneers + daily exam with the previous information	The student understands the theories of motivation and human behavior	3	٢٦
Daily attendance	Study hall	Invitations start with the formulation of the invitation energy and the diplomatic ways to send it	The student knows how to make ceremonial invitations	3	٢٧
Daily attendance + Oral exam	Study hall	Visits and their qualifications and the rules and the duty to be observed before eating Daily test with information	The student learns about all types of formal and informal attire	3	٢٨
Daily attendance	Study hall	Final sentences phrases	The student understands how to	3	٢٩

			write closing phrases and sentences		
review	Study hall	Review and annual effort grades	The students know the grades of the annual effort before taking the final exam	3	٣٠

23. Course Evaluation

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

24. Learning and Teaching Resources

– حسن، كامل سرمك "إدارة المراسم" دار اليازوري العلمية للنشر والتوزيع، الطبعة العربية، عمان.	Required textbooks (methodology, if any)
ملزمة الدكتور عماد حسين سعود الحسيناوي "محاضرات مادة إدارة المراسم والاتيكيت المرحلة الثالثة" أستاذ المادة في كلية العلوم السياحية قسم الدراسات الفندقية	Main references (sources)
ملزمة دكتور أكرم عثمان " فن الاتيكيت والبرتوكول والاتصال والتواصل" مستشار ومدرّب دولي في التنمية البشرية	Recommended books and references (scientific journals, reports...)
محاضرات الأستاذ داود سليمان القاندي. مدرّب عالمي في المراسم والاتيكيت	Electronic References, Websites

Course Description Form

1. Course Name:					
Hotel Organization Management					
2. Course Code:					
Thr8					
3. Semester / Year:					
2024-2025					
4. Description Preparation Date:					
17/2/2024					
5. Available Attendance Forms:					
In-person and electronic					
6. Number of Credit Hours (Total) / Number of Units (Total):					
90/3					
7. Course administrator's name (mention all, if more than one name)					
Name: assist. Lecturer. : Zahraa Abdel-Ghani Mustafa Email: zahraa.abdulghani@uomosul.edu.iq					
8. Course Objectives					
Course Objectives	<ul style="list-style-type: none"> - Learn how to manage hotel organizations, control the behavior of their employees, and identify the organizational environment in which the student will be involved after graduation. - Learn about the types of administrative jobs. - Learn about organizational change and its stages.. 				
9. Teaching and Learning Strategies					
Strategy	Adopting advanced scientific methods to deliver information through the sources available in the library about the course and what is provided to the student from modern sources in the course.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	3	Organization: Concept - Importance		Lectures	Questions and discussion
2	3	Characteristics of organizations, types		Lectures	Questions and discussion

		of organizations			
3	3	Management: Concept - Importance		Lectures	Questions and discussion
4	3	Characteristics of management - Relationship of management to other sciences		Lectures	Questions and discussion
5	3	Exam		Lectures	Questions and discussion
6	3	Hotel: Concept - Importance of hotel industry		Lectures	Questions and discussion
7	3	Characteristics of hotel industry		Lectures	Questions and discussion
8	3	External environment: Concept - Difference between environment and surroundings		Lectures	Questions and discussion
9	3	Types of environments		Lectures	Questions and discussion
10	3	Types of administrative jobs		Lectures	Questions and discussion
11	3	Planning: Concept and stages		Lectures	Questions and discussion
12	3	Types of planning		Lectures	Questions and discussion
13	3	Organization: Concept - Importance		Lectures	Questions and discussion
14	3	Steps of organization - Principles and foundations of organization		Lectures	Questions and discussion
15	3	Types of organization		Lectures	Questions and discussion
16	3	Mid-year exam		Lectures	Questions and discussion
17	3	Organizational structure		Lectures	Questions and discussion
18	3	Directing: Concept - Importance		Lectures	Questions and discussion
19	3	Leadership and its types - Communication and its types		Lectures	Questions and discussion
20	3	Motivation and its		Lectures	Questions

		types -Control and its steps			and discussion
21	3	Productive efficiency		Lectures	Questions and discussion
22	3	Job rotation - training		Lectures	Questions and discussion
23	3	Basic stages of the job program		Lectures	Questions and discussion
24	3	Creativity and innovation in organizations: the concept and the role of creativity in developing capabilities		Lectures	Questions and discussion
25	3	Organizational change: concept - objectives		Lectures	Questions and discussion
26	3	Stages of organizational change		Lectures	Questions and discussion
27	3	Types of management: empowerment - benefits of empowerment		Lectures	Questions and discussion
28	3	Negotiation: concept - importance		Lectures	Questions and discussion
29	3	Project management		Lectures	Questions and discussion
30	3	Exam		Lectures	Questions and discussion

11.Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student:

1. - Evaluating homework and class assignments.
2. Evaluation of research papers.
3. Daily surprise exams at the end of the lecture to determine the extent of comprehension of the lecture.
4. Weekly and monthly exams, the mid-year exam, and the final exam.

12.Learning and Teaching Resources

Required textbooks (curriculum books, if any)	1- Hotel Management between Theory and Practice - Samir Khalil Ibrahim 2- Hotel Organizations Management - Samir Abdul Jabbar Al-Naimi
Main references (sources)	
Recommended books and	Recent reports from the Internet related

references (scientific journals, reports...)	tourism and hotel marketing
Electronic References, Websites	

Course Description Form

1 .Course Name	
Hotel Investment / Third Stage	
1. Course Code	
Thr7	
2. Semester / Year	
2024/2025	
3. Date of Preparing This Description	
16/2/2025	
4. Available Attendance Modes	
In-Person	
5. Total Study Hours / Total Units	
3/90	
6. Name of the Course Coordinator	
Name: Ghaidaa Mohammed Nafeh Shaheen Email : ghaidaa.nafie@uomosul.edu.iq	
Course Objectives	To provide the student with a clear understanding of the concept of investment, its importance, and types. The course will also cover the concept of tourism investment, its significance, characteristics, areas, and funding sources, whether internal or external. In order to foster development in the tourism sector, it is essential to establish economic evaluation criteria for tourism investment projects and to identify the key factors influencing tourism investment in Iraq.
7. Teaching and Learning Strategies	
Strategy	The teaching and learning strategies in tourism investment rely on a combination of theoretical and practical methods to enhance the deep understanding of the tourism market and its investment. These strategies include project-based learning, where students work on case studies of real tourism

	investment projects, as well as simulations and interactive games that mimic actual work environments. Field visits to tourism establishments are used to reinforce hands-on experience. Additionally, collaborative learning is emphasized through group discussions and market trend analysis. E-learning and online training are modern tools that support the development of students' skills and expand their knowledge of tourism investment.
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8. Course Structure

Assessment Method	Learning Method	Unit or Topic Name	Required Learning Outcomes	Hours	Week
Questions and Discussions	Lectures / Classroom		Concept of Investment	۳	۱
Questions and Discussions	Lectures / Classroom		Importance of Investment	۳	۲
Questions and Discussions	Lectures / Classroom		Types of Investment	۳	۳
Questions and Discussions	Lectures / Classroom		Determinants of Investment	۳	۴
Questions and Discussions	Lectures / Classroom		Project Financing	۳	۵
Questions and Discussions	Lectures / Classroom		Relationship Between Investment and Economic Planning	۳	۶
Questions and Discussions	Lectures / Classroom		Concept of Tourism Investment	۳	۷
Questions and Discussions	Lectures / Classroom		Importance of Tourism Investment	۳	۸
Questions and Discussions	Lectures / Classroom		Characteristics of Tourism Investment	۳	۹
Questions and Discussions	Lectures / Classroom		Policies and Investment Opportunities in Tourism Activity	۳	۱۰
Examination	Lectures / Classroom		Mid Exam + Exam Review	۳	۱۱
Questions and Discussions	Lectures / Classroom		Concept of Financing and Its Importance	۳	۱۲
Questions and Discussions	Lectures / Classroom		Internal Sources of Financing for Tourism Projects	۳	۱۳
Questions and Discussions	Lectures / Classroom		External Sources of Financing for Tourism Projects	۳	۱۴
Questions and Discussions	Lectures / Classroom		Types of Financing	۳	۱۵
Questions and Discussions	Lectures / Classroom		Determinants of Choosing Financing Sources for the Tourism Sector	۳	۱۶
Questions and Discussions	Lectures / Classroom		Direct Government Financing for Tourism Projects	۳	۱۷
Questions and Discussions	Lectures / Classroom		Indirect Government	۳	۱۸

Discussions	Classroom		ancing for Tourism Projects		
Examination	Lectures / Classroom		ond Exam + Exam Review	٣	١٩
Questions and Discussions	Lectures / Classroom		conomic Evaluation eria for Investment in Tourism Projects	٣	٢٠
Questions and Discussions	Lectures / Classroom		conomic Evaluation eria for Investment in Tourism Projects	٣	٢١
Questions and Discussions	Lectures / Classroom		asons for Variation in nomic Efficiency of Tourism Projects	٣	٢٢
Questions and Discussions	Lectures / Classroom		vestment in Hotel Stock	٣	٢٣
Questions and Discussions	Lectures / Classroom		ks of Investment in Hotel Stock	٣	٢٤
Examination	Lectures / Classroom		st Exam + Exam Review	٣	٢٥
Questions and Discussions	Lectures / Classroom		erminants of Tourism Investment in Iraq	٣	٢٦
Questions and Discussions	Lectures / Classroom		culating the Fixed ital Ratio in Tourism Projects	٣	٢٧
Questions and Discussions	Lectures / Classroom		culating the Occupancy Rate in Hotel Projects	٣	٢٨
Questions and Discussions	Lectures / Classroom		ors Encouraging eased Investment in the Tourism Industry	٣	٢٩
Examination	Lectures / Classroom		ond Exam + Exam Review	٣	٣٠

9. Course Evaluation

Grade Distribution (out of 100) Based on Student Assignments
Such as daily preparation, daily exams, oral exams, monthly exams, written exams, reports, etc.

10. Learning and Teaching Resources

1- Essentials of Financing and Investment in the Tourism Industry , by Dr. Mufaq Adnan Al-Humairi, First Edition, Al-Waraq Foundation, Amman, Jordan, 2010. 2- An Integrated Approach to Tourism Investment and Financing , by Ismail Mohammed Ali Al-Dabbagh and Ilham Khudair Shabr, First Edition, Ithora Publishing and Distribution, Jordan, 2015..	Required Textbooks (Methodology applicable)
Special Requirements (This may include, for example: workshops,	Main References (Sources)

journals, software, and websites,	
Social Services (This may include, for example: guest lectures, vocational training, and field studies,	Recommended Supporting Books and References)This may include scientific journals, reports, etc(. Electronic References, Websites

Course Description Form

1. Course Name:	
Hotel Safety and Security	
2. Course Code:	
Thr10	
3. Semester / Year:	
2024/2025	
4. Description Preparation Date:	
18/2/2025	
5. Available Attendance Forms:	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3/90	
7. Course administrator's name (mention all, if more than one name)	
Name: Alaa Abdullah Hussein	
Email: alaaalhasun250@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> At the end of the semester, students are expected to have learned The following: <ul style="list-style-type: none"> Concepts and foundations of hotel security and safety What are the concepts of hotel security and safety General importance of hotel security and safety Ways to maintain the security and safety of hotel establishments
9. Teaching and Learning Strategies	
Strategy	<p>- At the end of the semester, students are expected to have learned the following:</p> <p>Concepts and foundations of hotel security and safety</p> <ul style="list-style-type: none"> What are the concepts of hotel security and safety General importance of hotel security and safety Ways to maintain the security and safety of hotel establishments

Skills objectives for the course

1- Identify the nature of conferences.

