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**Republic of Iraq**

**Ministry of Higher Education and Scientific Research**

**Tikrit University**

**College of Administration and Economics**

**Department of Business Administration**

**Academic Description**

**Undergraduate Studies**

**First Stage**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
<b>Module Information</b>				
<b>Module Title</b>	Fundamentals of Business Administration Fundamentals of Business Administration	<b>Module Delivery</b>		
<b>Module Type</b>	B	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar		
<b>Module Code</b>	BA1101			
<b>ECTS Credits</b>	8			
<b>SWL (hr/sem)</b>	200			
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	TU.BA.B.Sc		<b>College</b>	Administration and Economics
<b>Module Leader</b>	Mohammed Fadel Tahseen		<b>e-mail</b>	<a href="mailto:tahseen.f.m87@tu.edu.iq">tahseen.f.m87@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Lecturer		<b>Module Leader's Qualification</b>	PhD
<b>Module Tutor</b>			<b>e-mail</b>	
<b>Peer Reviewer Name</b>	Name		<b>e-mail</b>	E-mail
<b>Date of Scientific Committee Approval</b>			<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relationship with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

<b>Module Aims, Learning Outcomes and Indicative Contents</b>
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<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept of management science through its historical developmental stages.</li> <li>2. Introduce students to the importance of management science.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to engage with the scientific content of the course.</li> <li>5. Build students' self-confidence and provide opportunities to understand the topics related to the course content.</li> <li>6. Introduce students to the main sources for collecting data and information related to the course.</li> <li>7. Introduce students to methods of solving problems through management.</li> </ol>
<b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Identify the basic concepts of management principles and their relationship with other sciences.</li> <li>2. Identify the basic concepts of the planning process and its importance.</li> <li>3. Identify the basic concepts of preparing a plan according to the stages of planning.</li> <li>4. Identify the basic concepts of the decision-making process and its types.</li> <li>5. Identify the basic concepts of organization, its objectives, and its divisions.</li> <li>6. Identify the basic concepts of distributing authority and responsibilities.</li> <li>7. Identify the basic concepts of directing, including leadership and motivation.</li> </ol>
<b>Indicative Contents</b> <b>Indicative Contents</b>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Week 1: Chapter One: the nature and concepts of management, the fields in which it operates, and indicators of poor management, with a two-hour presentation.</li> <li>2. Week 2: Identify the types, roles, and skills of managers in organizations, and clarify the essential attributes of a successful manager, with a daily quiz on Chapter One over two hours.</li> <li>3. Week 3: Contemporary challenges faced by organizations in today's world, with a student report assignment over two hours.</li> <li>4. Week 4: Chapter Two: schools of thought (stages in the development of administrative thought), with a daily quiz over two hours.</li> <li>5. Week 5: Identify the organizational environment (internal and external environments) and its relationship with the organization, with a two-hour discussion session.</li> <li>6. Week 6: The concept of planning, its importance, and the stages of the planning process for preparing a plan, with a two-hour presentation.</li> <li>7. Week 7: Identify the basic concepts of decision-making, its stages, and its types,</li> </ol>

	<p>with a two-hour daily quiz.</p> <p>8. Week 8: Control: its concept, importance, objectives, and methods over two hours.</p> <p>9. Week 9: The concept of organization, its objectives, divisions, and stages, with a student report on the concept and importance of organization for organizations over two hours.</p> <p>10. Week 10: Organization design (organizational structure), organizational chart, and organizational manual, including the reasons for redesigning the organizational structure, over two hours.</p> <p>11. Week 11: Chapter Eight: directing, including the concepts of authority and responsibility and the rules for delegation, with a two-hour daily quiz.</p> <p>12. Week 12: The concept of leadership and the leader; the difference between a leader and a manager; leadership styles; and key leadership theories, with a student report project on the applicability of selected theories over two hours.</p> <p>13. Week 13: Midterm examination for Fundamentals of Management.</p> <p>14. Week 14: Motivation, its importance, and its objectives, with a two-hour daily quiz.</p> <p>15. Week 15: Semester examination.</p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>The main teaching and learning strategies include encouraging student participation through discussions while developing and expanding their thinking skills. This will be achieved through classroom materials, interactive tutorials, and simple experiential activities relevant to students. The main objectives can be summarized as follows:</p> <ol style="list-style-type: none"> <li>1. Enable students to address problems related to administrative activities.</li> <li>2. Enable students to meet labor market requirements.</li> <li>3. Enable students to make accurate decisions in a timely manner.</li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b>	75	<b>Structured SWL (h/w)</b>	5

<b>Structured student workload during the semester</b>		<b>Structured student workload per week</b>	
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	122	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	8.13
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>125</b>		

### Module Evaluation

#### Module Evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
As	<b>Formative assessment</b>				
	<b>Daily Quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	<ul style="list-style-type: none"> <li>- Types, roles, and essential attributes of a successful manager</li> <li>- Schools of thought (stages in the development of administrative thought)</li> <li>- The decision-making process and its stages</li> <li>- The concept of directing; authority and responsibility; and rules of delegation</li> <li>- Motivation, its importance, and its objectives</li> </ul>
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1  6	<ul style="list-style-type: none"> <li>- The nature and concept of management, its fields, and indicators of poor management</li> <li>- The concept of planning, its importance, and the stages of the planning</li> </ul>

					process
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	- The internal and external organizational environment - The concept of leadership and the leader, and the difference between them
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	- Contemporary challenges in today's world - The concept of organization, its objectives, and its divisions
<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)		Examination in Fundamentals of Management
	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
<b>Week 1</b>	The nature and concepts of management, the fields in which it operates, and indicators of poor management
<b>Week 2</b>	Types, roles, and skills of managers and the essential attributes of a successful manager
<b>Week 3</b>	Contemporary challenges faced by organizations in today's world
<b>Week 4</b>	Schools of thought (stages in the development of administrative thought)
<b>Week 5</b>	The internal and external organizational environment and its relationship with the organization
<b>Week 6</b>	The concept of planning, its importance, and the stages of the planning process
<b>Week 7</b>	The decision-making process, its stages, and its types

<b>Week 8</b>	The concept of control, its importance, and its objectives
<b>Week 9</b>	The concept of organization, its objectives, divisions, and stages
<b>Week 10</b>	Organizational structure, organizational chart, and organizational manual
<b>Week 11</b>	The concept of directing; authority and responsibility; and rules of delegation
<b>Week 12</b>	The concept of leadership and the leader; the difference between a leader and a manager; and leadership styles
<b>Week 13</b>	Midterm examination for Fundamentals of Management
<b>Week 14</b>	Motivation, its importance, and its objectives
<b>Week 15</b>	Semester Examination
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Topics Covered
<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	
<b>Week 4</b>	
<b>Week 5</b>	
<b>Week 6</b>	
<b>Week 7</b>	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Management and Business, by Dr. Saleh Mahdi Al-Amiri and Taher Mohsen Al-Ghalbi	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website	No
<b>Websites</b>	Reviewing scientific websites through the Internet	

<b>Grading Scheme</b>				
<b>Grading Scheme</b>				
Group	Grade	Grade Description	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A</b> - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B</b> - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C</b> - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D</b> - Satisfactory	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies
	<b>E</b> - Sufficient	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX</b> - Fail	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F</b> - Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.</b></p>				

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
Module Information			
<b>Module Title</b>	Fundamentals of Accounting Fundamentals of Accounting		<b>Module Delivery</b>
<b>Module Type</b>	B		<input checked="" type="checkbox"/> <b>ory</b>
<b>Module Code</b>	BA1103		<input type="checkbox"/> <b>Lecture</b>
<b>ECTS Credits</b>	6		<input type="checkbox"/> <b>Lab</b>
<b>SWL (hr/sem)</b>	150		<input type="checkbox"/> <b>Tutorial</b>
			<input checked="" type="checkbox"/> <b>Practical</b>
			<input type="checkbox"/> <b>Seminar</b>
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>
			1
<b>Administering Department</b>	TU.BA.B.Sc		<b>College</b>
<b>Module Leader</b>	Asst. Prof. Afaq Dhanoun Ibrahim		<b>e-mail</b>
			<a href="mailto:afaqalbadri@tu.edu.iq">afaqalbadri@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Assistant Professor		<b>Module Leader's Qualification</b>
			Master's Degree
<b>Module Tutor</b>	Assist. Lecturer Ihsan Fadel Mohammed		<b>e-mail</b>
			<a href="mailto:Ehsan.f.muhammad@tu.edu.iq">Ehsan.f.muhammad@tu.edu.iq</a>
<b>Peer Reviewer Name</b>	Scientific Committee		<b>e-mail</b>
			E-mail
<b>Date of Scientific Committee Approval</b>			<b>Version Number</b>
			1.0

Relation with other Modules			
Relationship with Other Modules			
<b>Prerequisite module</b>	None		<b>Semester</b>

Co-requisites module	None	Semester	
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### Module Aims, Learning Outcomes and Indicative Contents

#### Module Aims, Learning Outcomes and Indicative Contents

<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to accounting, its types, the accounting cycle, and accounting principles and assumptions.</li> <li>2. Enable students to record entries in the journal using the double-entry system.</li> <li>3. Enable students to post entries to the ledger and balance accounts.</li> <li>4. Introduce and enable students to prepare the trial balance.</li> <li>5. Introduce and enable students to account for capital transactions (capital formation).</li> <li>6. Introduce and enable students to account for merchandise or inventory.</li> </ol>
<b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Students understand accounting, its types, the accounting cycle framework, and accounting principles and assumptions.</li> <li>2. Students know how to record transactions in the journal using double-entry bookkeeping.</li> <li>3. Students master posting to the ledger and extracting account balances.</li> <li>4. Students are able to prepare a trial balance by totals and by balances.</li> <li>5. Students understand accounting for capital transactions (capital formation).</li> <li>6. Students are introduced to and enabled to account for merchandise or inventory.</li> </ol>
<b>Indicative Contents</b> <b>Indicative Contents</b>	<b>Chapter One: A theoretical introduction to financial accounting, including:</b>

	- Accounting fundamentals and concepts (5 hours)
	- Accounting principles and assumptions (5 hours)
	<b>Chapter Two: The journal, including:</b>
	- Recording in the journal (double-entry system) (5 hours)
	- Solving examples of accounting entries (5 hours)
	<b>Chapter Three: The ledger, including:</b>
	- Posting to the ledger (5 hours)
	- Solved examples on posting to the ledger and extracting balances (5 hours)
	<b>Chapter Four: The trial balance</b>
	- Preparing the trial balance by totals and balances (5 hours)
	- Solving examples on preparing the trial balance (5 hours)
	<b>Chapter Five: Capital transactions</b>
	- Opening entry, capital increase and decrease, and personal drawings (5 hours)
	- Revenue expenditures and capital expenditures, loans and their interest (5 hours)
	<b>Chapter Six: Accounting for merchandise, including:</b>
	- Accounting for purchases and sales of merchandise (5 hours)
	- Accounting treatments for trade discounts and cash discounts (5 hours)
	- Accounting treatments for returns and allowances (5 hours)

<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	

	The main strategy adopted in delivering this module is to encourage student participation in exercises while developing and expanding their critical thinking skills. This will be achieved through classroom teaching, interactive tutorials, and simple practical activities relevant to students.
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<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> <b>Structured student workload during the semester</b>	60	<b>Structured SWL (h/w)</b> <b>Structured student workload per week</b>	4
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	150	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	10
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>150</b>		

<b>Module Evaluation</b>						
<b>Module Evaluation</b>						
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome	
<b>As</b>	<b>Formative assessment</b>	<b>Daily Quizzes</b>	1hr/2	10% (10)	5+10	5- Chapter One 10- Capital Transactions
		<b>Assignments</b>	1hr/2	10% (10)	3+12	3. Journal 12- Capital Transactions
		<b>Discussions and Work Groups</b>	1hr/15	10% (10)	During the Semester	
		<b>Report</b>	1/1	10% (10)	13	

Summative assessment	Midterm Examination	2hr	10% (10)		
	Final Examination	3hr	50% (50)		
Total Assessment			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	Accounting Fundamentals and Concepts
Week 2	Accounting Principles / Assumptions
Week 3	Recording in the Journal (Double-Entry System)
Week 4	Solving Examples of Accounting Entries
Week 5	Posting to the Ledger
Week 6	Balancing Accounts
Week 7	Solved Examples of Posting to the Ledger and Balancing It
Week 8	Preparing the Trial Balance
Week 9	Solving Examples on Preparing the Trial Balance
Week 10	Capital Transactions: Opening Entry, Capital Increase and Decrease, and Personal Drawings
Week 11	Revenue Expenditures and Capital Expenditures; Accounting for Loans and Their Interest
Week 12	Accounting for Purchases and Sales of Merchandise
Week 13	Accounting Treatments for Trade Discounts and Cash Discounts
Week 14	Accounting Treatments for Returns and Allowances

<b>Week 15</b>	End-of-Semester Test
<b>Week 16</b>	Preparatory week before the final examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week	Topics Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Fundamentals of Accounting Knowledge, by Talal Al-Jajawi et al.	Yes
<b>Recommended Texts</b>	Principles of Financial Accounting, by Al-Hayali and Al-Kassab	No
<b>Websites</b>		

### Grading Scheme

<b>Grading Scheme</b>				
<b>Group</b>	<b>Grade</b>	<b>Grade Description</b>	<b>Marks %</b>	<b>Definition</b>
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.</b></p>				

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
Module Information				
Module Title	Computer		Module Delivery	
Module Type	B		<input type="checkbox"/> X Theory <input type="checkbox"/> X Lecture <input type="checkbox"/> X Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	1105C			
ECTS Credits	3			
SWL (hr/sem)	75			
Module Level	UGx11	1	Semester of Delivery	1
Administering Department	Accounting		College	
Module Leader	Lect. Waleed Duham Abd		e-mail	<a href="mailto:waleed.D@tu.edu.iq">waleed.D@tu.edu.iq</a>
Module Leader's Acad. Title	Lecturer		Module Leader's Qualification	Master's Degree
Module Tutor			e-mail	
Peer Reviewer Name	Name		e-mail	E-mail
Date of Scientific Committee Approval			Version Number	1.0

Relation with other Modules				
Relation with Other Modules				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

## Module Aims, Learning Outcomes and Indicative Contents

## Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ul style="list-style-type: none"><li>• Introduce the basic concepts of computer skills and information technology.</li><li>• Train students on computer components.</li><li>• Introduce students to the use of the Windows 11 operating system.</li><li>• Introduce students to the use of Microsoft Word 2016.</li><li>• Use computers in daily life.</li><li>• Employ computer skills to serve the user.</li></ul> <p>This course description provides a concise overview of the most important features of Microsoft Word 2016 and the Windows 11 operating system, helping students understand how to use computers in practical and academic life.</p>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p><b>1. Basic skills in computer use:</b></p> <ul style="list-style-type: none"><li>- Properly starting and shutting down the computer.</li><li>- Understanding the different computer components and their functions.</li></ul> <p><b>2. Use of operating systems:</b></p> <ul style="list-style-type: none"><li>- Ability to navigate an operating system (such as Windows, macOS, or Linux).</li><li>- Managing files and folders: creating, copying, moving, and deleting files and folders.</li></ul> <p><b>3. Productivity software:</b></p> <ul style="list-style-type: none"><li>- Using word-processing software (such as Microsoft Word or Google Docs).</li><li>- Creating and editing spreadsheets (such as Microsoft Excel or Google Sheets).</li></ul> <p><b>4. Internet skills:</b></p>

	<ul style="list-style-type: none"> <li>- Browsing the web and using search engines effectively.</li> <li>- Knowing how to set up and use email.</li> <li>- Understanding the basics of online security and personal data protection.</li> </ul> <p><b>5. Advanced technical skills:</b></p> <ul style="list-style-type: none"> <li>- Understanding software basics, such as basic programming principles if they are part of the curriculum.</li> <li>- Knowing how to install and remove programs and applications.</li> <li>- Ability to solve basic technical problems.</li> </ul> <p><b>6. Online collaborative work:</b></p> <ul style="list-style-type: none"> <li>- Using online collaboration tools such as Google Drive or Microsoft OneDrive.</li> <li>- Participating in online meetings and webinars using tools such as Zoom or Microsoft Teams.</li> </ul> <p><b>7. Digital ethics:</b></p> <ul style="list-style-type: none"> <li>- Understanding ethical issues related to technology use.</li> <li>- Awareness of intellectual property rights and respect for them.</li> </ul>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p>The indicative content of the Computer Skills course aims to provide a comprehensive educational framework that helps students acquire basic and advanced skills in using computers and related technologies. This content can be divided into several main units or topics, including:</p> <p><b>1. Introduction to the computer:</b></p> <ul style="list-style-type: none"> <li>- Definition of the computer: what a computer is and the history of its development.</li> <li>- Types of computers: personal computers, laptops, tablets, and supercomputers.</li> <li>- Computer components: hardware and software.</li> </ul>

## 2. Operating system:

- Introduction to operating systems: definition of an operating system and examples such as Windows, macOS, and Linux.
- Navigating the operating system: startup, using the desktop, and managing windows.
- Managing files and folders: creating, copying, moving, and deleting files and folders.

## 3. Productivity software:

- Word processing: using programs such as Microsoft Word or Google Docs to create and format documents.
- Spreadsheets: using programs such as Microsoft Excel or Google Sheets to organize and analyze data.

## 4. Internet and communications:

- Internet basics: how to connect to the Internet, use web browsers, and search effectively through search engines.
- Email: creating and managing an email account and sending and receiving messages.
- Online communication: using tools such as Zoom, Microsoft Teams, and Google Meet.

## 5. Basic programming:

- Introduction to programming: definition of programming and its importance.
- Programming languages: an overview of common programming languages such as Python and JavaScript.
- Writing basic code: creating simple programs and understanding programming logic.

