

**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

first stage

1. : Course Name

Business year students in the Department of-Administrative readings for first Administration

2. Course Code

3. Semester/year

2024-Semester for the academic year 2023

4. : Date this course was prepared

2023/1/10

5. : Available attendance forms

My presence only

6. : (study hours (total) / number of units (total the semester, 2 hours per week hours during 30

7. Name of the course administrator

**Shatha Ahmed AlwanA.M.D.
Abbas Abdel Hamid Abdel AbbasM.D.
abbas.abdulhameed@uobasrah.edu.iq**

Course objectives .8

- 1. Providing students with scientific, academic knowledge about concepts and applied Objectives and practices of business .administration in English**
- 2. Providing students with knowledge, skills, and abilities related to the main administrative functions in the organization (planning, (control organizing, directing, and**
- 3. Providing students with new and creative ideas regarding the vocabulary of the academic .subject**

9. Teaching and learning strategies

- 1. Collaborative concept planning strategy**
- 2. Brainstorming strategy**
- 3. Note series strategy**

Strategies

10.structure Course

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Oral and written examinations and daily participation	Lectures	Administrative readings	Nature and concept of management	2	1
				2	2
			Basic types of management in the business organization	2	3
			Levels of management and types managers	2	4
			Managerial skills and roles	2	5
			2	6	

			Classical schools of management	2	7
			Departmentalization school of management	2	8
			Humana relation school of management	2	9
			The modern school of management	2	10
			Planning and Steps of the planning process	2	11
			Organizing	2	12
			Types of organization structure	2	13
			Direction		14
			Leadership styles and motivation theories		15
			Controlling		
			Types of controlling in organizations		

11. Course evaluation

monthly and daily exams, 10 marks for participation and attendance, marks for 40 marks for the final exam 50

Learning and teaching resources .12

1. Robbins SP & Coulter M. (2012). Management, 7th ^{edition} , Prentice Hall	Required prescribed books
2. Williams K. & Johnson B., (2004). Introducing	

Management a developing guide, 2nd ^{edition} , Elsevi	
Electronic sources and references available on the Internet Of all kinds	Electronic references

1. Business Economics : Course name
Economy 1
2. : Course Code
3. : Year / Semester
quarterly
4. Date this description was prepared: 2024/17/3
5. Available forms of attendance:
My presence only
6. :(Number of study hours (total)/number of units (total
per class hours 30
7. one name is Name of the course administrator (if more than (mentioned
: Dr. Mahmoud Qasim Dawood : Namemahmood.dawood@uobasrah.edu.iq

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8. Course objectives

<ul style="list-style-type: none"> • • • 	<ul style="list-style-type: none"> ✓ Introducing the student to the basics of economics ✓ Introducing the student to economic analysis tools ✓
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9. learning strategies Teaching and

1- Economic analysis strategy	The strategy

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Written and oral exams				3	1
			The origins of economics and its relation	2022/18/1	2
				2022/25/10	3
					4
				2022/1/11	5
					6

			(Class	2022/8/11	7
					8
			(Modern The	2022/15/11	9
					10
				2022/22/11	11
					12
				2022/29/11	13
					14
					15
				2022/13/12	vacation
					16
				2022/20/12	17
					18
				2022/27/12	19
					19
				2023/3/01	20
					21
					22
					23
					24
					25
					26

					27
					28
					29
					30

11. Course evaluation					
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marks for semester exams, plus 10 marks for class 40 : is as follows The distribution .participation, and 50 marks for final exams					
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12. Learning and teaching resources					
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Principles of economics: Dr. Karim Hasnawi–Al Mahdi			(Required textbooks (methodology, if any		
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Principles of Economics: Abd Sayed Ali–Moneim El			(Main references (sources		
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			Electronic references, Internet sites		
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1. Accounting : Course name					
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Accounting principles 1					
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2. : Course Code	
3. Annual : Year / Semester	
quarterly	
4. Date this description was prepared: 2024/23/3	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
hours per week 3 . quarterly An hour 45	
7. is Name of the course administrator (if more than one name (mentioned	
: Email Muhammad Faraj HanounM.M. : Namemohammed.faraj@uobasrah.edu.ic	
8. Course objectives	
<ul style="list-style-type: none"> • • • 	<ul style="list-style-type: none"> ✓ The course aims to provide the and rules with the foundations student of accounting, as well as accounting records and documents of all kinds. ✓ Students keep accounting records and extract financial results from them.
9. Teaching and learning strategies	

<p>1- .Educational strategy, collaborative concept planning</p> <p>2- .Brainstorming education strategy</p> <p>3- Strategy Notes Series Education</p>	The strategy
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10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
<p>Weekly, monthly daily, , and written exams, and the -of-end semest er . exam</p>	<p>Explaining the scientific material by clarifying the theoretical aspect, then giving practical exercises and holding general discussion s regarding</p>	<p>types of -Accounting accounting books conditions that -used must be met in the books.</p>	<p>Knowing 1- what financial accounting is, methods of dealing in the market, including buying and selling, how to discount, and calculating the cost of -goods Sold</p> <p>Knowing - 2 how to deal with</p>	hours 3	1
		ing Types of account daily -books used -stadium book -book legal conditions that must be met in the documents, -books their types and methods of recording single -in the books double entry -entry		hours 3	2
				hours 3	3
				hours 3	4
				hours 3	5
				hours 3	6
				hours 3	7
				hours 3	8
				hours 3	9
				hours 3	10
				hours 3	11
				hours 3	12
				hours 3	13
		Planning the -Journal			

	<p>the topic in question to determine the extent of comprehe nsion of the material, as well as giving students homework .</p>	<p>How to record -journal in the journal according to the -double entry theory of double entry Types - Commercial operations and how to prove them in -accounting books Purchase -Purchases Sales -Sales -returns Personal -returns Fixed -withdrawals assets Expenses and their types -Stadium Book Planning the Stadium Posting and -Book - Balancing -Trial balance Planning the trial Types of trial -balance balance (Trial balance Trial -with balances balance with totals) How to prepare each (of them (exercises types of -Discount single and -discount compound commercial cash -discount .discount -Commercial papers -bills of exchange -notes receivable</p>	<p>personal withdrawals and methods of processing them , in addition to how to make accounting entries in - 3 -practice Knowing how to hold companies accountable</p>	<p>hours 3 14 hours 3 15</p>	
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		.notes payable -Commercial papers -bills of exchange -notes receivable .notes payable General reviews of the article			
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11. Course evaluation

of participation, Degree 20 . Monthly exam score 30 : is as follows Distribution marks for final exams 50 . comprehension and attendance

12. resources Learning and teaching

[1] Principles of Financial Accounting Prof. Dr. Alaa Abdel Hussein Saleh and) (Jaafar Prof. Dr. Elham	(Required textbooks (methodology, if any
[2] Principles of Financial Saud Jayed .Accounting (Prof (Mashkoor	
	(Main references (sources
	Recommended supporting books and (....references (scientific journals, reports
	Electronic references, Internet sites

8. Course Name

Business Administration 1

9. Course Code

10.Semester/year

quarterly

11.The date this course was prepared

2024/14/3

12.Available attendance forms

My presence

13.(study hours (total) / number of units (total

45

14.Name of the course administrator

Eng. Naji Saleh Dahed

Ali Nassif Sabr

Course objectives .8

- To application Skill Students Gain Companies in manage
- Decisions take Skill expansion Practical reality in Administrative
- Most important And make it clear in used Modern And ideas Concepts Administration

Teaching and learning strategies

12. Cooperative Concept Planning education Strategy.

13. Mental Storming education strategy.

14.Notes series education strategy

Strategies

15.Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Exams		Concepts of -		hours 3	1
And weekly		management and		hours 3	2
monthly		business in today's wor			
And daily		Business organization-			

And editorial And an end exam the chapter .		- Characteristics of administratively developed societies	hours 3	3
		- the classic school	hours 3	4
		Behavioural school-	hours 3	5
		The quantitative school and the modern school	hours 3	6
		Contemporary and - future trends	hours 3	7
			hours 3	8
		Organization - environment	hours 3	9
			hours 3	10
		Organizational culture and diversity	hours 3	11
		Planning-	hours 3	12
			hours 3	13
		Organizational- objectives	hours 3	14
			hours 3	15
		Censorship-	hours 3	
		Decision making-		
Information technology in decision making				
Organization-				

16.Course evaluation

50 ... Score for the monthly and daily exams for the first semester 50 ; is as follows Distribution marks for the final exams

Learning and teaching resources .12

Management and business book

(Prescribed books (methodology

1. Computer Applications1 : Course name	
) Computer Applications 1Word (
2. : Course Code	
3. Annual : Year / Semester	
quarterly	
4. Date this description was prepared: 02/14/2024	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
hours per week 3 . during the course An hour 45	
7. Name of the course administrator (if more than one name is	
(mentioned	
: Email Ammar Nizar Mustafa Darwish .M : Name	
AMMAR.ALDIRAWI@UOBASRAH.EDU.IQ	
8. Course objectives	
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•	
•	
9. Teaching and learning strategies	

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Weekly, monthly daily , and written exams Attendance and -of-end year . exam	to explain Scientific material through the use of the method of asking questions and discussing them With for student		An introductory lecture with an introduction to Word 2010	hours 3	1
			program, and what are the basic elements that make up the Word 2010 window	hours 3	2
			?What are the commands used to tab a file in Word 2010	hours 3	3
			Explanation of groups and commands related to the Home tab in Word 2010	hours 3	4
			ed to the Home tab in Explaining the complement of groups and commands related to the Home tab in Word 2010	hours 3	5
			Explanation of groups and insert tab commands in Word 2010	hours 3	6
			Explanation of group completion and insert tab commands in Word 2010	hours 3	7
			Explanation of the additional tabs (Design, Layout) in inserting the table into a Word document	hours 3	8
			Explanation of the groups and commands related to the (Format) tab related to ,adding shapes from images, clipartSmartart illustrations, and screenshots	hours 3	9
			hours 3	10	
			hours 3	11	
			hours 3	12	
			hours 3	13	

	nts		Explanation of groups and display tab commands in Word 2010		14
			First exam	hours 3	15
			With additional tabs Explanation of groups and related commands	hours 3	
			Second exam	hours 3	

11. Course evaluation

distributed over the semester, including a semester exam, participation, attendance, and absence marks 50

12. Learning and teaching resources	
Mandatory for teaching preparation	(Required textbooks (methodology, if any
[1] Mustafa Science Series, -Al the dna sretupmoC fo scisaB“ Internet, Office 2010, Dr. Ziyad -Muhammad Abboud, Dar Al Doctor for Publishing and .Distribution, Baghdad, 2013	(Main references (sources
Iraqi scientific academic journals	Recommended supporting books and (...references (scientific journals, reports
[2] ,2010 Word Microsoft official company website www.microsoft.com	references, Internet sites Electronic

1. : Course Name	
rights and freedoms The	
2. : Course Code	
nothing	
3. Annual : Year / Semester	
annual The	
4. Date this description was prepared: 02/14/2024	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
hours a week 2 . hours 30	
7. Name of the course administrator (if more than one name is (mentioned	
Dr. Donia Salman Mohsen : Name donia.salman@uobasrah.edu.iq	
8. Course objectives	
<ul style="list-style-type: none"> • • 	That students acquire -1 knowledge of the most important legitimate rights and ways to

<ul style="list-style-type: none"> 	<p>.preserve and demand them</p> <p>That students become familiar -2 most important with the characteristics of human rights .and their importance</p> <p>To expand students' mental -3 ability to recognize the most important duties they have .regarding obtaining rights</p>
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9. Teaching and learning strategies

<p>1- Education strategy collaborative concept planning</p> <p>2- strategy through discussion and dialogue</p> <p>3- .Teaching strategy brainstorming</p>	The strategy
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10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
A weekly calendar with exams at the	Explaining the scientific material asking by a group of questions related to	Rights and freedom the public	1- Gain	hour 3	1
			Knowledge students	hours 3	2
			The most important rights	hours 3	3
			And the freedom that a person	hours 3	4
				hours 3	5

<p>end of each lecture and monthly exams</p> <p>And the -of-end semester exam</p>	<p>the given material</p>		<p>.should enjoy</p>	3 hours	6
	<p>And listen to the most important opinions related to the axis</p>			3 hours	7
	<p>And the question is asked</p>		<p>2- Expand your horizons</p>	3 hours	8
	<p>Create -2 small groups of students to activate the role of cooperative education and assign one of the students to explain the idea that the students agreed</p>		<p>Students through Recognition</p>	3 hours	9
			<p>The most important characteristics</p>	3 hours	10
			<p>.Legal</p>		
			<p>3- Introducing students to the most important</p>		
			<p>Duties that must be done</p>		
			<p>Commitment to after obtaining the most important rights</p>		
			<p>4- Directing students to the importance ...of</p>		
		<p>Peaceful coexistence and the need</p>			

	<p>.upon</p> <p>Linking -3 the lecture ideas with realistic examples to bring the idea closer to the 'students .minds</p>		<p>cultural respo .diversity</p>		
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11. Course evaluation

Score of monthly and daily exams 20 : is as follows Distribution10 for the first

semester marks for final exams 50 .