2- The importance of supporting conferences and developing their capabilities and their impact on the general economic and social situation

And culturally.

3- Developing the work of conference management, including training and holding seminars on how to deal with them.

4- Identify the most important work pressures and strive to reduce them to the least possible extent

The field of tourism sector in the country.

Teaching and learning methods

1- Lectures

2- Discussion seminars

3- Daily exams

Evaluation methods

1- Written exams

2- Oral exams

3- Duties assigned to students

4- Daily exams

Emotional and value goals

1- Teaching students to search for problems, link them to the scientific material, and ways to solve them in a logical order and sequence.

2- - Teaching students to search for realistic problems, link them to the scientific material, and present them in an order and sequence

Logical .

3- Urging students to be objective in discussions about the challenges facing

archaeological sites

From various tourists and to arrive at appropriate solutions and correct methods towards the success of tourism inCountry ..

4- -Teaching students to think in a scientific manner, analyze and deduce.

5- - Motivating students to find realistic problems and solve them in a scientific way.thinking skills

C1- Transferable general and qualifying skills (other skills related to employability and development).Personal)

C 2- Skills in searching for books and research closely related to the specialty.

C3- Skills in using the Internet and the electronic search mechanism.

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	3	Knowledge and skills	Presenting the subject's vocabulary to the students and the plan	discussion	Lectures
2	3	Knowledge and skills	Security concept	discussion	Lectures
3	3	Knowledge and skills	Safety concept	Discussion and exam As a test	Lectures

4	3	Knowledge and skills	Quality Standards	discussion	Lectures
5	3	Knowledge and skills	Security & Safety Programs	quizzes	Lectures
6	3	Knowledge and skills	The way employees perform their duty	discussion	Lectures
7	3	Knowledge and skills	Security and Safety Agencies	Written exam	Lectures
8	3	Knowledge and skills	Communication devices and cameras	discussion	Lectures
9	3	Knowledge and skills	Confidentiality of information	discussion	Lectures
10	3	Knowledge and skills	The psychology of guests	discussion	Lectures
11	3	Knowledge and skills	Duties of the Security and Safety Officer	Video about Performance skills For the student	Lectures

12	3	Knowledge and skills	Public Health	Daily exam	Lectures
13	3	Knowledge and skills	Facilities	discussion	Lectures
14	3	Knowledge and skills	Partition keys Lockers and their types	discussion	Lectures
15	3	Knowledge and skills	Exam 2	Written exam	Lectures
16	3	Knowledge and skills	Guest bags	discussion	Lectures
17	3	Knowledge and skills	homicides Caterer	Daily examAnd discussion	Lectures
18	3	Knowledge and skills	Deaths and Dealing with	discussion	Lectures
19	3	Knowledge and skills	VIPs	discussion	Lectures
20	3	Knowledge and skills	War situations	discussion	Lectures
21	3	Knowledge and skills	Fire Prevention Precautions	Daily examAnd discussion	Lectures
22	3	Knowledge and skills	Disabled guests	Written exam	Lectures
23	3	Knowledge and skills	Evacuation and its concept	discussion	Lectures

24	3	Knowledge and skills	Evacuation Team Members	Daily examAnd discussion	Lectures
25	3	Knowledge and skills	Fire extinguisher	discussion	Lectures
26	3	Knowledge and skills	First aid	discussion	Lectures
27	3	Knowledge and skills	Infectious diseases and injuries	discussion	Lectures
28	3	Knowledge and skills	legislation Organization of work and	discussion	Lectures
29	3	Knowledge and skills	Labor vacations	discussion	Lectures
30	3	Knowledge and skills	Second semester exam	Exam	Lectures

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	خالد وليد السيول، المرشد في الامن والسلامة الفندقية، ٢٠٠٤، الطبعة الأولى، دار الوراق للنشر، عمان.
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course Description Form

11.Course Name:					
Feed					
12.Course Code:					
Thr11					
13.Semester / Year:					
2024-2025					
14.Description Preparation Date:					
20/2/2025					
15.Available Attendance Forms:					
In-person and electronic					
16.Number of Credit Hours (Total) / Number of Units (Total)					
2/60					
17.Course administrator's name (mention all, if more than one name)					
Name: M.M. Rana Khairuddin Hamid Email: rana.khairaldeen@uomosul.edu.iq					
18.Course Objectives					
Course Objectives	<p>1- Study how different nutrients such as proteins, fats, carbohydrates and minerals affect vital processes within the body, including metabolism and chemical reactions that support growth.</p> <p>2- Understand how to improve athletic performance by modifying diets to enhance muscle strength, restore energy after exercise, and increase overall physical performance.</p>				
19.Teaching and Learning Strategies					
Strategy	Providing students with quantitative methods and adopting advanced scientific methods to deliver them through the resources available in the library about the course, in addition to using modern external sources of doctoral theses and master's dissertations..				
20. Course Structure					
Week	Hours	Nutrition concept	Unit or subject name	Learning method	Evaluation method

١	٢	The importance of nutrition		Lectures	Questions and discussions
٢	٢	Main food sources and components		Lectures	Questions and discussions
٣	٢	Carbohydrates		Lectures	Questions and discussions
٤	٢	Carbohydrate sources		Lectures	Questions and discussions
٥	٢	carbohydrate metabolism		Lectures	Questions and discussions
٦	٢	Biological and physiological functions of carbohydrates		Lectures	Questions and discussions
٧	٢	Carbohydrates and exercise		Lectures	Questions and discussions
٨	٢	Proteins		Lectures	Questions and discussions
٩	٢	Biological and physiological functions of proteins		Lectures	Questions and discussions
١٠	٢	Fats		Lectures	Questions and discussions
١١	٢	Body fat requirements		Lectures	Questions and discussions
١٢	٢	Vitamins		Lectures	Questions and discussions
١٣	٢	Sources of vitamins		Lectures	Questions and discussions
١٤	٢	The importance of vitamins for the body		Lectures	Questions and discussions
١٥	٢	Importance and sources of vitamin A		Lectures	Questions and discussions

١٦	٢	Importance and sources of vitamin K		Lectures	Questions and discussions
١٧	٢	Importance and sources of vitamin D		Lectures	Questions and discussions
١٨	٢	Vitamin E importance and sources		Lectures	Questions and discussions
١٩	٢	Water		Lectures	Questions and discussions
٢٠	٢	How does the body get water?		Lectures	Questions and discussions
٢١	٢	Biological and physiological functions of water		Lectures	Questions and discussions
٢٢	٢	Mineral salts		Lectures	Questions and discussions
٢٣	٢	Types of mineral salts		Lectures	Questions and discussions
٢٤	٢	The importance of mineral salts		Lectures	Questions and discussions
٢٥	٢	Mineral deficiency		Lectures	Questions and discussions
٢٦	٢	iron, phosphorus		Lectures	Questions and discussions
٢٧	٢	The importance and functions of mineral elements for the human body		Lectures	Questions and discussions
٢٨	٢	Healing with nutrients		Lectures	Questions and discussions
٢٩	٢	Healing with nutrients		Lectures	Questions and discussions
٣٠	٢	Test		Lectures	Questions and discussions

21.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 Distribution of the grade out of 100 according to the tasks assigned to the student: 1-Assessing homework and class assignments. 2- Evaluation of research papers. 3- Daily surprise exams at the end of lectures. 4-Weekly, monthly, mid-year and end-of-year exams					
22.Learning and Teaching Resources					
Required textbooks (curricular books, if any)			Al-Lami, Ghassan Qassem, and Al-Issawi, Khaled Abdullah, 2015, Crisis Management: Foundations and Applications		
Main references (sources)			A collection of sources taken from master's theses and doctoral dissertations.		
Recommended books and references (scientific journals, reports...)			Research on crisis management		
Electronic References, Websites			Electronic and applied resources on tourism crises		

Course Description Form

1. Course Name:					
English Language Course					
2. Course Code:					
Thr2					
3. Semester / Year:					
2024-2025					
4. Description Preparation Date:					
19/2/2025					
5. Available Attendance Forms:					
physical ,and online presence					
6. Number of Credit Hours (Total) / Number of Units (Total):					
(30 hour)+(1 unit)					
7. Course administrator's name (mention all, if more than one name)					
Name: Rahma E. Abdulkareem					
Email: Rahma.aithar@uomosul.edu.iq					
8. Course Objectives					
Course Objectives		<ul style="list-style-type: none"> • Developing students' skills in reading, writing, listening, and speaking in English. <input type="checkbox"/> Teaching students concepts, vocabulary, and topics that qualify them for work in the tourism sector. 			
9. Teaching and Learning Strategies					
Strategy	<ol style="list-style-type: none"> 1. Cooperative learning and encouraging students to study in groups. 2. Interactive teaching and engaging students in lectures through discussion, asking questions, and answering them. 3. Self-directed learning: Allowing students to enhance their skills and rely on themselves, utilizing technology in the learning process achieve educational goals. 4. Continuous monitoring of students' progress and providing guidance and motivation for continuous improvement. 5. Diversifying teaching methods and using various educational resources such as images, videos, and presentations to meet the needs of all students. 				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	1		Introductory lecture	Lecture + Discussion	Attendance commitment

2	1		Car hiring	Lecture + Discussion	Attendance commitment , Participation in lecture& Various activities
3	1		Describing arrival services	Lecture	Participation in lecture & Attendance commitment
4	1		Welcoming visitors	Lecture + Role-playing	Attendance commitment, Participation in lecture& Completion of required exercises
5	1		New arrivals	Lecture + Role-playing	Attendance commitment, Participation in lecture& Daily quizzes
6	1		Giving directions	Lecture + Exercises	Attendance commitment& Participation in lecture
7	1		Types of holiday	Lecture + Brainstorming	Attendance commitment, Participation in lecture& Daily quizzes
8	1		Conversation and exercise	Conversation + Exercises	Attendance commitment , Participation in lecture& Various activities
9	1		Food tourism	Lecture + Discussion	Attendance commitment, Participation in lecture& Completion of required exercises
10	1		Describing dishes	Lecture + Discussion	Attendance commitment& Participation in lecture
11	1		Front office duties	Lecture + Discussion	Attendance

					commitment& Participation in lecture
12	1		Dealing with complaint	Lecture + Discussion	Attendance commitment& Participation in lecture
13	1		Problems on tour	Lecture + Brainstorming	Attendance commitment& Participation in lecture
14	1		Conversation and Exercise	Conversation + Exercises	Attendance commitment& Participation in lecture
15	1		Exam	Exam	Monthly Exam
16	1		Jobs provided by tourism	Lecture + Discussion	Attendance commitment& Participation in lecture
17	1		Skills required for tourism	Lecture	Attendance commitment& Participation in lecture
18	1		Tour operator and package holiday	Lecture + Discussion	Attendance commitment, Participation in lecture& Daily quizze.
19	1		Travel agent	Lecture + Discussion	Attendance commitment, Participation in lecture& Completion of required exercises
20	1		Travel agency	Lecture + Discussion	Attendance commitment& Participation in lecture
21	1		How to Email a client	Lecture + Role-playing	Attendance commitment& Participation in lecture
22	1		Customer care	Lecture + Role-playing	Attendance commitment, Participation in lecture& Completion of required exercises