## 6. Digital ethics:

- Ethics in technology use: responsible use of technology and

	<p>intellectual property rights.</p> <ul style="list-style-type: none"> <li>- Dealing with digital content: respecting copyright and dealing with inappropriate content.</li> </ul> <p>7. Basic computer maintenance:</p> <ul style="list-style-type: none"> <li>- Preventive maintenance: cleaning hardware and updating software.</li> <li>- Basic troubleshooting: diagnosing and fixing errors and reinstalling the operating system.</li> </ul>
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<p><b>Learning and Teaching Strategies</b></p> <p><b>Learning and Teaching Strategies</b></p>	
<b>Strategies</b>	<p>Teaching and learning strategies for computer skills include several methods and approaches aimed at enhancing and deepening learners' understanding in this field. Effective strategies include:</p> <ol style="list-style-type: none"> <li>1. Project-based learning: using practical projects to apply acquired skills, helping students understand how software and technical tools are used in real contexts.</li> <li>2. Collaborative learning: encouraging students to work in groups to solve problems, thereby strengthening their communication and teamwork skills.</li> <li>3. Blended learning: combining traditional face-to-face instruction with e-learning to ensure a comprehensive learning experience.</li> <li>4. Practical application and exercises: providing students with opportunities to apply what they have learned through practical exercises, helping consolidate information.</li> <li>5. Use of educational games: using interactive games and applications to increase learner engagement and motivation.</li> <li>6. Self-learning strategies: encouraging students to explore available online</li> </ol>

	<p>educational resources and learn skills independently.</p> <p>7. Continuous assessment: using diverse assessment methods to monitor student progress and ensure their understanding of the content.</p> <p>8. Practical training in laboratories: providing equipped computer laboratories for applying acquired skills in a professional environment.</p> <p>These strategies help make the learning of computer skills more effective and motivating for learners.</p>
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<b>Student Workload (SWL)</b> <b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> Structured student workload during the semester	48	<b>Structured SWL (h/w)</b> Structured student workload per week	3
<b>Unstructured SWL (h/sem)</b> Unstructured student workload during the semester	27	<b>Unstructured SWL (h/w)</b> Unstructured student workload per week	2
<b>Total SWL (h/sem)</b> Total student workload during the semester	75		

<b>Module Evaluation</b> <b>Module Evaluation</b>					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative</b>	<b>Daily quizzes</b>	1hr/2	10% (5)	5,10	Windows system
	<b>Assignments and</b>	1hr/5	10% (2)	3,6,9,12,15	Windows system

assessment	homework				
	Projects / Laboratory	1hr/2	10% (5)	8,14	Windows applications
	Report	1hr	10% (10)	15	all
Summative assessment	Midterm examination	2hr	10% (10)	7	Windows system
	Final examination	3hr	50% (50)	16	all
Total Evaluation			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Theoretical Weekly Syllabus

Week	Material Covered
Week 1	Computer components, introduction
Week 2	Computer components
Week 3	Windows 11 system, introduction
Week 4	Windows 11 interface Desktop and basic icons
Week 5	Windows 11 Settings window
Week 6	Desktop background and screen saver in Windows 11
Week 7	First examination of the first semester
Week 8	Uninstalling and installing programs or applications
Week 9	User accounts
Week 10	Files and folders
Week 11	Introduction to Microsoft Word 2016
Week 12	File menu

Week 13	Home tab and Insert tab
Week 14	Design tab and Layout tab
Week 15	Second examination of the first semester
Week 16	Preparatory week before the final examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Covered Materials
Week 1	Practical application: Windows 11 interface
Week 2	Practical application: Windows installation
Week 3	Practical application: uninstalling and installing programs
Week 4	Practical application: user accounts
Week 5	Practical application: files and folders
Week 6	Practical application: introduction to Microsoft Word 2016
Week 7	Practical application: Word menus

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
Required Texts	Ibn Bilal Al-Zoghbi and Mohammed Malik	No
Recommended Texts	Introduction to Computer Skills / authored by Mohammed Malik et al.	No
Websites		

### Grading Scheme

## Grading Scheme

Group	Grade	Grade Description	Marks %	Definition
<b>Success Group</b> (50 - 100)	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group</b> (0 - 49)	<b>FX - Fail</b>	<b>Fail (subject to remediation)</b>	(45-49)	More work is required, but credit has been granted
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest higher or lower whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University maintains a policy of not condoning “near-pass failure”; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
Module Information				
Module Title	Mathematics for Business Mathematics for Business		Module Delivery	
Module Type	B		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	BA1104			
ECTS Credits	6.00			
SWL (hr/sem)	150			
Module Level	UGx11	1	Semester of Delivery	1
Administering Department	TU.BA.B.Sc		College	
Module Leader	Asst. Prof. Dr. Roya Ahmed Ibrahim		e-mail	<a href="mailto:Roy54@tu.edu.iq">Roy54@tu.edu.iq</a>
Module Leader's Acad. Title	Lacter		Module Leader's Qualification	PhD
Module Tutor			e-mail	
Peer Reviewer Name	Name		e-mail	E-mail
Date of Scientific Committee Approval			Version Number	1.0

Relation with other Modules				
Relation with Other Modules				
Prerequisite module	None		Semester	

<b>Co-requisites module</b>	None	<b>Semester</b>	
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<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to the basic principles of General Mathematics (1) and the importance of mathematics.</li> <li>2. Enable students to understand how to solve linear and nonlinear equations and their applications.</li> <li>3. Enable students to understand differentiation and derivatives (first, second, and third derivatives).</li> <li>4. Enable students to solve inequalities in two variables.</li> <li>5. Enable students to understand matrices and algebraic operations on them.</li> <li>6. Enable students to calculate matrix determinants and inverses and to solve systems of equations using the matrix method.</li> </ol>
<b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b>	<p style="text-align: right;">Important: Write at least six learning outcomes; preferably, they should be equal to the number of study weeks.</p> <ol style="list-style-type: none"> <li>1. The student understands the basic principles of General Mathematics (1) and the importance of mathematics.</li> <li>2. The student is able to solve linear and nonlinear equations and understand their applications.</li> <li>3. The student masters differentiation and derivatives (first derivative and higher derivatives).</li> <li>4. The student is able to solve inequalities in two variables.</li> <li>5. The student understands matrices and algebraic operations on them.</li> <li>6. Enable students to calculate matrix determinants and inverses and to solve systems of equations using the matrix method.</li> </ol>
<b>Indicative Contents</b> <b>Indicative Contents</b>	<p style="text-align: right;">The indicative content includes the following: Chapter One / (12 hours) - Functions + linear equations + nonlinear equations.</p>

	<p style="text-align: right;">- Applied examples.</p> <p style="text-align: right;">Chapter Two / (13 hours)</p> <p>- Differentiation + rules of differentiation + the simplex method for solving linear programming problems (maximization).</p> <p style="text-align: right;">- Practical examples and exercises.</p> <p style="text-align: right;">Chapter Three / (12 hours)</p> <p>- How to solve inequalities in two variables.</p> <p style="text-align: right;">- Practical examples and exercises.</p> <p style="text-align: right;">Chapter Four / (13 hours)</p> <p>- Managerial applications of differentiation.</p> <p style="text-align: right;">- Examples and exercises.</p> <p style="text-align: right;">Chapter Five / (12 hours)</p> <p>- Managerial applications of integration.</p> <p style="text-align: right;">- Examples and exercises.</p> <p style="text-align: right;">Chapter Six / (13 hours)</p> <p>- Probability theory and product quality control.</p> <p style="text-align: right;">- Applied examples and exercises.</p>
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<p><b>Learning and Teaching Strategies</b></p> <p><b>Learning and Teaching Strategies</b></p>
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<p><b>Strategies</b></p>	<p>The principal strategy adopted in delivering this module is to encourage student participation in exercises while improving and expanding their critical-thinking skills. This will be achieved through classroom instruction, interactive tutorials, and consideration of simple experiments involving selected sample activities of interest to students.</p>
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<p><b>Student Workload (SWL)</b></p>
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Student workload is calculated for 15 weeks			
Structured SWL (h/sem) Structured student workload during the semester	60	Structured SWL (h/w) Structured student workload per week	4
Unstructured SWL (h/sem) Unstructured student workload during the semester	150	Unstructured SWL (h/w) Unstructured student workload per week	10
Total SWL (h/sem) Total student workload during the semester	150		

Module Evaluation					
Module Evaluation					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Daily quizzes	18hr	10% (10)	5 + 10	Measures of central tendency Measures of dispersion
	Assignments and homework	19hr	10% (10)	7+13	Correlations of all types + regression
	Discussions and teamwork	18hr	10% (10)	During the semester	
	Report	18hr	10% (10)	During the semester	
Summative assessment	Midterm examination	2hr	10% (10)		
	Final examination	3hr	50% (50)		
Total Evaluation			100% (100 Marks)		

## Delivery Plan (Weekly Syllabus)

### Theoretical Weekly Syllabus

Week	Material Covered
Week 1	Functions + linear equations + nonlinear equations
Week 2	Applied examples + exercises
Week 3	Differentiation + rules of derivatives
Week 4	Applied examples + exercises
Week 5	First monthly examination
Week 6	Inequalities in two variables
Week 7	Applied examples + exercises
Week 8	Probability theory and managerial decision-making
Week 9	Managerial applications of differentiation
Week 10	Applied examples + exercises
Week 11	The simplex method for solving linear programming problems (maximization)
Week 12	Managerial applications of integration
Week 13	Applied examples + exercises
Week 14	Probability theory and product quality control
Week 15	Second monthly examination
Week 16	Preparatory week before the final examination

## Delivery Plan (Weekly Lab. Syllabus)

### Weekly Laboratory Syllabus

Week	Covered Materials
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Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources		
Learning and Teaching Resources		
	Text	Available in the Library?
<b>Required Texts</b>	Mathematics for Students of Economics and Administrative Sciences  Authored by Dr. Mohammed Al-Dulaimi, Dr. Essam Khudair, and Dr. Inaam Baqiyah  Business Mathematics  Prof. Dr. Mustafa Abdul-Ghani Ahmed, Prof. Dr. Ali Al-Sayed Al-Deeb, and Prof. Dr. Mohammed Abdel-Moneim Gouda	Yes
<b>Recommended Texts</b>		
<b>Websites</b>		

Grading Scheme				
Grading Scheme				
Group	Grade	Grade Description	Marks %	Definition
Success Group	A - Excellent	Excellent	90 - 100	Outstanding performance

<b>(50 - 100)</b>	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (subject to remediation)</b>	(45-49)	More work is required, but credit has been granted
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest higher or lower whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University maintains a policy of not condoning “near-pass failure”; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## Module Description Form

Module Information				
Module Information				
Module Title	English Language		Module Delivery	
Module Type	S		<input checked="" type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	UN115			
ECTS Credits	2			
SWL (hr/sem)	50			
Module Level	UGx11	1	Semester of Delivery	2
Administering Department	TU.BA.B.Sc		College	Administration and Economics
Module Leader	Alaa Ahmed Abdullah		e-mail	<a href="mailto:alaaahmed@tu.edu.iq">alaaahmed@tu.edu.iq</a>
Module Leader's Acad. Title	Lecturer		Module Leader's Qualification	Master's Degree
Module Tutor			e-mail	
Peer Reviewer Name	Name		e-mail	E-mail
Scientific Committee Approval Date			Version Number	1.0

Relation with other Modules				
Relation with Other Modules				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

Module Aims, Learning Outcomes and Indicative Contents	
Module Aims, Learning Outcomes and Indicative Contents	
Module Objectives	1. The student should be able to familiarize himself with the basic principles of

<b>Module Objectives</b>	<p>the course well;</p> <ol style="list-style-type: none"> <li>2. The student should be able to read English texts correctly;</li> <li>3. The student should be able to understand the English texts as required;</li> <li>4. The student should be able to understand grammar excellently;</li> <li>5. The student can solve the exercises accurately;</li> <li>6. The student should be able to analyze tasks and participate in exercises effectively.</li> </ol>
<b>Module Learning Outcomes</b>  <b>Module Learning Outcomes</b>	<ol style="list-style-type: none"> <li>7. The student is familiar with the basics of the English language at the first level;</li> <li>8. The student can read simple English texts correctly;</li> <li>9. The student can understand English texts as needed;</li> <li>10. The student can understand grammar rules and understand simple conversations;</li> <li>11. The student can solve exercises at the first level accurately;</li> <li>12. 6. The student can analyze simple language problems and conversations effectively.</li> </ol>
<b>Indicative Contents</b>  <b>Indicative Contents</b>	<p>The guiding content includes the following:</p> <ol style="list-style-type: none"> <li>1. Covering the first chapter "Hello!" in two lectures of 1:30 hours, and the rest of the time is spent encouraging the student to talk and read the texts.</li> <li>2. Covering the second chapter "Your World" in two lectures of 1:30 hours, and the rest of the time is spent encouraging the students to talk and read the texts.</li> <li>3. Covering the third chapter "All About You" in two lectures of 1:30 hours, and the rest of the time is spent encouraging the students to talk and read the texts.</li> <li>4. Preparing for the first monthly exam and explaining this to the students.</li> <li>5. Covering the fourth chapter "The Family!" in one lecture of 1 hour, and the rest of the time is spent encouraging the students to talk and read the texts.</li> <li>6. Chapter 5 "The Way of Living!" is covered in two lectures of 1:30 hours, and the rest of the time is spent encouraging the student to converse and read texts.</li> <li>7. Chapter 6 "Every Day" is covered in two lectures of 1:30 hours, and the rest of the time is spent encouraging the students to converse and read texts.</li> <li>8. Chapter 7 "My Preferences" is covered in two lectures of 1:30 hours, and the rest of the time is spent encouraging the student to converse and</li> </ol>

	read texts.
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Learning and Teaching Strategies	
Learning and Teaching Strategies	
<b>Strategies</b>	<ol style="list-style-type: none"> <li>1. Receiving lectures from the teacher in the classroom using direct learning and visual communication.</li> <li>2. Explanation and clarification in discussions or dialogues</li> <li>3. Questions and answers in individual and group participations</li> <li>4. Visual and audio lectures</li> <li>5. Listening to educational CDs for lectures</li> </ol>

Student Workload (SWL)			
Student Workload Calculated for 15 Weeks			
<b>Structured SWL (h/sem)</b> Structured student workload during the semester	30	<b>Structured SWL (h/w)</b> Structured student workload per week	2
<b>Unstructured SWL (h/sem)</b> Unstructured student workload during the semester	17	<b>Unstructured SWL (h/w)</b> Unstructured student workload per week	1.13
<b>Total SWL (h/sem)</b> Total student workload during the semester	50		

Module Evaluation				
Module Evaluation				
	Time/Number	Weight (Marks)	Week Due	Relevant Learning

As					Outcome
Formative assessment	Daily Quizzes	1/2	10% (10)	3,13	Unit 1, 2, 4, 5
	Assignments / Homework	1/2	10% (10)	4, 14	Unit 2, 6
	Projects / Discussions	1/ 5	10% (10)	2,5,8,12,13	Unit 1,3, 4,5,6
	Report	1/1	10% (10)	15	all
Summative assessment	Midterm Examination	2hr	10% (10)	7	Unit 1,2,3
	Final Examination	3hr	50% (50)		all
Total Evaluation			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	Am/ are/ is, my/your · This is ... • How are you? • Good morning! What is this in English? • Numbers 1-10 • Plurals, "Hello!" part 1
Week 2	Am/ are/ is, my/your · This is ... • How are you? • Good morning! What is this in English? • Numbers 1-10 • Plurals, "Hello!" part 2
Week 3	Countries • he/she/ they, his/her • Where's he from? fantastic/ awful/ beautiful · Numbers 11-30, "Your world" part 1
Week 4	Countries • he/she/ they, his/her • Where's he from? fantastic/ awful/ beautiful · Numbers 11-30, "Your world" part 2
Week 5	Jobs • am/are/ is • Negatives and questions • Personal information • Social expressions (1), "All about you" part 1
Week 6	Jobs • am/are/ is • Negatives and questions • Personal information • Social expressions (1), "All about you" part 2
Week 7	First exam

<b>Week 8</b>	our/their • Possessive 's • The family • has/have • The alphabet, "Family and friends"
<b>Week 9</b>	Sports/ Food/ Drinks • Present Simple - I/you/ we/ they • a/an, Languages and nationalities • Numbers and prices, "The way I live" part 1
<b>Week 10</b>	Sports/ Food/ Drinks • Present Simple - I/you/ we/ they • a/an Languages and nationalities • Numbers and prices, "The way I live" part 2
<b>Week 11</b>	The time • Present Simple-he/she • always/sometimes/never, Words that go together • Days of the week, "Every day" part 1
<b>Week 12</b>	The time • Present Simple-he/she • always/sometimes/never, Words that go together • Days of the week, "Every day" part 2
<b>Week 13</b>	Question words • me/him/us/them • this/that, Adjectives • Can I. .. ?, "My favorites" part 1
<b>Week 14</b>	Question words • me/him/us/them • this/that, Adjectives • Can I. .. ?, "My favorites" part 2
<b>Week 15</b>	<b>Second exam</b>
<b>Week 16</b>	<b>Preparatory Week before the Final Examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

Covered Material
Week 1 none

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	The New Headway Beginner Student's Book – By John and Liz Soars (OXFORD University Press)	Yes
<b>Recommended Texts</b>	The New Headway Plus Work Book Grammar .cl/English/ do-did done	No
<b>Websites</b>	<a href="https://www.wallstreetenglish.com/blog/a-guide-to-english-grammar">https://www.wallstreetenglish.com/blog/a-guide-to-english-grammar</a>	

Grading Scheme				
Grading Scheme				
Group	Grade	Grade Descriptor	Marks %	Definition
Success Group (50 - 100)	A - Excellent	Excellent	90 - 100	Outstanding performance
	B - Very Good	Very Good	80 - 89	Above average with some errors
	C - Good	Good	70 - 79	Sound work with noticeable errors
	D - Satisfactory	Satisfactory	60 - 69	Fair, but with major deficiencies
	E - Sufficient	Sufficient	50 - 59	Work meets the minimum standards
Fail Group (0 - 49)	FX - Fail	Fail (Remedial)	(45-49)	More work is required, but credit has been awarded
	F - Fail	Fail	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest higher or lower whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The university has a no-condonation policy for “near-pass failure”; therefore, the only adjustment to the mark(s) awarded by the original mark(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
Module Information				
Module Title	Arabic Language		Module Delivery	
Module Type	S		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	UN116			
ECTS Credits	2			
SWL (hr/sem)	50			
Module Level	UGx11	1	Semester of Delivery	1
Administering Department	TU.BA.B.Sc		College	Administration and economics
Module Leader	Lect. Dr. Yaseen Faraj Yaseen		e-mail	<a href="mailto:yaseen.faraj@tu.edu.iq">yaseen.faraj@tu.edu.iq</a>
Module Leader's Acad. Title	assistant Professor		Module Leader's Qualification	assistant Professor
Module Tutor			e-mail	
Peer Reviewer Name			e-mail	
Scientific Committee Approval Date			Version Number	1.0

Relation with other Modules	
Relation with Other Modules	

Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

### Module Aims, Learning Outcomes and Indicative Contents

#### Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1- Introduce students to the rules of the Arabic language in a manner appropriate to their work in the field of administration.</li> <li>2- Enable the student to write financial entries correctly.</li> <li>3- Enable the student to write financial reports correctly, organize handwriting, and format writing properly.</li> <li>4- Enable the student to practice transparency in administrative transactions.</li> <li>5. Develop the student's skills in decision-making and in evaluating information, concepts, and skills.</li> <li>6. Ensure accuracy in providing administrative information.</li> <li>7. The student should understand that language is the foundation of all sciences because it is the instrument of thought.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least 6 learning outcomes; preferably, they should be equal to the number of weeks of study.</p> <ol style="list-style-type: none"> <li>1- <b>The Holy Qur'an (Surah Al-Kahf).</b></li> <li>2. <b>Inflected and indeclinable words in Arabic grammar.</b></li> <li>3. <b>The past-tense verb.</b></li> <li>4. <b>The present-tense verb (inflection and indeclinability).</b></li> </ol>