12. Learning and teaching resources

The concept of public rights and freedoms and their types Kooheji-By Abdul Rahim Ali	the reviewer
The development of the concept of human rights and public freedoms By Mahmoud Hassan Ali	
Rights book, Public Liberties and Human author unidentified	
https://uomus.edu.iq/img/lectures21/MUCLecture_2023_92627498.pdf https://www.ohchr.org/ar/what-are-human-rights	Electronic references, Internet sites

1. : Course Name

Mathematics for business administration

2. : Course Code

3. : Year / Semester	
quarterly	
4. : Date this description was prepared	
2024/15/3	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
45hours per week 3 . An hour annually	
7. Name of the course administrator (if more than one name is (mentioned	
: Email Basil Jabbar AjeelM.M. : Name basil.jabbar@uobasrah.edu.iq	
8. Course objectives	
	<ul style="list-style-type: none"> 1- Providing students with the solving mathematical skill of equations for business administration 2- Providing students with new ideas and refining their skills 3- Expanding students' abilities analysis and problem in solving
9. Teaching and learning strategies	

1- .Educational strategy, collaborative concept planning	The strategy
2- .Brainstorming education strategy	
3- Education Strategy Notes Series	

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	learning outcomes Required	hours	the week
Tests and exams	Lectures	mathematic For busine administrati	Matrices	3	1
			Types of arrays	3	2
			Operations on arrays	3	3
			Matrix multiplication	3	4
			Determinants	3	5
			Properties of determinants	3	6
			first exam the	3	7
			Inverse of matrices	3	8
			Linear equations	3	9
			using linear equations Solv	3	10
			matrices	3	11
			Solving linear equations	3	12
			using determinants (Crmer	3	13
			(3	14
Vectors					

			Groups	3	15
			Algebraic operations on groups		
			Second exam		
			End of semester exam		

11. Course evaluation

marks for monthly and 25 . marks for monthly and daily exams for the first semester 25 marks for final exams 50 . daily exams for the second semester

12. Learning and teaching resources

for management Mathematics- Mathematical methods book: Riad Shaker Naoum	(textbooks (methodology, if any Required
	(Main references (sources
	Electronic references, Internet sites

1. Statistical inference 1 : Course name

basics of mathematics An introductory introduction to some

Basic concepts in statistics

Descriptive and inferential statistics indicators

2. : Course Code

3. Annual : Year / Semester

The first course – courses	
4. Date this description was prepared:	
02/22/2024	
5. Available forms of attendance:	
My presence only	
6. : (Number of study hours (total)/number of units (total	
The number of study hours is (30) hours	
Number of units: (3) academic units	
7. Name of the course administrator (if more than one name is mentioned	
Prof. Dr. Bahaa Abdel Razzaq Qasim bahaa.kasem@uobasrah.edu.iq	
8. Course objectives	
<ul style="list-style-type: none"> • students' cognitive Building abilities on the importance of statistics • Enabling students to use statistical methods in collecting, organizing, presenting and analyzing .data 	
9. Teaching and learning strategies	
1- Presenting concepts, methods, and their application areas with . the general reality 2- .Teaching strategy brainstorming 3- .by adopting direct discussion in the classroom Teaching strateg	The strategy

10. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Daily exams direct , discussion questions, and monthly exams	My presence	A review of some sports basics	<ul style="list-style-type: none"> • Adopting the discussion method by presenting some ideas during the lecture so that it develops the student's ability to understand the topic .directly • Providing applied examples through digital examples that simulate the topics covered in theory so that the student's knowledge picture is complete and theoretically .practically • Adopting the immediate examination method (written and analytical) to develop the spirit of competition 	3	1
		concepts in Basic statistics and sampling		3	2
		Types of samples		3	3
		Display data tabularly		3	4
		Methods of displaying data tabularly		3	5
		Building frequency tables		3	6
		Graphical display of data		3	7
		Graphical display of tabulated data		3	8
		Measures of mean -central tendency		3	9
		-The mediator the mode		3	10

		Measures of -dispersion standard -deviation range -variance	.among students	3	11
		Linear correlation coefficient and its types		3	12
		Simple and multiple linear regression		3	13
		exams Quest		3	14
		final exam		3	15

11. Course evaluation

marks for the first month's exam, including (20) marks for the monthly exam 25 and (5) marks for daily activities

marks for the second month's exam, including (20) marks for the monthly 25 .for daily activities exam and (5) marks

Final pursuit score (50) marks

12. Learning and teaching resources

Rawi-Dr. Khasha Al

Principles of Statistics

15.Course Name

Business correspondenceE

16.Course Code

17.Semester/year

quarterly

18.The date this course was prepared

2024/13/3

19. Available attendance forms

Weekly/theoretically

20. (study hours (total) / number of units (total**3 = hours / number of units 45 = Total number of hours****21. Name of the course administrator**: Name : A.M.D. Shatha Ahmed Alwan Email shatha.alwaan@uobasrah.edu.iq**Course objectives .8**

Introducing the student to the basic -1 terms in commercial correspondence
 of Introducing the student to an overview business correspondence
 Introducing the student to the types of -3 commercial correspondence and how to apply them

Objectives of the study subject**17. Teaching and learning strategies**

- 1- Lectures
- 2- Presenting a paper on some modern concepts
- 3- quantitative topics Providing applied assignments for
- 4- Brainstorming method

Strategies**5- Course structure**

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> • An introduction to business 		2	the first
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> • Communication process 		2	the second
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> • Examples / Cases 		2	the third

Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> An overview on business letters 		2	the fourth
Interaction, answering questions and discussion	Lectures + reports	<ul style="list-style-type: none"> Selective related concepts 		2	Fifth
Interaction + n Quiz	Lectures	<ul style="list-style-type: none"> Importance of letter writing 		2	VI
Answer exam questions	Exam	<ul style="list-style-type: none"> Types of business letters 		2	Seventh
Interaction, answering questions and discussion	Lectures case + study analysis	<ul style="list-style-type: none"> Functions of business letters 		2	VIII
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Quality of the tone. tone of letter 		2	Ninth
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Examples / Cases 		2	tenth The
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Quality of the structures 		2	eleventh
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Examples / Cases 		2	twelveth

Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Main parts. parts of the letters 		2	Thirteenth
Interaction, answering questions and discussion	Lectures	<ul style="list-style-type: none"> Examples / Cases 		2	fourteenth
exam Answer questions	Exam	<ul style="list-style-type: none"> Review of applications 		2	Fifteenth

6- Course evaluation

Participation in the lecture = 5

Submit reports = 5

Daily attendance = 5

Daily Quiz= 5

Quarterly evaluation = 30

Final rating = 50

Learning and teaching resources .12

(Required textbooks (methodology, if any

(references (sources Main

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

Electronic references, Internet sites

computer/Power Point course for Course description

22. Course Name

Computer/Power Point

23. Course Code

24. Semester/year

quarterly

25. The date this course was prepared

2024/7/3 1

26. Available attendance forms

Weekly/theoretically

27. (hours (total) / number of units (total study

3 = hours / number of units 45 = Total number of hours

28. administrator Name of the course: Name: A.M. Zaid Sadiq Majid Email zaid.majid@uobasrah.edu.iq: Name: M. Thaer Khalaf Khashan Email thaer.khashan@uobasrah.edu.iq**Course objectives .8**

in required Knowledge requester gain
 Power program on Projects design
 investigation For a purpose Point
 from student Enable and , What Goal
 during from The audience talking
 With a Slides from group design
 Scientific material Transfer purpose
 . specific advertisement or

(powerpoint /computer) Objectives of the study materia**18. Teaching and learning strategies**

- 1- lectures Practical/theoretical
- 2- Style of dialogue and discussions
- 3- Brainstorming method
- 4- Reports
- 5- Legendsdata show
- 6- Analysis of case studies

Strategies**19. Course structure**

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	Introduction to Microsoft PowerPoint 201	Theoretical/practical	3	the first
Interaction, answering questions and discussion	Lectures	print slides – File tab	Theoretical/practical	3	the second

Interaction, answering questions and discussion	Lectures	Font Collection – Home	Theoretical/practical	3	the third
Interaction, answering questions and discussion	Lectures	number group - Paragraph group	Theoretical/practical	3	the fourth
Interaction, answering questions and discussion	Lectures + reports	Slideshow tab	Theoretical/practical	3	Fifth
Answer exam questions	Exam	View tab	Theoretical/practical	3	VI
Answer exam questions	Exam	Direction set	Theoretical/practical	3	Seventh
Interaction, answering questions and discussion	Lectures + case study analysis	Insert objects	Theoretical/practical	3	VIII
Interaction, answering questions and discussion	Lectures	screenshot into the Insert a presentation	Theoretical/practical	3	Ninth
Interaction, answering questions and discussion	Lectures	Media group	Theoretical/practical	3	The tenth
Interaction, answering questions and discussion	Lectures	Insert sound	Theoretical/practical	3	eleventh

Interaction, answering questions and discussion	Lectures	Previews group	Theoretical/practical	3	twelveth
Interaction, answering questions and discussion	Lectures	Custom powertrain	Theoretical/practical	3	Thirteenth
Interaction, answering questions and discussion	Lectures	Timing set	Theoretical/practical	3	fourteenth
Answer exam questions	Exam	Exam		3	Fifteenth

20. Course evaluation

5 = posts, and discussions , Participation in lectures

Daily attendance = 5

15 = First exam rating

Second exam rating = 15

Practical exam rating = 10

Final rating = 50

Learning and teaching resources .12

	Required textbooks (methodology, if any)
Abboud, Ziyad Muhammad, and others (2016) "Computer Basics and Part Three" - Office Applications	(Main references (sources
	Recommended supporting books and references scientific journals,) (...reports
https://www.noor-book.com/?search_for=%D8%AA%D9%83%D9%86%D9%88%D9%84%D9%8%D8%AC%D9%8A%D8%A7+%D8%A7%D9%84%D9%85%D8%B9%D9%84%D9%88%D9%85%D8%A7%D8%AA+%D8%A7%D9%84%D8%A7%D8%AF%D8%A7%D8%B1%D9%8A%D8%A9	Electronic references, Internet sites

1. : Course Name
English
2. : Course Code
3. Annual : Year / Semester
quarterly
4. Date this description was prepared:
4 202/16/03
5. Available forms of attendance:
My presence only
6. :(Number of study hours (total)/number of units (total
week Two hours a hour 30
7. (Name of the course administrator (if more than one name is mentioned
Zahra Khudair-Prof. Dr. Wameed Abdel : Name

: Email wameedh.khudair@uobasrah.edu.iq

8. Course objectives

- | | |
|---|---|
| <ul style="list-style-type: none">••• | <p>Providing students with the skill of -1 speaking English</p> <p>-2 importance of Introducing the terminology in the English language</p> <p>3- Explaining the most important tenses of the English language</p> |
|---|---|

9. Teaching and learning strategies

- | | |
|--|--------------|
| 1- .Educational strategy, collaborative concept planning | The strategy |
| 2- .education strategy Brainstorming | |
| 3- Education Strategy Notes Series | |

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
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<p>Questions -1 and discussions</p> <p>Semester -2 exams</p> <p>End of -3 course exam</p>	<p>Explaining the scientific material through the lecture</p> <p>Real -2 examples and experience s</p> <p>Share -3 ideas in order to apply what has been learned</p>	Family and friends	Clarifying - family names and conversations them between	Two hours	1
		The way I live	Clarifying the way of life through many vocabulary and rules	Two hours	2
		Where I live	Explaining where I live and how I live, and getting to know the most important vocabulary related to .the topic	Two hours	3
		Times past	Identify the simple pas in sentences and conversations in Engli		4
		I can do that	Recognizing the possibility of completi work and using cases c affirmation and denial	Two hours	5
		Here and now	Using the present continuous tense in . conversation	Two hours	6
Food you like					

			Get to know the conversation about foods and what a person likes	Two hours	7
		How long ago		Two hours	8
		Bigger and better	Improve speaking about the simple tense past		9
		how terribly clever	Identifying hadith through the method of comparing things and places	Chapter exam	10
		have you ever		Two hours	11
		speaking and listening	Recognizing interrogative tools	Two hours	12
		reading and speaking	Know the rules of present perfect tense		13
			Learn about speaking skills	Two hours	

		Present perfect and past simple	And listening in the English language	Two hours	14
			Speaking and reading		15
			linguistic And reviews	Two hours	End of course exam
			Present perfect and past simple	Two hours	
				Two hours	

11. Course evaluation

marks for 5 ,marks for the second exam 20 , first exam marks for the 20 : is as follows Distribution 100 = 50 , final 50 = marks for attendance 5 ,participation

12. Learning and teaching resources

1-New headway plus (beginner student's book)

(textbooks (methodology, if any Required

2-New headway plus (elementary students' book)

	(Main references (sources
	Recommended supporting books and (....references (scientific journals, reports

for Business Course description

Administration 2

29. Business Administration 2 : Course name

30.: Course Code

31. Semester : Semester/Year

32. 2024/26/3 : Date of preparation of this decision

33. seminar rooms : Available attendance formats

34. hours 45 : (study hours (total) / number of units (total

35. : Name of the course administrator M. Eng - Ali Nassif Sabr. Naji Saleh Dahad

Course objectives .8

	<p align="center">and business management Introduction to its importance- The student acquires intellectual skills that he can harness in his study of the scientific course- Expanding the student's scientific - awareness when linking different cognitive information and then applying it</p>
--	--

21. Teaching and learning strategies

<p>1- business management experience and knowledge in gain 2- And the sources To advance Knowledge of methods And the ways</p>	Strategies
--	-------------------

management business
 3- Developing the student's management skills by representing practical reality theoretical material with examples of

22.Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
		The basics and concept of motivation - motivation - content theories - theories theory (Maslow (hierarchy of needs	-Cognitive B -A skills Personal skills - C and responsibility Analytical and -D skills communicatio	3	the first
		Herzberg's – Drover theory theory (employees)	=	3	the second
		- Path (process) theories theory expectancy theory – Justice	=	3	the third
		- Team benefits - Work team Formal and informal work teams	=	3	the fourth
		Committees and Task Force Virtual teams and teams – or activities across function How teams work effectively	=	3	Fifth
		- Communications Communications and the wo -of the manager The importance of communications and its role - in management Communication process	=	3	VI
		Types and networks of - communication Communications According to the type of oral - message communications – Written communications – verbal communications -Non (body language)	=	3	Sevent h

		Communications according upward - to their trends downward - communication horizontal - communications means of - communications improving the effectiveness communication	=	3	VIII
		the first exam	=	3	Ninth
		Production and operations the concept of -management production and operations management and its importance	=	3	The tenth
		- Conversion processes objectives of production and - operations management production of goods and production of services	=	3	elevant h
		basic concepts in - Marketin - benefit - marketing - marketing strategy marketing mix	=	3	twelve th
		Human Resources the new role - Management Human resources capital - management Human	=	3	Thirte enth
		Changing the social contract in human resources the strategic -management role of resources Polarization and – Humanity – Selection Polarization process	=	3	fourte enth
		Second exam	=	3	Fifteen th

23.Course evaluation

resources Learning and teaching .12

Administration and business
Dr. -Amiri -Mahdi Mohsen Al Saleh .Dr
(2014) Ghalabi -Taher Mohsen Mansour Al

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second stage

1. Course Name: Organization theory	
Organization theory	
2. Course Code:	
3. Semester/Year: 2023/2024	
2023/2024	
4. Description Preparation Date:	
3/25/2024	
5. Available Attendance Forms:	
My presence only	
6. Number of Credit Hours (Total) / Number of Units (Total)	
45 hours\3units	
7. Course administrator's name (mention all, if more than one name)	
Name: Dr. Hadi Abdulwahab AL- Abrow	
Email: hadi.abdulimmam@uobasrah.edu.iq	
Name: Assistant teacher Nargis Aqee	
Email: nargs.akeel@uobasrah.edu.iq	
8. Course Objectives	
Course Objectives	<p>Provide the student about the main components about the oranzitio</p> <p>2. Provide the student with the main elements to build the organizational structures</p> <p>3.How to make a decisions</p> <p>4. How to improve the effectiveness and efficiency of the In organizations</p>
9. Teaching and learning strategies	