23	1		Tourism advertisement	Lecture + Discussion	Attendance commitment & Participation in lecture
24	1		Tourism attraction	Lecture + Exploratory Video	Attendance commitment & Participation in lecture
25	1		Tourist motivation	Lecture + Exploratory Video	Attendance commitment, Participation in lecture & Daily quizzes.
26	1		Transport in tourism	Lecture + Exercises	Attendance commitment & Participation in lecture
27	1		Word destinations : countries and nationalities	Lecture	Attendance commitment & Participation in lecture
28	1		Tourism sectors	Lecture	Attendance commitment, Participation in lecture & Completion of required exercises
29	1		Review of all the previous lessons	Review	Student participation & asking questions about previous lectures
30	1		Exam	Exam	Monthly exam

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

First Semester		Midterm Exam	Second Semester		The cumulative grade	Final Exam	Final Grade
%١٠		%٢٠	%١٠		%٤٠	%٦٠	100%
(8) Exam	(2) Attendance and participation		(8) Exam	(2) Attendance and participation			

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	1-Robin, W. , Keith , H .(2009): Tourism 2: Oxford English for Careers , Oxford :
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	<p>Oxford University Press.</p> <p>2-Ken ,M.(2013):English for tourism :Students’ Workbook ,Dili Institute of Technology: Centre for Languages Studies.</p> <p>₪_Deubelbeiss, D . (2012) : A complete Introductory Course : English Central Course book .</p>
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	<p>1_www.Learn English online.com</p> <p>2_ar.talkenglish.com</p>

Course Description Form

1. Course Name:	
Public relations Management	
2. Course Code:	
Thr5	
3. Semester / Year:	
2024-2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms:	
In-person and electronic	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3/ 90	
7. Course administrator's name (mention all, if more than one name)	
Name: M.M. Rana Khairuddin Hamid Email: rana.khairaldeem@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	1-Enhancing the student's understanding of the term public relations. 2- Identifying aspects of the organization's behavior that have a significant impact on its relations with the external environment. 3- Nurturing human ties in society, gaining the support of the masses and ensuring complete understanding between institutions of all types and activities
9. Teaching and Learning Strategies	
Strategy	Providing students with quantitative methods and adopting advanced scientific methods to deliver them through the resources available in the library regarding the course..

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
١	3	The concept and development of public relations		Lectures	Questions and discussions
٢	3	The origins and development of public relation		Lectures	Questions and discussions
٣	3	Characteristics of public relations and their goals		Lectures	Questions and discussions
٤	3	The importance of public relations and reasons for interest in it		Lectures	Questions and discussions
٥	3	The role of public relations in organizations		Lectures	Questions and discussions
٦	3	Means of communication and their role in public relations		Lectures	Questions and discussions
٧	3	The concept of communication and its components		Lectures	Questions and discussions
٨	3	The importance of communication, its types and sections		Lectures	Questions and discussions
٩	3	Means of internal communication in the organization		Lectures	Questions and discussions

۱۰	3	Public relations with the organization's audiences		Lectures	Questions and discussions
۱۱	3	The audience and its types		Lectures	Questions and discussions
۱۲	3	Methods of measuring public opinion and the needs and trends of the masses		Lectures	Questions and discussions
۱۳	3	Public relations with the working public		Lectures	Questions and discussions
۱۴	3	Public relations with the public shareholders		Lecture	Questions and discussions
۱۵	3	Public relations with the supplier audience		Lectures	Questions and discussions
۱۶	3	Public relations with the consumer public		Lectures	Questions and discussions
۱۷	3	Public relations with the local community audience		Lectures	Questions and discussions
۱۸	3	Organizing public relations agencies		Lectures	Questions and discussions
۱۹	3	Practicing public relations activity		Lectures	Questions and discussions
۲۰	3	general opinion		Lectures	Questions and discussions
۲۱	3	The importance of public opinion		Lectures	Questions and discussions
۲۲	3	Types and divisions of public opinion		Lectures	Questions and discussions
۲۳	3	Forming public opinion		Lectures	Questions and discussions
۲۵	3	Means of communication and their role in public relations		Lectures	Questions and discussions

٢٦	3	How to practice public relations activity		Lectures	Questions and discussions
٢٧	3	Methods of measuring public opinion and the needs of the masses		Lectures	Questions and discussions
٢٨	3	Workers in public relations agencies		Lectures	Questions and discussions
٢٩	3	Internal organization of public relations bodies		Lectures	Questions and discussions
٣٠	3	Evaluating companies' performance through public relations		Lectures	Questions and discussions

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

Distribution of the grade out of 100 according to the tasks assigned to the student:

- 1-Assessing homework and class assignments.
- 2- Evaluation of research papers.
- 3- Daily surprise exams at the end of lectures.
- 4-Weekly, monthly, mid-year and end-of-year exams

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Jaradat, Abdel Nasser Ahmed, Al-Shami, Lebanon Phone, 2015, Foundations of Public Relations between Theory and Practice.
Main references (sources)	A collection of sources taken from master's theses and doctoral dissertations.
Recommended books and references (scientific journals, reports...)	Research on public relations
Electronic References, Websites	Electronic and applied resources on public relations

Course Description Form

23. Course Name:					
French language					
24. Course Code:					
Thr1					
25. Semester / Year: year					
2024– 2025					
26. Description Preparation Date:					
19 / 2/2025					
27. Available Attendance Forms:					
In presence					
28. Number of Credit Hours (Total) / Number of Units (Total)					
1/30					
29. Cours administrator's (mention all, if more than one name)					
Name: Maha Ammar Yousef Email: maha.yousif@uomosul.edu.iq					
30. Course Objectives					
Course Objectives			Teaching French, one of the world's major languages, in the field of tourism, and instructing students on how to build grammatically correct sentences and structures.		
31. Teaching and Learning Strategies					
Strategy		<ul style="list-style-type: none"> Lecture. Dialogue and Discussion. Collaborative Learning and Grouping. Brainstorming. Using Presentation Screens and Audio Devices. 			
32. Course Structure					
WEEK	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method

1	1		Règles de ponctuations	Cours	Examen
2	1		Types des accents	Cours	Examen
3	1		Se présenter quelqu'un	Cours	Examen
4	1		Des Salutations	Cours	Examen
5	1		Les nombres cardinaux	Cours	Examen
6	1		Les nombres ordinaux	Cours	Examen
7	1		Les jours de la semaine	Cours	Examen
8	1		Les saisons de l'année	Cours	Examen
9	1		Les moments de la	Cours	Examen
10	1		journée	Cours	Examen
11	1		Expression interrogative	Cours	Examen
12	1		Le verbe en premier	Cours	Examen
13	1		groupe	Cours	Examen
14	1		Le verbe en deuxième	Cours	Examen
15	1		groupe	Cours	Examen
16	1		Les fruits et les	Cours	Examen
17	1		légumes	Cours	Examen
18	1		Le menu de repas en	Cours	Examen
19	1		français	Cours	Examen
20	1		Le pays des gourmandes	Cours	Examen
21	1		La cuisine française	Cours	Examen
22	1		Les mois de l'année	Cours	Examen
23	1		Le futur proche	Cours	Examen
24	1		Les prépositions de lieu	Cours	Examen
25	1		La négation	Cours	Examen
			L'heur et le temps	Cours	Examen
			Le futur simple	Cours	Examen
			Le passé composé	Cours	Examen
			Les prépositions	Cours	Examen

26	1		Les couleurs	Cours	Examen
27	1		Le féminin	Cours	
28	1		Des monuments en France	Cours	
29	1		Des monuments en Egypte	Cours	
30	1		Les membres de la famille	Cours	
			Exprimer la douleur physique		
			Exéman final		

33. 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.

34. Learning and Teaching Resources

Required textbooks (curricular books any)	Cours de langue et de civilisation françaises , 1959
Main references (sources)	G. MAUGER, Librairie Hachette, 1964.
Recommended books and references (scientific journals, reports...)	Entre nous, les éditions Didier,2016.
Electronic References, Websites	Français facile https://www.francaisfacile.com

Course Description Form

1-Course Name:	
Travel and Tourism Laws / Third Stage	
2-Course Code:	
Thr3	
3-Semester / Year:	
2024-2025	
4-Description Preparation Date:	
20/2/2025	
5-Available Attendance Forms:	
Fully Attendance	
6-Number of Credit Hours (Total) / Number of Units (Total)	
30 hours, 1 unit	
7-Course administrator's name (mention all, if more than one name)	
Name: Dr. Haitham Ahmed Hussein Email: haitham_ahmed@uomosul.edu.iq	
8-Course Objectives	
Course Objectives	<p>1- Introduce students to the basic concepts of the laws regulating the travel and tourism sector</p> <ul style="list-style-type: none"> - ¶ Enabling students to understand the local and international legal frameworks related to tourism. - ¶ Providing students with the legal skills necessary to resolve tourism disputes. - ¶ Clarifying the rights and duties of tourists and travel companies according to applicable laws. - ° Discussing the laws related to entry visas, residence and immigration
9-Teaching and Learning Strategies	
Strategy	<p>1 -Introducing students to the basic legal concepts governing the travel and tourism sector, whether internationally or locally.</p> <p>2 -Clarifying the rights and duties of the various parties, both tourists and entities working in the sector, and highlighting consumer protection and legal responsibilities.</p> <p>3- Developing the ability to research and analyze legally, enabling students to use legal sources and research tools to analyze cases and issues related to travel and tourism.</p> <p>Skill objectives for the course:</p> <p>1 -Analyzing the laws and regulations related to organizing travel and tourism agencies, airlines and tourist accommodation.</p> <p>¶ -Preparing research reports related to protecting the rights of tourists and the legal responsibilities of travel agencies and hotels.</p> <p>¶ -Identifying the difficulties facing the student and working to codify them in the field of</p>