	<p><b>5. The nominal sentence (subject and predicate).</b></p> <p><b>6. The nominal sentence (defective verbs).</b></p> <p><b>7. The nominal sentence (particles resembling verbs).</b></p> <p><b>8. Writing numerals.</b></p>
<p><b>Indicative Contents</b> <b>Indicative Contents</b></p>	<p>The indicative content focuses on identifying proper administrative language and constructing sentences correctly. Arabic is one of the academic subjects in which the instructor needs to employ more than one teaching method in order to provide students with the basic language skills of writing, reading, listening, and speaking. In terms of linguistic accuracy, during the first and second weeks, students study and memorize a passage from Surah Al-Kahf. In the remaining weeks, Arabic grammar is addressed according to Alfiyyat Ibn Malik, beginning with the verbal sentence (past, present, and imperative verbs), followed by the nominal sentence (subject and predicate, particles resembling verbs, and defective verbs), and then spelling. The material is distributed across the semester weeks according to its importance.</p>

**Learning and Teaching Strategies**

## Learning and Teaching Strategies

### Strategies

- Theoretical lecture on Surah Al-Kahf in the Holy Qur'an (4 hours)
  - Daily exam (1 hour)
  - Theoretical lecture on the past-tense verb (2 hours)
  - Theoretical lecture on the present-tense verb (its inflection) (4 hours)
  - Theoretical lecture on the indeclinability of the present-tense verb (1 hour)
  - Daily exam (1 hour)
  - Theoretical lecture on the imperative verb (2 hours)
  - First monthly exam (1 hour)
  - Theoretical lecture on the nominal sentence: subject and predicate (4 hours)
  - Daily exam (1 hour)
  - Theoretical lecture on the nominal sentence: defective verbs (2 hours)
  - Theoretical lecture on the nominal sentence: particles resembling verbs (1 hour)
  - Daily exam (1 hour)
  - Writing numerals (2 hours)
  - Punctuation (1 hour)
  - Second monthly exam (1 hour)
  - Review of the course material (1 hour)

## Student Workload (SWL)

Student workload calculated for 15 weeks			
Structured SWL (h/sem) Student structured workload during the semester	30	Structured SWL (h/w) Student structured workload per week	2
Unstructured SWL (h/sem) Student unstructured workload during the semester	17	Unstructured SWL (h/w) Student unstructured workload per week	1.13
Total SWL (h/sem) Student total workload during the semester	50		

Module Evaluation					
Module Evaluation					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Daily Exams	1hr/4	10% (10)	2+5+7+10	Memorizing a passage from Surah Al-Kahf; formation of the past-tense verb.  Inflection of the present-tense verb.  Writing numerals.
	Assignments and Homework	1hr/10	10% (10)	1+3+4+6+8 + +11+12+13 +14	Lessons learned from Surah Al-Kahf. - The past-tense verb. - The present-tense verb. - Indclinability of the present-tense verb. - The imperative

					verb. - The subject and predicate. - Particles resembling verbs. - Defective verbs. - Writing numerals. - Punctuation.
	<b>Projects / Laboratory</b>		10% (10)		
	<b>Report</b>	1hr/1	10% (10)	15	
<b>Summative assessment</b>	<b>Midterm Exam</b>	2hr	10% (10)		
	<b>Final Exam</b>	3hr	50% (50)		
<b>Total Evaluation</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Theoretical Weekly Syllabus

Week	Material Covered
<b>Week 1</b>	Memorizing a Qur'anic passage from Surah Al-Kahf
<b>Week 2</b>	Lessons learned from Surah Al-Kahf
<b>Week 3</b>	The verbal sentence (past-tense verb)
<b>Week 4</b>	The verbal sentence: present-tense verb (inflection)
<b>Week 5</b>	The verbal sentence: present-tense verb (indeclinability)
<b>Week 6</b>	The verbal sentence (imperative verb)
<b>Week 7</b>	First monthly exam
<b>Week 8</b>	The nominal sentence (subject and predicate)
<b>Week 9</b>	The nominal sentence (defective verbs)

<b>Week 10</b>	The nominal sentence (particles resembling verbs)
<b>Week 11</b>	Spelling (writing hamza)
<b>Week 12</b>	Second monthly exam
<b>Week 13</b>	Writing numerals (single numbers)
<b>Week 14</b>	Writing numerals (compound numbers)
<b>Week 15</b>	<b>Writing numerals (large numbers) and punctuation</b>
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Material Covered
<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	
<b>Week 4</b>	
<b>Week 5</b>	
<b>Week 6</b>	
<b>Week 7</b>	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	1- Tafsir al-Qur'an by Abdullah Shubbar 2- Arabic Language for Non-Specialist Departments by	No

	Abdullah Fadhira Hassan Amin	
<b>Recommended Texts</b>	3- Alfiyyat Ibn Malik in Grammar 4- Clear Spelling Book	No
<b>Websites</b>	<a href="https://www.twinkl.com/blog/arabic-grammar-nahw-arabi-egypt-middle-east-educational-resources">https://www.twinkl.com/blog/arabic-grammar-nahw-arabi-egypt-middle-east-educational-resources</a>  <a href="https://www.googleadservices.com/">https://www.googleadservices.com/</a>	

Grading Scheme				
Grading Scheme				
Group	Grade	Grade Description	Marks %	Definition
<b>Success (50 - 100)</b>	<b>A</b> - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B</b> - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C</b> - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D</b> - Satisfactory	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E</b> - Sufficient	<b>Sufficient</b>	50 - 59	Work meets the minimum standards
<b>Fail (0 - 49)</b>	<b>FX</b> – Fail	<b>Fail (Remedial Processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F</b> – Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks that are higher or lower than 0.5 will be rounded to the nearest higher or lower whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The university has a policy of not condoning “near-pass failure”; therefore, the only adjustment to the marks awarded by the original mark(s) will be the automatic rounding described above.</b></p>				

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
Module Information				
<b>Module Title</b>	Financial Accounting Basics of Financial Accounting		<b>Module Delivery</b>	
<b>Module Type</b>	C		<input checked="" type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input checked="" type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	1101BFA			
<b>ECTS Credits</b>	8			
<b>SWL (hr/sem)</b>	200			
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Type Dept. Code	<b>College</b>		
<b>Module Leader</b>	Asst. Prof. Afaq Dhannoun Ibrahim		<b>e-mail</b>	<a href="mailto:afaqalbadri@tu.edu.iq">afaqalbadri@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Assistant Professor		<b>Module Leader's Qualification</b>	Master's Degree
<b>Module Tutor</b>	Asst. Prof. Asmaa Naaman Jasim		<b>e-mail</b>	<a href="mailto:asmaajasim@tu.edu.iq">asmaajasim@tu.edu.iq</a>
<b>Peer Reviewer Name</b>	Scientific Committee		<b>e-mail</b>	E-mail
<b>Date of Scientific Committee Approval</b>			<b>Version Number</b>	1.0

Relation with other Modules				
Relation with other Modules				
<b>Prerequisite module</b>	None		<b>Semester</b>	
<b>Co-requisites module</b>	None		<b>Semester</b>	

## Module Aims, Learning Outcomes and Indicative Contents

### Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Introduce students to commercial papers, their types, and recording procedures.</li> <li>2. Explain the accounting procedures for fixed assets in terms of acquisition, use, depreciation, and disposal.</li> <li>3. Enable students to record adjusting entries and prepare end-of-period adjustments.</li> <li>4. Introduce students to the main financial statements (income statement and balance sheet) and the mechanism for preparing them.</li> <li>5. Enable students to correct accounting errors that occur during the financial period.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<ol style="list-style-type: none"> <li>1. Explain the accounting recording mechanism, accounting records, and completion of the accounting cycle.</li> <li>2. Financial statements (income statement and balance sheet) and the mechanism for preparing them.</li> <li>3. Prepare year-end closing entries.</li> <li>4. Demonstrate the ability to identify financial statement elements that are measurable in monetary terms.</li> <li>5. Demonstrate skill in recording accounting entries and posting them within the accounting cycle.</li> <li>6. Demonstrate skills in maintaining accounting records and preparing financial statements (income statement and balance sheet).</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p><b>Chapter One: Introduction to Commercial Papers, including:</b></p> <ul style="list-style-type: none"> <li>- Concept and types of commercial papers. (6 hours)</li> <li>- Accounting treatment of bills of exchange (notes receivable and notes payable), from issuance to disposal. (6 hours)</li> <li>- Solved examples of commercial bills in terms of issuance, sending, pledging, and selling. (6 hours)</li> </ul> <p><b>Chapter Two: Accounting for Fixed Assets, including:</b></p> <ul style="list-style-type: none"> <li>- Acquisition of fixed assets. (6 hours)</li> </ul>

	<ul style="list-style-type: none"> <li>- Depreciation of fixed assets. (6 hours)</li> <li>- Disposal of fixed assets. (6 hours)</li> <li>- Solved examples of accounting entries for fixed assets. (6 hours)</li> </ul> <p><b>Chapter Three: Recording adjusting entries and preparing adjustments, including:</b></p> <ul style="list-style-type: none"> <li>- Adjusting entries: prepayments. (6 hours)</li> <li>- Adjusting entries: accruals. (6 hours)</li> <li>- Solved examples of adjusting entries: prepayments and accruals. (6 hours)</li> </ul> <p><b>Chapter Four: Financial Statements (income statement and balance sheet):</b></p> <ul style="list-style-type: none"> <li>- Preparing the income statement. (6 hours)</li> <li>- Preparing the balance sheet. (6 hours)</li> <li>- Solved examples of preparing the income statement and balance sheet. (6 hours)</li> </ul> <p><b>Chapter Five: Accounting Errors:</b></p> <ul style="list-style-type: none"> <li>- Concept of accounting errors. (2 hours)</li> <li>- Types of accounting errors. (2 hours)</li> <li>- Methods of correcting accounting errors. (6 hours)</li> <li>- Solved examples of types of accounting errors. (6 hours)</li> </ul>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	For example: The main strategy adopted in delivering this module is to encourage student participation in exercises while simultaneously improving and broadening their critical thinking skills. This will be achieved through classroom sessions, interactive tutorials, and consideration of simple experiments involving selected sample activities of interest to students.

<b>Student Workload (SWL)</b>			
<b>Student workload calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b>	108 hours	<b>Structured SWL (h/w)</b>	7 hours

<b>Structured student workload during the semester</b>		<b>Structured student workload per week</b>	
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	92 hours	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	6 hours
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>200 hours</b>		

### Module Evaluation

### Module Evaluation

As

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	1hr/2	10% (10)	4+10	4 - Chapter One 10- Fixed Assets
	<b>Assignments / Homework</b>	1hr/2	10% (10)	3+12	3 - Adjusting Entries 12- Balance Sheet
	<b>Discussions and Teamwork</b>	1hr/15	10% (10)	During the semester	
	<b>Report</b>		10% (10)	13	
<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)		
	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

### Theoretical Weekly Syllabus

Week	Material Covered
Week 1	Concept and types of commercial papers.
Week 2	Accounting treatment of bills of exchange (notes receivable and notes payable), from issuance to disposal.
Week 3	Solved examples of commercial bills in terms of issuance, sending, pledging, and selling.
Week 4	Acquisition of fixed assets.
Week 5	Depreciation of fixed assets.
Week 6	Disposal of fixed assets.
Week 7	Solved examples of accounting entries for fixed assets.
Week 8	Adjusting entries: prepayments.
Week 9	Adjusting entries: accruals.
Week 10	Solved examples of adjusting entries: prepayments and accruals.
Week 11	Preparing the income statement.
Week 12	Preparing the balance sheet.
Week 13	Solved examples of preparing the income statement and balance sheet.
Week 14	Concept, types, and correction methods of accounting errors.
Week 15	Solved examples of types of accounting errors.
Week 16	Preparatory week before the final examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week	Material Covered
Week 1	
Week 2	

Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources		
Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts	Fundamentals of Accounting Knowledge - Talal Al-Jajawi et al.	Yes
Recommended Texts	Principles of Financial Accounting (Al-Ani and Al-Saadi)	No
Websites		

Grading Scheme				
Grading Scheme				
Group	Grade	Rating	Marks %	Definition
Success Group (50 - 100)	A - Excellent	Excellent	90 - 100	Outstanding performance
	B - Very Good	Very Good	80 - 89	Above average with some errors
	C - Good	Good	70 - 79	Sound work with noticeable errors
	D - Satisfactory	Satisfactory	60 - 69	Fair but with major shortcomings
	E - Sufficient	Sufficient	50 - 59	Work meets the minimum standards
Fail Group	FX - Fail	Fail (under processing)	(45-49)	More work is required, but credit has been awarded

(0 - 49)	F - Fail	Fail	(0-44)	A substantial amount of work is required

**Note: Decimal marks that are greater or less than 0.5 will be rounded to the nearest higher or lower whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The university has a policy of not condoning a "near-pass failure"; therefore, the only adjustment to the marks awarded by the original mark(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## Module Description Form

Module Information				
Module Information				
<b>Module Title</b>	Human Rights and Democracy		<b>Module Delivery</b>	
<b>Module Type</b>	S		* Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	1204HRO			
<b>ECTS Credits</b>	2			
<b>SWL (hr/sem)</b>	50			
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Accounting		<b>College</b>	Administration and Economics
<b>Module Leader</b>	Assist. Lecturer Abdulrahman Najm Abdullah		<b>e-mail</b>	<a href="mailto:Abdulrahman13@tu.edu.iq">Abdulrahman13@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Assist. Lect.		<b>Module Leader's Qualification</b>	Master
<b>Module Tutor</b>			<b>e-mail</b>	
<b>Peer Reviewer Name</b>	Name		<b>e-mail</b>	E-mail
<b>Scientific Committee Approval Date</b>			<b>Version Number</b>	1.0

Relation with other Modules				
Relation with Other Modules				
<b>Prerequisite module</b>	None		<b>Semester</b>	
<b>Co-requisites module</b>	None		<b>Semester</b>	

## Module Aims, Learning Outcomes and Indicative Contents

### Module Aims, Learning Outcomes and Indicative Contents

<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"><li>1. Raising students' awareness of human rights and public freedoms.</li><li>2. Introducing students to forms of government around the world and explaining the democratic system and its benefits.</li><li>3. Enabling students to understand how to practice democracy in society.</li></ol>
<b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b>	<p>Important: Write at least six learning outcomes; preferably, they should correspond to the number of study weeks.</p> <ol style="list-style-type: none"><li>1. Knowledge and understanding of human rights.</li><li>2. Knowledge and understanding of public freedoms and democracy.</li><li>3. Knowledge of human rights and duties, and public freedoms.</li><li>4. Enabling students to practice freedom and democracy.</li><li>5. Knowledge of laws related to human rights.</li><li>6. Familiarity with international laws related to human rights.</li></ol>
<b>Indicative Contents</b> <b>Indicative Contents</b>	<p>The indicative content includes guidance and educational awareness on human rights.</p>

## Learning and Teaching Strategies

### Learning and Teaching Strategies

<b>Strategies</b>	<ol style="list-style-type: none"><li>1. Knowledge and understanding of human rights.</li><li>2. Knowledge and understanding of public freedoms and democracy.</li><li>3. Knowledge of human rights and duties, and public freedoms.</li></ol>
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<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> Structured student workload during the semester	33	<b>Structured SWL (h/w)</b> Structured student workload per week	2
<b>Unstructured SWL (h/sem)</b> Unstructured student workload during the semester	17	<b>Unstructured SWL (h/w)</b> Unstructured student workload per week	1
<b>Total SWL (h/sem)</b> Total student workload during the semester	<b>50</b>		

<b>Module Evaluation</b>					
<b>Module Evaluation</b>					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	1/1	10% (10)	2	Introduction to rights and freedoms
	<b>Assignments and duties</b>	1/1	10% (10)	5	The people's right to self-determination
	<b>Projects / Discussions</b>	4/4	10% (10)	During the semester	The principle of equality in rights
	<b>Report</b>	1	10% (10)	15	Introduction to international humanitarian law
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)	8	Basic principles of democracy
	<b>Final</b>	3hr	50% (50)	15	Basic principles of

	<b>examination</b>				democracy
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

**Week**

	<b>Material Covered</b>
<b>Week 1</b>	Introduction to rights and freedoms
<b>Week 2</b>	Introduction to politics
<b>Week 3</b>	Introduction to judicial rights
<b>Week 4</b>	The people's right to self-determination
<b>Week 5</b>	The principle of equality in rights
<b>Week 6</b>	Introduction to international humanitarian law
<b>Week 7</b>	Civil human rights
<b>Week 8</b>	Political human rights
<b>Week 9</b>	Guarantees for respect for human rights
<b>Week 10</b>	Human rights in Islamic law
<b>Week 11</b>	Human rights in public law
<b>Week 12</b>	Human rights in the Iraqi Constitution
<b>Week 13</b>	Human rights violations
<b>Week 14</b>	Basic principles of democracy
<b>Week 15</b>	Preparatory week before the final examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

**Week**

	<b>Covered Materials</b>
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<b>Week 1</b>	None
<b>Week 2</b>	None
<b>Week 3</b>	None
<b>Week 4</b>	None
<b>Week 5</b>	None
<b>Week 6</b>	None
<b>Week 7</b>	None

<b>Learning and Teaching Resources</b>		
<b>Learning and Teaching Resources</b>		
	Text	Available in the Library?
<b>Required Texts</b>	Human Rights, authored by Dr. Ali Al-Shukri Human Rights and Democracy	Yes
<b>Recommended Texts</b>	Specialized journals on human rights and democracy	No
<b>Websites</b>		

<b>Grading Scheme</b>				
<b>Grading Scheme</b>				
Group	Grade	Assessment	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings

	E - Sufficient	<b>Sufficient</b>	50 - 59	Work meets the minimum standards
<b>Fail Group (0 - 49)</b>	FX - Fail	<b>Fail (Remedial)</b>	(45-49)	More work is required, but credit has been awarded
	F - Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks that are above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a no-condonation policy for “near-pass failures”; therefore, the only adjustment to marks awarded by the original mark(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## Module Description Form

Module Information				
Module Information				
<b>Module Title</b>	ACCOUNTING READINGS AND BUSINESS CORRESPONDENCE IN ENGLISH		<b>Module Delivery</b>	
<b>Module Type</b>	B		<input checked="" type="checkbox"/> Theory <input checked="" type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	1103ARC			
<b>ECTS Credits</b>	4			
<b>SWL (hr/sem)</b>	100			
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Type Dept. Code Accounting	<b>College</b>	Administration & Economics	
<b>Module Leader</b>	Alaa Ghalib Ali		<b>e-mail</b>	<a href="mailto:alaa.g.ali@tu.edu.iq">alaa.g.ali@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Lecturer		<b>Module Leader's Qualification</b>	Master's Degree
<b>Module Tutor</b>	Name (if available)		<b>e-mail</b>	E-mail
<b>Peer Reviewer Name</b>	Scientific Committee		<b>e-mail</b>	E-mail
<b>Scientific Committee Approval Date</b>			<b>Version Number</b>	1.0