Strategy	<p>Explaining the scientific material by relying on books related to -</p> <p>. - the subject of organization theory and clarifying the meaning of the organization and its impact on the individual's productivity by holding lectures and attending seminars and courses.</p> <p>2- Write a review paper for each chapter that summarizes the most important ideas presented during the lectures</p>
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
<p>1- 15</p> <p>1- 1. The concept of organization theory its characteristics elements and sources of its development</p> <p>2- the management schools of organization thought</p> <p>3- Classification of organizations and their</p>	<p>4 5</p> <p>3hours</p> <p>3hours</p>	<p>Organizing theory</p>		<p>Learning method</p> <p>Explaining the most important ideas presented during the lectures</p> <p>2- Write a review paper for each chapter that summarizes the most important ideas presented during the lectures</p> <p>3- Linking the theoretical ideas of students and</p>	<p>Class participation, weekly exams, (and the end of the summer .</p> <p>scientific materials in this review paper lectures</p> <p>theoretical ideas and</p>

main challenges.	3hours				
4- Bureaucratic theory, principles and characteristics.	3hours				
5-Situational theory	3hours				
6-The organizational thought of the Japanese model and its comparison with the American organization.	3hours				
7- The environment of organizations.	3hours				
8-The organization in the changing business environment.	3hours				
9- Types of the external environment and its impact on the organization, analysis of the factors of the organization's external environment.	3hours				
.	3hours				
10- Sources of environmental information and					

environmental uncertainty.					
.					
11-Basic strategies in resource dependency theory.	3hours				
12-The intellectual approach to the organization's life cycle the stages of the organization's life cycle	3hours				
13-Principles of organizational structure, patterns of organizational structure.	3hours				
14- The decision-making process in the organization, the general framework, definition and classification of administrative decisions.	3hours				
15-The importance of information in decision making.	3hours				

	3hours				
11. Course Evaluation					
12. Learning and Teaching Resources					
Required textbooks (curricular books, if any)			Organization theory by Dr. Saad Al Ani		
Main references (sources)					
Recommended books and references (scientific journals, reports...)					
Electronic References, Websites					

13. Computer Applications1 : Course name
) Computer Applications 1EXCEL (
14. : Course Code
15. Annual : Year / Semester
quarterly
16. Date this description was prepared: 02/14/2024
17. Available forms of attendance:
My presence only
18. :(study hours (total)/number of units (total Number of
hours per week 3 . during the course An hour 45
19. (Name of the course administrator (if more than one name is mentioned
: Email Ammar Nizar Mustafa Darwish .M : Name
AMMAR.ALDIRAWI@UOBASRAH.EDU.IQ

20. Course objectives	
<ul style="list-style-type: none"> • • • 	
21. Teaching and learning strategies	
<ol style="list-style-type: none"> 1. Education strategy collaborative concept planning 2. .Teaching strategy brainstorming 3. strategy notes series 	The strategy

13. : Course Name
Commerce-E
14. : Course Code
15. Annual : Year / Semester
quarterly
16. Date this description was prepared:
4 202/16/03
17. Available forms of attendance:
My presence only
18. :(total) Number of study hours (total)/number of units

week Two hours a hour 30

19. (Name of the course administrator (if more than one name is mentioned

M. M. Muhammad Abdel Reda Faraj Badrawi : Name

: Email ec.mohammed.albadulridha@uobasrah.edu.iq

20. Course objectives

-
-
-

Providing students with the -1
commerce -e skill of applying
concepts

-2 Introducing the importance of electronic
commerce

3 Explaining the most important -
successful modern ideas and
-life examples of applying e-real
commerce

21. Teaching and learning strategies

1- .Educational strategy, collaborative concept planning

2- .Brainstorming education strategy

3- Education Strategy Notes Series

The strategy

22. structure Course

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Questions -1 and discussions Semester -2 exams End of -3 course exam	Explaining the scientific material through the lecture	-Introduction to e-commerce business, companies, electronic work flow	Cognitive -A Practice -skills B -C skills Personal skills and taking responsibility	Two hours	1
	-2	e-commerce, business incentives	Analytical and -D communication skills	Two hours	2
	Successful life-real examples and experience	Benefits of trade the role, Electronic of strategy in electronic commerce, classifications of electronic commerce		Two hours	3
	Share -3 ideas in order to apply what has been learned	marketing, Internet pros and cons of marketing internet		hours Tw	4
		Internet marketing email, techniques marketing		Two hours	5

		<p>advertising Wireless market , , segmentation Research procedures related commerce -e to the market</p>		Two hou	6
		<p>The role of Internet direct , marketing , marketing preparing for marketing and promoting the website</p>		Two hou	7
		<p>Methods of collecting ,information analyzing information, behavior customer</p>		Chapt er exam	8
		<p>making -decision customer , process , contact centers benefits and of limitations customer relationship management</p>		Two hou	9
		<p>financial payment electronic , systems financial payment</p>		Two hou	10
				Two hou	11

		methods		Two hou	12
		Benefits of paying ,electronically bills transferring cash electronically		Two hou	13
		Designing -e successful ,commerce websites entering the world of commerce-e		Two hou	14
		ilding and Bu -classifying e commerce websites			15
		Auctions			End of cours e exam

23. Course evaluation

marks 5 ,marks for the second exam 20 ,marks for the first exam 20 : is as follows Distribution
100 = 50 , final 50 = marks for attendance 5 ,for participation

24. Learning and teaching resources	
business, written by -commerce and e-E Titi-Dr. Khader Misbah Al	(Required textbooks (methodology, if any
-commerce, Professor Dr. Muhammad A Fateh	(Main references (sources
	Recommended supporting books and (...references (scientific journals, reports
www.phenixsoft.com	Electronic references, Internet sites

for Marketing Course description

Management

36.Course Name
Marketing Management
37.Course Code
38. Semester/year
First semester 2024
39. course was prepared The date this
2024/2023
40.: Available attendance forms
in electronic presence-Built
41.(study hours (total) / number of units (total
hours 45 units 45

42.: Name of the course administrator

Ammar Youssef is bored A.M.D.

Course objectives .8

<p>The student's knowledge of the pricing system, its importance of the price in addition ,policies, and market structure and the prices to the methods of setting The -price discrimination policy. E student studies within the study its methods, and how to , advertising employ it as an influential element within . rketing curricula The student's knowledge of concentration and integration between , integration , projects</p>	<p>Marketing as a business process occupies an the advanced position at the top of business activities due to its organization's to achieve its For the organization importance financial goals and deliver the product or service in an the organization that represents appropriate manner is to convey a good image , the organization of The study of marketing includes different subjects that the student is exposed to until he becomes qualified to work in this field professionally and with a high degree of efficiency The study of marketing includes the study of which aims to , and statistics mathematics prepare the student and train him to collect the to determine the necessary information objectives of the organization and marketing proach to marketing ap determine the optimal address the community commercially and studies In addition to commercial .marketing to fields have come these , communications and play a very influential role in contemporary marketing curricula</p>
--	---

24. Teaching and learning strategies

<p>relied upon methods and strategies are following participation interactive discussions , and lectures , group Giving papers Research monthly and quarterly , Weekly the exams. - Evaluation of interactive papers and office assignments participations, as well as research.... - Attendance and interaction...</p>	<p>Strategies</p>
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25.system is a semester The course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Share-	The - meeting	Introduction to marketing management	Understand the basic concepts of	3	1

Interaction-	watching - Examples -		marketing		
Share- Interaction-	The - meeting watching - Examples -	Marketing environmen	Understand the basic concepts of marketing	3	2
Share- Interaction-	The - meeting watching - Examples -	Marketing information system	Marketing information system	3	3
Share- Interaction-	The - meeting watching - Examples -	Market research	research Marke	3	4
Share- Interaction-	The - meeting watching - Examples -	the product	Marketing mix	3	5
Share- Interaction-	The - meeting watching - Examples -	Services	Services	3	6
		the first exam	first exam the	2	7
Share- Interaction-	The - meeting watching - Examples -	Pricing	Marketing mix	3	8
Share- Interaction-	The - meeting watching - Examples -	Marketing Communications	Marketing Communication	3	9
Share- Interaction-	The - meeting watching - Examples -	concept Promotion is a and important	Marketing mix	3	10
Share- Interaction-	The - meeting watching - Examples -	Promotion and its elements	Marketing mix	3	11

Share- Interaction-	The - meeting watching - Examples -	Promotion strategies	Marketing mix	3	12
Share- Interaction-	The - meeting watching - Examples -	Physical distribution is concept and important	Marketing mix	3	13
Share- Interaction-	The - meeting watching - Examples -	Physical distribution strategies	Marketing mix	3	14
		Second exam	Second exam	2	15

26.Course evaluation

degrees 50

Learning and teaching resources .12

	Marketing Management by Professor Thameer Bakri 2019-Yasser Al
	All books written for marketing management are useful and helpful.
	Internet

Human Resources Management : Course name	.1
Human resources management, modern trends and challenges of the third millennium	
: Course Code	.2
Quarterly : Year / Semester	.3
Annual	
: 02/22/2024 Date this description was prepared	.4
: Available forms of attendance	.5
My presence only	
:(Number of study hours (total)/number of units (total	.6

hours per week 3 . hours annually 90

Name of the course administrator (if more than one name is .7
(mentioned

Khafaji-Al Prof. Dr. Rasha Mahdi Saleh : Name
rasha.salih @ uobasrah.edu.iq : Email
Zahra Khudair-Prof. Dr. Wameed Abdel : Name
: Email wameedh.khudair@uobasrah.edu.iq

Course objectives .8

- • Providing students with the 1-
 - • . ideas skill of applying new
 - • creativity and innovation skills Expanding2 –
.Renewal
- Explaining the most important -3
and tremendous modern ideas
technical developments that
contributed to reshaping human
resources in contemporary
. organizations

Teaching and learning strategies .9

.Brainstorming education strategy-1
Series Education Strategy Notes-2

The strategy

Course structure .10

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
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Monthly and written exams and the -of-end semeste . exam r	Explanation of the scientific material	Introduction to human resources and responsibilities of the human resources department	Providing students with the skills of ,analysis	hours 3	1
	Summarizing the most important ideas presented during the lectures	Human resources management environment	theorizing and application	hours 3	2
	Linking ideas with students' opinions	Human resources management strategy		hours 3	3
		Strategic planning and human resources management		hours 3	4
		Management strategy		hours 3	5
		Strategic planning and human resources management		hours 3	6
		Management strategy		hours 3	7
		Strategic planning and human resources management		hours 3	8
		Management strategy		hours 3	9
		Strategic planning and human resources management		hours 3	10
		Management strategy		hours 3	11
		Strategic planning and human resources management		hours 3	12
		Management strategy		hours 3	13
		Strategic planning and human resources management		hours 3	14
		Management strategy		hours 3	15
Course evaluation .11					
25 . marks for monthly and daily exams for the first semester 25 : is as follows Distribution marks for final exams 50 . marks for monthly and daily exams for the second semester					
Learning and teaching resources .12					
(Required textbooks (methodology, if any					

<p>Sharaa, Atallah, and Sanjak Ghalib, -Al Human Resource Management, (2015) Modern Trends and Challenges of the Mawdhiyya -Third Millennium, Dar Al . for Publishing and Distribution</p>	<p>(Main references (sources</p>
	<p>Recommended supporting books and (...references (scientific journals, reports</p>
	<p>Electronic references, Internet sites</p>

<p>22. Computer Applications1 : Course name</p>
<p>) Computer Applications 1EXCEL (</p>
<p>23. : Course Code</p>
<p>24. Annual : Year / Semester</p>
<p>(Semester (second semester</p>
<p>25. Date this description was prepared: 02/14/2024</p>
<p>26. Available forms of attendance:</p>
<p>My presence only</p>
<p>27. :(Number of study hours (total)/number of units (total</p>
<p>hours per week 3 . during the course An hour 45</p>

28. Name of the course administrator (if more than one name is mentioned)

: Email Mustafa Darwish Ammar Nizar .M : Name
AMMAR.ALDIRAWI@UOBASRAH.EDU.IQ

29. Course objectives

-
-
-

30. Teaching and learning strategies

1. Education strategy collaborative concept planning
2. .Teaching strategy brainstorming
3. strategy notes series

The strategy

31. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Weekly, monthly daily , and written exams Attendance and -of-end year . exam	to explain Scientific material through the use of the method of asking questions and discussing them With for stude		Introduction to mathematical functions and formulas in Excel	hours 3	1
			writing formulas in The concept of formulas and the rules for .mathematical operations	hours 3	2
			Formula components, types of operators used in formulas, methods of . entering and inserting formulas into Excel	hours 3	3
			The concept of functions, types of functions, the difference between cel , ways to include functions in the functions and formulas in Ex .program	hours 3	4
			Automatic formula correction, autofill method, concept of relative cells and absolute cells	hours 3	5
			Some of the functions used in electronic spreadsheet programs (Sum function, SUMIF , conditional sum function	hours 3	6
			Multiplication function, division functionDIVIDE	hours 3	7
			(Statistical functions (average functionAVERAGE	hours 3	8
			The average or average function with the conditionAVERAGEIF the .	hours 3	9
				hours 3	10

	nts	function of the maximum and the minimum limit MIN. MEDIAN , function MODE , function MOD function) Count and search functions COUNT function , COUNTA function , COUNTBLANK function, COUNTIF . function) Functions for time and date NOW, TODAY, TIME (Logical and conditional functions (conditional IF function, AND , function OR function LARGE and SMALL , function DATEDIF , function LEFT , function RIGHT function , LEN function , UPPER function , LOWER function , REPT function , SQRT function , POWER function . Financial functions (function for calculating the present value of money PV function for calculating the future value of money , .FV	hours 3	11
			hours 3	12
			hours 3	13
			hours 3	14
			hours 3	15

32. Course evaluation

distributed over the semester, including a semester exam, participation, attendance, and absence marks 50

33. Learning and teaching resources	
Mandatory for teaching preparation	(any Required textbooks (methodology, if
[1] Mustafa Science Series, -Al eht dna sretupmoC fo scisaB“ Internet, Office 2010, Dr. Ziyad -Muhammad Abboud, Dar Al Doctor for Publishing and .Distribution, Baghdad, 2013	(Main references (sources
Iraqi scientific academic journals-	supporting books and Recommended (...references (scientific journals, reports
[2] Microsoft Excel 2010, official company website www.microsoft.com	Electronic references, Internet sites

for materials management Course description

43. Materials Management : Course name					
44.: Course Code					
45. Semester : Semester/Year					
46. 2024/26/3 : Date of preparation of this decision					
47. seminar rooms : Available attendance formats					
48. hours 30 : (study hours (total) / number of units (total					
49. : Name of the course administrator M. Ali Nassif Sabr					
Course objectives .8					
			<p align="center">and its materials management Introduction to importance- The student acquires intellectual skills that he can harness in his study of the scientific course- Expanding the student's scientific - awareness when linking different cognitive information and then applying it</p>		
27. Teaching and learning strategies					
<p>4- subject management experience and knowledge in gain 5- Knowledge of methods And the ways And the sources To improve management materials 6- Developing the student's management skills by representing practical reality theoretical material with examples of</p>					Strategies
28. Course structure					
Evaluation method	Learning	Name of the unit or topic	Required learning	hours	the week

	method		outcomes		
		What is the function of ? purchasing Objectives of the purchasing job tasks - function the purchase	-Cognitive B -A skills Personal skills - C and responsibility Analytical and -D skills communicatio	2	the first
		Two types of purchasing in the field of business The importance of the - Organizing -purchasing function the function Subordination and – Purchasing Organizational Level – For the purchasing function independence of the purchasing function	=	2	the second
		Size and organizational form of – the purchasing function responsibilities and authorities of the purchasing function	=	2	the third
		Internal organization of the purchasing function as a unit the workforce in - Administrative the purchasing system .(function)	=	2	the fourth
		The relationship of the purchasing function to the organization's functions Centralization and – Other decentralization in purchasing Central purchasing - management authorities	=	2	Fifth
		Purchasing strategies	=	2	VI
		the first exam	=	2	Seventh
		Determine the economic size of - the purchase order Factors affecting the determination of the economic - size of a purchase order elements of calculating the size Economic purchase order	=	2	VIII
		Methods for determining the economic size of an order accounting method - Purchasing method - fatalism	=	2	Ninth