	<p>travel and tourism laws.</p> <p>Teaching and learning methods.</p> <p>1 -Lectures - 2- Discussion groups - 3- Daily exams</p> <p>Evaluation methods</p> <p>-1- Written exams - 2- Oral exams - 3- Assignments assigned to the student - 4- Daily exams</p> <p>Emotional and value-based objectives</p> <p>1 -Instilling the importance of respecting and adhering to the laws and regulations governing travel and tourism.</p> <p>2 -Promoting respect for the rights and duties of all parties in the tourism sector, including tourists, companies and government institutions.</p> <p>3 -Promoting the values of respect and cooperation in dealing with tourists from different cultures and backgrounds.</p> <p>Thinking skills</p> <p>1 -General and transferable qualification skills</p> <p>2 -Searching for sources such as books, research and studies related to the scientific material</p> <p>3- Internet use and electronic research skills</p>
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10-Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
	1	Knowledge and skills	General principles and concepts	Discussion and questions	Lectures
	1	Knowledge and skills	The nature and concept of law	Discussion and questions	Lectures
	1	Knowledge and skills	Characteristics of the legal rule	Discussion and questions	Lectures
	1	Knowledge and skills	Branches of law and types of legislation	Discussion and questions	Lectures
	1	Knowledge and skills	The nature and concept of travel	Discussion and questions	Lectures
	1	Knowledge and skills	the international legal regulation of freedom of travel and movement	Discussion and questions	Lectures
	1	Knowledge and skills	The national legal regulation of freedom of travel and movement	Discussion and questions	Lectures
	1	Knowledge and skills	The nature of residence in countries	Discussion and questions	Lectures
	1	Knowledge and skills	The concept of international residence	Discussion and questions	Lectures
	1	Knowledge and skills	Types of residence	Discussion and	Lectures

				questions	
	1	Knowledge and skills	And conditions of residence	Discussion and questions	Lectures
	1	Knowledge and skills	Naturalization and passport laws	Discussion and questions	Lectures
	1	Knowledge and skills	Naturalization laws	Discussion and questions	Lectures
	1	Knowledge and skills	The concept of nationality	Discussion and questions	Lectures
	1	Knowledge and skills	-----	Discussion and questions	Lectures
	1	Knowledge and skills	The concept of naturalization	Discussion and questions	Lectures
	1	Knowledge and skills	Cases of granting citizenship to a foreigner	Discussion and questions	Lectures
	1	Knowledge and skills	Revocation and withdrawal of citizenship	Discussion and questions	Lectures
	1	Knowledge and skills	Passport laws	Discussion and questions	Lectures
	1	Knowledge and skills	The concept of passport	Discussion and questions	Lectures
	1	Knowledge and skills	Types of passports	Discussion and questions	Lectures
	1	Knowledge and skills	The crime of passport forgery	Discussion and questions	Lectures
	1	Knowledge and skills	Prohibition and meaning of travel ban	Discussion and questions	Lectures
	1	Knowledge and skills	The legal basis for travel ban	Discussion and questions	Lectures
	1	Knowledge and skills	The consequences of travel ban	Discussion and questions	Lectures
	1	Knowledge and skills	Foreigners' residence laws	Discussion and questions	Lectures
	1	Knowledge and skills	Foreigners - concept - legal status - rights and duties	Discussion and questions	Lectures
	1	Knowledge and skills	The concept of foreigner	Discussion and questions	Lectures
	1	Knowledge and skills	-----	Discussion and questions	Lectures
	1	Knowledge and skills		Discussion and questions	Lectures

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

Learning and Teaching Resources

Required textbooks (curricular)

books, if any)	
Main references (sources)	1- Abdul-Baqi Al-Bakri and Zuhair Bashir, Introduction to the Study of Law, Baghdad 2019. 2- Amjad Hassan Al-Azzam and Omar Jawabreh Al-Malkawi, Tourism and Hotel Legislation, Amman 2009
Recommended books and references (scientific journals, reports...)	1 -Iraqi Foreigners Residence Law No. 76 of 2017 2- Robert Alexey, Philosophy of Law - The Concept of Law and Its Application, Beirut 2013
Electronic References, Websites	

Course Description Form

35.Course Name:	
Hotel planning	
36.Course Code:	
Thr6	
37.Semester / Year:	
2024-2025	
38.Description Preparation Date:	
20/2/2025	
39.Available Attendance Forms:	
In-person lectures	
40.Number of Credit Hours (Total) / Number of Units (Total)	
3/90	
41.Course administrator's name (mention all, if more than one name)	
Name: Abdullah Muhammad Taher Email: Abdulla.Altai@uomosul.edu.iq	
42.Course Objectives	
Objectives of the study subject	<p>- Course objectives</p> <p>The student must be able to:</p> <ol style="list-style-type: none"> 1. Know what hotel planning and design is. 2. Clarifying the requirements and dimensions of hotel planning 3. Differentiate between hotel planning and planning 4. Interpretation of the hotel strategy. 5. Familiarity with hotel planning tools.
43.Teaching and Learning Strategies	
Strategy	<p style="text-align: center;">-</p> <div style="border: 1px solid black; padding: 5px; margin: 5px 0;"> <p>- Learning outcomes and methods of teaching, learning and evaluation</p> <p>The student is expected to be able to:</p> <ol style="list-style-type: none"> 1. Explain what tourism planning and planning is. 2. Explain the importance and characteristics of tourism planning. 3. Differentiating between the spatial levels of tourism planning. 4. Defining tourism development, its components and objectives 5. Familiarity with tourism planning and environmental, economic and social impacts. </div> <div style="border: 1px solid black; padding: 5px; margin: 5px 0;"> <p>A- Knowledge and understanding (for example, it can be changed from Professor</p> <p>This course is studied as an introduction to the foundations and elements of what hotel planning is, what is the goal of hotel planning, its dimensions and approaches, the practical steps, its types and tools, and the use of quantitative and qualitative analysis in order to be compatible with the external environment (economic and social) of tourism, taking into account organizational changes and planning for the future..</p> </div> <div style="border: 1px solid black; padding: 5px; margin: 5px 0;"> <p>B- Subject-specific skills</p> <ul style="list-style-type: none"> - Teaching the student to deal with various situations related to restaurant issues - Identify problems related to the topic and try to overcome them - Identify skills in how - Ability to deduce and evaluate. </div>

		Teaching and learning methods (do not change)	
		Providing students with advanced scientific methods to authenticate them through the sources available in the library regarding the course	
		Evaluation methods - Daily exams - Surprise exams - Giving grades to students in the hall for questions asked to them - Homework	
		C- Thinking skills - Asking questions related to the course topics - Developing the intellectual and mental ability related to tourist sewing	
		Teaching and learning methods	
		Teaching students how to think and analyze a topic	
		Evaluation methods - Homework assignments - Contributions in daily preparation - Daily surprise exams - Monthly exams	
		General and transferable skills - Skills in adopting advanced and simple methods - Thinking and analysis skills.	

44. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
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1	3	Knowledge and skill	<ul style="list-style-type: none"> - The emergence of planning - Planning concept - Advantages and benefits of planning - Planning flaws 	<ul style="list-style-type: none"> - Giving lectures - Dialogue and discussion - Use clarifications examples - Student groups 	<ul style="list-style-type: none"> - Oral exams - Written tests - Reports - Feedback from students 	
2	3	Knowledge and skill	<ul style="list-style-type: none"> - Planning methodology - Planning elements 	=	=	
3	3	Knowledge and skill	<ul style="list-style-type: none"> - Planning characteristics - Difficulties facing planning - Types of planning 	=	=	
4	3	Knowledge and skill	<ul style="list-style-type: none"> Hotel planning - Hotel planning concept - Principles of hotel planning - The importance of hotel planning - The goal of hotel planning Hotel planning requirements 	=	=	
5	3	Knowledge and skill	<ul style="list-style-type: none"> - Dimensions of hotel planning - Hotel planning approaches Scope responsibility hotel plan 	=	=	
6	3	Knowledge and skill	Steps in the hotel planning process		=	
7	3	Knowledge and skill	<ul style="list-style-type: none"> - Hotel planning approach Hotel planning strategy 	=	=	
8	3	Knowledge and skill	<ul style="list-style-type: none"> Hotel planning tools 1. Objectives - The concept of goals Goal areas 	=	=	
9	3	Knowledge and skill	<ul style="list-style-type: none"> Characteristics goals 	=	=	

10	3	Knowledge and skill	<ul style="list-style-type: none"> The importance of goals - Factors affecting setting hotel goals - Formulating goals Hotel goals	=	=	
11	3	Knowledge and skill	Semester exam	=	=	
12	3	Knowledge and skill	<ul style="list-style-type: none"> . Policies - Policy concept - Some concepts related to policies Policy characteristics	=	=	
13	3	Knowledge and skill	<ul style="list-style-type: none"> The importance of policies - Conditions that must be met by policies - Policy objectives Stages of policy construction	=	=	
14	3	Knowledge and skill	Types of policies	=		
15	3	Knowledge and skill	Review discussion examples of material	=	=	
16	3	Knowledge and skill	<ul style="list-style-type: none"> procedures - The concept of procedures - Main requirements for effective procedures - Principles of procedures - Characteristics of procedures procedures	=	=	
17	3	Knowledge and skill	<ul style="list-style-type: none"> - Benefits of procedures - Who is in charge of establishing hotel procedures - Facilitating procedures The six steps to simplify procedures	=	=	
	3		The most important reservation procedures for medium-sized, full-service hotel			

18	3	Knowledge and skill	- Predictions - Concept - Prediction stages - Conditions for scientific forecasting	=	=
19		Knowledge and skill	- - Statist planning forecasting		
20	3	Knowledge and skill	- Methods and meth of forecasting First: quantitative methods Second: Descrip methods	=	
			Budgets - The concept of discretionary budget General objectives preparing the estim budget	=	=
21	3	Knowledge and skill	- Requirements f applying the estimated budget		
22		Knowledge and skill	- The time period covered by the budget Types discretionary budgets		=
23	3	Knowledge and skill	- Steps for preparin the estimated budg First: Preparing estimated budget		=
			- Second: Applyin the estimated budg Third: Estimated budget lists Fourth: Follow up the estimated budg and neutralize its deviations Criticisms direc towards the appli		
24	3	Knowledge and skill	Practical training (examples)		=
25			Semester exam		

26	2	Knowledge and skill	- The concept of the work program - Division of programs examples		=
27	2	Knowledge and skill	- Examples of sub-programs emanating from main programme		
28	2	Knowledge and skill	Timetables - The concept of timetables - Steps that must be followed when developing any program		
29	3	Knowledge and skill	• Gantt charts (example) • Symbols used - Steps for preparing Gantt charts		
30	3	Knowledge and skill	- Review + discussion and questions about the material		
		Knowledge and skill			

45.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

46.Learning and Teaching Resources

Required textbooks (curricular books, if any)	• Ghoneim, Othman Muhammad, and Benita Nal Saad, 1999, Tourism Planning for the sake of
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	comprehensive and integrated spatial planning, f edition, Safaa Publishing and Distribution House Amman. Al-Karkhi, Majeed, 2014, Results-Based Strateg Planning, Al-Rayyan Press, Qatar
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course Description for Forth Stage