<b>Relation with other Modules</b>  <b>Relation with Other Modules</b>
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<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to the basic terminology used in accounting-related business correspondence in English.</li> <li>2. Introduce students to an overview of accounting readings and business correspondence.</li> <li>3. Introduce students to the types of business correspondence in English.</li> <li>4. Introduce students to how to write business correspondence in English.</li> <li>5. Introduce students to the conceptual framework of accounting in English.</li> <li>6. Introduce students to the accounting cycle in English.</li> </ol>
<b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b>	<p style="text-align: right;">Important: Write at least six learning outcomes, preferably equal to the number of weeks of study.</p> <ol style="list-style-type: none"> <li>1. Graduates will be able to practice the accounting profession comprehensively, accurately, and properly.</li> <li>2. Graduates will be able to record financial transactions and prepare adjustments occurring in economic units in the journal and post them to the general ledger.</li> <li>3. Graduates will be able to prepare financial statements for economic units and present them to stakeholders.</li> <li>4. Graduates will be able to analyze and express an opinion on the financial position of economic units.</li> <li>5. Graduates will be able to work in the accounting divisions of government departments.</li> <li>6. Graduates will be able to work in the private sector.</li> </ol>
<b>Indicative Contents</b> <b>Indicative Contents</b>	<p style="text-align: center;">The indicative content includes the following:</p> <ul style="list-style-type: none"> <li>• THE CONCEPTUAL FRAMEWORK OF ACCOUNTING Students are introduced to the conceptual framework of accounting, beginning with its fundamental objectives, then accounting statements</li> </ul>

	<p>and the qualitative characteristics of accounting information, before moving to accounting assumptions and principles. 5 hours.</p> <ul style="list-style-type: none"> <li>• <b>DEFINITIONS OF ACCOUNTING</b> Students are introduced to the basic concepts of accounting and the historical development of accounting. 4 hours.</li> <li>• <b>KINDS OF ACCOUNTING</b> Students are introduced to the main branches of accounting, such as management accounting, cost accounting, financial accounting, tax accounting, and others. 3 hours.</li> <li>• <b>THE MAIN USERS OF ACCOUNTING INFORMATION</b> Students are introduced to the main users of accounting information, such as government agencies, investors, the general public, financial analysts, and others. 3 hours.</li> <li>• <b>QUALITATIVE CHARACTERISTICS OF ACCOUNTING INFORMATION</b> Students are introduced to the fundamental qualitative characteristics of accounting information (relevance and faithful representation) and the enhancing characteristics (timeliness, comparability, verifiability, and understandability). 3 hours.</li> <li>• <b>ACCOUNTING CYCLE</b> Students are introduced to the accounting cycle, including journal recording, posting to the general ledger, adjusting accounts, and preparing financial statements. 3 hours.</li> <li>• <b>BUSINESS TRANSACTION</b> Students are introduced to business transactions, their debit and credit sides, and the meaning of each. 4 hours.</li> <li>• <b>DEFINITION OF BUSINESS CORRESPONDENCES</b> Students are introduced to the concept of business correspondence, its types, and the primary and secondary parts of a business letter. 5 hours.</li> </ul>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>The main strategy adopted in delivering this module is to encourage students' participation in exercises while improving and expanding their critical thinking skills. This will be achieved through classroom instruction, interactive tutorials, and consideration of simple activities and examples that are relevant to students' interests.</p>

<b>Student Workload (SWL)</b>			
<b>Student workload calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b>	<b>33</b>	<b>Structured SWL (h/w)</b>	<b>2</b>

<b>Structured student workload during the semester</b>		<b>Weekly structured student workload</b>	
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	67	<b>Unstructured SWL (h/w)</b> <b>Weekly unstructured student workload</b>	4
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>Total 100</b>		

### Module Evaluation

### Module Evaluation

As

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	1/hr	10% (10)	5	4
	<b>Assignments and homework</b>	1/hr	10% (10)	6	1
	<b>Projects / Laboratory</b>	1/hr	10% (10)	8	3
	<b>Report</b>	1/hr	10% (10)	10	14
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)	12	1-10
	<b>Final examination</b>	3hr	50% (50)	16	1-15
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

## Weekly Theoretical Syllabus

Week

	Material Covered
<b>Week 1</b>	THE CONCEPTUAL FRAMEWORK OF ACCOUNTING
<b>Week 2</b>	DEFINITIONS OF ACCOUNTING
<b>Week 3</b>	KINDS OF ACCOUNTING
<b>Week 4</b>	THE MAIN USERS OF ACCOUNTING INFORMATION
<b>Week 5</b>	QUALITATIVE CHARACTERISTICS OF ACCOUNTING INFORMATION
<b>Week 6</b>	ACCOUNTING ASSUMPTIONS, PRINCIPLES, AND CONSTRAINTS
<b>Week 7</b>	ACCOUNTING TRANSACTION ANALYSIS AND RECORDING
<b>Week 8</b>	ACCOUNTING CYCLE
<b>Week 9</b>	BUSINESS TRANSACTION
<b>Week 10</b>	CLASSIFICATION OF ACCOUNTS
<b>Week 11</b>	FUNCTIONS OF ACCOUNTING
<b>Week 12</b>	ELEMENTS OF ACCOUNTING STATEMENTS
<b>Week 13</b>	BASIC ACCOUNTING STATEMENTS
<b>Week 14</b>	DEFINITION OF BUSINESS CORRESPONDENCES
<b>Week 15</b>	FUNCTIONS OF BUSINESS LETTERS
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

## Delivery Plan (Weekly Lab. Syllabus)

### Weekly Laboratory Syllabus

Week

	Material Covered
<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	

Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources		
Learning and Teaching Resources		
	Text	Available in the Library?
<b>Required Texts</b>	Accounting Readings and Business Correspondence, authored by Prof. Dr. Saud Jaid Mashkoor, Al-Muthanna University, 2012.	Yes
<b>Recommended Texts</b>		No
<b>Websites</b>		

Grading Scheme				
Grading Scheme				
Group	Grade	Descriptor	Marks %	Definition
<b>Success Group (50 - 100)</b>	A - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	B - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	C - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	D - Satisfactory	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings
	E - Sufficient	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	FX - Fail	<b>Fail (remedial)</b>	(45-49)	More work is required, but credit has been awarded
	F - Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required

Note: Decimal marks will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.

# MODULE DESCRIPTION FORM

## Module Description Form

Module Information			
Module Information			
<b>Module Title</b>	Principles of Business Administration		<b>Module Delivery</b>
<b>Module Type</b>	B		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar
<b>Module Code</b>	1205PBA		
<b>ECTS Credits</b>	2		
<b>SWL (hr/sem)</b>	125		
<b>Module Level</b>	UGx11	1	
<b>Administering Department</b>	Type Dept. Code	<b>College</b>	Administration and economics
<b>Module Leader</b>	Mohammed Hamad Musa		<b>e-mail</b> <a href="mailto:musahamad93@gmail.com">musahamad93@gmail.com</a>
<b>Module Leader's Acad. Title</b>	Assistant Lecturer		<b>Module Leader's Qualification</b> Master's Degree
<b>Module Tutor</b>			<b>e-mail</b>
<b>Peer Reviewer Name</b>	Name	<b>e-mail</b>	E-mail
<b>Scientific Committee Approval Date</b>			<b>Version Number</b> 1.0

Relation with other Modules			
Relation with Other Modules			
<b>Prerequisite module</b>	None		<b>Semester</b>
<b>Co-requisites module</b>	None		<b>Semester</b>

## Module Aims, Learning Outcomes and Indicative Contents

### Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Enable the student to understand the theoretical framework of the administrative process and identify its components in detail.</li> <li>2. Understand the importance of studying management in practical life.</li> <li>3. Enable the student to apply leadership and motivation methods and understand how to deal with superiors and subordinates.</li> <li>4. Enable the student to carry out the planning process and develop appropriate alternative plans.</li> <li>5. Enable the student to identify how to prepare an appropriate organizational structure and distribute authority and responsibility.</li> <li>6. Enable the student to apply management concepts that help in making sound decisions within the field of work.</li> <li>7. Enable the student to diagnose problems related to administrative activities and determine how to address them.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, they should correspond to the number of study weeks.</p> <ol style="list-style-type: none"> <li>1. Identify the basic concepts of principles of management and their relationship with other sciences.</li> <li>2. Identify the basic concepts of the planning process and its importance.</li> <li>3. Identify the basic concepts of preparing a plan according to the stages of planning.</li> <li>4. Identify the basic concepts of the decision-making process and its types.</li> <li>5. Identify the basic concepts of organizing, including its objectives and divisions.</li> <li>6. Identify the basic concepts of distributing authority and responsibility.</li> <li>7. Identify the basic concepts of directing, including leadership and motivation.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1- Week One: Chapter One: The nature of management, the fields in which it operates, and indicators of poor management, with a two-hour presentation.</li> <li>2- Week Two: Challenges facing management and the relationship between management and other sciences, with a daily examination on Chapter One, over two hours.</li> <li>3- Week Three: Chapter Two: Schools of thought (stages in the development of administrative thought), with a student report on the most important pioneers of these schools, over two hours.</li> </ol>

	<p>4- Week Four: Chapter Three: The concept and importance of planning and the stages of the planning process for preparing a plan, with a two-hour daily test.</p> <p>5- Week Five: Identification of the basic concepts of the decision-making process, its stages, and its types, with a two-hour discussion session.</p> <p>6- Week Six: Chapter Four: The concept of organizing, its objectives, divisions, and stages, with a two-hour presentation.</p> <p>7- Week Seven: Organizational structure, organizational chart, and organizational manual, with identification of the reasons for restructuring the organizational structure and a two-hour daily test on Chapter Four.</p> <p>8- Week Eight: Chapter Eight (Directing), including the concepts of authority and responsibility and the rules for delegating them, over two hours.</p> <p>9- Week Nine: The concept of leadership and the leader, the difference between a leader and a manager, leadership styles, and the main leadership theories, with a student report on which theory could be applied, over two hours.</p> <p>10- Week Ten: Midterm examination covering Chapters One, Two, Three, and Four.</p> <p>11- Week Eleven: Motivation, its importance, and its objectives, with a two-hour daily test on Chapter Eight.</p> <p>12- Week Twelve: Identification of the main theories of motivation, with a two-hour discussion session to distinguish between the theories and examine how they can be applied.</p> <p>13- Week Thirteen: Chapter Nine (Control): the concept, importance, objectives, and methods of control, over two hours.</p> <p>14- Week Fourteen: The stages of control and the main challenges it faces in Arab countries, with a two-hour daily test on Chapter Nine.</p> <p>15- Week Fifteen: Semester examination.</p>
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<p><b>Learning and Teaching Strategies</b></p> <p><b>Learning and Teaching Strategies</b></p>	
<p><b>Strategies</b></p>	<p>The most important learning and teaching strategies are to encourage student participation through discussions while also improving and expanding their thinking skills. This is achieved through classroom materials, interactive tutorials, and simple experiential activities that address topics of interest to students. The main intended outcomes can be summarized as follows:</p> <ol style="list-style-type: none"> <li>1. Enables the student to address problems related to administrative activities.</li> <li>2. Enables the student to meet the requirements of the labor</li> </ol>

	<p>market.</p> <p>3. Enables the student to make accurate and timely decisions.</p>
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<b>Student Workload (SWL)</b>			
<b>Student workload calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> <b>Structured student workload during the semester</b>	48	<b>Structured SWL (h/w)</b> <b>Weekly structured student workload</b>	3.2
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	77	<b>Unstructured SWL (h/w)</b> <b>Weekly unstructured student workload</b>	5.13
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	125		

<b>Module Evaluation</b>						
<b>Module Evaluation</b>						
		<b>Time/Number</b>	<b>Weight (Marks)</b>	<b>Week Due</b>	<b>Relevant Learning Outcome</b>	
As	<b>Formative assessment</b>	<b>Daily examinations</b>	0.25 hr/5	10% (2)	2-4-7-11-14	Chapter One - - Planning, its importance, and its stages - Organizational structure and reasons for restructuring Chapter Eight: Directing - - Chapter Nine: Control: its concept, importance, and stages

	<b>Assignments / Homework / Presentation</b>	0.50 hr/2	10% (5)	1 6	The nature of management, its fields, and indicators of poor management  Organizing, its objectives, and its divisions
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	The decision-making process and its stages  Motivation theories
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	The most important pioneers of schools of thought  The main leadership theories and styles
<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)		(Materials of Chapters One, Two, Three, and Four)
	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

## Delivery Plan (Weekly Syllabus)

### Theoretical Weekly Syllabus

Week	Material Covered
<b>Week 1</b>	The nature of management, the fields in which it operates, and indicators of poor management
<b>Week 2</b>	Challenges facing management and the relationship of management with other sciences
<b>Week 3</b>	Schools of thought (stages in the development of administrative thought)
<b>Week 4</b>	The concept and importance of planning and the stages of the planning process
<b>Week 5</b>	The decision-making process, its stages, and its types
<b>Week 6</b>	Organizing, its objectives, divisions, and stages
<b>Week 7</b>	Organizational structure, organizational chart, organizational manual, and reasons for restructuring the

	organizational structure
<b>Week 8</b>	Authority, responsibility, and the rules for delegation
<b>Week 9</b>	The concept of leadership and the leader, the difference between a leader and a manager, leadership styles, and the main leadership theories
<b>Week 10</b>	Midterm examination
<b>Week 11</b>	Motivation, its importance, and its objectives
<b>Week 12</b>	Motivation theories (Maslow's hierarchy of needs)
<b>Week 13</b>	The concept, importance, and objectives of control
<b>Week 14</b>	Stages of control and the main challenges it faces in Arab countries
<b>Week 15</b>	Semester examination
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

Covered Materials
<b>Week 1</b>
<b>Week 2</b>
<b>Week 3</b>
<b>Week 4</b>
<b>Week 5</b>
<b>Week 6</b>
<b>Week 7</b>

### Learning and Teaching Resources

### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Contemporary Management / Dr. Youssef Al-Taee et al.	Yes
<b>Recommended Texts</b>	Principles of Management / Dr. Khalil Al-Shamaa	No
<b>Websites</b>		

<b>Grading Scheme</b>				
<b>Grading Scheme</b>				
Group	Grade	Assessment	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	Work meets the minimum criteria
<b>Fail Group (0 - 49)</b>	<b>FX – Fail</b>	<b>Fail (Remedial)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F – Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks that are above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a no-condonation policy for “near-pass failures”; therefore, the only adjustment to marks awarded by the original mark(s) will be the automatic rounding described above.</b></p>				

# MODULE DESCRIPTION FORM

## Module Description Form

Module Information				
Module Information				
Module Title	Principles of Macroeconomics		Module Delivery	
Module Type	B		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	BA1102			
ECTS Credits	8			
SWL (hr/sem)	150			
Module Level	UGx11	1	Semester of Delivery	1
Administering Department	E		College	College of Administration and Economics
Module Leader	Lecturer Bakir Hameed Jasoom		e-mail	<a href="mailto:Bakir.hameed@tu.edu.iq">Bakir.hameed@tu.edu.iq</a>
Module Leader's Acad. Title	Lecturer		Module Leader's Qualification	Master's Degree
Module Tutor	Name (if available)		e-mail	E-mail
Peer Reviewer Name	Name		e-mail	E-mail
Scientific Committee Approval Date	1/9/2024		Version Number	1.0

Relation with other Modules				
Relation with Other Modules				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

**Module Aims, Learning Outcomes and Indicative Contents**

**Module Aims, Learning Outcomes and Indicative Contents**

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<p><b>Module Objectives</b></p> <p>1- Enable students to understand core economic concepts and basic terminology.</p> <p>2- Enable students to understand macroeconomics and its mechanisms.</p> <p>3- Enable students to understand national income and the methods used to calculate it.</p> <p>4- Enable students to distinguish between theories explaining factors of production and their returns.</p> <p>5- Enable students to understand money and its functions, as well as banks, their types, and their functions.</p> <p>6- Apply the explained material through practical exercises and illustrative charts to communicate the concepts to students.</p>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>1- Explain the concept of macroeconomics and macroeconomic terminology.</p> <p>2- Introduce students to the methods of calculating national income.</p> <p>3- Introduce students to the modern theory of income and employment and how to determine equilibrium income.</p> <p>4- Introduce students to the distribution of national income and the main theories explaining it.</p> <p>5- Clarify the difference between microeconomics and macroeconomics.</p> <p>6- Introduce students to the main foundations of the monetary system and foreign trade.</p>
<p><b>Indicative Contents</b></p>	<p>In Week 1, the concept and importance of national income and gross domestic product are explained. In Weeks 2 and 3, the</p>

<p><b>Indicative Contents</b></p>	<p>methods of calculating national income and distinguishing between them are addressed. In Week 4, the difference between nominal national income and real national income and the main factors affecting the level of national product are explained. In Weeks 5 and 6, the modern theory of income and employment, the main determinants of national income, and the determination of the equilibrium level of income are covered. From Weeks 7 to 10, the distribution of national income is explained, including the main theories of wages, the distinction between nominal and real wages, the main theories of profit, the concept of interest and its main theories, the motives for holding money, and the concepts of rent and quasi-rent with Ricardo's theory of rent. In Weeks 11 and 12, the concept of money, its functions and types, monetary systems, and metallic and paper monetary systems are covered. Week 13 includes commercial banks, their origins and functions, and the functions of central banks. Week 14 covers the balance of payments, its items, the exchange rate, and its concept and importance. Week 15 covers trade policy, its types, and its instruments.</p>
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<p style="text-align: center;"><b>Learning and Teaching Strategies</b></p> <p style="text-align: center;"><b>Learning and Teaching Strategies</b></p>	
<p><b>Strategies</b></p>	<ol style="list-style-type: none"> <li>1- Delivering lectures in the classroom.</li> <li>2- Encouraging students to engage in group thinking through discussion sessions.</li> <li>3- Developing students' thinking skills through report writing.</li> <li>4- Conducting daily quizzes.</li> <li>5- Conducting pre-scheduled examinations.</li> <li>6- Teaching students how to broaden their use of sources and not limit themselves to one specific topic.</li> </ol>

**Student Workload (SWL)**

Student workload calculated for 15 weeks			
Structured SWL (h/sem) Structured student workload during the semester	60	Structured SWL (h/w) Weekly structured student workload	4
Unstructured SWL (h/sem) Unstructured student workload during the semester	150	Unstructured SWL (h/w) Weekly unstructured student workload	10
Total SWL (h/sem) Total student workload during the semester	200		

Module Evaluation					
Module Evaluation					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Daily examinations	1hr/ 2	10% (5)	3-7	Chapters Three and Seven
	Assignments and homework	1hr/ 1	10% (10)	5	Chapter Five
	Discussions	1hr/ 5	10% (2)	4-6-9-10-11	Chapters Four and Five
	Report	11hr/ 1	10% (10)	15	All chapters
Summative assessment	Midterm Examination	2/hr	10% (10)	10	Chapters One, Two, Three, Four, Five, Six, Seven, and Eight
	Final Examination	3/hr	50% (50)	15	Chapters One, Two, Three, Four, Five, Six, Seven, Eight, Nine, Ten, Eleven, Twelve, Thirteen, Fourteen, and Fifteen

Total Assessment	100% (100 Marks)		
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## Delivery Plan (Weekly Syllabus)

### Theoretical Weekly Syllabus

Week	Material Covered
Week 1	<b>National Income: its concept, importance, and gross domestic product</b>
Week 2	The difference between national income and gross domestic product; methods of calculating national income (distributed income method).
Week 3	Methods of calculating national income (value-added method and expenditure method).
Week 4	The difference between nominal national income and real national income, and the main factors affecting the level of national product.
Week 5	The modern theory of income and employment and the main determinants of national income.
Week 6	Determining the equilibrium level of income.
Week 7	Distribution of national income and the main theories explaining wages.
Week 8	Distinguishing between nominal wages and real wages, and the main theories explaining profit.
Week 9	The concept of interest, the main theories explaining it, and the motives for holding money.
Week 10	The concept of rent and quasi-rent, with an explanation of Ricardo's theory of rent.
Week 11	The concept of money, its functions, and its types.
Week 12	Monetary systems: metallic and paper monetary systems.
Week 13	Commercial banks: their origins and functions, and the functions of central banks.
Week 14	Balance of payments, its items, the exchange rate, and its concept and importance.