		What is the function of storage definition - and its importance the - With the function of storage importance of storage and the reasons for its need	=	2	The tenth
		- Types of warehouses - organizing the storage functions (tasks) of the) responsibilities storage function And its powers	=	2	eleventh
		Organizational (administrative) dependency on a job The relationship of - Storage storage function to functions The other organization	=	2	twelveth
		Organizational structure of the - warehousing function employees In stores	=	2	Thirteenth
		Centralization and - decentralization in storage Combining centralization and decentralization in storage	=	2	fourteenth
		Second exam	=	2	Fifteenth

29.Course evaluation

Learning and teaching resources .12

	Materials management (purchasing and storage from a quantitative perspective Dr. Moneim - Written by: Dr. Omar Wassef Ad - Moussawi-Zamzir Al (Abdali (2012-D0 Qahtan Badr Al

1.	: Course Name
	Commercial Law
2.	: Course Code

3. Annual : Year / Semester	
quarterly The	
4. is 2/20/2024 The date this description was prepared	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
hours per week 3	
7. course administrator (if more than one name is Name of the	
(mentioned	
Name : M.D. Zainab Yassin Abdel Khader	
Saad-Yasmine Najm Abdullah Al .M. M : Name	
8. Course objectives	
Developing intellectual skills for - analyzing and recording to arrive at solutions - Developing the skills of being able to find solutions for the subject Familiarity with all laws related to administration	<ul style="list-style-type: none"> - Familiarize students with the concept of commercial law in its prescribed vocabulary - companies and their types Identify - Introduction to commercial papers
9. Teaching and learning strategies	
<ul style="list-style-type: none"> - .Education strategy collaborative concept planning - .Teaching strategy brainstorming - . basic rules of corporate management ,Education strategy 	The strategy

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Exam 1		- introduction			1
		- An introductory introduction to law in general and the law			2
		Commercial in particular and its divisions branches and			
		Scientific division of sources of - commitment and types of contracts			3
		The five sources of commitment - ,contract, unilateral will)			4
		Illegal work, earning without reason, . (law			
		The scope of the law and business - . theories and their types			5
Exam		Commercial business according to the Iraqi trade law			6
		. No. 30 of 1984			
		The merchant and the conditions for . acquiring merchant status			7
		To register in the commercial registry			

m 2 final exam	and remove the registration from it	8
	. Penalty for breach of registration	9
	Taking a trade name and - distinguishing it from others and the	
	. consequences of taking it	
	The concept of companies in general, their types and conditions	10
	The company acquires a legal	
	. personality	11
	Establishing financial companies and is objectioning to a dec	
	. Registrar of companies	12
		13
	Types of commercial papers - (commercial transfer, bond)	
	. (For the order, the instrument	14
		15
	- General discussions on the topic	
	- Solving questions as a general review the material	

11. Course evaluation

second marks for 20 . first semester exams marks for 20 : is as follows Distribution marks for 50 . daily contributions, reports, and daily oral exams 10 . semester exams final exams

12. Learning and teaching resources

Commercial law book	(methodology, if any) Required textbooks
	(Main references (sources
	Recommended supporting books and (....references (scientific journals, reports
	Electronic references, Internet sites

13. : Course Name
Baath Party crimes
14. : Course Code
15. Annual : Year / Semester
quarterly The
16. 2024/20/2 Date this description was prepared
17. Available forms of attendance:
My presence only
18. :(Number of study hours (total)/number of units (total
2An hour a week
19. than one name is Name of the course administrator (if more (mentioned
: Email M. Dr.. Zainab Yassin Abdel Khader : Nar zainab.ramathy@uobasrah.edu.iq

20. Course objectives					
Identifying the types of violations of international law		<ul style="list-style-type: none"> - with the crimes of the Party defunct Baath - the previous political regimes in Iraq - Learn about the defunct Baath Party regime 			
-Definition of the transitional stage		Students become familiar Getting to know			
21. Teaching and learning strategies					
<ul style="list-style-type: none"> - of a bygone era - . research and exploration - . for revealing facts about a previous regime 		Educational strategy planning The collaborative conce Strategy for teaching A strategy		The strategy	
22. Course structure					
Evaluation method	Learning method	unit or topic Name of the	Required learning outcomes	hours	the week
		<ul style="list-style-type: none"> - introduction - to the political systems in Ir The Baathist regime's violation of public right and freedoms			1 2 3

Exam 1		The impact of the Baathist regime's behavior on society and its control over the state			4
		The impact of the transitional period on combating authoritarian politics			5
					6
Exam 2		The psychological field and the social field			8
		Religion and state, culture, media and the role of society militarization			9
final exam		The impact of repression and wars on the environment and the population			10
		The use of internationally prohibited weapons and environmental pollution			11
		Scorched earth policy and forced migration			12

					13
		Destruction of the ,agricultural environm animals, and radioacti .contamination			14
		Mass graves and bombing of places worship			15
		General discussions on .facts from reality			

23. Course evaluation

. month Second Exam score 20 . score exam monthly First 20 : is as follows Distribution Score for final exams 50 . daily contributions, reports, and daily oral exams 10

24. Learning and teaching resources

Platform for the crimes of the defun Baath Party	(Required textbooks (methodology, if any
	(sources) Main references
	Recommended supporting books and (...references (scientific journals, reports
	Electronic references, Internet sites

50. Intermediate Accounting : Course name	
51. Course Code	
52. Semester : Semester/Year	
53. is 3/24/2024 The date of preparation of this decision	
54. Attendance : Available forms of attendance	
55. (study hours (total) / number of units (total hours per semester, 2 hours per week 30	
56. Name of the course administrator	
Dr.. Ali Majid Hadi	
objectives Course .8	
	<p style="text-align: center;"> The student acquires knowledge of accounting topics and deals with them theoretically and practically The student gains experience in the field of - knowledge of accounting principles and preparing final accounts experience in dealing Giving the student - with settlement operations, which is considered a necessity in the field of accounting work </p>
30. Teaching and learning strategies	
<p style="text-align: center;"> Daily tests for students Exercises and activities within the lesson - Guiding students to the latest sources in addition to the findings of - </p>	Strategies

professional bodies in the field of accounting work

31.Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	week
Weekly, monthly, daily, written exams, and the -of-end year . exam	Subject explain the inside For student Academic line to Students guidance Latest	Conceptual framework of financial accounting	Acquiring skill and ability in accounting treatments	hours 2	1
		Conceptual framework of financial accounting		hours 2	2
		Income statement		hours 2	3
		for Financial line items income statement		hours 2	4
		Income statement preparation formulas		hours 2	5
		Bank compliance statement		hours 2	6
		Bank compliance statement		hours 2	7
		Bank compliance statement		hours 2	8
		Bank compliance statement		hours 2	9
		Constraint adjustments		hours 2	10
		Constraint adjustments		hours 2	11
		Constraint adjustments		hours 2	12

		Accounting for debtors Accounting for debtors			a n
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32.Course evaluation

monthly exams, the number of exams is two, each marks for 50 : is as follows The distribution .exam has 20 marks, 5 marks for activity and 5 for attendance

Learning and teaching resources .12

	Cost Accounting Intermediate Accounting Taie-D. Bushra Al

1.	: Course Name
	Market research
2.	: Course Code
3.	Annual : Year / Semester
	The second course
4.	Date this description was prepared:
	02/14/2024
5.	Available forms of attendance:
	My presence only
6.	:(Number of study hours (total)/number of units (total hour a week An 2 - for the course One hour 30
7.	Name of the course administrator (if more than one name is (mentioned
	: Email A.M. Raafat Awwad Musa Jaafar : Nameraafat.musa@uobasrah.edu
8.	Course objectives
	Providing the student with knowledge and information about the theoretical .1 . framework of marketing research
	In the field of field applied skills and abilities acquire Striving for the student to .2 . . practice of marketing research

9. learning strategies Teaching and	
	The strategy
10. Course structure	

Exams and assessments	Reading at the source	the topic	the date	the week
		(Introduction to Marketing Research) 1 Chapter Marketing information system, the importance of the marketing research as one ,marketing information system , the components of the marketing information system of determinants of conducting marketing research		1
		research and its The concept and definition of marketing Marketing research as one of the ,importance components of the marketing information system, classification of marketing research		2
		The relationship between strategic marketing planning the tasks of marketing ,and marketing research planning - research in analyzing the current marketing situation developing the - designing the marketing strategy implementation and strategic - marketing program . control		3
		(Marketing Research Design) 2 Chapter steps of marketing research ,research design Meaning in general classification that can be adopted in ,design design exploratory , research design		4
		sectional -descriptive research, cross - Critical design ,design, longitudinal designs, causal research, case study and The relationship between exploratory, descriptive . causal research		5
		The quantitative method and the qualitative method that can be adopted in designing marketing research, and the possible errors that may occur in the process of marketing research designing		6
1 the exam				7
		(Steps for conducting marketing research) 3 Chapter The organization's directions in conducting marketing Orientation towards the consumer, orientation , research in steps General towards business organisations conducting marketing research		8

		the limits of the ,The meaning of the marketing problem formulation of the marketing research problem ,problem defining the problem, the relationship possible errors in , . between marketing decision and marketing research		9
		the research and their conducting The objectives of of the formulation ,determination by the researcher and the meaning, structure, types , research hypotheses .distinctive characteristics of a good research hypothesis		10
2 Exam				11
		(primary data Collecting) 4 Chapter methods of collecting data ,Definition of primary data personal - mail - electronic - via communication observational surveys , , telephone - interviews classification of forms of observation, advantages and .limitations of using the observation method		12
		Definition of the survey or questionnaire, characteristics of a good questionnaire, steps of survey design, types of . questionnaire and types of questions		13
		(Secondary Data) 5 Chapter The meaning and use of secondary data, advantages and limitations of using secondary data, criteria adopted in The primary ,evaluating the use of secondary data internal sources for obtaining secondary data, the main external sources that can be relied upon for obtaining . keting researchsecondary data for the purposes of mar		14
		Marketing Research Report and Research) 7 Chapter (Ethics The main reasons for writing the report for marketing research, the conditions required for writing the report, steps for submitting and presenting the report for marketing research, preparing and writing the report sentation of the through its main contents , and oral pre . report		15

End of semester exam

Course evaluation.11

re for the 50 . and attendance Monthly and daily exam scores 50 : is as follows Distribution final exam

Learning and teaching resources .12

quired textbooks (methodology, if

	.(any
Marketing research: foundations and cases Bakry-Mr. Dr . Thamer Al Jordan 2009 -Ithra Publishing and Distribution) Marketing management: contemporary trends afat -Prof. Dr. Abdel Reda Faraj Badrawi Awad Mousa yyam Publishing and Distribution -Al Dar) (Jordan 2021	(Main references (sources
	Electronic references, Internet sites

13.Course Name: organizational behavior
14.Course Code:
15.Semester / Year:2023/2024
16.Description Preparation Date:
17.Available Attendance Forms: My presence only
18.Number of Credit Hours (Total) / Number of Units (Total) 45 hours\3unts
19.Course administrator's name (mention all, if more than one name) Name: Dr. Hadi Abdul- Wahab AL- Abrow Email: hadi.abdulimmam@uobasrah.edu.iq Name: Assistant teacher Nargis Aqeel Email: nargs.akeel@uobasrah.edu.iq
20.Course Objectives

Course Objectives	<p>1. Provide the student with information about the importance of theories organizational behavior and their impact on the personality of individuals.</p> <p>2. Provide the student with information about the main components of the important organizational behavior that influence both people and organizations.</p> <p>3. Developing students' skills to deal with the main challenges that face organizations.</p> <p>–</p>
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21. Teaching and learning strategies

Strategy	<p>1. reading book</p> <p>2. Discussions</p> <p>3. Case study</p>
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22. Course Structure

Week	Hours	Re qu ire d Le ar ni ng Ou tco me s	Unit or subject name	Learning method	Eval uatio n meth od
15	45		Organi zationa l behavi our	Discussion Role playing White board	Class participat weekly and monthly exams and the end of t summer .
1- The concept of organizational behavior, definition of organizational behavior and its relationship to other sciences.	3 hours				
2- Informing students about the importance of theories of organizational behavior.	3 hours				
3- personality concepts and theories	3 hours				
4- Perception: Factors affecti	3 hours				

perception and social aspects	3 hours				
5-Attitudes, the concept of forming attitudes, obstacles modifying trends.	3 hours				
6-Measure in attitudes.	3 hours				
7-Perception, factors affecting perception and the dynamics of perception.	3 hours				
8- Factors affecting perception, social aspects of perception, obstacles to perception.	3 hours				
9- Work stress, the concept of work stress, the effects of work stress, the strategy for dealing with work stress.	3 hours				
10- organization Learning, definition, principles, elements and factors affecting learning.	3 hours				
11-Learning theories, reinforcement methods.	3 hours				
12- Motivation and motivation, theories of motivation,	3 hours				
13-Definition, causes, characteristics, levels, migration, and effects of catalysis.	3 hours				
14-Organizational conflict,	3 hours				

definition and concept					
15-Methods of organizational management					

23. Course Evaluation

24. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Organizational Behavior by Dr.Hseen Hareem
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Intellectual Capital Management : Course name	.13
Intellectual capital management in business organizations	
: Course Code	.14
Quarterly : Year / Semester	.15
Annual	
: 02/22/2024 Date this description was prepared	.16
: Available forms of attendance	.17
My presence only	
:(Number of study hours (total)/number of units (total	.18
An hour a week 2 . hours annually 0 9	
one name is Name of the course administrator (if more than	.19
(mentioned	
rasha.salih @ uobasrah.edu.iq : Email Khafaji-Prof. Dr. Rasha Mahdi Saleh Al : Name	

Course objectives .20					
		<ul style="list-style-type: none"> • • • 	<p>Providing students with the 1- . ideas skill of applying new creativity and innovation skills Expanding2 – .Renewal</p> <p>Explaining the most important -3 and tremendous modern ideas technical developments that contributed to reshaping human resources in contemporary . organizations</p>		
Teaching and learning strategies .21					
.strategy Brainstorming education-1 Education Strategy Notes Series-2				The strategy	
Course structure .22					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week