Course Description Form

1. Course Name:	
Human Resources Management	
2. Course Code:	
Thf4	
3. Semester / Year:	
2024/ 2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms:	
Completely Attendance	
6. Number of Credit Hours (Total) / Number of Units (Total)	
60 hours 2 units	
7. Course administrator's name (mention all, if more than one name)	
Name: Safwan Nafie Abdullah Email: safwan.nafi@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> • It helps the student to recognize the importance of the human resource as it is the basic foundation for the existence of any organization in general and human resources management in particular, in tourism establishments. • Identify the functions and tasks of human resources management practiced in tourism facilities • Identifying the skills, abilities and potentials that individuals possess and thus how to conduct job analysis and descriptions and then conduct the selection process for individuals who possess competence, experience, talent and evaluation.
9. Teaching and Learning Strategies	
Strategy	<p>A- Knowledge and understanding</p> <ul style="list-style-type: none"> • Concepts and foundations of human resources management. • How to use the characteristics of the human resources management function and link it with the development taking place in the world. • Understand the analysis and job description. • Providing students with experience and skills in human resources management and their relationship with the tourism organization and the external environment <p>B- Subject-specific skills</p>

	<ul style="list-style-type: none"> • Teaching the student to deal with various situations related to human resources management topics • Identify problems related to the topic and try to overcome them • The ability to conclude and evaluate. <p>B- Thinking skills</p> <ul style="list-style-type: none"> • Ask questions related to the course topics. • Developing intellectual and intellectual capacity related to human resources management. <p>C- Teaching and learning mechanisms.</p> <ul style="list-style-type: none"> • Lecture in addition to discussion and dialogue • PowerPoint presentations • HomeWorks • Sharing external readings • Student groups and the use of brainstorming for case studies <p>D- Evaluation methods</p> <ul style="list-style-type: none"> • Daily exams • Surprise exams • Semester exams • Giving grades to students in the hall for questions asked to them • Homework
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	2	Knowledge and skill	Introduction to human resources management - The concept of human resources management	Lecture style And discussion And power point presentation And exchange opinions And external reading	- Oral exams -Written tests -Student activity and participation - Duties
2	2	=	- Development of human resources management - Characteristics of human resources in hotels	=	=
3	2	=	- The importance of the	=	=

			human resources management function in hotels - The nature of the human resources management function in tourism and hotel establishments Department		
4	2	=	- The main tasks and responsibilities of human resources management - Organizational structure of the Human Resources Management	=	=
5	2	=	Planning human resources management in tourism and hotel establishments - The concept of planning human resources management in hotels - The importance of the human resources management planning process in hotels - Factors determining the human resources planning process in the hotel	=	=
6	2	=	- Factors affecting the demand for human resources in hotels - Stages of the hotel's human resources planning process - Criteria for successful planning of human resources in hotels	=	=
7	2	=	Job analysis in tourism and hotel establishments - The concept and dimensions of the job analysis process - Job analysis methods	=	=
8	2	=	Job descriptions - Job Description - Job requirements - Preparing a job	=	=

			description card - The importance of job analysis in the areas of human resources management		
9	2	=	Functional structure - The concept of functional structure - The importance of the hotel's functional structure	=	=
10	2	=	- Characteristics of the hotel's functional structure - Negative recruitment for some job descriptions	=	=
11	2		Semester exam		Written exam
12	2	=	Attracting human resources in tourism and hotel establishments - The concept of attracting human resources in hotels - Sources of obtaining human resources	=	=
13	2	=	- The importance of hotel recruitment - Making the decision to apply for a job at the hotel	=	=
14	2	=	-Determinants of work in the hotel - Advantages and characteristics of employees who hold multiple jobs within the hotel	=	=
15	2	=	Review + discussion and examples of the material	=	=
16	2	=	Selection and appointment of human resources in hotels - The concept of selecting and appointing human resources - The importance of choice - Factors influencing the selection and appointment of human	=	=

			resources in the hotel		
17	2	=	Stages of the selection process Evaluation of the selection and appointment programme	=	=
18	2	=	Evaluating the performance of employees in tourism and hotel establishments - The concept of evaluating the performance of employees in tourism and hotel establishments - The importance of evaluating the performance of employees in tourism and hotel establishments - Methods of evaluating the performance of employees in tourism and hotel establishments: First: How to compare the employee's performance with the job description of the position. Second: How to test employees. Third: The method of relying on the periodic reports of direct work superiors.	=	=
19	2	=	Problems of evaluating employee performance in hotels The problems that may face the process of evaluating employee performance can be divided as follows: - Problems related to the resident. - Problems related to the evaluation tool. - Employee-related problems. Components of the employee performance evaluation system in tourism and hotel	=	=

			establishments.		
20	2	=	Training human resources in tourism and hotel establishments - Training concept - The importance of training in tourism and hotel establishments - The important benefits that the management of the tourism and hotel facility gains through the training process	=	=
21	2	=	Challenges that guide the training process	=	=
22	2	=	Training methods First: Training within the tourist and hotel facility. a. On-the-job training. - It is one of the best methods used in the hospitality industry for reasons. - This type of training can be adopted in cases - The basic conditions that must be met to ensure the success of this training method - On-the-job training procedures (O.J.T) - Benefits of this method - Disadvantages of this method - The employee, especially the new one, will be able to rotate the work B. Training outside the scope of work.	=	=
23	2	=	Second: Training outside the tourist and hotel facility. - Advantages of these training centers. - External training can be approved in cases: Disadvantages of this type of training: Training methods and	=	=

			approaches vary according to: -Computer training - Potential benefits of computer-based training		
24	2	=	- Stages of designing the training program - Levels of evaluation of the training program for hotel employees	=	=
25	2		Semester exam		Written exam
26	2	=	Compensation system in tourist and hotel establishments - The concept of salaries and wages - Systems for paying wages and salaries in tourist and hotel establishments - Hotel payroll system - The importance of using this system in hotel work This system has some drawbacks - Determine the level of salaries in the hotel	=	=
27	2	=	- Designing the hotel's payroll system - Related to the hotel's payroll system - Vacation system in tourist and hotel establishments	=	=
28	2	=	Types of motivation First - indirect stimulation Second: Direct stimulation	=	=
29	2	=	- Hotel incentive systems	=	=
30	2	=	Review + discussion and examples of the material	=	=

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, any)

Main references (sources)

Khalifa, Qusay Qahtan, 2015, Human Resources Management in Hotel Tourism

	Establishments, Dar Al-Moataz for Publishing and Distribution, Amman, Jordan.
Recommended books and references (scientific journals, reports...)	Al-Taie, Yousef Hajim and Al-Abadi, Hashem Fawzi, 2015, Human Resources Management, Contemporary Issues in Administrative Thought, first edition, Safaa Publishing and Distribution House, Amman. Introduction to Hotel Human Resources Management, 1429 AH, Kingdom of Saudi Arabia, General Organization for Technical and Vocational Training, General Administration for Curriculum Design and Development
Electronic References, Websites	

Course Description Form

1. Course Name:	
French language	
2. Course Code:	
Thf5	
3. Semester / Year:	
2024–2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms:	
In presence	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3/90	
7. Course administrator's name (mention all, if more than one name)	
Name: Alaa Tawfiq Aziz Email: alla.t@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<p>Developing language skills in order to improve the level of students in order to serve the future of tourism in the country and introduce them to tourist attractions in France, in addition to familiarizing students with the linguistic terms used to receive and bid farewell to tourists and to the tourist symbols found in public places. In addition, there are some grammatical topics that help the student to compose a sentence and communicate with foreign tourists. Let us not forget comprehension and oral expression in order to enhance communication in French</p>
9. Teaching and Learning Strategies	
Strategy	Adopting advanced scientific methods to deliver information through the sources available in the library about the course and what is provided to the student from modern sources in the course.
10. Course Structure	

Evaluation method	Learning method	Unit or subject name	Required Learning Outcomes	Hours	Week
Examen	Cours		Le Complément d'objet direct	۳	۱
Examen	Cours		Exercices(le complément d'objet direct)	۳	۲
Examen	Cours		Texte (Ma nouvelle maison)	۳	۳
Examen	Cours		Exercice (ma nouvelle maison)	۳	۴
Examen	Cours		Le Complément d'objet indirect	۳	۵
Examen	Cours		Exercices (le complément d'objet indirect)	۳	۶
Examen	Cours		Exemples et exercices (le complément d'objet direct et indirect)	۳	۷
Examen	Cours		Texte (Le voyage)	۳	۸
Examen	Cours		exercice (le voyage)	۳	۹
Examen	Cours		les adjectifs qualificatifs	۳	۱۰
Examen	Cours		Le féminin des adjectifs qualificatifs	۳	۱۱
Examen	Cours		Exercices (Le féminin des adjectifs qualificatifs)	۳	۱۲
Examen	Cours		Texte (les fêtes en France)	۳	۱۳
Examen	Cours		exercices (les fêtes en France)	۳	۱۴
Examen	Cours		le futur simple	۳	۱۵

Examen	Cours		Le futur simple exercices et corrigé	۳	۱۶
Examen	Cours		Texte (Conseiller un client)	۳	۱۷
Examen	Cours		Exercices (Conseiller un client)	۳	۱۸
Examen	Cours		Le tourisme	۳	۱۹
Examen	Cours		exercices (tourisme)	۳	۲۰
Examen	Cours		les pronoms possessifs	۳	۲۱
Examen	Cours		exercices (les pronoms possessifs)	۳	۲۲
Examen	Cours		le pluriel en français	۳	۲۳
Examen	Cours		exercices (le pluriel en français)	۳	۲۴
Examen	Cours		Le pronom relatif (qui , que)	۳	۲۵
Examen	Cours		exemples et exercices Le pronom relatif (qui , que)	۳	۲۶
Examen	Cours		Le pronom relatif (où, dont)	۳	۲۷
Examen	Cours		exemples et exercices Le pronom relatif (où, dont)	۳	۲۸
Examen	Cours		Texte sur l'hôtel en français	۳	۲۹
Examen	Cours		Exercices(l'hôtel en français)	۳	۳۰

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)	Tourisme ,(Sophie Corbeau, Chantal Dubois, Jean- Luc Penfornis)/ 1979, Cours de langue et de civilisation française 1
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	Websites