<b>Week 15</b>	The concept of trade policy, its types, and its instruments.
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week	Covered Materials
<b>Week 1</b>	None
<b>Week 2</b>	None
<b>Week 3</b>	None
<b>Week 4</b>	None
<b>Week 5</b>	None
<b>Week 6</b>	None
<b>Week 7</b>	None

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Principles of Economics / Dr. Kareem Mahdi Al-Hasnawi Principles of Microeconomics / Dr. Mahmoud Dagher Microeconomics / Dr. Tariq Al-Aqili	Yes
<b>Recommended Texts</b>		No
<b>Websites</b>		

### Grading Scheme

## Grading Scheme

Group	Grade	Assessment	Marks %	Definition
<b>Success Group</b> (50 - 100)	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with significant shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	Work meets the minimum criteria
<b>Fail Group</b> (0 - 49)	<b>FX - Fail</b>	<b>Fail (Remedial)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks that are above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a no-condonation policy for “near-pass failures”; therefore, the only adjustment to marks awarded by the original mark(s) will be the automatic rounding described above.**

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**Republic of Iraq**

**Ministry of Higher Education and Scientific Research**

**Tikrit University**

**College of Administration and Economics**

**Department of Business Administration**

**Academic Description**

**Undergraduate Studies**  
**Second Stage**

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# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	Arabic Language	<b>Module Delivery</b>	
<b>Module Type</b>	B	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	<b>BA1101</b>		
<b>ECTS Credits</b>	<b>8</b>		
<b>SWL (hr/sem)</b>	<b>200</b>		
<b>Module Level</b>	UGx11 1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Type Dept. Code	<b>College</b>	Administration and Economics
<b>Module Leader</b>	<b>Raghda Haitham Shams</b>	e-mail	<a href="mailto:raghda.haitham@tu.edu.iq">raghda.haitham@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	<b>Lecturer</b>	<b>Module Leader's Qualification</b>	<b>PhD</b>
<b>Module Tutor</b>		e-mail	
<b>Peer Reviewer Name</b>	Name	e-mail	E-mail
<b>Date of Scientific Committee Approval</b>		<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relationship with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

<b>Module Aims, Learning Outcomes and Indicative Contents</b>
<b>Module Aims, Learning Outcomes and Indicative Contents</b>

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Introduce students to the most important concepts and terminology related to the Arabic language.</li> <li>2. Introduce students to the importance and status of the Arabic language.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to pay attention to the academic course material.</li> <li>5. Build students' self-confidence and provide them with opportunities to understand matters related to the course content.</li> <li>6. Introduce students to the main sources for collecting data and information related to the course content.</li> <li>7. Introduce students to how Arabic language rules can be applied in social reality.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Identify the basic concepts of the intended learning outcomes in Arabic Language.</li> <li>2. Understand the basic concepts of the Arabic language and recognize them as learning outcomes.</li> <li>3. Enable learners to acquire the basic knowledge and concepts of Arabic Language.</li> <li>4. Identify the basic concepts of the Arabic language.</li> <li>5. Understand and assimilate the main concepts of the Arabic language and recognize them as learning outcomes.</li> <li>6. Enhance deep understanding of basic linguistic concepts as one of the learning outcomes of Arabic Language.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Week 1: Surah Al-Kahf: how to recite Surah Al-Kahf while observing the rules of Tajweed, two hours.</li> <li>2. Week 2: Interpretation of Surah Al-Kahf and writing the verses with diacritical marks, two hours.</li> <li>3. Week 3: Parts of speech: identifying their types and markers, two hours.</li> <li>4. Week 4: Numbers: definition, categories, and rules, two hours.</li> <li>5. Week 5: Categories of numbers, two hours.</li> <li>6. Week 6: Particles resembling verbs, their types, and meanings, two hours.</li> <li>7. Week 7: First monthly examination.</li> <li>8. Week 8: Indefinite and definite nouns, two hours.</li> <li>9. Week 9: Proper nouns and their types, two hours.</li> <li>10. Week 10: The definite article “al-” and its use, two hours.</li> <li>11. Week 11: Types of hamza and how to write them correctly, two hours.</li> </ol>

	<p>12. Week 12: Prose and its genres, two hours.</p> <p>13. Week 13: Second monthly examination.</p> <p>14. Week 14: The poet Mohammed Mahdi Al-Jawahiri, two hours.</p> <p>15. Week 15: Semester examination.</p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>The main learning and teaching strategies are to encourage student participation through discussions while improving and expanding their thinking skills. This will be achieved through classroom materials, interactive tutorials, and simple activities of interest to students. The key aims may be summarized as follows:</p> <ol style="list-style-type: none"> <li>1. Enable students to address problems related to administrative activities.</li> <li>2. Enable students to meet all labor-market requirements.</li> <li>3. Enable students to make accurate and timely decisions.</li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b>		<b>Structured SWL (h/w)</b>	
<b>Structured student workload during the semester</b>	48	<b>Structured student workload per week</b>	3.2
<b>Unstructured SWL (h/sem)</b>		<b>Unstructured SWL (h/w)</b>	
<b>Unstructured student workload during the semester</b>	77	<b>Unstructured student workload per week</b>	5.13
<b>Total SWL (h/sem)</b>			
<b>Total student workload during the semester</b>	<b>125</b>		

## Module Evaluation

### Module Evaluation

As

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily Quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	<p>Types, roles, and basic characteristics of the successful manager</p> <p>Schools of thought (stages in the development of administrative thought)</p> <p>The decision-making process and its stages</p> <p>The concept of direction, authority, responsibility, and the rules of delegation</p> <p>Motivation, its importance, and its objectives</p>
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1 6	<p>The nature and concept of management, its fields, and indicators of poor management</p> <p>The concept of planning, its importance, and stages of the planning process</p>
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	<p>The organization's internal and external environment</p> <p>The concept of leadership and the leader, and the difference between them</p>
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	<p>Contemporary challenges in today's world</p> <p>The concept of organization, its objectives, and its divisions</p>

<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)		Examination in Principles of Management
	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

## Delivery Plan (Weekly Syllabus)

### Weekly Theoretical Syllabus

Week	Material Covered
<b>Week 1</b>	How to recite Surah Al-Kahf while observing Tajweed rules
<b>Week 2</b>	Explaining the meanings of Surah Al-Kahf and writing its verses with diacritics
<b>Week 3</b>	Explaining the parts of speech and the indicators of each type
<b>Week 4</b>	Explaining the concept of number, with its types and linguistic rules
<b>Week 5</b>	A simplified presentation of number categories and their uses
<b>Week 6</b>	Explaining particles resembling verbs, with their categories and meanings
<b>Week 7</b>	First Monthly Examination
<b>Week 8</b>	A simplified explanation of indefinite and definite nouns, with illustrative examples and the difference between them
<b>Week 9</b>	Defining the concept of the proper noun and explaining its various classes and types
<b>Week 10</b>	How to use the definite article “al-” to define words
<b>Week 11</b>	Studying the types of hamza and correct writing methods
<b>Week 12</b>	Defining prose and its different genres
<b>Week 13</b>	Second Monthly Examination
<b>Week 14</b>	The biography of the poet Mohammed Mahdi Al-Jawahiri, his poetry collection, and his works
<b>Week 15</b>	Semester Examination

<b>Week 16</b>	<b>Preparatory week before the final examination</b>
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### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Topics Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Key educational resources for learning Arabic	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website	No
<b>Websites</b>	Reviewing scientific websites through the Internet	

### Grading Scheme

#### Grading Scheme

Group	Grade	Grade Description	Marks %	Definition
Success Group	A - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	B - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors

<b>(50 - 100)</b>	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
Module Title	Operations Research QSB Program		Operations Research QSB Program
Module Type	A		<input checked="" type="checkbox"/> Theory
Module Code	BA8006		<input type="checkbox"/> Lecture
ECTS Credits	8		<input checked="" type="checkbox"/> Lab
SWL (hr/sem)	200		<input type="checkbox"/> Tutorial
			<input checked="" type="checkbox"/> Practical
			<input type="checkbox"/> Seminar
Module Level	UGx11	3	Semester of Delivery
			2
Administering Department	Type Dept. Code	College	Administration and economics
Module Leader	Suhaib Abdulrahman Taamah	e-mail	<a href="mailto:S.doory@tu.edu.iq">S.doory@tu.edu.iq</a>
Module Leader's Acad. Title	Assistant Professor	Module Leader's Qualification	Ph.D.
Module Tutor	Dr. Ziyad Izz Al-Din Taha	e-mail	
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date		Version Number	1.0

Relation with other Modules			
<b>Relation with Other Modules</b>			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents

<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept and development of operations research.</li> <li>2. Familiarize students with the importance of operations research using QSB.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to engage with this course, which has become one of the core requirements of the labor market.</li> <li>5. Build students' confidence in mastering employment opportunities that can improve income and social welfare.</li> <li>6. Familiarize students with the main sources for collecting data and information related to the course.</li> <li>7. Familiarize students with solving problems using quantitative methods and mathematical equations through QSB.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Understand the basic concepts of QSB related to the development of quantitative business applications in companies.</li> <li>2. Understand the basic concepts of diverse, multi-output programs.</li> <li>3. Understand the basic criteria for the success of operations research processes.</li> <li>4. Identify the basic components for building mathematical models that simulate quantitative business activities in organizations.</li> <li>5. Understand the basic concepts of network models, assignment problems, transportation problems, and shortest path models.</li> <li>6. Understand the basic concepts of linear programming and the simplex method.</li> <li>7. Understand the importance of applying the procedural steps of QSB.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p><b>The indicative content includes the following:</b></p> <ol style="list-style-type: none"> <li><b>1. Week One: Conceptual introduction to operations research.</b></li> <li><b>2. Week Two: Concept of QSB in terms of terminology and stages of development.</b></li> <li><b>3. Week Three: Importance, objectives, and success criteria of QSB.</b></li> <li><b>4. Week Four: Studying the steps for activating and operating QSB.</b></li> <li><b>5. Week Five: Linear programming using the graphical method.</b></li> <li><b>6. Week Six: Goal programming program.</b></li> <li><b>7. Week Seven: Network model.</b></li> <li><b>8. Week Eight: Integer programming concept and basic activation steps.</b></li> </ol>

	<p>9. Week Nine: Network programming concept and implementation steps.</p> <p>10. Week Ten: Shortest path methods, transportation problem, and assignment problem in QSB.</p> <p>11. Week Eleven: Practical and theoretical application of the simplex method.</p> <p>12. Week Twelve: Analysis of linear programming reports.</p> <p>13. Week Thirteen: Preparing QSB matrix tables for programs used in quantitative business applications.</p> <p>14. Week Fourteen: Practical computer application of the quantitative business matrix for QSB programs.</p> <p>15. Week Fifteen: End-of-course assessment examination.</p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>Discussions . Types of :-</p> <ol style="list-style-type: none"> <li>1. Enable students to address problems related to QSB.</li> <li>2. Translated academic content.</li> <li>3. Enable students to make accurate optimal decisions at the right time.</li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks.</b>			
<b>Structured SWL (h/sem)</b>		<b>Structured SWL (h/w)</b>	
Structured student workload during the semester	48	Structured student workload per week	3.2
<b>Unstructured SWL (h/sem)</b>		<b>Unstructured SWL (h/w)</b>	
Unstructured student workload during the semester	77	Unstructured student workload per week	5.13
<b>Total SWL (h/sem)</b>	<b>125</b>		

<b>Total student workload during the semester</b>	
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<b>Module Evaluation</b>					
<b>Module Evaluation</b>					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	What benefits does QSB achieve? What fields are included in operations research? What are the success factors? What factors affect the application of linear programming? What is QSB? What does the term linear programming represent?
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1  6	What foundations are used in applying the network model program? What are the outputs of the assignment problem? What is the benefit of each programming approach for quantitative business applications?
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5  12	Building the steps for running 32-bit QSB programs.

					Outputs of the goal programming method.
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	What is operations research? What do network model programs represent?
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		QSB Program examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week

	Material Covered
<b>Week 1</b>	<b>Conceptual introduction to operations research.</b>
<b>Week 2</b>	<b>Concept of QSB in terms of terminology and stages of development.</b>
<b>Week 3</b>	<b>Importance, objectives, and success criteria of QSB.</b>
<b>Week 4</b>	<b>Study of system activation and operation steps.</b>
<b>Week 5</b>	<b>Linear programming using the graphical method.</b>
<b>Week 6</b>	<b>Goal programming software.</b>
<b>Week 7</b>	<b>Network model.</b>
<b>Week 8</b>	<b>Integer programming concept and basic activation steps.</b>
<b>Week 9</b>	<b>Network programming concept and implementation steps.</b>
<b>Week 10</b>	<b>Shortest path methods, transportation problem, and assignment problem in the program.</b>
<b>Week 11</b>	<b>Practical and theoretical application of the simplex method.</b>

Week 12	Analysis of linear programming reports.
Week 13	Preparing QSB matrix tables for programs used in quantitative business applications.
Week 14	Practical computer application of the quantitative business matrix for QSB programs.
Week 15	End-of-course assessment examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Operations Research Using QSB.	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website for report preparation	Yes
<b>Electronic Websites</b>	Review scientific websites through the Internet	

## Grading Scheme

### Grading Scheme

Group	Grade	Grade	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	Work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
<b>Module Information</b>				
Module Title	Marketing Management		Marketing Management	
Module Type	A		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code	BA8006			
ECTS Credits	8			
SWL (hr/sem)	200			
Module Level	UGx11	2	Semester of Delivery	2
Administering Department	Type Dept. Code	College	Administration and economics	
Module Leader	Abdullah Mahmoud Abdullah		e-mail	<a href="mailto:Abdallah554@tu.edu.iq">Abdallah554@tu.edu.iq</a>
Module Leader's Acad. Title	Professor		Module Leader's Qualification	Ph.D.
Module Tutor	Qadisiya Saeed Jabr		e-mail	<a href="mailto:Iraqia19812016@tu.edu.iq">Iraqia19812016@tu.edu.iq</a>
Peer Reviewer Name	Name	e-mail	E-mail	
Scientific Committee Approval Date		Version Number	1.0	

### Relation with other Modules

Relation with Other Modules			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

### Module Aims, Learning Outcomes and Indicative Contents

Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept and development of marketing management.</li> <li>2. Familiarize students with the importance of marketing management.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to engage with this course, which has become one of the core requirements of the labor market.</li> <li>5. Build students' confidence in mastering employment opportunities that can improve income and social welfare.</li> <li>6. Familiarize students with the main sources for collecting data and information related to the course.</li> <li>7. Familiarize students with methods for solving marketing problems and preparing marketing feasibility studies.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Understand the basic concepts of marketing management principles and the trends related to its development.</li> <li>2. Understand the basic concepts of the marketing environment, its variables, and how to deal with them.</li> <li>3. Understand the basics of consumer behavior and the factors influencing consumer behavior and purchase decisions.</li> <li>4. Understand market segmentation mechanisms, their foundations, and market-entry steps and approaches.</li> <li>5. Understand the elements of the marketing mix and study them in detail: product, price, promotion, and distribution.</li> <li>6. Understand the basic concepts of sustainable marketing activities and the social responsibility of companies.</li> <li>7. Understand the importance of digital marketing and its role in achieving competitive advantage for business organizations.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p><b>The indicative content includes the following:</b></p> <ol style="list-style-type: none"> <li><b>1. Week One: Conceptual introduction to marketing management, concepts, and the evolution of marketing orientations.</b></li> <li><b>2. Week Two: The concept of the marketing environment and its factors.</b></li> <li><b>3. Week Three: Elements of the marketing environment and how to deal with them.</b></li> <li><b>4. Week Four: Consumer behavior, the importance of studying it, and factors influencing consumer behavior.</b></li> <li><b>5. Week Five: Markets, their types, segmentation methods, and selecting</b></li> </ol>

	<p>target markets.</p> <p>6. Week Six: Product concept, product classification, and elements of the total product.</p> <p>7. Week Seven: New product concept, product development stages, and the product life cycle in the market.</p> <p>8. Week Eight: Pricing concept, objectives, factors affecting pricing, and pricing strategy development.</p> <p>9. Week Nine: Distribution concept and channels, types of distribution channels, and factors affecting their selection.</p> <p>10. Week Ten: Promotion concept and objectives, and elements of marketing communication with the public.</p> <p>11. Week Eleven: Social responsibility concept and its components.</p> <p>12. Week Twelve: Service marketing, its importance, marketing considerations in services, and service marketing mix elements.</p> <p>13. Week Thirteen: Customer relationship management, its importance, stages, and strategies.</p> <p>14. Week Fourteen: Digital marketing concept, importance, and techniques.</p> <p>15. Week Fifteen: End-of-course assessment examination.</p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>Discussions . Types of :-</p> <ol style="list-style-type: none"> <li>1. Enable students to address problems related to marketing activities.</li> <li>2. Translated academic content.</li> <li>3. Translated academic content.</li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks.</b>			
<b>Structured SWL (h/sem)</b>	48	<b>Structured SWL (h/w)</b>	3.2

<b>Structured student workload during the semester</b>		<b>Structured student workload per week</b>	
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	77	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	5.13
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	125		

### Module Evaluation

#### Module Evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
As					
<b>Formative assessment</b>	<b>Daily quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	What benefits are achieved by marketing activity? What areas are included in the marketing field? What are the factors of the micro-environment? What factors influence consumer behavior? What is the market segmentation approach? What are the stages of the product life cycle? What are the types of shipping packaging? What factors influence pricing decisions? What type of advertising is suitable for the product life

					cycle? What are digital marketing strategies?
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1 6	What foundations are used for market segmentation according to a digital orientation? What is the nature of the product life cycle according to competition and the adopted digital activities? Do digital activities affect distribution chains?
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	Contemporary marketing orientations under digital transformation. Customer behavior after the COVID-19 pandemic and the shift toward digitalization.
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	Digital marketing Digital customer behavior The product life cycle and its relationship with the philosophy of disruptive innovation.
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		Marketing Management examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