Monthly and written exams and the -of-end semester . exam r	Explanation of the foundations of intellectual capital	Providing	hour 2	1
	Scientific material 2	students with	hour 2	2
	Summarizing the most important ideas presented during the lectures	the skills of	hour 2	3
	Linking ideas with students' opinions	,analysis	hour 2	4
		theorizing ,	hour 2	5
		and	hour 2	6
		application	hour 2	7
			hour 2	8
			hour 2	9
			hour 2	10
			hour 2	11
			hour 2	12
			hour 2	13
			hour 2	14
			hour 2	15

Course evaluation .23	
Score 25 . Score of monthly and daily exams for the first semester 25 : is as follows Distribution Score for final exams 50 . of monthly and daily exams for the second semester	
Learning and teaching resources .24	
	(Required textbooks (methodology, if any
Enezi, Saad Ali, and Saleh, Ahmed -Al Ali, (2009), Intellectual Capital Management in Business Organizations, Yazouri Scientific Publishing and -Al . Distribution House	(Main references (sources
	Recommended supporting books and (...references (scientific journals, reports
	Electronic references, Internet sites

for intermediate accounting Course description

course

57. Intermediate Accounting :Course name
58. Course Code
59. Semester : Semester/Year
60. is 3/24/2024 The date of preparation of this decision

61.Attendance :Available forms of attendance

62.(study hours (total) / number of units (total hours per semester, 2 hours per week 30

63.Name of the course administrator

Dr.. Ali Majid Hadi

Course objectives .8

The student acquires knowledge of topics and deals with them accounting theoretically and practically
The student gains experience in the field - of knowledge of accounting principles and preparing final accounts
Giving the student experience in dealing - with settlement operations, which is red a necessity in the field of consider accounting work

33.Teaching and learning strategies

Daily tests for students
Exercises and activities within the lesson -
Guiding students to the latest sources in addition to the findings of - professional bodies in the field of accounting work

Strategies

34.Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week

Weekly, monthly, daily, written exams, and the -of-end year . exam	And Subject to explain Daily Tests I work do the inside For student And Academic line to Students guidance Sources Latest	Conceptual framework of financial accounting	Acquiring skill and ability in accounting treatments	hours 2	1
		Conceptual framework of financial accounting		hours 2	2
		Income statement		hours 2	3
		Financial line items for income statement		hours 2	4
		Income statement preparation formulas		hours 2	5
		Bank compliance statement		hours 2	6
		Bank compliance statement		hours 2	7
		Bank compliance statement		hours 2	8
		Constraint adjustments		hours 2	9
		Constraint adjustments		hours 2	1
		Constraint adjustments		hours 2	1
		Accounting for debtors		hours 2	1
		Accounting for debtors		hours 2	1
		Accounting for debtors		hours 2	1

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35.Course evaluation

marks for monthly exams, the number of exams is two, each 50 : is as follows The distribution .marks for activity and 5 for attendance exam has 20 marks, 5

Learning and teaching resources .12

Cost Accounting Intermediate Accountin
Taie-D. Bushra Al

third stage

64. Course Name					
project management					
65. Course Code					
66. Semester/year					
quarterly					
67. The date this course was prepared					
31/7/2024					
68. Available attendance forms					
Weekly/theoretically					
69. (hours (total) / number of units (total study					
3 = hours / number of units 45 = Total number of hours					
70. Name of the course administrator					
: Name: A.M. Zaid Sadiq Majid Email zaid.majid@uobasrah.edu.iq					
Course objectives .8					
Providing the student with the necessary knowledge to manage new projects for the purpose of solving a problem or achieving a and enabling the student to make , specific goal the decision to choose the best project from an economic standpoint and the ability to schedule monitor , the implementation of project activities and then , and resolve conflicts within projects .terminate the projects			(project management) Objectives of the study subje		
36. eaching and learning strategiesT					
7- Lectures 8- Style of dialogue and discussions 9- Brainstorming method 10- Reports 11- Legendsdata show 12- Analysis of case studies					Strategies
37. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning	hours	the week

			outcomes		
Interaction, answering questions and discussion	Lectures	Projects in the contemporary business environment	theoretical	3	the first
Interaction, answering questions and discussion	Lectures	Project life cycle	theoretical	3	the second
Interaction, answering questions and discussion	Lectures	Project selection	theoretical	3	the third
Interaction, answering questions and discussion	Lectures	project management	theoretical	3	the fourth
Interaction, answering questions and discussion	Lectures + reports	career path Project management	theoretical	3	Fifth
Answer exam questions	Exam	Project organization	theoretical	3	VI
Answer exam questions	Exam	Project plan	theoretical	3	Seventh
Interaction, answering questions and discussion	+ Lectures case study analysis	Project scheduling	theoretical	3	VIII
Interaction, answering questions and discussion	Lectures	Project scheduling methods	theoretical	3	Ninth

,Interaction answering questions and discussion	Lectures	Conflict management in the project	theoretical	3	The tenth
Interaction, answering questions and discussion	Lectures	Project conflict resolution tools	theoretical	3	eleventh
Interaction, answering questions and discussion	Lectures	Project oversight	theoretical	3	twelveth
Interaction, answering questions and discussion	Lectures	Oversight of project assets	theoretical	3	Thirteenth
Interaction, answering questions and discussion	Lectures	Finish the project	theoretical	3	fourteenth
Answer exam questions	Exam	Exam	Exam	3	Fifteenth

38. Course evaluation

5 = posts, and discussions , Participation in lectures

Daily attendance = 5

20 = First exam rating

Second exam rating = 20

Final rating = 50

Learning and teaching resources .12

Khairuddin Ahmed Musa .Dr Written by) Contemporary Project Management (2014 , edition second ,	Required textbooks (methodology, if any)
Haitham Hegazy - Principles of project management - 1 Dr. Abdul Sattar Ali - Management Public Projects -2	(Main references (sources
	Recommended supporting books and references (scientific

https://www.noor-book.com/?search_for=%D8%AA%D9%83%D9%86%D9%88%D9%84%D9%8%D8%AC%D9%8A%D8%A7+%D8%A7%D9%84%D9%85%D8%B9%D9%84%D9%88%D9%85%D8%A7%D8%AA+%D8%A7%D9%84%D8%A7%D8%AF%D8%A7%D8%B1%D9%8A%D8%A9	(...journals, reports Electronic references, Internet sites
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for financial management Course description

71.Course Name	
Financial Management	
72.Code Course	
73.Semester/year	
74.The date this course was prepared	
2023-2024	
75.Available attendance forms	
in electronic presence-Built	
76.(study hours (total) / number of units (total	
3 hours/number of units 45	
77.Name of the course administrator	
Qader Abdel Sattar Nada AbdelA.M.D.	
Course objectives .8	
	financial management, its goals, Learn about and its relationship with other sciences- the financial analysis of balance Learn about - sheet statements and income statements rates tax and extinction How to measure -
39.Teaching and learning strategies	
Giving lectures, group discussions, and interactive participation Weekly, monthly and quarterly tests	Strategies

40.Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Participation and interaction	View/examples	Field of financial management		3	1
Participation and interaction	View/examples	Chief Financial Officer		3	2
Participation and interaction	View/examples	Financial management decisions		3	3
Participation and interaction	View/examples	Basics of financial statements		3	4
Participation and interaction	View/examples			3	5
Participation and interaction	View/examples	Cash flow analysis		3	6
Participation and interaction	View/examples	Monetary cycle		3	7
Participation and interaction	View/examples	Tax analysis		3	8
Participation and interaction	View/examples			3	9
Participation and interaction	View/examples	Analysis of extinction and tax savings		3	10
Participation and interaction	View/examples	performance Financial analysis		3	11
Participation and interaction	View/examples	Analysis of financial indicators		3	12
Participation and interaction	View/examples			3	13
Participation and interaction	View/examples	Introductions to financial planning		3	14

Participation and interaction	View/examples	even and -Break leverage analysis		3	15
41.Course evaluation					
80degrees					
Learning and teaching resources .12					
				Modern Financial / Amiri-Muhammad Ali Al - 1 Ithraa Publishing House ,2010 , Management	
				Amiri / Advanced Financial -Muhammad Ali Al -2 Management, 2010, Ithraa Publishing House	

13. : Course Name
Operations Research
14. : Course Code
15. : Year / Semester
quarterly
16. : Date this description was prepared
2024/15/3
17. Available forms of attendance:
My presence only
18. :(Number of study hours (total)/number of units (total
45hours per week 3 . An hour annually
19. Name of the course administrator (if more than one name is mentioned
: Email Ajeel Basil JabbarM.M. : Name basil.jabbar@uobasrah.edu.iq

20. Course objectives					
			Providing students with the skill of -1 applying quantitative methods for operations research Providing students with new ideas -2 and refining their skills to Expanding students' abilities -3 analyze and draw conclusions		
21. Teaching and learning strategies					
1- .Educational strategy, collaborative concept planning 2- .Brainstorming education strategy 3- Education Strategy Notes Series				The strategy	
22. Course structure					
Evaluation method	Learning method	Name of the unit or topic	learning outcomes Required	hours	the week
Tests and exams	Lectures	Research	Basic concepts of operations	3	1
		Processes	.research	3	2
			. formulation programming	3	3
			Formulate the problem using a	3	4
			.programming method linear	3	5
			The binary problem	3	6
		Solve the mathematical model			

			.graphically	3	7
			Solve the mathematical model using the Simplex method .	3	8
			.Transport models	3	9
			Exam	3	10
			Choose the most acceptable basic critical path method solution in the	3	11
			ble Choosing the basic acceptable solution using the factorial method	3	12
			.Personalization problem	3	13
			Project Scheduling (PERT .(Network	3	14
			Using probabilities in a PERT network .	3	15
			Statistical analysis of business .networks		
			Exam		

23. Course evaluation

marks for monthly and 25 . marks for monthly and daily exams for the first semester 25 marks for final exams 50 . daily exams for the second semester

24. Learning and teaching resources

Taha Hamdi -Operations Research	(Required textbooks (methodology, if any
	(Main references (sources
	Electronic references, Internet sites

25. : Course Name	
Bank management	
26. : Course Code	
27. Annual : Year / Semester	
(Semester (course	
28. Date this description was prepared:	
4 202/16/03	
29. Available forms of attendance:	
My presence only	
30. :(Number of study hours (total)/number of units (total	
Semester (15 weeks) / 3 hours per classroom / 45 hours	
31. (Name of the course administrator (if more than one name is mentioned	
:the name Badran -Mr. Dr . Orouba Rashid Ali Al	
: Email orooba.ali@uobasrah.edu.iq	
32. Course objectives	
<ul style="list-style-type: none"> • • • 	<p>1- General objective: Identify the nature of the banking system and its basic role in the requirements of the economic and social development process. In addition to knowing the recent trends in the uses of bank funds, their sources of financing, and evaluate the performance of how to e</p>

.banks

2- Special objective (basic details of the study material): One of the basic tasks of this course is to provide students with a comprehensive set of theoretical and applied skills and knowledge for ces through financial and banking scien reviewing theoretical concepts about commercial financial and banking institutions, whether traditional or specialized, in addition to concepts about (central bank management).). How to manage money and its uses, tment, methods of financing and inves and means of creating money or deposits, in addition to how to prepare bank financial statements (budgets, profits and losses), learning about electronic banking and comprehensive banking, how to manage the bank's assets and liabilities, knowing the bank's profitability and the nature of bank credit and banking investments, In addition to learning about banking information systems, banking financial crimes, and other modern banking .concepts

1- .Educational strategy, collaborative concept planning	strategy The
2- .Brainstorming education strategy	
3- . Education Strategy Notes Series	

34. Course structure

method Evaluation	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Questions and -1 discussions	Explaining the scientific material through the lecture	An overview of commercial bank management	Explaining the - concept of commercial banks and their . characteristics	three hours	1
Semester exams -2 End of course -3 exam	-2 Successful life-real examples and experiences Share -3 ideas in order to apply what has been learned	Specialized banks Central bank concept Origins and characteristics	Drains Species - Industrial) - Agricultural- (Real Estate The concept of the central bank Its origin and characteristics	three hours	2
				three hours	3

		Central bank budget The ten steps	Liabilities (Liabilities) For assets (assets	three hours	4
		Commercial bank balance sheet	Liabilities (sources of commercial (bank funds Deposits-	three hours	5
		Assets (uses of commercial bank (funds	- balances discounted remittance portfolio	three hours	6
		Basics of allocating -funds (concept (importance	Loans and - advances Approaches to allocating funds distributing the) sources of funds	three hours	7

		Managing the capital owned in the commercial bank	according to the uses of the funds	Semester exam	8
		Measuring the quality of the or strength of capital owned in the commercial bank	Proprietary capital/concept and functions		three hours
		Deposit management	The ratio of owned capital to total assets	three hours	10
		Factors affecting the instability of bank deposits	The ratio of - capital owned to risky assets		
			The concept of deposits and their types		
			Competition		

			between banks to .obtain deposits	three hours	11
		The bank's objectives and the basis for operating the bank's resources/liquidity and profitability	Seasonal - fluctuations Cyclical - fluctuations (economic cycle)	three hours	12
		Banking risk management	Banking liquidity management banking liquidity Factors affecting - liquidity	three hours	13
		Loan granting procedures	credit the - management loans concept of and their types	three hours	

<p>Atheer for Printing and Publishing / 2018 University of Mosul</p> <ol style="list-style-type: none"> 3. Introduction to financial and banking sciences: Dr. Hisham Jabr / Birzeit University / Palestine 1999 4. Banking Management: Khalil Al Shamaa /-Baghdad - Zahraa Press-Al .1974 - Baghdad - Zahraa Press-Al 5. Banking operations: Khaled Amin .2009 -Abdullah / Dar Wael / Amman 6. Contemporary Bank management, a contemporary quantitative and strategic approach: Falah Douri: Dar -Husseini and Moayed Al-Al .Wael, Amman, 2000 	
<ol style="list-style-type: none"> 1. Banking Management: Dr. Sadiq Al .Shammari 2008 2. Banking Management: Munir Ibrahim .Hindi, 2006 3. Ramadan Banking Management: Dr. Ziad .and Mahfouz Gouda 2006 4. Banking Business Administration: Ziad .Ramadan 1997 5. - Commercial Banking Management Dr. - Introduction to Risk Management - Ali, Mutah University-Asaad Hamid Al 2013 6. - Banking operations and risk management - University of Bouira - Dr. Shaaban Faraj 2014 	(Main references (sources
<p>Rose, Peter S., 2000, Commercial Bank Management, Fifth ed. Mcgraw Hill</p>	<p>Recommended supporting books and (...references (scientific journals, reports</p>
<p>world wide web</p>	<p>Electronic references, Internet sites</p>