Course Description Form

1. Course Name:					
English Language					
2. Course Code:					
Thf1					
3. Semester / Year:					
2024/2025					
4. Description Preparation Date:					
20/2/2025					
5. Available Attendance Forms:					
Fully attendance					
6. Number of Credit Hours (Total) / Number of Units (Total)					
90 hours/ 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Lecturer. Asan Hashim Hamdoon Email: asan.hashem@uomosul.edu.iq					
8. Course Objectives					
Course Objectives	<ul style="list-style-type: none"> Introducing students to tourism vocabulary, concepts, and professional topics at the introductory level. Focusing on and developing students' learning skills (reading, listening, speaking, and writing) 				
9. Teaching and Learning Strategies					
Strategy	<ul style="list-style-type: none"> Lectures Discussion Brain storming Diverse activities 				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	٣	Introduction to some touri vocabulary	Introductory lecture on tourism management	Lecture	There are no
2	٣	Develop writing skills	Present/Past/Future tenses	Lecture	Exams
3	٣	Develop reading skills	Passage on tour guiding	Lecture	Exams
4	٣	Develop speaking and vocabulary skills	Expressions about tourism and hotels	Lecture	Theoretical
5	٣	Develop my reading and speaking skills	Conversation	Lecture	Exams
6	٣	Develop my reading and speaking skills	Sentence patterns (1)	Lecture	Exams
7	٣	Assess skill level	Grammar only exam	Lecture	Theoretical
8	٣	Develop reading skills	Passage on guest reception system	Lecture	Exams
9	٣	Develop speaking and	Definite and indefinite	Lecture	Exams

		vocabulary skills	articles		
10	۳	Test my reading and speaking skills	Passage and grammar exam	Lecture	Theoretical
11	۳	Develop my reading and speaking skills	Sentence patterns (2)	Lecture	Theoretical
12	۳	Develop writing skills	Passage on describing tourist destinations	Lecture	Exams
13	۳	Develop reading skills	Pre-midterm review	Lecture	Exams
14	۳	Develop my reading and speaking skills	After midterm	Lecture	There are no
15	۳	Develop my reading and speaking skills	Conversation	Lecture	Exams
16	۳	Develop writing skills	Active and passive voice	Lecture	Exams
17	۳	Develop reading skills	Rules of the simple present tense in the passive voice	Lecture	Theoretical
18	۳	Develop speaking and vocabulary skills	Passage on the challenges facing tourism	Lecture	Exams
19	۳	Develop my reading and speaking skills	Rules of conditional verb and answer	Lecture	Exams
20	۳	Develop my reading and speaking skills	Complete the passage	Lecture	Theoretical
21	۳	Develop speaking skills	Simple past tense in the passive voice	Lecture	Exams
22	۳	Develop reading skills	Conversation	Lecture	Exams
23	۳	Assess speaking and vocabulary skills	Passage on the future of tourism	Lecture	Theoretical
24	۳	Develop my reading and speaking skills	Passage and grammar exam the simple present and simple past tenses	Lecture	Theoretical
25	۳	Develop my reading and speaking skills	Exercises on the previous passage	Lecture	Exams
26	۳	Develop writing skills	Complex sentences	Lecture	Exams
27	۳	Develop reading skills	Investment in the tourism sector	Lecture	Theoretical
28	۳	Assess learning level	Complete the above passage	Lecture	Exams
29	۳	Assess the development of reading, speaking, writing, and listening skills	Content exam for the passage	Lecture	Exams
30	۳	Introduction to some tourism vocabulary	General review	Lecture	There are no

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)	Oxford English for Careers/ Tourism 3/ Student's Book By Robin Walker and Keith Harding, 2009.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	-
Electronic References, Websites	Using Internet to download some books and reference

Course Description Form

13. Course Name:					
Hotel marketing					
14. Course Code:					
Thf6					
15. Semester / Year:					
2024-2025					
16. Description Preparation Date:					
20/2/2025					
17. Available Attendance Forms:					
In-person and electronic					
18. Number of Credit Hours (Total) / Number of Units (Total):					
60/2					
19. Course administrator's name (mention all, if more than one name)					
Name: assist. Lecturer. : Zahraa Abdel-Ghani Mustafa Email: zahraa.abdulghani@uomosul.edu.iq					
20. Course Objectives					
Course Objectives	1- Enabling the student to understand marketing and its methods. 2- Providing the student with the skills that qualify him to work in the field of tourism marketing. 3- Enabling the student to innovate by studying the tourism marketing environment, types of markets, and creating marketing opportunities. 4- Knowing the quality of customers and how to increase their loyalty to tourism services. 5- Knowledge of the basic marketing mix elements for the tourism product.				
21. Teaching and Learning Strategies					
Strategy	Adopting advanced scientific methods to deliver information through the sources available in the library about the course and what is provided to the student from modern sources in the course.				
22. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	2	Marketing concept, core marketing concepts, needs and desires		Lectures	Questions and discussion

2	2	Marketing and its relationship to other concepts		Lectures	Questions and discussion
3	2	Marketing study methods		Lectures	Questions and discussion
4	2	Market objective and market efficiency		Lectures	Questions and discussion
5	2	Tourism marketing mix		Lectures	Questions and discussion
6	2	Domestic tourism marketing environment		Lectures	Questions and discussion
7	2	External tourism marketing environment (laws competitive influences)		Lectures	Questions and discussion
8	2	External tourism marketing environment (political and economic influences)		Lectures	Questions and discussion
9	2	Tourism product strategy, concept and specifications of the tourism product		Lectures	Questions and discussion
10	2	Marketing characteristics of tourism		Lectures	Questions and discussion
11	2	Components of the tourism product and factors affecting the tourism product		Lectures	Questions and discussion
12	2	The mental image of the tourism product, the tourism product and the tourism marketing strategy		Lectures	Questions and discussion
13	2	Tourism product pricing strategy, pricing concept and objectives		Lectures	Questions and discussion
14	2	The role of research in determining tourism product prices		Lectures	Questions and discussion
15	2	Factors affecting the determination of tourism product prices		Lectures	Questions and discussion
16	2	Tourism product prices, tourism levels and discounts		Lectures	Questions and discussion
17	2	Exams		Lectures	Questions and discussion
18	2	Tourism product distribution strategy, concept and objectives		Lectures	Questions and discussion

19	2	Tourism product distribution outlets		Lectures	Questions and discussion
20	2	The role of the Ministry of Tourism in the internal and external distribution strategy		Lectures	Questions and discussion
21	2	Tourist offers and tour operators		Lectures	Questions and discussion
22	2	Tourism flyers, travel agents and tourism agents		Lectures	Questions and discussion
23	2	International contracts (hotels - airlines)		Lectures	Questions and discussion
24	2	The main global distribution systems, their importance and problems		Lectures	Questions and discussion
25	2	Strategy to improve the use of global distribution systems in developing countries		Lectures	Questions and discussion
26	2	Tourism product promotion strategy, concepts and objectives		Lectures	Questions and discussion
27	2	Tourism promotion means, local and international advertising, tourism brochures and publications		Lectures	Questions and discussion
28	2	Tourism promotion materials, tourism exhibitions and conferences and tourism personal selling		Lectures	Questions and discussion
29	2	Public relations and tourism support: Managing the tourism promotion strategy, tourism promotion budget		Lectures	Questions and discussion
30	2	Tourism marketing through the Internet: the concept and importance of e-tourism Requirements for designing an electronic tourism website, challenges in electronic tourism marketing		Lectures	Questions and discussion

23. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student:

1. - Evaluating homework and class assignments.
2. Evaluation of research papers.
3. Daily surprise exams at the end of the lecture to determine the extent of comprehension of the lecture.
4. Weekly and monthly exams, the mid-year exam, and the final exam.

24. Learning and Teaching Resources

Required textbooks (curricular books any)	<ul style="list-style-type: none"> - Obaidat, Muhammad, Tourism Marketing, 2008, Wael Publishing House, third edition. - Al-Diwaji, Abi Saeed, The Modern Concept Marketing Management, 2000, Dar Al-Hamid Publishing and Distribution. - Al-Azzawi, Muhammad Abdel-Wahab, Al-Mashhadani, Saad Ibrahim Hamad, 2020, Electronic tourism marketing, Dar Al-Academyon Publishing and Distribution Company Ammaan Jordan. - Al-Humairi, Muwafaq Adnan, Al-Taweel, Rami Falah, 2016, Marketing Strategic Hotel and Tourism Services, Dar Al-Hamid for Publishing and Distribution, Ammaan Jordan.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	Recent reports from the Internet related to tourism and hotel marketing
Electronic References, Websites	

Model description Form

1. Title:					
Tourism legal legislation					
2. Symbol of decision					
Thf9					
3. Semester/year					
2024-2025					
4. The date this description was prepared:					
20/2/2025					
5. Available forms of attendance:					
Attendance and electronic					
6. Number of hours (total)/ number of units (total)					
60/2 units					
7. Name of the course administrator (if more than one name is mentioned)					
Name: M.M. Fadia Abdul Hamid Saleh email: fadia_salih@uomosul.edu.iq					
8. Objectives of the decision					
<p>Arming students legally prevents them from falling into the wrong circle when doing their work in the community</p> <p>Tourism after graduating in the near future by getting to know what the law is and the most important legislation</p> <p>Which governs the tourism sector in Iraq and familiarizing them with the importance of the article of legislation in the development of activity Tourism on a local and global level.</p>					Objectives of the study material
9. Teaching and learning strategies					
<p>Providing students with advanced scientific methods to communicate information through the sources available in the library about the course is provided to the student from modern sources in the course.</p>					Strategy
.Structure of the decision					
Method of assessment	Way of learning	Name of unit or subject	Required learning outcomes	Hours	The week
Questions and discussion	Lectures		Introduction to the article	2	1

Questions and discussion	Lectures		General principles of law:– Definition of law	2	2
Questions and discussion	Lectures		Historical development of tourism legislation	2	3
Questions and discussion	Lectures		The role of legislation in the tourism industry and its promotion	2	4
Questions and discussion	Lectures		The first exam	2	5
Questions and discussion	Lectures		Tourist facilities	2	6
Questions and discussion	Lectures		Characteristics of tourist facilities	2	7
Questions and discussion	Lectures		Establishment of non-governmental tourism facilities	2	8
Questions and discussion	Lectures		Classification of tourist establishments	2	9

Questions and discussion	Lectures		Special conditions for the classification and operation of some of the tourist facilities in Iraq	2	10
Questions and discussion	Lectures		Tourist camps	2	11
Questions and discussion	Lectures		Control of tourist facilities	2	12
Questions and discussion	Lectures		Establishment of tourism companies	2	13
Questions and discussion	Lectures		Establishment of tourism companies	2	14
Questions and discussion	Lectures		Effects of the hotel contract	2	15
Questions and discussion	Lectures		Tourist guidance	2	16
Questions and discussion	Lectures		The role of transport patterns in the tourism industry	2	17
Questions and discussion	Lectures		Requirements for tourism	2	18

discussion			development		
Questions and discussion	Lectures		Regulatory requirements	2	19
Questions and discussion	Lectures		Environmental requirements	2	20
Questions and discussion	Lectures		Administrative requirements	2	21
Questions and discussion	Lectures		General requirements	2	22
Questions and discussion	Lectures		Aspects of tourism development	2	23
Questions and discussion	Lectures		The vertical aspect of tourism development	2	24
Questions and discussion	Lectures		The horizontal aspect of tourism development	2	25
Questions and discussion	Lectures		The role of international agreements in the protection of monuments and tourist attractions	2	26

			during peace		
Questions and discussion	Lectures		International protection of antiquities during armed conflicts	2	27
Questions and discussion	Lectures		The role of Iraqi legislation in the protection of antiquities and cultural heritage	2	28
Questions and discussion	Lectures		Penalties for theft of antiquities	2	29
Questions and discussion	Lectures		The role of legislation in the strategy of developing tourism in Iraq	2	30