## Delivery Plan (Weekly Syllabus)

### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	Conceptual introduction to marketing.
Week 2	The marketing environment: concepts, factors, and influences.
Week 3	Consumer behavior, the importance of studying it, and influencing factors.
Week 4	Markets, their types, segmentation methods, and target market selection.
Week 5	Product concept, product classification, and elements of the total product.
Week 6	New product concept, stages of development, and product life cycle in the market.
Week 7	Pricing concept and objectives, factors influencing pricing, and pricing strategy formulation.
Week 8	Distribution concept and channels, types of distribution channels, and factors influencing suitable channel selection.
Week 9	Promotion concept and objectives, and elements of marketing communication with the public.
Week 10	International marketing, international markets, and methods of entering international markets.
Week 11	Social responsibility concept and its components.
Week 12	Service marketing, its importance, marketing considerations in services, and marketing mix elements.
Week 13	Customer relationship management, its importance, stages, and strategies.
Week 14	Digital marketing concept, importance, and techniques.
Week 15	Preparatory week before the final examination
Week 16	End-of-course assessment examination

## Delivery Plan (Weekly Lab. Syllabus)

### Weekly Laboratory Syllabus

Week	Material Covered
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Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Marketing Management, Prof. Dr. Anis Ahmed Abdullah. Marketing Management, Prof. Dr. Abi Saeed Al-Diwahji.	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website for report preparation	Yes
<b>Electronic Websites</b>	Review scientific websites through the Internet	

### Grading Scheme

#### Grading Scheme

Group	Grade	Grade	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A</b> - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B</b> - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C</b> - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D</b> - Satisfactory	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E</b> - Sufficient	<b>Sufficient</b>	50 - 59	Work meets the minimum standards

<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	<b>Logistics Management</b>		<b>Logistics Management</b>
<b>Module Type</b>	Basic learning activity		<input type="checkbox"/> Theory
<b>Module Code</b>	BA2205		<input type="checkbox"/> Lecture
<b>ECTS Credits</b>	3		<input type="checkbox"/> Lab
<b>SWL (hr/sem)</b>	105		<input type="checkbox"/> Tutorial
			<input type="checkbox"/> Practical
			<input type="checkbox"/> Seminar
<b>Module Level</b>	UGx11	2	<b>Semester of Delivery</b>
			2
<b>Administering Department</b>	Type Dept. Code	<b>College</b>	Administration and economics
<b>Module Leader</b>	Nawaf Rasool Ismail		<b>e-mail</b>
			Nawaf.R.2023@tu.edu.iq
<b>Module Leader's Acad. Title</b>	Lecturer		<b>Module Leader's Qualification</b>
			Ph.D.
<b>Module Tutor</b>	Qadisiya Saeed Jabr		<b>e-mail</b>
			Iraqia19812016@tu.edu.iq
<b>Peer Reviewer Name</b>	Name	<b>e-mail</b>	E-mail
<b>Scientific Committee Approval Date</b>		<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relation with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

Module Aims, Learning Outcomes and Indicative Contents	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Enable students to understand the integrated concepts of logistics management and supply chains in the contemporary global environment.</li> <li>2. Train students to apply modern technologies (blockchain, Internet of Things, predictive analytics) to improve supply-chain efficiency.</li> <li>3. Develop skills in designing and implementing integrated logistics systems covering transportation, warehousing, and inventory management in the Iraqi context.</li> <li>4. Prepare students to address contemporary logistics challenges, including e-commerce, green sustainability, and risk management in global supply chains.</li> <li>5. Link logistics theories with local reality and analyze the gap between global and local practices.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<ol style="list-style-type: none"> <li>1. Design an integrated logistics network covering suppliers, distribution centers, and last-mile delivery channels.</li> <li>2. Apply inventory management models (EOQ, JIT, and ABC Analysis) using simple analytical tools.</li> <li>3. Analyze the effect of transportation and warehousing decisions on total cost and customer service level.</li> <li>4. Evaluate global supply-chain risks and develop business continuity plans.</li> <li>5. Use key performance indicators (KPIs) to assess the efficiency of logistics operations.</li> <li>6. Analyze the impact of digital transformation (e-commerce and delivery platforms) on traditional logistics models.</li> <li>7. Develop green logistics strategies that support environmental sustainability goals.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Transformation from transportation and warehousing toward strategic partnership in the value chain as a source of institutional competitiveness.</li> <li>2. Predictive supply-chain analytics using big data to forecast market disruptions and improve decision-making.</li> <li>3. Customer experience in the supply chain from order to final delivery, while ensuring transparency and effective communication.</li> <li>4. Integrated digital logistics using IoT and blockchain applications to track shipments and secure supply chains.</li> <li>5. E-commerce and last-mile logistics through flexible delivery networks suitable for Iraqi cities.</li> <li>6. Artificial intelligence in inventory management for demand forecasting, optimizing stock levels, and detecting consumption patterns.</li> <li>7. Cloud supply-chain management platforms, their advantages in real-time</li> </ol>

	<p>integration with partners, and adoption challenges in Iraqi organizations.</p> <ol style="list-style-type: none"> <li><b>8.</b> Green sustainability in logistics through low-carbon supply chains and recyclable packaging.</li> <li><b>9.</b> Digital logistics capital as a strategic organizational asset, including technology infrastructure, software, and tracking systems.</li> <li><b>10.</b> Risk management in global supply chains to address geopolitical crises, natural disasters, and market disruptions.</li> <li><b>11.</b> Digital ethics in supply chains for protecting customer data, ensuring transparency in product sourcing, and preventing exploitation.</li> <li><b>12.</b> Reverse logistics as added value for managing returns and recycling within the circular economy.</li> <li><b>13.</b> The future of logistics under the impact of autonomous vehicles, drones, and automation on operations structure and workforce skills.</li> <li><b>14.</b> Regional logistics integration to connect Iraq with regional transportation and warehousing networks and promote non-oil exports.</li> <li><b>15.</b> Applied case studies of global experiences such as Amazon and Alibaba, as well as Iraqi ports and border crossings, to derive locally applicable lessons.</li> </ol>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<ol style="list-style-type: none"> <li><b>1. Case-based learning: analyzing real logistics problems from the Iraqi market, such as the challenges of the Trebil border crossing.</b></li> <li><b>2. Digital simulation: using simple programs to simulate inventory and transportation management decisions.</b></li> <li><b>3. Virtual field visits: virtual tours of ports and regional distribution centers.</b></li> <li><b>4. Group projects: designing a logistics plan for an Iraqi start-up in e-commerce.</b></li> <li><b>5. Specialist seminars: inviting experts from the Border Ports Authority and Iraqi logistics companies.</b></li> </ol>

### Student Workload (SWL)

Student workload is calculated for 15 weeks.

<b>Structured SWL (h/sem)</b> <b>Structured student workload during the semester</b>	45	<b>Structured SWL (h/w)</b> <b>Structured student workload per week</b>	4.0
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	60	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	6.0
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>105</b>		

### Module Evaluation

#### Module Evaluation

As

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	Discuss the historical development of logistics management.  What areas are included in the supply chain?  What is reverse logistics?  What factors influence digital transformation?  What is green logistics?  What are performance indicators?  What are the types of shipping packaging?  What type of integration is

					established with suppliers? What are sustainability strategies?
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1 6	What foundations are used in international transportation? What is inventory management? Discuss the concept of the Internet of Things.
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	The impact of the political situation on the economy and international transportation in Iraq.
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	Logistics Management Digital transformation Conditions of Iraqi ports
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		Logistics Management examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	Introduction to logistics management and supply chains: historical development from traditional transportation to integrated supply chains, and the importance of logistics as a source of competitiveness in the Iraqi and global economy.
Week 2	Demand planning and forecasting management: quantitative and qualitative forecasting techniques and analysis of the impact of political and economic instability on forecast accuracy in the Iraqi market.
Week 3	Strategic inventory management: EOQ models, ABC Analysis, and Just-in-Time pull

	systems in unstable environments.
Week 4	International transportation and shipping: selecting transportation modes (air, sea, road), cost versus service level, and analyzing land-transport challenges through Iraqi border crossings such as Trebil and Shalamcheh.
Week 5	Warehouse management and physical distribution: distribution network design, modern storage technologies (rack systems), and warehouse management systems (WMS) in Iraqi logistics centers.
Week 6	Reverse logistics: managing returns, recycling, and remanufacturing in the context of environmental sustainability and the circular economy.
Week 7	Supplier integration and relationship management: supplier selection, performance evaluation, and strategic partnerships to enhance supply-chain resilience.
Week 8	Midterm examination
Week 9	Digital transformation in logistics: IoT applications in shipment tracking, blockchain for securing supply chains, and AI for optimizing delivery routes.
Week 10	Logistics in e-commerce: last-mile delivery models, return management in e-commerce, and delivery challenges in Iraqi cities.
Week 11	Supply-chain risk management: identifying geopolitical, natural, and operational risks and developing business continuity plans for Iraqi organizations.
Week 12	Green logistics and sustainability: reducing carbon emissions, eco-friendly packaging, and environmental performance indicators in logistics operations.
Week 13	Logistics performance indicators: measuring supply-chain effectiveness through delivery accuracy, unit cost, and order cycle time, and linking them to the World Bank Logistics Performance Index (LPI).
Week 14	Applied case studies: analyzing global experiences such as Amazon and Zain, and the reality of Iraqi ports (Basra and Umm Qasr) and border crossings to identify gaps and propose practical solutions.
Week 15	General review and final examination
Week 16	End-of-course assessment examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

Material Covered

Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	The Integrated Approach to Supply Chain Management (Traditional, Modern, and Digital), Dr. Raeda Al-Saaydeh.	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website for report preparation	Yes
<b>Electronic Websites</b>	Review scientific websites through the Internet	

### Grading Scheme

#### Grading Scheme

Group	Grade	Grade	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	Work meets the minimum standards

<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	Human Resource Management		<b>Module Delivery</b>
<b>Module Type</b>	C		<input checked="" type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar
<b>Module Code</b>	BA2103		
<b>ECTS Credits</b>	6		
<b>SWL (hr/sem)</b>	100		
<b>Module Level</b>	UGII 2	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	BA	<b>College</b>	College of Administration and economics
<b>Module Leader</b>	Suho Ahmed Khalaf Hamdan	<b>E-mail</b>	<a href="mailto:Ahmed.hamdan@tu.edu.iq">Ahmed.hamdan@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Professor	<b>Module Leader's Qualification</b>	Ph.D.
<b>Module Tutor</b>		<b>e-mail</b>	
<b>Peer Reviewer Name</b>	Name	<b>e-mail</b>	E-mail
<b>Scientific Committee Approval Date</b>		<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relation with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

Module Aims, Learning Outcomes and Indicative Contents	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	

<p><b>Module Objectives</b> <b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Provide students with knowledge of human resource management, its key related topics, and its relationship with achieving the organization’s objectives, mission, and vision.</li> <li>2. Identify the activities included in or performed by human resource management as one of the most important organizational departments.</li> <li>3. Clarify the strategic role currently played by this function, as it manages the human resource, one of the organization’s most important resources and a form of human, intellectual, and social capital.</li> <li>4. Explain how organizational success is linked to the success of its human resources, which requires successful human resource management.</li> <li>5. Provide students with the skills needed to plan human resources, determine optimal staffing levels, diagnose shortages and surpluses, and select strategies to address them.</li> <li>6. Introduce methods for measuring labor turnover and building a balanced wage and salary structure.</li> <li>7. Provide a knowledge framework related to attracting, selecting, testing, motivating, retaining, and developing employees.</li> </ol>
<p><b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Understand the basic concepts of human resource management from a cognitive perspective.</li> <li>2. Provide a knowledge base on human resource management and its historical development.</li> <li>3. Understand the nature of the human resource management system.</li> <li>4. Understand how human resource management is organized and its relationship with other departments in the organization.</li> <li>5. Identify key applications and practices of human resource management.</li> <li>6. Identify the reasons for the transition in modern organizations from personnel management to human resource management.</li> <li>7. Understand the future of HRM and HR Trends 2030.</li> <li>8. Understand the concept and importance of human resource management strategy.</li> <li>9. Link internal and external strategies and the role of leadership.</li> <li>10. Modern trends in human resource management.</li> </ol>
<p><b>Indicative Contents</b> <b>Indicative Contents</b></p>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Week One: Chapter One. Definition of management and its functions; definition of human resources and the main HR functions (3 hours).</li> <li>2. Week Two: Historical development of HRM, the concept of HRM, its objectives, and its importance.</li> <li>3. Week Three: Chapter Two. Reasons for the shift from personnel management to HRM and differences between personnel management and HRM (3 hours).</li> <li>4. Week Four: Roles of the HR manager and integration of HRM with other functions, with student quizzes (3 hours).</li> <li>5. Week Five: The future of HRM, HR Trends 2030, and the nature of job transformation (3 hours).</li> </ol>

	<p>6. Week Six: Chapter Three. HRM strategy, its concept and importance, linking internal and external strategies, and the role of leadership (3 hours).</p> <p>7. Week Seven: First exam.</p> <p>8. Week Eight: Modern HRM trends, the importance of HRM strategy for organizations, and strategic HRM objectives (3 hours).</p> <p>9. Week Nine: HR planning, organizational life cycle, HRM activities, and development of HR function strategies (3 hours).</p> <p>10. Week Ten: Chapter Four. Global orientation through international HRM: concept, objectives, and development of international HRM (3 hours).</p> <p>11. Week Eleven: Part Two. HRM practices/functions, including job analysis, recruitment, and workforce planning (3 hours).</p> <p>12. Week Twelve: Employee testing and selection, applicant interviews, and employee training and development (3 hours).</p> <p>13. Week Thirteen: Performance management and appraisal, wages, and financial incentives (3 hours).</p> <p>14. Week Fourteen: Practical models from global companies and organizations transitioning from traditional to contemporary HRM practices (3 hours).</p> <p>15. Week Fifteen: Second exam.</p>
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### **Learning and Teaching Strategies**

#### **Learning and Teaching Strategies**

<b>Strategies</b>	<p>The course uses theoretical and analytical presentation through lectures, open discussions, dialogue, questioning, and opinion exchange, in addition to encouraging students to research websites, scientific journals, and libraries. The key intended outcomes are as follows:</p> <ol style="list-style-type: none"> <li>1. Thinking skills for developing a future vision for the organization's human resources.</li> <li>2. Skills for appropriately employing human resources.</li> <li>3. Translated academic content.</li> <li>4. Translated academic content.</li> <li>5. Skills for retaining and sustaining human resources.</li> </ol>
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### **Student Workload (SWL)**

**Student workload is calculated for 15 weeks.**

<b>Structured SWL (h/sem)</b>	<b>48</b>	<b>Structured SWL (h/w)</b>	<b>3</b>
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<b>Structured student workload during the semester</b>		<b>Structured student workload per week</b>	
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	<b>102</b>	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	<b>3</b>
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>150</b>		

### Module Evaluation

#### Module Evaluation

		<b>Time/Number</b>	<b>Weight (Marks)</b>	<b>Week Due</b>	<b>Relevant Learning Outcome</b>
<b>As</b>	<b>Formative assessment</b>				
	<b>Daily quizzes</b>	0.25 hr/4	10% (2)	2-4-7-11-14	<ul style="list-style-type: none"> <li>- What does management mean?</li> <li>- What are the functions of management?</li> <li>- Definition of the term Human Resources.</li> <li>- Definition of the main functions of human resources.</li> </ul>
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1 6	Identifying the reasons for the shift from personnel management to HRM and the differences between them.
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	HRM functions. Modern HRM trends 2030.
	<b>Report</b>	0.50 hr/2	10% (5)	3	The relationship between HRM and ongoing global

				9	transformations in artificial intelligence.
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		Human Resource Management examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
<b>Week 1</b>	What is management, what are its functions, what are human resources, and what are their functions?
<b>Week 2</b>	Historical development of HRM and the concept, importance, and objectives of HRM.
<b>Week 3</b>	Reasons for the transition from personnel management to HRM, differences between them, and roles of the HR manager.
<b>Week 4</b>	Integration of HRM with other functions, the future of HRM, and HR Trends 2030.
<b>Week 5</b>	HRM strategy concept and importance, linking internal and external strategies, and the role of leadership.
<b>Week 6</b>	Modern trends in HRM, importance of HRM strategy, and strategic HRM objectives.
<b>Week 7</b>	HRM planning, organizational life cycle, HRM activities, and development of HR function strategies.
<b>Week 8</b>	Concept and objectives of international HRM.
<b>Week 9</b>	Development of international HRM and differences between international and domestic HRM.
<b>Week 10</b>	First exam.
<b>Week 11</b>	Key challenges and modern trends in international HRM.
<b>Week 12</b>	HRM functions/practices: fundamentals of job analysis, recruitment, and workforce planning.
<b>Week 13</b>	Employee testing and selection and applicant interviews.