78.: Course Name

Strategic management For third year students in the Department of Business

Administration					
79.Course Code					
80. Semester/year					
2024-Semester for the academic year 2023					
81.: Date this course was prepared					
2023/1/10					
82.: Available attendance forms					
presence only My					
83.: (study hours (total) / number of units (total					
hours per year , 3 hours per week 45					
84.Name of the course administrator					
Abbas Abdel Hamid Abdel AbbasM.D. abbas.abdulhameed@uobasrah.edu.iq					
Course objectives .8					
			<p>4. students with scientific, academic Providing and applied knowledge about concepts The goals and practices of contemporary strategic management in organizations .Of various kinds</p> <p>5. . organizations operate</p> <p>6. Providing students with new and creative ide abulary of the academic regarding the voc .subject</p>		
42.Teaching and learning strategies					
<p>4. Collaborative concept planning strategy</p> <p>5. Brainstorming strategy</p> <p>6. Note series strategy</p>				Strategies	
43.Course structure					
Evaluation method	Learnin g method	Name of the unit or topic	Required learning outcomes	hours	th e w ee k
Oral and written examinations and daily	Lectures	Strategic management	The concept and importance of strategic management	3	1
			Strategic managers and component	3	2

participation			of strategic management	3	3
			Strategic direction	3	4
			Vision and mission of the organization	3	5
			strategic goals	3	6
			Strategic analysis of external environment factors	3	7
			Strategic analysis of the industry environment	3	8
			Strategic analysis of internal environmental factors	3	9
			Value chain analysis	3	1
			strategic position Determine the	3	0
			Business portfolio analysis model	3	1
			Strategic alternatives at the organization level		2
			Strategic alternatives at the business unit level		1
			Strategic implementation		3
			Strategic oversight		4
					1
					4
					1
					5

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44. Course evaluation
marks for monthly and daily exams, 10 marks for participation and attendance, 50 40 marks for the final exam

Learning and teaching resources .12	
concepts, processes -Strategic management and case studies Duri-Dr.. Zakaria Mutlaq Al	Required prescribed books
Electronic sources and references available on the Internet Of all kinds	Electronic references

37. : Course Name
Strategic thinking
38. : Course Code
39. Annual : Year / Semester
quarterly
40. Date this description was prepared:
4 202/16/03
41. Available forms of attendance:
My presence only
42. :(Number of study hours (total)/number of units (total
week Two hours a hour 30

43. (than one name is mentioned Name of the course administrator (if more

M. M. Muhammad Abdel Reda Faraj Badrawi : Name

: Email lec.mohammed.albadulridha@uobasrah.edu.iq

44. Course objectives

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-

Providing students with the -1
strategic thinking skill of applying

-2 Introducing the importance of thinking for
organizations

3 Clarifying the most important -
successful modern ideas and
life examples of applying -real
strategic thinking

45. Teaching and learning strategies

1- .Educational strategy, collaborative concept planning

2- .Brainstorming education strategy

3- Education Strategy Notes Series

The strategy

46. Course structure

Evaluation method	Learning method	the unit or Name of topic	Required learning outcomes	hours	the week
Questions -1 and discussions Semester -2 exams End of -3 course exam	Explaining the scientific material through the lecture -2 Successful life -real examples and experience s Share -3 ideas in order to apply what has been learned	Concept of thinking	-	Two hou	1
		The difference between strategic thinking and strategic planning	Explainin g and clarifying the concept of thinking Clarifying - the confusion between the two concepts	Two hou	2
		Elements of strategic thinking		Two hou	3
		Purposes of strategic thinking	Elements upon which thinking is based	Two hou	4
		The ten steps			
		Absence of thought	The purpose of thinking	Two hou	5
Benefits of thinking					
		Practice	Two hou	6	

			thinking in ten steps		
				Two hou	7
		Thinking patterns	Damage caused by lack of thinking	Chapt er exam	8
		Models of strategic thinking	How does thinking develop business ?organizations		9
				Two hou	
		Entrances			10
				Two hou	
		Hats			
		Creating ideas	Different ways of thinking of strategic leaders	Two hou	11
		Developing thinking in business	Models that can be applied to adopt the strategic thinking process	Two hou	12
				Two hou	13
			The most		

		organizations I think	important approaches to strategic thinking	Two hou	14
			Strategic thinking hats and how to practice		15
			How to create new ideas that evolve from reality	Two hou	End of course exam
			How to develop thinking		
			Learn how to think strategically		

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47. Course evaluation

marks for 5 ,marks for the second exam 20 , first exam marks for the 20 : is as follows Distribution 100 = 50 , final 50 = marks for attendance 5 ,participation

48. Learning and teaching resources

Prof. Dr. Fadila Salman Strategic Thinking 2019	(textbooks (methodology, if any Required
Nicholas 2010 Strategic thinking	(Main references (sources
hinking, Prof. Dr. Jassim Sultan, strategic getting out of the impasse	Recommended supporting books and (...references (scientific journals, reports

13. Business Economics : Course name	
Business economics	
14. : Course Code	
15. : Year / Semester	
quarterly	
16. Date this description was prepared: 2024/17/3	
17. Available forms of attendance:	
My presence only	
18. :(study hours (total)/number of units (total Number of per class hours 30	
19. (Name of the course administrator (if more than one name is mentioned : Dr. Mahmoud Qasim Dawood : Namemahmood.dawood@uobasrah.edu.iq	
20. Course objectives	
<ul style="list-style-type: none"> • • • 	<ul style="list-style-type: none"> ✓ 1Introducing the student to economic tools necessary for the making-administrative decision ✓ to Introducing the student the economic environment in which the organization operates

21. Teaching and learning strategies					
2- Economic analysis strategy 3- making strategy Decision					The strategy
22. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Written and oral . exams		Business economics		3	1
				2022/18/1	2
					3
				2022/25/10	4
			run production function, pro		5
				2022/1/11	6
					7
				2022/8/11	8
			Deter		9
			,Determini		10
				2022/15/11	11
					12
			the exam		13
				2022/29/11	14
			The facility's balance		15
	2022/12/6	vaca			

				2022/13/12	n
					16
				2022/20/12	17
					18
				2022/27/12	19
					19
				2023/3/01	20
					21
					22
					23
					24
					25
					26
					27
					28
					29
					30

23. Course evaluation

marks for semester exams, plus 10 marks for class participation, and 50 marks for final exams

24. Learning and teaching resources

Business Economics: Dr. Fali Hassan Khalaf (if any ,Required textbooks (methodology

Managerial Economics: Dr. Kazem Issawi–Jassim Al	(Main references (sources
	Electronic references, Internet sites

85. Cost accounting : Course name	
86. Course Code	
87. Semester : Semester/Year	
88. is 3/24/2024 The date of preparation of this decision	
89. Attendance : Available forms of attendance	
90. (study hours (total) / number of units (total hours per semester, 3 hours per week 45	
91. Name of the course administrator	
Dr.. Ali Majid Hadi	
objectives Course .8	
	<p style="text-align: center;">The student acquires knowledge of accounting topics and deals with them theoretically and practically</p> <p style="text-align: center;">The student gains experience in the field of - the types of costs, which helps in knowing knowing the cost of the product according to various classifications the</p> <p style="text-align: center;">Giving the student experience in dealing - control and accounting processes for with materials, wages, and industrial costs</p>
45. Teaching and learning strategies	

Daily tests for students within the lesson Exercises and activities - Guiding students to the latest sources in addition to the findings of - professional bodies in the field of accounting work	Strategies
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46. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Weekly, monthly, daily, written exams, and the -of-end year . exam	Subject to explain the inside Academic line to Students guidance Sources Latest	Introduction to cost accounting	Acquire knowledge and skill in the field of cost accounting	hours 3	1
		Cost concepts and classifications		hours 3	2
		Control and accounting for the cost of materials		hours 3	3
		Control and accounting for the cost of materials		hours 3	4
		Control and accounting for the cost of materials		hours 3	5
		Control and accounting for the cost of materials		hours 3	6
		Control and accounting for the cost of materials		hours 3	7
		Control and accounting for the cost of work		hours 3	8
		Control and accounting for the cost of work		hours 3	9
		Control and accounting for the cost of work		hours 3	10
		Control and accounting for the cost of work		hours 3	11
		Control and accounting for the cost of work		hours 3	12
		Control and accounting for the cost of work		hours 3	13
		Control and accounting for the cost of work		hours 3	14
		Control and accounting for the cost of work		hours 3	15

			accounting topics Theoretically and practically		vacation
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47. Course evaluation

marks for monthly exams, the number of exams is two, each exam 50 : is as follows The distribution .has 20 marks, 5 marks for activity and 5 for attendance

Learning and teaching resources .12

Kawaz-Cost accounting d. Salah Al

92. Course Name

Project management applications

93. Code Course

94. Semester/year

quarterly

95. The date this course was prepared

2024/7/3 1

96. Available attendance forms

Weekly/theoretically

97. (hours (total) / number of units (total study

3 = hours / number of units 45 = Total number of hours

98. course administrator Name of the

: Name: A.M. Zaid Sadiq Majid Email zaid.majid@uobasrah.edu.iq

Course objectives .8

(1) concepts of Clarifying the basic
.the program

Project management) Objectives of the study subject
(applications

<p>(2) Determine the duration required for the project and how to deal with holidays that occur during the .project's working days</p> <p>(3) Stopping projects in case of emergency , and compensating .for the suspension period</p> <p>(4) Gantt and Drawing projects using .grid methods</p> <p>(5) Determine working times, starting and ending each work day using .meal method-meal or one-the two</p> <p>(6) Integrating the project activities to be completed with the available .human and material resources</p> <p>Dealing with any amendment (7) new addition to the project or</p>	
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48. Teaching and learning strategies	
<p>13- lectures Theoretical/practical</p> <p>14- Style of dialogue and discussions</p> <p>15- Brainstorming method</p> <p>16- Reports</p> <p>17- Legendsdata show</p> <p>18- Analysis of case studies</p>	Strategies

49. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Theoretical/practical	Microsoft Project What is a program	Theoretical practical/	3	the first
Interaction, answering questions	Theoretical practical/	Microsoft Project program benef	Theoretical practical/	3	the seco

and discussion					
Interaction, answering questions and discussion	Theoretical practical/	Get to know the program interface and its contents	Theoretical practical/	3	the third
Interaction, answering questions and discussion	Theoretical practical/	Starting the project	Theoretical practical/	3	the fourth
Interaction, answering questions and discussion	Theoretical practical/	Enter tasks and their data	Theoretical practical/	3	Fifth
Answer exam questions	Theoretical practical/	Set time, duration and tasks	Theoretical practical/	3	VI
Answer exam questions	Theoretical practical/	Prepare resources	Theoretical practical/	3	Seventh
Interaction, answering questions and discussion	Theoretical practical/	Assigns resources to tasks	Theoretical practical/	3	VIII
Interaction, answering questions and discussion	Theoretical practical/	View details of subtasks and main tasks	Theoretical practical/	3	Ninth

Interaction, answering questions and discussion	Theoretical practical/	Task division, tracking and updating	Theoretical practical/	3	The ten
Interaction, answering questions and discussion	Theoretical practical/	Find, replace, and format	Theoretical practical/	3	eleven
Interaction, answering questions and discussion	Theoretical practical/	Network analysis	Theoretical practical/	3	twelve
Interaction, answering questions and discussion	Theoretical practical/	Create reports	Theoretical practical/	3	Thirteen
Interaction, answering questions and discussion	Theoretical practical/	Print the project	Theoretical practical/	3	fourteen
Answer exam questions	Exam	Exam		3	Fifteen

50. Course evaluation

5 = posts, and discussions , Participation in lectures
attendance = 5 Daily
15 = First exam rating
Second exam rating = 15
Practical exam rating = 10
Final rating = 50

Learning and teaching resources .12

Required textbooks
(methodology, if any)

Professor Zaid Sadiq Assistant book written by unpublished Majid	(Main references (sources
	Recommended supporting books and references (scientific (...journals, reports
	Electronic references, Internet sites

1. : Course Name
Department Insurance
2. : Course Code
3. / the chapter
courses
4. The date this was prepared is 02/24/2024
5. Available forms of attendance:
My presence only
6. :(Number of study hours (total)/number of units (total
hours per week 3 . An hour annually 45
7. (mentioned Name of the course administrator (if more than one name is
: Email Wafa Ali Sultan : Name
<i>Email:</i> : wafaa.sultan@uobasrah.edu.iq

8. Course objectives					
<ul style="list-style-type: none"> • • • 		<p>1- Providing students with the risk and skill of applying insurance management</p> <p>2 – risk analysis and Expanding the skill of management</p> <p>3The work of H Explain - insurance companies</p>			
9. Teaching and learning strategies					
<p>1- .Educational strategy, collaborative concept planning</p> <p>2- .Brainstorming education strategy</p> <p>3- Education Strategy Notes Series</p>					The strategy
10. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Weekly, monthly, daily, written exams, and the	Explaining the scientific material		Definition of	3	1
			risks, types of	3	2
			risks	3	3

year-of-end exam	by	Insurance concept	3	4
	explaining	The importance	3	5
	the	insurance	3	6
	scientific	Insurance contract	3	7
	material	Elements of the	3	8
	and giving	contract	3	9
	the most	Characteristics	3	10
	important	the insurance	3	11
	concepts	contract	3	12
	in this	Technical	3	13
	.regard	principles	3	14
	-2	holding	3	15
	Summarizi	Insurance	3	vacation
	the ng	The principle	3	on
	most	good faith	3	
important	And the insurance	3		
ideas	interest			
presented	The principle			
the during	compensation and			
lecture	participation			
	The principle			
	solutions and the			
	immediate cause			
	Fire and the			
	insurance			
	Personal accident			
	insurance			
	Cars Insurance			

			Insurance re		
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11. Course evaluation

50 . marks for monthly and daily exams for the first semester 25 : is as follows Distribution
50 marks for final exams

12. Learning and teaching resources

Risk and insurance management, Dr. Youss Hajim and others	(textbooks (methodology, if any Required
--	--

(Main references (sources

	Recommended supporting books and (...references (scientific journals, reports
	Electronic references, Internet sites

25. : Course Name
Feasibility studies
26. : Course Code
27. : Year / Semester
quarterly
28. : Date this description was prepared
2024/30/3
29. Available forms of attendance:
My presence only
30. :(Number of study hours (total)/number of units (total
30 . An hour annually 2An hour a week
31. Name of the course administrator (if more than one name is (mentioned

: Email Basil Jabbar AjeelM.M. : Name basil.jabbar@uobasrah.edu.iq

32. Course objectives

	<p>4- with skills in Providing students how to conduct a feasibility study</p> <p>5- Providing students with new ideas and refining their skills</p> <p>6- Improving students' abilities to use financial indicators in the feasibility study</p>
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33. Teaching and learning strategies