11.Evaluation of the decision

A grade of 100 is distributed according to the tasks assigned to the student such as

Daily exams

Surprise exams

– **Giving grades to students in the room for questions asked**

The homework

12.Sources of learning and teaching

The body of Iraqi laws related to general	Required books (methodology, if any)
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principles and tourism legislation and the author of Dr. Sahar toward Ghanem	
كتاب امجد حسن العزام وعمر جوابرة كاوي النشر مؤسسة الوراق للنشر والتوزيع /١ يناير ٢٠٠٩	Principal references (sources)
Recent reports from the Internet that belong to the tourist attractions of the Iraqi provinces	Recommended books and supporting references (scientific journals, reports...)
	Electronic references, Internet sites

Course Description Form

1. Course Name:	
Hotel Information Systems	
2. Course Code:	
Thf10	
3. Semester / Year:	
2024/2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms:	
Fully attendance	
6. Number of Credit Hours (Total) / Number of Units (Total)	
60/2 Units	
7. Course administrator's name (mention all, if more than one name)	
Name: A.L. Osama Mohammed Ahmed Al-atraqchi Email: Osama.ahmed@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	Knowledge: <ul style="list-style-type: none"> Grasp the fundamental concepts of information technology (IT) encompassing computers, networks, the internet, cybersecurity, IoT, cloud computing, and artificial intelligence. Acquire knowledge of the principles of information management systems (MIS) and decision support systems (DSS). Understand the concepts of strategy, e-marketing, and e-commerce.
	Skills: <ul style="list-style-type: none"> Analyze information needs within hotel organizations. Design and implement MIS solutions effectively.

	<ul style="list-style-type: none"> Utilize data analysis tools to support informed decision-making. Apply e-marketing and e-commerce strategies to enhance hotel businesses. <p>Values:</p> <ul style="list-style-type: none"> Recognize the significance of IT in improving the efficiency and effectiveness of hotel organizations. Develop awareness of the importance of cybersecurity and data protection. Enhance the ability to collaborate with others effectively to solve problems. Uphold ethical principles in the usage of IT.
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9. Teaching and Learning Strategies

Strategy	<p>Interactive Explanation:</p> <ul style="list-style-type: none"> Employ a variety of teaching methods, such as presentations, visual aids, and engaging activities, to enhance comprehension and make learning more enjoyable. <p>Student Engagement:</p> <ul style="list-style-type: none"> Encourage active participation in discussions, group problem-solving activities, and hands-on exercises to foster a collaborative learning environment. <p>Continuous Assessment:</p> <ul style="list-style-type: none"> Utilize a diverse range of assessment tools, including quizzes, assignments, presentations, and projects, to evaluate student understanding and progress throughout the course. <p>Learning Tools and Methods:</p> <ul style="list-style-type: none"> Presentations: Employ presentation software like PowerPoint and Prezi to deliver information in an engaging and visually appealing manner. Visual Aids: Utilize diagrams, charts, and graphs to effectively explain complex concepts and enhance comprehension. Educational Videos: Incorporate instructional videos to showcase real-world examples of IT applications in the hospitality industry. Case Studies: Analyze real-world case studies to demonstrate how MIS can be effectively utilized to improve hotel performance. Group Discussions: Encourage active participation in group discussions to explore various IT-related issues within the hospitality sector.
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
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1	2	Knowledge and skill	Introduction to the Hotel Information System	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
2	2	Knowledge and skill	The history of computers	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
3	2	Knowledge and skill	Binary Numbering System	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
4	2	Knowledge and skill	The Computer Network	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
5	2	Knowledge and skill	The Internet	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
6	2	Knowledge and skill	Cloud Computing	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
7	2	Knowledge and skill	Internet Of Things (IOTP)	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
8	2	Knowledge and skill	Artificial Intelligent	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
9	2	Knowledge and skill	Cyber Security	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
10	2	Knowledge and skill	The Encryption	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Oral exams and student participation
11	2	Knowledge and skill	Database	Lecture style And discussion	Oral exams and student

				Presentation of PowerPoint a exchange of opinions And external reading	participation
12	2	Knowledge and skill	Entity Relationship Diagram	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
13	2	Knowledge and skill	Data Warehouse	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
14	2	Knowledge and skill	Big Data	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
15	2	Knowledge and skill	Data Mining	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
16	2	Knowledge and skill	Management Information System	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
17	2	Knowledge and skill	Transaction Processing System	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
18	2	Knowledge and skill	Knowledge Management System	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
19	2	Knowledge and skill	Expert System	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
20	2	Knowledge and skill	Decision Support System	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
21	2	Knowledge and skill	Marketing	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
22	2	Knowledge and	E-Marketing	Lecture style	Oral exams and

		skill		And discussion Presentation of PowerPoint a exchange of opinions And external reading	student participation
23	2	Knowledge and skill	Competitive Advantage	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
24	2	Knowledge and skill	SWOT Analysis	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
25	2	Knowledge and skill	E-Business	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
26	2	Knowledge and skill	E-Commerce	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
27	2	Knowledge and skill	E-Government	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
28	2	Knowledge and skill	E-Payment	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
29	2	Knowledge and skill	Blockchain and Bitcoin	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation
30	2	Knowledge and skill	System Analysis and Design	Lecture style And discussion Presentation of PowerPoint a exchange of opinions And external reading	Oral exams and student participation

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)	
Main references (sources)	ياسين، سعد غالب، ٢٠١٨، نظم المعلومات الإدارية، دار اليازوري العلمية للنشر والتوزيع، ISBN : 995712241X, 9789957122416

Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	BUS206: Management Information Systems Saylor Academy

Model description Form

1. Course Name:					
Tourism crisis management					
2. Course Code:					
Thf7					
3. Semester / Year:					
2024-2025					
4. Description Preparation Date:					
20/2/2025					
5. Available Attendance Forms:					
In-person and electronic					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60/2 Units					
7. Course administrator's name (mention all, if more than one name)					
Name: M.M. Rana Khairuddin Hamid					
Email: rana.khairaldeem@uomosul.edu.iq					
8. Course Objectives					
Course Objectives	1- The study of this subject requires keeping up with what is happening in the world in terms of developments in tourism crisis management To benefit from it in the future career of students 2- Enhancing the student's understanding of the term crises in general and focusing on the concept of tourism crises. 3- Providing the student with a set of skills to try to confront and solve tourism crises				
9. Teaching and Learning Strategies					
Strategy	Providing students with quantitative methods and adopting advanced scientific methods to deliver them through the sources available in the library About the course, in addition to using modern external sources such as doctoral theses and master's theses.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method

١	٢	Crisis: its concept and types		Lectures	Questions and discussions
٢	٢	The crisis has its causes		Lectures	Questions and discussions
٣	٢	Characteristics of crises		Lectures	Questions and discussions
٤	٢	Stages of crises		Lectures	Questions and discussions
٥	٢	Crisis management: concept and influencing factors		Lectures	Questions and discussions
٦	٢	Stages of crisis management		Lectures	Questions and discussions
٧	٢	The role of leadership and ways to deal with the crisis		Lectures	Questions and discussions
٨	٢	Crisis management strategies		Lectures	Questions and discussions

٩	٢	The concept of the crisis information system and its importance		Lectures	Questions and discussions
١٠	٢	The role of the information system in preventing and managing crises		Lectures	Questions and discussions
١١	٢	Studies related to the relationship of crisis management with information systems		Lectures	Questions and discussions
١٢	٢	The concept and importance of the decision-making process		Lectures	Questions and discussions
١٣	٢	Administrative functions, specifications and types of crisis decisions		Lectures	Questions and discussions
١٤	٢	Stages of decision making in times of crises		Lectures	Questions and discussions
١٥	٢	What is quality management for dealing with crises		Lectures	Questions and discussions
١٦	٢	Quality management standards for dealing with crises		Lectures	Questions and discussions

١٧	٢	Requirements for achieving high quality crisis management		Lectures	Questions and discussions
١٨	٢	The concept of the global financial crisis		Lectures	Questions and discussions
١٩	٢	Effects of the global financial crisis		Lectures	Questions and discussions
٢٠	٢	Banking crises		Lectures	Questions and discussions
٢١	٢	The role of creative thinking in crisis management		Lectures	Questions and discussions
٢٢	٢	Stages and features of the creative thinking process		Lectures	Questions and discussions
٢٣	٢	Creative thinking and dealing with marketing crises		Lectures	Questions and discussions
٢٤	٢	The advantages of creative thinking capable of confronting crises		Lectures	Questions and discussions

٢٥	٢	The concept and importance of public relations		Lectures	Questions and discussions
٢٦	٢	Basic objectives of public relations		Lectures	Questions and discussions
٢٧	٢	What are the types of public relations in crisis management		Lectures	Questions and discussions
٢٨	٢	Problems faced by public relations		Lectures	Questions and discussions
٢٩	٢	The role of public relations in crisis management		Lectures	Questions and discussions
٣٠	٢	Skills for transitioning to total quality		Lectures	Questions and discussions

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
Distribution of the grade out of 100 according to the tasks assigned to the student:
1-Assessing homework and class assignments.
2- Evaluation of research papers.
3- Daily surprise exams at the end of lectures.
4-Weekly, monthly, mid-year and end-of-year exams

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)

Al-Lami, Ghassan Qassem, and Al-Issawi, Khaled Abdullah, 2015, Crisis Management: Foundations and Applications

Main references (sources)	A collection of sources taken from master's theses and doctoral dissertations.
Recommended books and references (scientific journals, reports...)	Research on crisis management
Electronic References, Websites	Electronic and applied resources of tourism crises

Course Description Form

1. Course Name:	
Methods of preparing research	
2. Course Code:	
Thf3	
3. Semester / Year:	
2024–2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms	
In-person meeting	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3 Units, 30 hours a year	
7. Course administrator's name (mention all, if more than one name)	
Name: Dr. Haitham Ahmed Hussein Email: haitham_ahmed@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> • Introducing students to the steps of writing scientific research, methods for selecting and solving the problem, and using statistical methods Occasion.....
9. Teaching and Learning Strategies	
Strategy	<p>Providing students with quantitative methods and adopting advanced scientific methods for their authenticity Through the resources available in the library about the course</p> <p>Knowledge and understanding</p> <ul style="list-style-type: none"> • Concepts and foundations of writing scientific research. • - How to employ scientific research to solve a specific problem • - Understanding the basics of scientific research and its types <ul style="list-style-type: none"> - Providing students with experience and skills in conducting research <p>B- Subject-specific skills</p> <p>Teaching the student how to choose a research problem</p> <ul style="list-style-type: none"> - Determine ways to solve the research problem - Determine the methods for conducting the research and the research sample <p>Teaching students how to think and analyze the topic)</p> <p>Providing students with quantitative methods and adopting advanced</p>