<b>Week 14</b>	Employee training and development, performance management and appraisal, wages, and financial incentives.
<b>Week 15</b>	Second semester examination 2019.
<b>Week 16</b>	<b>Comprehensive reviews before the final examination.</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Material Covered
<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	
<b>Week 4</b>	
<b>Week 5</b>	
<b>Week 6</b>	
<b>Week 7</b>	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Gary Dessler, 2019; lectures prepared by the instructor based on Noe, 2020.	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website	No
<b>Electronic Websites</b>	Review scientific websites through the Internet	

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<b>Grading Scheme</b>				
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Group	Grade	Grade	% Marks	Definition
<b>Success Group</b> (100 - 50)	A - Excellent	<b>Excellent</b>	100 - 90	Outstanding performance
	B - Very Good	<b>Very Good</b>	89 - 80	Above average with some errors
	C - Good	<b>Good</b>	79 - 70	Sound work with noticeable errors
	D - Satisfactory	<b>Satisfactory</b>	69 - 60	Fair, but with major shortcomings
	E - Sufficient	<b>Sufficient</b>	59 - 50	Work meets the minimum standards
<b>Fail Group</b> (49 – 0)	<b>FX – Fail</b>	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F – Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
<b>Module Information</b>				
Module Title	Digital marketing		Digital Marketing	
Module Type	A		<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
Module Code				
ECTS Credits	8			
SWL (hr/sem)	200			
Module Level	UGx11	2	Semester of Delivery	2
Administering Department	Type Dept. Code	College	Administration and economics	
Module Leader	Wisam Hashim Kamel		e-mail	<a href="mailto:Wasam556@tu.edu.iq">Wasam556@tu.edu.iq</a>
Module Leader's Acad. Title	Assistant Professor		Module Leader's Qualification	Ph.D.
Module Tutor	Mazhar Ahmed Khalaf		e-mail	
Peer Reviewer Name	Name	e-mail	E-mail	
Scientific Committee Approval Date		Version Number	1.0	

Relation with other Modules			
<b>Relation with Other Modules</b>			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

### Module Aims, Learning Outcomes and Indicative Contents

**Module Aims, Learning Outcomes and Indicative Contents**

<p><b>Module Objectives</b> <b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Familiarize students with the concepts and foundations of digital marketing.</li> <li>2. Understand consumer behavior in the digital environment.</li> <li>3. Develop effective digital marketing strategies.</li> <li>4. Use marketing tools across digital platforms.</li> <li>5. Develop students' skills in digital brand management.</li> <li>6. Measure and analyze the performance of digital marketing campaigns.</li> <li>7. Enhance students' awareness of digital marketing ethics and data protection.</li> </ol>
<p><b>Module Learning Outcomes</b> <b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Explain digital marketing concepts and applications.</li> <li>2. Analyze markets and digital purchasing behavior.</li> <li>3. Design appropriate digital marketing campaigns.</li> <li>4. Use digital communication and advertising tools.</li> <li>5. Evaluate campaign performance using performance indicators.</li> <li>6. Employ digital customer relationship management strategies.</li> <li>7. Apply principles of digital marketing ethics in work environments.</li> </ol>
<p><b>Indicative Contents</b> <b>Indicative Contents</b></p>	<p><b>The indicative content includes the following:</b></p> <p>Week One: Introduction to digital marketing: definition, importance, communication channels, and applications.</p> <p>Week Two: Digital marketing environment: digital market analysis, competition, and technological trends.</p> <p>Week Three: Digital consumer behavior: the influence of the Internet and social media, and purchasing decision-making.</p> <p>Week Four: Digital marketing mix (7Ps): product, price, place, promotion, people, processes, and physical evidence in the digital environment.</p> <p>Week Five: Digital branding: reputation management and building visual and verbal brand identity in the digital space.</p> <p>Week Six: Digital marketing strategy: strategy development, audience identification, and channel mapping.</p> <p>Week Seven: Digital customer relationship management (CRM): concepts, tools, and data integration with marketing channels.</p> <p>Week Eight: Paid search advertising.</p> <p>Week Nine: Email marketing: list building, segmentation, and campaign design.</p> <p>Week Ten: Social media marketing: planning, content, and paid advertising.</p> <p>Week Eleven: Video marketing (YouTube and TikTok): building visual identity across</p>

	<p>platforms.</p> <p>Week Twelve: Evaluating and measuring digital marketing performance: digital channels and key performance indicators (KPIs).</p> <p>Week Thirteen: Contemporary issues in digital marketing: artificial intelligence, platforms, and the Iraqi market.</p> <p>Week Fourteen: Digital marketing ethics and data protection: real-world case studies.</p> <p>Week Fifteen: General review and final course examination.</p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p><b>Discussions . Types of : -</b></p> <ol style="list-style-type: none"> <li><b>1. Enable students to address problems related to digital marketing activities.</b></li> <li><b>2. Translated academic content.</b></li> <li><b>3. Translated academic content.</b></li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks.</b>			
<b>Structured SWL (h/sem)</b>		<b>Structured SWL (h/w)</b>	
Structured student workload during the semester	48	Structured student workload per week	3.2
<b>Unstructured SWL (h/sem)</b>		<b>Unstructured SWL (h/w)</b>	
Unstructured student workload during the semester	77	Unstructured student workload per week	5.13
<b>Total SWL (h/sem)</b>			
Total student workload during the semester		<b>125</b>	

## Module Evaluation

### Module Evaluation

As

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	<ul style="list-style-type: none"> <li>• What is meant by digital marketing, and what is its importance in the modern business environment?</li> <li>• How does the digital market environment affect organizations' marketing activities?</li> <li>• What factors influence digital consumer behavior and purchasing decisions?</li> <li>• How can the elements of the digital marketing mix (7Ps) be applied in the digital environment?</li> <li>• What is meant by digital marketing ethics?</li> </ul>
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1  6	<p>What foundations are used in digital market analysis?</p> <p>What are the characteristics of digital consumers and the adopted digital activities?</p> <p>Do digital activities affect distribution chains?</p>
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5  12	Contemporary marketing orientations under digital

					transformation. Customer behavior after the COVID-19 pandemic and the shift toward digitalization.
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	Digital marketing Digital customer behavior The product life cycle and its relationship with the philosophy of disruptive innovation.
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		Digital Marketing examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
<b>Week 1</b>	Introduction to digital marketing: definition, importance, stages, channels, and applications.
<b>Week 2</b>	Digital marketing environment: market, competition, and technological trends.
<b>Week 3</b>	Digital consumer behavior: Internet influence and purchasing decision.
<b>Week 4</b>	Digital marketing mix (7Ps): adapting the elements in the digital environment.
<b>Week 5</b>	Digital brand: identity, reputation, and crises.
<b>Week 6</b>	Digital marketing strategy: strategies, audience, and channels.
<b>Week 7</b>	Digital CRM: concepts, tools, and data integration with marketing channels.

<b>Week 8</b>	Paid search advertising
<b>Week 9</b>	Email marketing: list building, segmentation, and campaign design.
<b>Week 10</b>	Social media marketing: planning, content, and paid advertising.
<b>Week 11</b>	Video marketing (YouTube and TikTok): building visual identity across platforms.
<b>Week 12</b>	Evaluating and measuring digital marketing performance: digital channels, KPIs, and analytics tools.
<b>Week 13</b>	Contemporary issues in digital marketing: artificial intelligence, influencer marketing, platforms, and the Iraqi market.
<b>Week 14</b>	Digital marketing ethics and data protection: real-world case studies.
<b>Week 15</b>	<b>Preparatory week before the final examination</b>
<b>Week 16</b>	<b>End-of-course assessment examination</b>

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Material Covered
<b>Week 1</b>	
<b>Week 2</b>	
<b>Week 3</b>	
<b>Week 4</b>	
<b>Week 5</b>	
<b>Week 6</b>	
<b>Week 7</b>	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	1. Al-Harbi, Khaled Hassan, and Al-Taie, Hamad Abdul-Nabi.	Yes

	(2022). Fundamentals of Digital Marketing. Abu Ahmed Publishing and Distribution: Natrion and Digiton edition.  2. Al-Wadi, S. J.; Al-Gharawi, M. Z.; Abu Nakhla, F. A.; Al-Khasawneh, J. A.; and Al-Wadi, M. M. (2025). Introduction to Digital Marketing. Amman: Dar Al-Yazouri for Publishing and Distribution.	
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website for report preparation	Yes
<b>Electronic Websites</b>	Review scientific websites through the Internet	

### Grading Scheme

#### Grading Scheme

Group	Grade	Grade	Marks %	Definition
<b>Success Group</b> (50 - 100)	<b>A</b> - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B</b> - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C</b> - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D</b> - Satisfactory	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E</b> - Sufficient	<b>Sufficient</b>	50 - 59	Work meets the minimum standards
<b>Fail Group</b> (0 - 49)	<b>FX</b> - Fail	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F</b> - Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	Organizational Behavior		Organizational Behavior
<b>Module Type</b>	A		<input type="checkbox"/> Theory
<b>Module Code</b>	BA8006		<input type="checkbox"/> Lecture
<b>ECTS Credits</b>	12		<input type="checkbox"/> Lab
<b>SWL (hr/sem)</b>	180		<input type="checkbox"/> Tutorial
			<input type="checkbox"/> Practical
			<input type="checkbox"/> Seminar
<b>Module Level</b>	UGx11	2	<b>Semester of Delivery</b>
			2
<b>Administering Department</b>	Business Administration		<b>College</b>
			Administration and economics
<b>Module Leader</b>	Riyadh Shahada Hussein		<b>e-mail</b>
			read.hussen@tu.edu.iq
<b>Module Leader's Acad. Title</b>	Assistant Professor		<b>Module Leader's Qualification</b>
			Ph.D.
<b>Module Tutor</b>	Riyadh Shahada Hussein		<b>e-mail</b>
			read.hussen@tu.edu.iq
<b>Peer Reviewer Name</b>	Name		<b>e-mail</b>
			read.hussen@tu.edu.iq
<b>Scientific Committee Approval Date</b>			<b>Version Number</b>
			1.0

Relation with other Modules			
<b>Relation with Other Modules</b>			
<b>Prerequisite module</b>	None		<b>Semester</b>
			None
<b>Co-requisites module</b>	None		<b>Semester</b>
			None

Module Aims, Learning Outcomes and Indicative Contents

<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Objectives</b>  <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept of organizational behavior and its role in enhancing organizational performance.</li> <li>2. Familiarize students with the importance of organizational behavior as a key field of knowledge concerned with studying and analyzing employee behavior within organizations.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to engage with this course because it develops skills required by twenty-first-century organizations, such as effective communication and self-management.</li> <li>5. Build students' confidence in mastering employment opportunities that can improve income and social welfare.</li> <li>6. Introduce students to the main factors that significantly influence employee behavior within the organization.</li> <li>7. Familiarize students with methods for solving behavioral problems facing contemporary organizations.</li> </ol>
<b>Module Learning Outcomes</b>  <b>Module Learning Outcomes</b>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Understand the basic concepts of organizational behavior and the trends associated with the development of this important field of knowledge.</li> <li>2. Understand the basic concepts of the organizational environment and how to deal with its behavioral variables.</li> <li>3. Identify the factors affecting employee behavior and their impact on organizational productivity.</li> <li>4. Understand mechanisms for identifying behavioral problems facing the organization and solving them scientifically.</li> <li>5. Assign students to solve behavioral problems encountered in daily life through behavioral practice sessions.</li> </ol>
<b>Indicative Contents</b>  <b>Indicative Contents</b>	<p><b>The indicative content includes the following:</b></p> <ol style="list-style-type: none"> <li><b>1. Week One: Conceptual introduction to the field of organizational behavior.</b></li> <li><b>2. Week Two: Personality.</b></li> <li><b>3. Week Three: Attitudes and values.</b></li> <li><b>4. Week Four: Perception.</b></li> <li><b>5. Week Five: Learning and behavior modification.</b></li> <li><b>6. Week Six: Motivation.</b></li> <li><b>7. Week Seven: Work teams.</b></li> </ol>

	<p><b>8. Week Eight: Leadership.</b></p> <p><b>9. Week Nine: Organizational culture.</b></p> <p><b>10. Week Ten: Conflict management.</b></p> <p><b>11. Week Eleven: Negotiation management.</b></p> <p><b>12. Week Twelve: Decision-making.</b></p> <p><b>13. Week Thirteen: Organizational change.</b></p> <p><b>14. Week Fourteen: Creativity and innovation.</b></p> <p><b>15. Week Fifteen: End-of-course assessment examination.</b></p>
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<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<p>The principal learning and teaching strategies include encouraging student participation through discussions and constructive dialogue, while simultaneously enhancing and broadening students' thinking skills through classroom materials, interactive tutorials, and simple experiential activities relevant to students' interests. The key intended outcomes can be summarized as follows:</p> <ol style="list-style-type: none"> <li><b>1. Enable students to address problems related to workplace behavior.</b></li> <li><b>2. Translated academic content.</b></li> <li><b>3. Translated academic content.</b></li> <li><b>4. Assign behavioral tasks to students, analyze them, and propose solutions.</b></li> </ol>

<b>Student Workload (SWL)</b>
<b>Student workload is calculated for 15 weeks.</b>

<b>Structured SWL (h/sem)</b> Structured student workload during the semester	48	<b>Structured SWL (h/w)</b> Structured student workload per week	3.2
<b>Unstructured SWL (h/sem)</b> Unstructured student workload during the semester	77	<b>Unstructured SWL (h/w)</b> Unstructured student workload per week	5.13
<b>Total SWL (h/sem)</b> Total student workload during the semester	125		

### Module Evaluation

#### Module Evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
As					
<b>Formative assessment</b>	<b>Daily quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	<p>The concept of organizational behavior, its characteristics, its relationship with other sciences, and the main forces influencing organizational behavior.</p> <p>Personality, its components, and personality traits.</p> <p>Definition of attitudes and values, formation of attitudes and values, and types of values.</p> <p>The concept of perception, stages of perception, perceptual distortion, and the Johari Window in perception.</p> <p>The concept of learning,</p>

					<p>learning theories, effective learning, and behavior modification.</p> <p>The concept of motivation and theories of motivation.</p> <p>The concept of work teams, types of teams, team-building steps, and the distinction between a group and a team.</p> <p>The concept of leadership, the difference between a leader and a manager, sources of leader power, and leadership theories.</p>
	<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1  6	<p>The concept of decision-making, types of decisions, and decision-making environments.</p> <p>The concept, components, and impact of organizational culture.</p> <p>Conflict management, perspectives on conflict, its benefits and drawbacks, causes, stages, and levels.</p>
	<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	The concept of negotiation, negotiation objectives, strategies, and common negotiation errors.
	<b>Report</b>	0.50 hr/2	10% (5)	3 9	The concept of organizational change, learning organizations, forces of change, types and

					<p>stages of change, and resistance to change.</p> <p>The concepts of creativity and innovation, the distinction and relationship between them, their importance in contemporary organizations, and the stages of the creativity and innovation process.</p>
<b>Summative assessment</b>	<b>Midterm examination</b>	2hr	10% (10)		Organizational Behavior examination.
	<b>Final examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	Conceptual introduction to organizational behavior.
Week 2	Personality
Week 3	Attitudes and values
Week 4	Perception
Week 5	Learning and behavior modification
Week 6	Motivation
Week 7	Groups and group dynamics
Week 8	Work teams
Week 9	Communication

Week 10	Leadership
Week 11	Decision-making
Week 12	Organizational culture
Week 13	Conflict management
Week 14	Negotiation management
Week 15	Preparatory week before the final examination
Week 16	End-of-course assessment examination

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week

	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
Required Texts	Saad Ali Hamoud Al-Anzi, Organizational Behavior, 1st ed., Adnan Publishing and Printing House, 2017.  Monqid Mohammed Dagher and Adel Harhoosh, Organizational Behavior, 1st ed., Al-Dhakira Publishing and	Yes

	Distribution, Baghdad, 2020.	
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website for report preparation	Yes
<b>Electronic Websites</b>	Review scientific websites through the Internet	

### Grading Scheme

Grading Scheme				
Group	Grade	Grade	Marks %	Definition
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Fair, but with major shortcomings
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	Work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (subject to remedial processing)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a policy of not condoning near-pass failure; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
Module Information			
<b>Module Title</b>	Commercial Law		<b>Module Delivery</b>
<b>Module Type</b>	S		* Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar
<b>Module Code</b>	1204HRO		
<b>ECTS Credits</b>	3		
<b>SWL (hr/sem)</b>	50		
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>
			1
<b>Administering Department</b>	Business Administration		<b>College</b>
			Administration and Economics
<b>Module Leader</b>	Assist. Lecturer Ihab Abdullah Muhaymid		<b>e-mail</b>
			<a href="mailto:ihab.a.26@tu.edu.iq">ihab.a.26@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Assistant Lecturer		<b>Module Leader's Qualification</b>
			Master
<b>Module Tutor</b>			<b>e-mail</b>
<b>Peer Reviewer Name</b>	Name		<b>e-mail</b>
			E-mail
<b>Date of Scientific Committee Approval</b>			<b>Version Number</b>
			1.0

Relation with other Modules			
Relationship with Other Modules			
<b>Prerequisite module</b>	None		<b>Semester</b>

Co-requisites module	None	Semester	
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### Module Aims, Learning Outcomes and Indicative Contents

#### Module Aims, Learning Outcomes and Indicative Contents

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. <b>Characteristics of legal rules and the stages of development that accompanied commercial law.</b></li> <li>2. Explain the sources of obligation, with primary emphasis on commercial contracts.</li> <li>3. Branches of law, the criteria for distinguishing between them, and the sources of obligation.</li> <li>4. The concept of law and commercial law.</li> <li>5. Explain the difference between domestic and foreign trade, and the conditions and duties of every trader.</li> <li>6. Companies and Their Types</li> <li>7. Company capital: First requirement: division of capital; second requirement: formation of the capital of a joint-stock company.</li> <li>8. Clarify the concept of the commercial establishment and how to register it in the Commercial Register, while explaining commercial companies, securities, and commercial papers handled by traders and commercial companies.</li> <li>9. Skill-based objectives of the course.</li> <li>10. Clarify the student's cognitive objectives through a precise and in-depth study of the syllabus topics.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. <b>Attempt to investigate certain tasks and problems in order to understand their causes.</b></li> <li>2. <b>Encourage students to think about how commercial law has developed throughout history.</b></li> <li>3. <b>Motivate students through daily participation and periodic</b></li> </ol>

	<p>examinations to ensure proper comprehension of the course material.</p> <p><b>4. Guide students toward the necessary learning required to know and understand the substance of commerce.</b></p> <p><b>5. Use interactive methods that are beneficial to students.</b></p>
<b>Indicative Contents</b>	The indicative content includes guidance and education in the field of commercial law.
<b>Indicative Contents</b>	

<b>Learning and Teaching Strategies</b>	
<b>Learning and Teaching Strategies</b>	
<b>Strategies</b>	<ol style="list-style-type: none"> <li>1. Knowledge and understanding of legal legislation.</li> <li>2. Knowledge and understanding of the general theories of law.</li> <li>3. Knowledge of commercial law concepts.</li> </ol>

<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b>	33	<b>Structured SWL (h/w)</b>	2
<b>Structured student workload during the semester</b>		<b>Structured student workload per week</b>	
<b>Unstructured SWL (h/sem)</b>	17	<b>Unstructured SWL (h/w)</b>	1
<b>Unstructured student workload during the semester</b>		<b>Unstructured student workload per week</b>	
<b>Total SWL (h/sem)</b>	50		
<b>Total student workload during the semester</b>			

<b>Module Evaluation</b>
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<b>Module Evaluation</b>					
As		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
<b>Formative assessment</b>	<b>Daily Quizzes</b>	1/1	10% (10)	2	Characteristics of commercial law rules and sources of law
	<b>Assignments</b>	1/1	10% (10)	5	Sources of Obligation
	<b>Projects / Discussions</b>	4/4	10% (10)	During the semester	The Concept of Commercial Law
	<b>Report</b>	1	10% (10)	15	The Trader: Conditions and Duties
<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)	8	Companies
	<b>Final Examination</b>	3hr	50% (50)	15	Company Capital and Introduction to Commercial Papers
<b>Total Assessment</b>			100% (100 Marks)		

<b>Delivery Plan (Weekly Syllabus)</b>	
<b>Weekly Theoretical Syllabus</b>	
Week	Material Covered
Week 1	<b>Characteristics of commercial law rules and sources of law</b>
Week 2	<b>Sources of Obligation</b>
Week 3	<b>The Concept of Commercial Law</b>
Week 4	<b>The Trader: Conditions and Duties</b>
Week 5	<b>First Monthly Examination</b>
Week 6	<b>5. Explain the difference between domestic and foreign trade, and the conditions and duties of every trader</b>
Week 7	<b>Companies</b>

Week 8	Clarify the concept of the commercial establishment and how to register it in the Commercial Register, while explaining commercial companies, securities, and commercial papers handled by traders and commercial companies.	
Week 9	Company Capital and Introduction to Commercial Papers	
Week 10		Second Monthly Examination
Week 11	Homework Assignments	
Week 12	Reports on Commercial Law	
Week 13	Report Discussion	
Week 14	Preparatory week before the final examination	

### Delivery Plan (Weekly Lab. Syllabus)

#### Weekly Laboratory Syllabus

Week	Topics Covered
Week 1	None
Week 2	None
Week 3	None
Week 4	None
Week 5	None
Week 6	None
Week 7	None

### Learning and Teaching Resources

#### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	1. Main references (sources): Commercial Law - Companies Law - Commercial Papers, authored by a group of authors	Yes