<p>1- .Educational strategy, collaborative concept planning</p> <p>2- .Brainstorming education strategy</p> <p>3- Education Strategy Notes Series</p>	strategy The
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34. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Tests and exams	Lectures	Economic feasibility ystud	feasibility studies economic	2	1
			Types of economic feasibility studies	2	2
				2	3
			Data and information necessary for the feasibility study	2	4
				2	5
			Commercial profitability standards	2	6

			for projects	2	7
			Cost/benefit analysis	2	8
			Profitability criteria (partial (methods	2	9
			Profitability standards (comprehensive methods)	2	10
			the first exam	2	11
			Profitability analysis under conditions of risk and uncertainty	2	12
			Demand, flexibility and their impact on the project	2	13
			evaluation in industrial facilities	2	14
			The relationship between the performance of industrial and economic establishments	2	15
			Detailed presentation of capital projects		
			Applied cases for project evaluation		
			Second exam		
			End of semester exam		

35. Course evaluation

marks for monthly and 25 . marks for monthly and daily exams for the first semester 25 marks for final exams 50 . daily exams for the second semester

36. Learning and teaching resources

Economic feasibility studies and evaluation	(methodology, if any) Required textbooks
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Quraishi -Medhat Al - Industrial project 2009	
	(Main references (sources
	Electronic references, Internet sites

المرحلة الرابعة

99. Course Name
management Production and operations
100. Course Code
101. Semester/year
quarterly
102. The date this course was prepared
2024/13/3
103. Available attendance forms
Weekly/theoretically
104. (study hours (total) / number of units (total
3 = hours / number of units 45 = Total number of hours
105. Name of the course administrator

: Name : A.M.D. Shatha Ahmed Alwan Email shatha.alwaan@uobasrah.edu.iq
 : Name : M.M. Prayer for the martyr of Habib Email doaa.shaheed@uobasrah.edu.iq

Course objectives .8

Understanding the areas of benefit from production and operations in . administrative practices Forming a general perception of -2 mathematical applications in . The field of production and operations quantitative -Develop awareness of non -3 areas process Which contributes to developing the reali . of administrative practices	production and) Objectives of the course (operations management
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51. Teaching and learning strategies

7- Lectures 8- Presenting a paper on some modern concepts 9- Providing applied assignments for quantitative topics 10- Brainstorming method	Strategies
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11- Course structure

Evaluation method	Learnin g method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	- <u>Introduction to production and operations management</u> Definition of basic - concepts	Understand the basics of production and operations management	3	the first
Interaction, answering questions and discussion	Lectures	Historical development of -1 production management Operations management -2 Service -in organizations 3 industry and provision Productivity, efficiency -4 and effectiveness	Understanding the process of development and understanding basic metrics	3	the second
Interaction, answering questions and	Lectures	defining the includes This company's strategy, business, and operations	Understanding the strategic role of production	3	the third

discussion			management		
Interaction, answering questions and discussion	Lectures	- Strategic decisions and operational decisions in operations	Analyzing the basic decisions of production strategy	3	the fourth
Interaction, answering questions and discussion	Lectures + reports	<u>Demand forecasting</u> The concept of demand -1 forecasting, its types and objectives Factors affecting -2 prediction forecasting Qualitative -3 methods	<i>Identify the role of forecasting in the production process</i>	3	Fifth
Interactio + n Quiz	Lectures	Quantitative forecasting -4 methods Time series -5 Exponential smoothing -6 (simple and directionally) (modified Least squares -7	<i>Using quantitative methods in the analysis process</i>	3	VI
Answer exam questions	Exam	Exam		3	Seventh
Interaction, answering questions and discussion	Lectures case + study analysis	Measuring prediction error Mean square error -1 (MSE) . Average Absolute -2 Deviation(MAD) .	<i>Diagnosing the correct way to predict and identify deviations</i>	3	VIII
Interaction, answering questions and discussion	Lectures	<u>Product/service planning</u> Planning the new product -1 Stages of new product -2 development Considerations that must be - account in designing taken into a new product	<i>Identify the product or service</i>	3	Ninth
Interaction, answering questions and discussion	Lectures	Criteria for evaluating -4 the performance of the new product The life cycle of the new -5 product	<i>Product life cycle analysis from the operational side</i>	3	The tenth

Interaction, answering questions and discussion	Lectures	Types of energy (design, -1 (active and actual Energy meters -2 (efficiency and use)	<i>Analyzing energy levels and understanding the most important basic metrics</i>	3	eleventh
,Interaction answering questions and discussion	Lectures	<u>a factory location</u> Choose Factors affecting site -1 selection Modern trends in selection -2 The location	<i>Learn about the process of choosing or creating a site New sites</i>	3	twelveth
Interaction, answering questions and discussion	Lectures	Methods of choosing the -3 factory location even -Location break -4 analysis Qualitative evaluation -5 (method (points	<i>Application of quantitative methods in the comparison process between sites</i>	3	Thirteenth
Interaction, answering questions and discussion	Lectures	<u>Internal soiling</u> Types of internal -1 training and its suitability to production systems Arrangement based on -2 process Definition, explanatory) (chart, and problems Arrangement based on the -3 product (definition, explanator (chart, and problems	<i>How to choose the most appropriate arrangement with the type of focus of the production process</i>	3	fourteenth
Answer exam questions	Exam	Exam		3	Fifteenth

12- Course evaluation

Participation in the lecture = 5

Submit reports = 5

Daily attendance = 5

Daily Quiz= 5

Quarterly evaluation = 30

Final rating = 50

Learning and teaching resources .12

Required textbooks (methodology, if

	(any
Production and Operations Management (concepts, basics, processes, and applied examples) Najjar & Dr. -Dr. Sabah Majeed Al Abdul Karim Mohsen	(references (sources Main
	Recommended supporting books and references (...scientific journals, reports)
https://www.noor-book.com/%D9%83%D8%AA%D8%A7%D8%A7%D8%AF%D8%A7%D8%B1%D9%84%D8%A7%D9%86%D8%A7%D8%AC-%D9%88%D8%A7%D9%84%D8%B9%D9%85%D9%84%D9%8A%D8%A7%D8%AA-700-pdf	references, Internet sites Electronic

1. : Course Name
International Business Administration
2. : Course Code
3. : Year / Semester
(Semester (courses
4. Date this description was prepared
10/8/2023
5. Available forms of attendance:
My presence only
6. :(Number of study hours (total)/number of units (total
hours per week 21 . per month An hour 84

7. (Name of the course administrator (if more than one name is mentioned

Muhammad Saleh Hadi .M.D

mohamad.hadi@uobasrah.edu.iq

8. Course objectives

• **Providing knowledge to students about the most important vocabulary for subjects in as they are vital , these subject technological light of the important and rapid .developments**

students with knowledge Providing about the basic vocabulary of this subject, as it is the main focus and starting point for resources and other materials

9. Teaching and learning strategies

- 1- .Educational strategy, collaborative concept planning
- 2- .Brainstorming education strategy
- 3- Education Strategy Notes Series

The strategy

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
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Daily tests, monthly and quarterly exams and , the end of the course exam	to explain Scientific material through the use of the method of asking questions and discussing them	The first course	The first course		
				Introduction to international business management	hours 3 1
			International Business Administration		hours 3 2
			=		hours 3 3
			=		hours 3 4
			=	Intellectual foundations of international	hours 3 5
			=	administration	hours 3 6
			=	Characteristics of international business organizations entities	hours 3 7
			=		hours 3 8
			=	Cultural framework for international management	hours 3 9
			=		hours 3 10
			=	Organizational architecture for international management	hours 3 11
			=		hours 3 12
			=	International leadership	hours 3 13
			=		hours 3 14
		=	Methodology for developing international management	15	
		=	International human resources management		
		=	Orientalism of the future and trends		

			The future in international entbusiness managem Full review the exam		
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11. Course evaluation

:as follows Distribution

distributed as follows (two (2) semester exams out of 20 marks, and marks 50
the lecture, attendance, and absence (10 students are evaluated (participations during
(marks

12. Learning and teaching resources

1. International business management from a behavioral and strategic perspective (Prof. Douri and Dr. Ahmed–Dr. Zakaria Mutlak Al (Ali Saleh	(Required textbooks (methodology, if any
	(Main references (sources
Iraqi scientific academic journals	Recommended supporting books and references (....scientific journals, reports)

https://www.iasj.net/	Electronic references, Internet sites

106. Course Name	
Administrative information technology	
107. Course Code	
108. Semester/year	
quarterly	
109. The date this course was prepared	
2024/7/3 1	
110. Available attendance forms	
Weekly/theoretically	
111. (units (total hours (total) / number of study	
3 = hours / number of units 45 = Total number of hours	
112. Name of the course administrator	
: Name: A.M. Zaid Sadiq Majid Email zaid.majid@uobasrah.edu.iq Email Rana Abdullah Muhammad .Name : M.M : rana.abdullah@uobasrah.edu.iq	
Course objectives .8	
to learn about information technology and the extent of its contribution to business and the process of making and making decisions logistics and , Striving to use technology information systems in organizations and shifting from traditional management procedures to electronic management	Administrative) Objectives of the study subject (Information Technology
52. Teaching and learning strategies	

19- Lectures					Strategies
20- Style of dialogue and discussions					
21- Brainstorming method					
22- Reports					
23- Legendsdata show					
24- Analysis of case studies					
53. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	Introduction to information technology concept the And know wh of technology is the information	theoretical	3	the first
Interaction, answering questions and discussion	Lectures	Information systems and information systems Administrative	theoretical	3	second the
Interaction, answering questions and discussion	Lectures	Human resources in the information technology its concept and - system importance sources And its	theoretical	3	the third
Interaction, answering questions and discussion	Lectures	Database	theoretical	3	the fourth
Interaction, answering questions and discussion	Lectures + reports	Communications and networks	theoretical	3	Fifth
Answer exam questions	Exam	Exam	theoretical	3	VI
Answer exam questions	Exam	Electronic office systems the electronic office - and its requirements	theoretical	3	Seventh

Interaction, answering questions and discussion	Lectures + case study analysis	Information technology systems in Organizations and their requirements in business the organization	theoretical	3	VIII
Interaction, answering questions and discussion	Lectures	Information technology systems in Organizations and their requirements in business organization the	theoretical	3	Ninth
Interaction, answering questions and discussion	Lectures	The importance of information technology in Organizations	theoretical	3	The tenth
Interaction, answering questions and discussion	Lectures	-systems Decision support artificial intelligence	theoretical	3	eleventh
Interaction, answering questions and discussion	Lectures	-Electronic data processing concept The steps and types of data processing	theoretical	3	twelveth
Interaction, answering questions and discussion	Lectures	The Internet (development concept, applications and (benefits	theoretical	3	Thirteenth
Interaction, answering questions and discussion	Lectures	Computer integrated fact	theoretical	3	fourteenth
Answer exam questions	Exam	Exam		3	Fifteenth

54. Course evaluation

5 = posts, and discussions , Participation in lectures

Daily attendance = 5

20 = First exam rating

Evaluation of the second exam +20

Final rating = 50

Learning and teaching resources .12

	Required textbooks (methodology, if any)
Barzanji and Mahmoud Hassan Juma (information -Haider Shaker Al technology and systems in organizations (technological perspective - Contemporary administrative	(Main references (sources
	Recommended books and supporting references (scientific (...journals, reports
https://www.noor-book.com/?search_for=%D8%AA%D9%83%D9%86%D9%88%D9%84%D9%8%D8%AC%D9%8A%D8%A7+%D8%A7%D9%84%D9%85%D8%B9%D9%84%D9%88%D9%85%D8%A7%D8%AA+%D8%A7%D9%84%D8%A7%D8%AF%D8%A7%D8%B1%D9%8A%D8%A9	Electronic references, Internet sites

13. : Course Name
Management Risk
14. : Course Code
15. / the chapter
courses
16. The date this was prepared is 02/24/2024
17. Available forms of attendance:
My presence only
18. :(Number of study hours (total)/number of units (total
hours a week 2 . An hour annually 30
19. Name of the course administrator (if more than one name is (mentioned

: Email Dr. Zainab Shalal Akkar : Name

Email: .Zaenab.akaer@uobasrah.edu.com

Name: Wafa Ali Sultan

Email: : wafaa.sultan@uobasrah.edu.iq

20. Course objectives

- | | |
|---|---|
| <ul style="list-style-type: none">••• | <p>1- Providing students with the risk skill of applying management</p> <p>2 – risk analysis and Expanding the skill of management</p> <p>3Risk management H Explain - strategies</p> |
|---|---|

21. Teaching and learning strategies

- | | |
|---|---------------------|
| <p>1- .Educational strategy, collaborative concept planning</p> <p>2- .education strategy Brainstorming</p> <p>3- Education Strategy Notes Series</p> | <p>The strategy</p> |
|---|---------------------|

22. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Weekly, monthly daily, written exams, and the -of-end year exam	Explaining the scientific material by explaining the scientific material and giving the most important concepts in this regard. -2 Summarizing the most important ideas presented during lecture		Definition of risks	2	1
			types risk	2	2
			Risk Management	2	3
			Concept	2	4
			Importance	2	5
			Objectives	2	6
			Stages of risk management	2	7
				2	8
			Risk management strategies	2	9
			Financial risks	2	10
			Types of financial risks	2	11
				2	12
			Investment decision	2	13
				2	14
			Steps for making investment decision	2	15
			irrigation	2	vacation
decision Investment criteria					
Equity risks					
Bond risk					

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23. Course evaluation

. marks for monthly and daily exams for the first semester 25 : is as follows Distribution final marks for 50 . marks for monthly and daily exams for the second semester 25 exams

24. Learning and teaching resources

English Victorian and Modern Poetry	(Required textbooks (methodology, if any
-------------------------------------	--

Armstrong, Isobel. Victorian Poetry: Poetics and politics. Routledge , 2019	(Main references (sources
---	---------------------------

<p>Bristow, J. (Ed.). (2000). The Cambridge companion to Victorian poetry. Cambridge University Press</p> <p>Cronin, R. (2012). Reading Victorian Poetry (Vol. 5). John Wiley & Sons ...</p>	<p>supporting books and Recommended (...references (scientific journals, reports</p>
<p>https://zlibrary-asia.se/</p> <p>https://www.researchgate.net/</p>	<p>Electronic references, Internet sites</p>

49. : Course Name
English
50. : Course Code
51. Annual : Year / Semester

quarterly

52. Date this description was prepared:

4 202/16/03

53. Available forms of attendance:

My presence only

54. :(Number of study hours (total)/number of units (total

week Two hours a hour 30

55. (name is mentioned Name of the course administrator (if more than one

Zahra Khudair-Prof. Dr. Wameed Abdel : Name

: Email wameedh.khudair@uobasrah.edu.iq

56. Course objectives

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-

Providing students with the skill of -1 speaking English

-2 Introducing the importance of terminology in the English language

3- Explaining the most important tenses of the English language

57. Teaching and learning strategies

1- .Educational strategy, collaborative concept planning

2- .Brainstorming education strategy

The strategy

3- Education Strategy Notes Series

58. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Questions -1 and discussions Semester -2 exams End of -3 course exam	Explaining the scientific material through the lecture	place like home	-	Two hours	1
	Real -2 examples and experiences	Bee there done that		Two hours	2
	Share -3 ideas in order to apply what has been learned	What a story		Two hours	3
		Nothing but the truth		Two hours	4
		An eye to the future		Two hours	5

			hours	6
		Make it big		7
		Bigger and better	Two hours	8
			Two hours	9
		Things aren't what they used to be	Chapter exam	10
		Risking life and limb	Two hours	11
		in your dreams	Two hours	12