	<p>scientific methods to investigate them</p> <p>Through the resources available in the library about the course</p> <p>Evaluation methods</p> <ul style="list-style-type: none"> - Daily exams - Giving grades to students in the hall for questions asked to them - Homework <p>C- Thinking skills</p> <ul style="list-style-type: none"> - Asking questions related to the course topics - Developing intellectual and intellectual ability related to research procedures <p>Teaching and learning methods</p> <p>Teaching students how to think and analyze a topic</p> <p>Evaluation methods</p> <ul style="list-style-type: none"> - Homework assignments - Contributions in daily preparation - Monthly exams <p>D- General and transferable skills</p> <ul style="list-style-type: none"> - Calculator skills - Skills in adopting advanced and simple quantitative methods - Thinking and analysis skills. <p>Teaching and learning methods</p> <p>Lectures using (data show. Power point)</p> <p>Directing students to some useful websites</p>
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
Questions and discussion	Lecturers		'Scientific research methods and supervisor selection	2	1
Questions and discussion	Lecturers		Stages of research preparation	2	2
Questions and discussion	Lecturers		Research title and problem	2	3

Questions and discussion	Lecturers		The importance of research and its hypotheses	2	4
Questions and discussion	Lecturers		Research areas and statistical methods	2	5
Questions and discussion	Lecturers		Data collection methods	2	6
Questions and discussion	Lecturers		Questionnaire	2	7
Questions and discussion	Lecturers		the interview	2	8
Questions and discussion	Lecturers		empirical research	2	9
Monthly exam	Monthly exam		Monthly exam	2	10
Questions and discussion	Lecturers		Writing scientific research and introduction	2	11
Questions and discussion	Lecturers		Documentation by scientific research	2	12
Questions and discussion	Lecturers		Electronic sources	2	13
Questions and discussion	Lecturers		Books and references	2	14
Mid-year exam	Mid-year exam		Mid-year exam	2	15

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)

Main references (sources)	<ul style="list-style-type: none"> - عامر، فرج المبروك عمر، ٢٠٢٠، خطوات كتابة - كتابة بحث العلمي، دار حميثرا للنشر، القاهرة، جمهورية مصر العربية
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course description Form

1. Course Name:	
Hospitality Industry	
2. Code The decision	
Thf2	
3. the chapter / the year	
2024/2025	
4. date Preparation this the description	
20/2/2025	
5. Available attendance forms	
Presence Complete	
6. Number of study hours (total)/number of units (total)	
60 hours 2 units	
7. Name of the course administrator (if more than one name is mentioned)	
Email: ahmed.kannan@uomosul.edu.iq Name: Ahmed Kanaan Hussein Al-Dabbagh	
8. Course objectives	
<p>This course description provides a necessary summary of the most important characteristics of the course and the learning outcomes that the student is expected to achieve, demonstrating whether he or she has made the most of the learning opportunities available. It must be linked to the program description</p>	Objectives of the study subject
9. Teaching and learning strategies	
<p>A- Knowledge and understanding</p> <ul style="list-style-type: none"> • Concepts and foundations of nutritional health. • How to benefit from modern research in the field of the hospitality industry and link it with developments taking place in the world. • Providing students with experience and skills in the hospitality industry and its relationship with the tourism organization. <p>B- Subject-specific skills</p> <ul style="list-style-type: none"> • Teach the student to deal with various cases related to topics in the hospitality industry • Identify problems related to the topic and try to overcome them • Ability to deduce and evaluate. <p>T- Thinking skills</p>	The strategy

<ul style="list-style-type: none"> • Asking questions related to the course topics. • Developing intellectual and mental ability related to nutritional health <p>C- Teaching and learning mechanisms.</p> <ul style="list-style-type: none"> • Lecture, discussion and dialogue • PowerPoint presentations • Homeworks • Sharing external readings • Student groups and the use of brainstorming for case studies <p>D- Evaluation methods</p> <ul style="list-style-type: none"> • Daily exams • Surprise exams • Semester exams • Giving grades to students in the hall for questions asked to them • Homework 	
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10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Component elements of the hospitality industry	Knowledge And skill	2	1
Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Modern features of the hospitality industry	Knowledge And skill	2	2
Oral exams - Written tests - Student -	Lecture style And discussion	The concept of hospitality	Knowledge And skill	2	3

activity and participation Duties -	Presentation of PowerPoint and exchange of opinions And external reading	management and its administrative levels			
Oral exams Written tests Student activity and participation Duties	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Administrative processes in the hospitality industry (planning, organizing, directing, and controlling)	Knowledge And skill	2	4
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	The pros and cons of management by objectives	Knowledge And skill	2	5
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Internal and external factors affecting human behavior	Knowledge And skill	2	6
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Discussion	Knowledge And skill	2	7

Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Satisfying the guest's desires and needs	Knowledge And skill	2	8
Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Procedures followed to evaluate the satisfaction of the guest's desires	Knowledge And skill	2	9
Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Human relations and its impact on the hospitality industry	Knowledge And skill	2	10
Written exam		Semester exam		2	11
Oral exams - Written tests - Student activity and participation - Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Ma-Slow-Herzberg-McAuleyland theory	Knowledge And skill	2	12
Oral exams - Written tests - Student activity and participation -	Lecture style And discussion Presentation of PowerPoint	Communications and its impact on the hospitality	Knowledge And skill	2	13

Duties -	and exchange of opinions And external reading	industry			
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Communications in hospitality establishments	Knowledge And skill	2	14
Oral exams - Student - activity and participation	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	The importance of skills in personal relationships and their obstacles	Knowledge And skill	2	15
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	MaSl wHerz bgMc Auleyl and theory	Knowledge And skill	2	16
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Communications and its impact on the hospitality industry	Knowledge And skill	2	17
Oral exams - Written tests - Student -	Lecture style And discussion	Communications in hospitalit	Knowledge And skill	2	18

activity and participation Duties -	Presentation of PowerPoint and exchange of opinions And external reading	y establish ments			
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	The importance of skills in personal relationships and their obstacles	Knowledge And skill	2	19
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Personnel Management Department in the hotel's organizational structure	Knowledge And skill	2	20
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Basic principles in human resources planning	Knowledge And skill	2	21
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Human resources sources (internal sources + external sources)	Knowledge And skill	2	22
Oral exams -	Lecture style	Selection,	Knowledge	2	23

Written tests - Student - activity and participation Duties -	And discussion Presentation of PowerPoint and exchange of opinions And external reading	appointment and procedures	e And skill		
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Training in the hospitality industry (concept - stage - training methods)	Knowledg e And skill	2	24
Exam Editorial		The concept of training in the hospitality industry and its benefits	Knowledg e And skill	2	25
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Identify training needs	Knowledg e And skill	2	26
Oral exams - Written tests - Student - activity and participation Duties -	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Technical methods to be followed to determine training needs	Knowledg e And skill	2	27
Oral exams -	Lecture style	Continue to	Knowledg	2	28

Written tests - Student - activity and participation Duties -	And discussion Presentation of PowerPoint and exchange of opinions And external reading	enhance or strengthen training	e And skill		
Oral exams - Written tests - Activity and - student participation in assignments	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Individual and group training methods	Knowledge And skill	2	29
Oral exams - Student - activity and participation	Lecture style And discussion Presentation of PowerPoint and exchange of opinions And external reading	Evaluating the adequacy of employees' performance	Knowledge And skill	2	30

**Methods used in the process of
evaluating performance efficiency**

distribution Class from 100 on according to mission Assigned With it requester like Preparation Daily And exams Daily And oral And monthly And editorial And reports And duties....etc

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.

١٢ Learning and Teaching Resources	Required textbooks (methodology if any)
Hospitality Industry / Dr. Hamid Abdul Nabi Al-Taie / Dr. Hashem Zaki Mahmoud/ Personnel and Human Relations Department/2010 A –	Main references (sources)

supporting book for the subject	
	Recommended supporting books and references (scientific journals, reports....)
	Electronic references, Internet si

Course Description Form

1. Course Name:	
Tourism media	
2. Course Code:	
Thf8	
3. Semester / Year:	
2024-2025	
4. Description Preparation Date:	
20/2/2025	
5. Available Attendance Forms:	
In presence	
6. Number of Credit Hours (Total) / Number of Units (Total)	
Units 2/60	
7. Course administrator's name (mention all, if more than one name)	
Name: Hiba Khalid Baker Email: hiba.khalid@uomosul.edu.iq	
8. Course Objectives	
Course Objectives	. The course aims to raise students' understanding of the subject of tourism media and contribute to developing their leadership skills in the field of tourism and the ability to manage and operate pioneering future projects. The course aims to provide the student with scientific, practical, theoretical and academic experiences in the field of tourism and media given the subject's cultural and cultural heritage.
9. Teaching and Learning Strategies	
Strategy	Adopting advanced scientific methods to deliver information through the sources available in the library about the course and what is provided to the student from modern sources in the course.

10. Course Structure

Evaluation method	Learning method	Unit or subject name	Required Learning Outcomes	Hours	Week
Examen	Cours		The importance of tourism	2	۱
Examen	Cours		The concept of tourism and tourism media	2	۲
Examen	Cours		The concept of tourism and tourism media	2	۳
Examen	Cours		Tourism media	2	۴
Examen	Cours		Tourism media	2	۵
Examen	Cours		Tourism media	2	۶
Examen	Cours		Tasks and objectives of tourism media	2	۷
Examen	Cours		Tasks and objectives of tourism media	2	۸
Examen	Cours		Tourism advertising as a function of advertising	2	۹
Examen	Cours		Tourism advertising as a function of advertising	2	۱۰
Examen	Cours		Types of advertising in tourism marketing	2	۱۱
Examen	Cours		Types of advertising in tourism marketing	2	۱۲
Examen	Cours		Planning requirements needed by tourism media	2	۱۳
Examen	Cours		Curriculum review	2	۱۴
Examen	Cours		Semester exam	2	15
Examen	Cours		Tourism public relations	2	16
Examen	Cours		Tourism promotion concept	2	17
Examen	Cours		The importance of tourism promotion	2	18
Examen	Cours		The role of relations in the tourism field	2	19
Examen	Cours		Public relations concept	2	20
Examen	Cours		The concept of public relations, its functions, goals, types and principles	2	21
Examen	Cours		Tourism media and planning	2	22
Examen	Cours		Tourism media and planning	2	23
Examen	Cours		Tourism media and planning	2	24

Examen	Cours		Advertising means and their role in tourism	2	25
Examen	Cours		Advertising means and their role in tourism	2	26
Examen	Cours		Tourism media strategy in the Kingdom of Saudi Arabia	2	27
Examen	Cours		Tourism media strategy in the Kingdom of Saudi Arabia	2	28
Examen	Cours		Curriculum review	2	29
Examen	Cours		Semester exam	2	30

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)	خطاب، محمد، ٢٠١٦، الاعلام السياحي والعلاقات العامة، دار امجد للنشر والتوزيع، الطبعة الاولى . آل دغيم، خالد عبدالرحمن، ٢٠١٤، الاعلام السياحي والتنمية السياحية الوطنية، دار أسامة للنشر والتوزيع، الطبعة الاولى.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	Websites