				Two hours	13
		it's never too late			14
		Reading and speaking		Two hours	15
		reading and speaking		Two hours	End of course exam
		Present perfect and past simple		Two hours	
				Two hours	

59. Course evaluation

marks 5 ,marks for the second exam 20 ,marks for the first exam 20 : is as follows Distribution

100 = 50 , final 50 = marks for attendance 5 ,for participation

60. Learning and teaching resources

New headway plus (upper-intermediate student book)	(methodology, if any) Required textbooks
	(Main references (sources
	Recommended supporting books and (...references (scientific journals, reports
enginprogram.org	Electronic references, Internet sites

113. : Course Name

year students in the Department of Business -Quality management for fourth Administration

114. Course Code

115. Semester/year

2024-Semester for the academic year 2023

116. : Date this course was prepared

2024/2/1

117. : Available attendance forms

My presence only

118. : (study hours (total) / number of units (total

hours per year , 3 hours per week 45

119. Name of the course administrator

Abbas Abdel Hamid Abdel AbbasM.D. abbas.abdulhameed@uobasrah.edu.iq

Course objectives .8

- 7. scientific, academic Providing students with and applied knowledge about concepts The objectives and practices of contemporary quality management in organizations .Of various kinds**
- 8. . organizations operate**
- 9. Providing students with new and creative the ideas regarding the vocabulary of**

.academic subject

55. Teaching and learning strategies

<p>7. Collaborative concept planning strategy</p> <p>8. Brainstorming strategy</p> <p>9. Note series strategy</p>	<p>Strategies</p>
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56. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	Week
Oral and written examinations and daily participation	Lectures	Quality Management	The concept, importance and basics of quality management	3	1
			Quality management in organizations	3	2
				3	3
				3	4
			The concept of quality costs, their and types importance	3	5
			Quantitative methods in calculating quality costs	3	6
			What quality rings are and how to apply and benefit from them	3	7
			Problems discussed in quality circles	3	8
			3	9	
			3	10	

			concept of quality The control	3	1
			Quality control tools	3	1
			Statistical quality control	3	2
			Statistical control panels for the process	3	1
			ISO specifications series	3	3
			Stages of obtaining ISO9001		1
			The concept and importance of total quality management		4
			continuous Introduction to improvement		1
			Contemporary systems for quality management		5

57.Course evaluation

marks for monthly and daily exams, 10 marks for participation and attendance, 50 40 marks for the final exam

Learning and teaching resources .12

Quality management principles and applications Najjar-Dr.. Sabah Majeed Al Dr.. Maha Kamel Jawad	Required prescribed books
Electronic sources and references available	Electronic references

the Internet Of all kinds	

13. : Course Name	
knowledge management	
14. : Course Code	
15. : Year / Semester	
(Semester (courses	
16. Date this description was prepared	
8/2/2024	
17. Available forms of attendance:	
My presence only	
18. :(Number of study hours (total)/number of units (total	
hours per week 21 . per month An hour 84	
19. (Name of the course administrator (if more than one name is mentioned	
Muhammad Saleh Hadi .M.D	
mohamad.hadi@uobasrah.edu.iq	
20. Course objectives	
<ul style="list-style-type: none"> Providing knowledge to students about the most important vocabulary for subjects in as they are vital , these subject technological light of the important and ra 	Providing knowledge to students basic vocabulary of the about the a basic subject subject , as it is

.developments	other subjects and is linked to
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21. Teaching and learning strategies

1- .collaborative concept planning ,Educational strategy 2- .Brainstorming education strategy 3- Education Strategy Notes Series	The strategy
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22. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Daily tests, monthly and quarterly exams and , the end of the course	to explain Scientific material through the use of the method of asking questions and	The second course	The second course		
		knowledge management = = = = =	Introduction to knowledge management	hours 3	1
			The concept of knowledge, its importance and goals	hours 3	2
			origin and development Th	hours 3	3
			of knowledge	hours 3	4
			Characteristics of knowled	hours 3	5
			Sources and types of	hours 3	6
				7	

exam	discussing them	With for students	=	knowledge	hours 3	8
			=	Knowledge management	hours 3	9
			=	basic concepts	hours 3	10
			=	Introductions and	hours 3	11
			=	justifications for knowledge	hours 3	12
			=	management	hours 3	13
			=	Knowledge management	hours 3	14
			=	processes	hours 3	14
			=	Retrieval and application of	hours 3	15
			=	dgeknowle		
			=	Basic elements of		
				knowledge management		
				Knowledge management		
	strategies					
	Knowledge management					
	requirements					
	Full review					
	the exam					

23. Course evaluation

:as follows Distribution

distributed as follows (two (2) semester exams out of 20 marks, and marks 50 students are evaluated (participations during the lecture, attendance, and absence (10 ((marks

24. Learning and teaching resources

2. **Knowledge Management / Professor Dr. Kubaisi–Din Awad Karim Al–Salah Al**

(Required textbooks (methodology, if any

(Main references (sources

Iraqi scientific academic journals

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

<https://www.iasj.net/>

sites Electronic references, Internet

1. : Course Name

Investment portfolio

2. : Course Code

3. : Year / Semester	
courses	
4. Date this description was prepared:	
02/24/2024	
5. Available forms of attendance:	
My presence only	
6. :(Number of study hours (total)/number of units (total	
45hours per week 3 . hour	
7. Name of the course administrator (if more than one name is (mentioned	
: Email Prof. Dr. Zeinab Shalal Akkar : Name. Zaenab.akaer@uobasrah.edu.com	
Name : A.M.D. Nada Abdul Qadir Abdul Sattar nada.abdulsataar@uobasrah.edu.iq	
8. Course objectives	
<ul style="list-style-type: none"> • • • 	<p>- Identifying the nature of the investment portfolio and its components-</p> <p>Identify the mechanism of building the - investment portfolio</p> <p>How to measure investment - portfolios</p>
9. Teaching and learning strategies	
1- .Educational strategy, collaborative concept planning	The strategy

2- .Brainstorming education strategy

3- Education Strategy Notes Series

10. Course structure

Evaluation method	Learning method	or topic Name of the unit	Required learning outcomes	hours	the week
Question and Answer	theoretical		Introduction to investment basics	3	1
			The basics of return and risk	3	2
			The basics of return and risk	3	3
			Valuation of common stock	3	4
			Bond valuation	3	5
			Bond valuation	3	6
			Market efficiency	3	7
			Investment portfolio management	3	8

			Exam		9
			The rule of diversification in the investment portfolio	3	10
			Measuring the performance of the investment portfolio	3	11
			Measuring the performance of the investment portfolio	3	12
			Exam		13
			Introduction to international portfolios	3	14
			Measuring the performance of the international investment portfolio	3	15

11. Course evaluation

marks for the first exam 20-1

second exam marks for the 20 -2

marks for attendance and class participation 10-3

marks for the final exam 50 -4

Total 100 -5

12. Learning and teaching resources	
Amiri / Investment -Muhammad Ali Al - 1 Publishing Portfolio Management, 2013, Ithraa .House	(Required textbooks (methodology, if any
Shabib / Investment -Duraid Kamel Al -2 .Masara-Portfolios, 2010, Dar Al	
Amiri / Advanced Financial -Muhammad Ali Al -3 Management, 2010, Ithraa Publishing House	
	(Main references (sources
	Recommended supporting books and references (....scientific journals, reports)
	Electronic references, Internet sites

120. Course Name
companies The Governance
121. Course Code
122. Semester/year
quarterly
123. The date this course was prepared
2024/13/3
124. Available attendance forms
Weekly/theoretically
125. (study hours (total) / number of units (total
Total number of hours = 30 hours / number of units = 2
126. Name of the course administrator
: Name : M.M. Prayer for the martyr of Habib Email doaa.shaheed@uobasrah.edu.iq
: Name : M.M. Heba Yassin Abdullah Email hiba.yaseen@uobasrah.edu.iq

Course objectives .8					
1. responsibilities Explain the rules a of the board of directors in a corporate .environment 2. List the different types of ,stakeholders And the duties and obligations of .companies towards them 3. Make company decisions based on principles Ethical with a commitment to financial responsibility .imposed by shareholders 4. Understanding business ethics and .managing ethical corporate behavior 5. Develop knowledge, personal skills and competencies .To lead organizations effectively		(Objectives of the course (corporate governan			
58. Teaching and learning strategies					
25- Lectures 26- Style of dialogue and discussions 27- Brainstorming method 28- Reports 29- Legendsdata show 30- Analysis of case studies					Strategies
59. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	Identify the concepts of governance Companies	theoretical	2	the first
Interaction,	Lectures	The legal basis for governance	theoretical	2	the second

answering questions and discussion		Companies			
Interaction, answering questions and discussion	Lectures	Objectives and importance of governance Companies	theoretical	2	the third
Interaction, answering questions and discussion	Lectures	Agency theory	theoretical	2	the fourth
Interaction, answering questions and discussion	Lectures reports +	The principle of equality between shareholders The principle of stakeholders and share	theoretical	2	Fifth
Interact + ion Quiz	Lectures	The principle of disclosure and transparency	theoretical	2	VI
Answer exam questions	Exam	Exam		2	Seventh
Interaction, answering questions and discussion	Lectures case + study analysis	Corporate governance responsibilities	theoretical	2	VIII

Interaction, answering questions and discussion	Lectures	The role of governance a supervisory tool in combating corruption	theoretical	2	Ninth
Interaction, answering questions and discussion	Lectures	governance and its relationship to internal control and auditing	theoretical	2	The tenth
Interaction, answering questions and discussion	Lectures	Responsibilities of the Directors Board of Board committees	theoretical	2	eleventh
Interaction, answering questions and discussion	Lectures	Electronic corporate governance	theoretical	2	twelveth
Interaction, answering questions and discussion	Lectures	Challenges of applying governance corporate	theoretical	2	Thirteenth
Interaction, answering questions and discussion	Lectures	Internal and external governance controls and determinants	theoretical	2	fourteenth
Answer exam	Exam	Exam		2	Fifteenth

questions					
60. Course evaluation					
Participation in the lecture = 5					
Submit reports = 5					
Daily attendance = 5					
Daily Quiz= 5					
Quarterly evaluation = 30					
Final rating = 50					
Learning and teaching resources .12					
			(Required textbooks (methodology, if any (sources) Main references		
(governance (principles and models Dr. Salem Muhammad Abboud & M.M. Muhammad Hashem Hammoud					
<ul style="list-style-type: none"> • Governance / Ali Salah Abdel Ati • Basics of corporate governance & Sana Abdel Rahim Saeed .Mr. Dr Mighty, plain branches 			Recommended supporting books and (...references (scientific journals, reports		
https://www.noor-book.com/?search_for=%D8%AD%D9%8%D9%83%D9%85%D8%A9%20%D8% %D8%B1%D9%83% D8%A7%D8%AA			Electronic references, Internet sites		

127. Course Name
Negotiation management
128. Course Code
129. Semester/year
quarterly
130. The date this course was prepared
2024/7/3 1
131. Available attendance forms
Weekly/theoretically

132. (total) / number of units (total) hours study

Total number of hours = 30 hours / number of units = 2

133. Name of the course administrator

Email **Rana Abdullah Muhammad .Name : M.M**
 : rana.abdullah@uobasrah.edu.iq

Course objectives .8

As a result of this course, the student will be able to: After completing this course, student should be familiar with the the :following

1. Know what the properties are
When does Negotiator Situation ? the need for negotiation arise
2. understand the The ability to negotiating process stages of the and negotiating strategies
3. distinguish between Be able to different types of negotiating positions

negotiation) Objectives of the course (management

61. Teaching and learning strategies

31- Lectures

32- Style of dialogue and discussions

33- Brainstorming method

34- Reports

35- Legendsdata show

36- Analysis of case studies

Strategies

62. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Interaction, answering questions and discussion	Lectures	Learn about management concepts Negotiation	theoretical	2	the first

Interaction, answering questions and discussion	Lectures	importance and The characteristics of negotiation	theoretical	2	the second
Interaction, answering questions and discussion	Lectures	Types of negotiation	theoretical	2	the third
Interaction, answering questions and discussion	Lectures	Principles of the negotiation process	theoretical	2	the fourth
Interaction, answering questions and discussion	Lectures reports +	Areas of negotiation	theoretical	2	Fifth
Interact + ion Quiz	Lectures	Negotiation terms Negotiator types and methods dealing with them	theoretical	2	VI
Answer exam questions	Exam	Exam		2	Seventh
Interaction, answering questions and	Lectures case + study analysis	Characteristics and qualities of a successful negotiator Negotiation strategies	theoretical	2	VIII

discussion					
Interaction, answering questions and discussion	Lectures	Negotiation policies	theoretical	2	Ninth
Interaction, answering questions and discussion	Lectures	Negotiation dimensions and steps	theoretical	2	The tenth
Interaction, answering questions and discussion	Lectures	Negotiating team: concept and characteristics	theoretical	2	eleventh
Interaction, answering questions and discussion	Lectures	Skills that must be available in Negotiation team	theoretical	2	twelveth
Interaction, answering questions and discussion	Lectures	Negotiation maneuvers	theoretical	2	Thirteenth
Interaction, answering questions and discussion	Lectures	Negotiator advantages and skills The successful one	theoretical	2	fourteenth

Answer exam questions	Exam	Exam		2	Fifteenth
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63.Course evaluation

5 = posts, and discussions , Participation in lectures

Daily attendance = 5

20 = First exam rating

Evaluation of the second exam +20

Final rating = 50

Learning and teaching resources .12

	(Required textbooks (methodology, if any (Main references (sources
Nader Ahmed Abu Sheikha, Principles of Masir -Al Negotiation, fifth edition, Dar 12 0 Publishing and Distribution, Jordan, 2	
<ul style="list-style-type: none"> •) (2005) Thabet Abdel Rahman ,Idris Strategies, tactics and applied Negotiation .Egypt ,University House , (skills • Abdullah Hassan Muslim, Negotiation Moataz Publishing and -Department, Al Distribution, Jordan, 2015 • Sayrafi, Negotiation, first -Muhammad Al Jami'i, Egypt, 2016-Fikr Al-edition, Dar A 	Recommended supporting books and (...scientific journals, reports) references
https://www.noor-book.com/?search_for=%D8%A7%D8%A%D8%A7%D8%B1%D8%A9+%D8%A7D9%84%D8%AA%D9%81%D8%A7%D9%88%D8%B6	Electronic references, Internet sites