	2. Recommended books and references (scientific journals, reports, etc.): scientific journals and research in the fields of commercial law, commercial companies, commercial papers, and their applications  3. Electronic references and Internet websites: specialized electronic websites	
<b>Recommended Texts</b>	None	No
<b>Websites</b>		

<b>Grading Scheme</b>				
<b>Grading Scheme</b>				
<b>Group</b>	<b>Grade</b>	<b>Grade Description</b>	<b>Marks %</b>	<b>Definition</b>
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.</b></p>				

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	Baath Regime Crimes in Iraq	<b>Baath Regime Crimes in Iraq</b>	
<b>Module Type</b>	B	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	<b>BA1101</b>		
<b>ECTS Credits</b>	<b>8</b>		
<b>SWL (hr/sem)</b>	<b>200</b>		
<b>Module Level</b>	UGx11 1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Type Dept. Code	<b>College</b>	Administration and Economics
<b>Module Leader</b>	<b>Mohammed Ahmed Raheel</b>	e-mail	<a href="mailto:Mohammed.rh@tu.edu.iq">Mohammed.rh@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	<b>Professor</b>	<b>Module Leader's Qualification</b>	<b>PhD</b>
<b>Module Tutor</b>		e-mail	
<b>Peer Reviewer Name</b>	Name	e-mail	E-mail
<b>Date of Scientific Committee Approval</b>	21/9/2025	<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relationship with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

Module Aims, Learning Outcomes and Indicative Contents	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	

<p><b>Module Objectives</b></p> <p><b>Module Objectives</b></p>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept of criminology.</li> <li>2. Introduce students to the crimes committed by the Baath Party regime.</li> <li>3. Explain the Baath crimes under the Law of the Iraqi High Criminal Court of 2005.</li> <li>4. Explain the psychological and social crimes committed by the Baath regime and their effects on society.</li> <li>5. Provide students with the opportunity to understand the repressive methods used by the Baathist regime as a testimony to that era.</li> <li>6. Introduce students to the main sources for collecting data and information related to the course content.</li> <li>7. Distance students from sectarian, ethnic, and doctrinal ideas and practices, whose outcome is destruction, and encourage them to coexist peacefully.</li> </ol>
<p><b>Module Learning Outcomes</b></p> <p><b>Module Learning Outcomes</b></p>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Identify the basic concepts of crime.</li> <li>2. Understand the concept of crime according to the terminology of sociology, psychology, law, politics, and Sharia.</li> <li>3. Identify the environmental crimes committed during the Baathist regime and all their categories.</li> <li>4. Identify crimes related to mass graves.</li> </ol>
<p><b>Indicative Contents</b></p> <p><b>Indicative Contents</b></p>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Week 1: Chapter One: Baath crimes under the Law of the Iraqi High Criminal Court of 2005, two hours.</li> <li>2. Week 2: Introduce the concept of crimes and their categories, with a daily quiz on Chapter One, two hours.</li> <li>3. Week 3: Types of international crimes, with a student report assignment, two hours.</li> <li>4. Week 4: Decisions issued by the High Criminal Court, with a daily quiz for students, two hours.</li> <li>5. Week 5: Chapter Two: psychological and social crimes and their effects, with a discussion session, two hours.</li> <li>6. Week 6: Psychological crimes, their mechanisms of commission, and their effects, with a presentation, two hours.</li> <li>7. Week 7: Psychological crimes and the militarization of society, with a daily quiz, two hours.</li> <li>8. Week 8: The Baathist regime’s position toward religion, two hours.</li> <li>9. Week 9: Forms of human rights violations and crimes of authority, with a student report on the concept of human rights and the violations suffered by Iraqis inside</li> </ol>

	<p>and outside the country, two hours.</p> <p>10. Week 10: Environmental crimes, two hours.</p> <p>11. Week 11: War-related and radioactive pollution and landmine explosions, with a daily quiz, two hours.</p> <p>12. Week 12: Destruction of cities, villages, and marshes, two hours.</p> <p>13. Week 13: Crimes of mass graves, two hours.</p> <p>14. Week 14: The events of those graves committed by the Baathist regime, two hours.</p> <p>15. Week 15: Semester examination.</p>
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### Learning and Teaching Strategies

#### Learning and Teaching Strategies

<b>Strategies</b>	<p>The main learning and teaching strategies are to encourage student participation through discussions while improving and expanding their thinking skills. This will be achieved through classroom materials, interactive tutorials, and consideration of the types of crimes committed by the Baathist regime. The key aims may be summarized as follows:</p> <ol style="list-style-type: none"> <li>1. Distance students from anything that may infringe upon individual rights.</li> <li>2. Enable students to understand the repressive methods used by the Baathist regime.</li> <li>3. Enable students to reject hatred and racism and live peacefully in one homeland.</li> </ol>
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### Student Workload (SWL)

#### Student workload is calculated for 15 weeks

<b>Structured SWL (h/sem)</b>		<b>Structured SWL (h/w)</b>	
<b>Structured student workload during the semester</b>	48	<b>Structured student workload per week</b>	3.2
<b>Unstructured SWL (h/sem)</b>		<b>Unstructured SWL (h/w)</b>	
<b>Unstructured student workload during the semester</b>	77	<b>Unstructured student workload per week</b>	5.13

<b>Total SWL (h/sem)</b>	<b>125</b>
<b>Total student workload during the semester</b>	

<b>Module Evaluation</b>						
<b>Module Evaluation</b>						
		<b>Time/Number</b>	<b>Weight (Marks)</b>	<b>Week Due</b>	<b>Relevant Learning Outcome</b>	
<b>As</b>	<b>Formative assessment</b>	<b>Daily Quizzes</b>	0.25 hr/5	10% (2)	2-4-7-11-14	<ul style="list-style-type: none"> <li>- The concept of crime</li> <li>- Categories of crime</li> <li>- Linguistically, terminologically, jurisprudentially, and legally</li> <li>- Crimes committed by the Baath regime</li> </ul>
		<b>Assignments / Presentation</b>	0.50 hr/2	10% (5)	1 6	<ul style="list-style-type: none"> <li>- Explaining the concept of the Criminal Court Law and the Baath crimes indicated by that law</li> <li>- International crimes</li> </ul>
		<b>Projects / Discussions</b>	0.50 hr/2	10% (5)	5 12	<ul style="list-style-type: none"> <li>- Decisions of the Criminal Court</li> <li>- Psychological crimes and their effects</li> <li>- Social crimes and their effects</li> </ul>
		<b>Report</b>	0.50 hr/2	10% (5)	3 9	<ul style="list-style-type: none"> <li>- Militarization of society</li> <li>- The Baathist regime's position toward religion</li> </ul>
	<b>Summative</b>	<b>Midterm Examination</b>	2hr	10% (10)		Tests

assessment	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week

Week	Material Covered
<b>Week 1</b>	Chapter One: Baath Crimes under the Law of the Iraqi High Criminal Court of 2005
<b>Week 2</b>	Introducing the Concept of Crimes and Their Categories
<b>Week 3</b>	Types of International Crimes
<b>Week 4</b>	Decisions Issued by the Iraqi High Criminal Court of 2005
<b>Week 5</b>	Introduction to the Psychological and Social Crimes Committed by the Baathist Regime
<b>Week 6</b>	Psychological Crimes, Their Mechanisms of Commission, and Their Effects
<b>Week 7</b>	Psychological Crimes and the Militarization of Society
<b>Week 8</b>	The Baathist Regime's Position toward Religion
<b>Week 9</b>	Forms of Human Rights Violations and Crimes of Authority
<b>Week 10</b>	Environmental Crimes
<b>Week 11</b>	War-Related and Radioactive Pollution and Landmine Explosions
<b>Week 12</b>	Destruction of Cities, Villages, and Marshes
<b>Week 13</b>	Crimes of Mass Graves
<b>Week 14</b>	The Events of Those Graves Committed by the Baathist Regime
<b>Week 15</b>	Semester Examination
<b>Week 16</b>	<b>Preparatory week before the final examination</b>

## Delivery Plan (Weekly Lab. Syllabus)

### Weekly Laboratory Syllabus

Week	Topics Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

## Learning and Teaching Resources

### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Baath Regime Crimes in Iraq: A course prescribed for all public and private universities	Yes
<b>Recommended Texts</b>	Iraqi Academic Scientific Journals website	No
<b>Websites</b>	Reviewing scientific websites through the Internet	

## Grading Scheme

### Grading Scheme

Group	Grade	Grade Description	Marks %	Definition
<b>Success Group</b> (50 - 100)	<b>A</b> - Excellent	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B</b> - Very Good	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C</b> - Good	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D</b> - Satisfactory	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies

	E - Sufficient	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	FX - Fail	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	F - Fail	<b>Fail</b>	(0-44)	A substantial amount of work is required

**Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information				
<b>Module Information</b>				
<b>Module Title</b>	Human Rights and Democracy		<b>Module Delivery</b>	
<b>Module Type</b>	S		* Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	1204HRO			
<b>ECTS Credits</b>	2			
<b>SWL (hr/sem)</b>	50			
<b>Module Level</b>	UGx11	1	<b>Semester of Delivery</b>	1
<b>Administering Department</b>	Business Administration		<b>College</b>	Administration and Economics
<b>Module Leader</b>	Assist. Lecturer Ihab Abdullah Muhaymid		<b>e-mail</b>	<a href="mailto:ihab.a.26@tu.edu.iq">ihab.a.26@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	Assistant Lecturer		<b>Module Leader's Qualification</b>	Master
<b>Module Tutor</b>			<b>e-mail</b>	
<b>Peer Reviewer Name</b>	Name		<b>e-mail</b>	E-mail
<b>Date of Scientific Committee Approval</b>			<b>Version Number</b>	1.0

Relation with other Modules				
<b>Relationship with Other Modules</b>				
<b>Prerequisite module</b>	None		<b>Semester</b>	

Co-requisites module	None	Semester	
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## Module Aims, Learning Outcomes and Indicative Contents

### Module Aims, Learning Outcomes and Indicative Contents

Module Objectives	<ol style="list-style-type: none"> <li>1. Introduce students to the concept of human rights in ancient civilizations.</li> <li>2. Identify human rights in divine laws and religions.</li> <li>3. Understand the sources of human rights.</li> <li>4. Introduce students to the concept of gender equality and children's rights.</li> <li>5. Understand the concept of democracy and its forms.</li> <li>6. Introduce students to the forms of the representative parliamentary system.</li> <li>7. Identify the concept of elections and their legal characterization.</li> </ol>
Module Objectives	
Module Learning Outcomes	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Attempt to investigate certain tasks and problems in order to understand their causes.</li> <li>2. Encourage students to think about how human rights have developed throughout history.</li> <li>3. Motivate students through daily participation and periodic examinations to ensure proper comprehension of the course material.</li> <li>4. Guide students toward the necessary learning required to understand the difference between the concept of human rights and the concept of democracy.</li> <li>5. Use interactive methods that are beneficial to students.</li> </ol>
Module Learning Outcomes	
Indicative Contents	The indicative content includes guidance and education on human rights.
Indicative Contents	

## Learning and Teaching Strategies

### Learning and Teaching Strategies

<b>Strategies</b>	<ol style="list-style-type: none"> <li>1. Knowledge and understanding of human rights.</li> <li>2. Knowledge and understanding of public freedoms and democracy.</li> <li>3. Knowledge of human rights, duties, and public freedoms.</li> </ol>
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<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> <b>Structured student workload during the semester</b>	33	<b>Structured SWL (h/w)</b> <b>Structured student workload per week</b>	2
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	17	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	1
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>50</b>		

<b>Module Evaluation</b>					
<b>Module Evaluation</b>					
		<b>Time/Number</b>	<b>Weight (Marks)</b>	<b>Week Due</b>	<b>Relevant Learning Outcome</b>
<b>Formative assessment</b>	<b>Daily Quizzes</b>	1/1	10% (10)	2	Human Rights in Ancient Civilizations
	<b>Assignments</b>	1/1	10% (10)	5	Human Rights in Divine Laws and Religions
	<b>Projects / Discussions</b>	4/4	10% (10)	During the semester	Sources of Human Rights: International and National Sources
	<b>Report</b>	1	10% (10)	15	The Concept of Gender Equality and Children's Rights

Summative assessment	Midterm Examination	2hr	10% (10)	8	Basic Principles of Democracy
	Final Examination	3hr	50% (50)	15	Basic Principles of Democracy
Total Assessment			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week

Week	Material Covered	
Week 1	Human Rights in Ancient Civilizations	
Week 2	Human Rights in Divine Laws and Religions	
Week 3	Sources of Human Rights: International and National Sources	
Week 4	The Concept of Gender Equality and Children's Rights	
Week 5	First Monthly Examination: Human Rights and Democracy	
Week 6	The Concept of Democracy: Definition of Democracy, Basic Principles, and Forms of Democracy	
Week 7	Forms of the Representative Parliamentary System	
Week 8	The Unicameral Parliamentary System and the Bicameral System	
Week 9	The Concept of Elections and Their Legal Characterization	
Week 10	Democracy	Second Monthly Examination
Week 11	Human Rights in the Iraqi Constitution	
Week 12	Comprehensive review of human rights: human rights in ancient civilizations, divine laws and religions, and the sources of human rights	
Week 13	Comprehensive review of democracy: definition of democracy, its basic principles and forms, forms of the representative parliamentary system, the unicameral and bicameral systems, and the concept of elections	
Week 14	Preparatory week before the final examination	

## Delivery Plan (Weekly Lab. Syllabus)

### Weekly Laboratory Syllabus

Week	Topics Covered
Week 1	None
Week 2	None
Week 3	None
Week 4	None
Week 5	None
Week 6	None
Week 7	None

## Learning and Teaching Resources

### Learning and Teaching Resources

	Text	Available in the Library?
<b>Required Texts</b>	Human Rights, Children's Rights, and Democracy, by Dr. Maher Salih Allawi  Dr. Ali Abdulrazaq Mohammed  Dr. Raad Naji Al-Jidda  Dr. Riyadh Aziz Hadi  Dr. Hassan Mohammed Shafiq  Dr. Kamil Abdulankood	Yes
<b>Recommended Texts</b>	None	No
<b>Websites</b>		

## Grading Scheme

<b>Grading Scheme</b>				
<b>Group</b>	<b>Grade</b>	<b>Grade Description</b>	<b>Marks %</b>	<b>Definition</b>
<b>Success Group (50 - 100)</b>	<b>A - Excellent</b>	<b>Excellent</b>	90 - 100	Outstanding performance
	<b>B - Very Good</b>	<b>Very Good</b>	80 - 89	Above average with some errors
	<b>C - Good</b>	<b>Good</b>	70 - 79	Sound work with noticeable errors
	<b>D - Satisfactory</b>	<b>Satisfactory</b>	60 - 69	Acceptable, but with major deficiencies
	<b>E - Sufficient</b>	<b>Sufficient</b>	50 - 59	The work meets the minimum standards
<b>Fail Group (0 - 49)</b>	<b>FX - Fail</b>	<b>Fail (Under Remediation)</b>	(45-49)	More work is required, but credit has been awarded
	<b>F - Fail</b>	<b>Fail</b>	(0-44)	A substantial amount of work is required
<p><b>Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.</b></p>				

# Academic Program Description Template

- **University Name:** Tikrit University
- **College / Institute:** College of Administration and Economics
- **Scientific Department:** Department of Business Administration
- **Academic or Professional Program Name:** Bachelor of Business Administration
- **Final Degree Name:** Bachelor's Degree in Business Administration
- **Academic System:** Semester-based (Courses)
- **Description Preparation Date:** 2025-2026
- **File Completion Date:** 1/9/2025

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

إيجاد نظام للتعليم يتسم بالجودة والابداع في التعليم والبرامج الاكاديمية المواكبة

To establish an education system characterized by quality and creativity in education and academic programs that keep pace with scientific and technical developments in the field of specialization, ensure diversity, provide high-quality programs, create distinguished employment opportunities in the local labor market, .achieve excellence in scientific research, and contribute to community service

## **Program Mission .2**

To prepare cognitively and technically qualified university graduates who can employ their capabilities in the field of management to support diverse community institutions, improve and develop their institutional performance, and equip students with a solid foundation of in-depth academic levels that enables them to achieve their goals and aspirations toward a successful professional life, in alignment with international standards of the specialization, while promoting excellence in scientific .research and contributing to community service

## **Program Objectives .3**

- Graduate students in the field of Business Administration after professionally qualifying them and equipping them with the necessary scientific and practical skills that meet the current and future needs of .the labor market
- Support academically distinguished students and prepare them to .pursue further study in their field of specialization
- .Develop students' scientific, intellectual, and social personalities
- Contribute to serving the local community by providing scientific and practical consultations and applied research necessary to serve all .economic sectors in society
- Support and activate links with the public and private sectors to involve them in designing and developing the department's curricula in line .with labor-market requirements
- Prepare specialized research and studies, with emphasis on applied .research that provides solutions to community problems

## **Program Accreditation .4**

.Has the program obtained program accreditation? From which body? No

**Other External Influences .5**

Is there a sponsoring body for the program? A governmental program of  
 .the Ministry of Higher Education and Scientific Research

**Program Structure .6**

Notes	Percentage	Credit Unit	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

**.Notes may indicate whether the course is core or elective \***

**Program Description .7**

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	.Bus. Admin		
4	35	First Stage		First / Level One
4	35	Second Stage		Second / Level Two

6	35	Third Stage	Third / Level Three
2	31	Fourth Stage	Fourth / Level Four

### Expected Program Learning Outcomes .8

#### Knowledge

Learning Outcome Statement 1: Enable the student to perform practical tasks .professionally

Learning Outcome 1: The graduate should be able to organize knowledge and information .and retain them for future professional use

#### Skills

Learning Outcome Statement 2: Enable the graduate to perform duties efficiently and .effectively

Learning Outcome 2: The graduate should be able to analyze results and re-employ them to solve problems, and should possess an analytical mindset based on scientific data, .systematic thinking, and scientific research

Learning Outcome Statement 3: Rely on logical analysis of phenomena in the field of Business .Administration

Learning Outcome 3: The graduate should be able to judge phenomena independently of .impressions and subjective judgments

#### Values

Learning Outcome Statement 4: Instill values among students and regard them as a foundation for future .work

Learning Outcome 4: Provide students with the core values that guide their work, including organizational citizenship, teamwork, interactive decision-making, .academic excellence, and equal opportunities

Learning Outcome Statement 5: Develop administrative cadres .that serve society

Learning Outcome 5: Improve community relations, uphold professional ethics, and .perform work with high quality

### Teaching and Learning Strategies .9

- Use of the board
- Homework assignments
- Inquiry into selected tasks and problems to identify their causes
- Blended learning

### Assessment Methods .10

- Examinations
- Monitoring homework assignments
- Direct interaction with students
- Brainstorming

### Teaching Staff .11

#### Faculty Members

.Staff No		Requirements / Skills (if any)	Specialization		Academic Rank
Lectur er	Staff		Specific	General	
	Staff		Knowledge Management	Bus. .Admin	Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri
	Staff		MIS	Bus. .Admin	Assist. Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Staff		HRM	Bus. .Admin	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Staff		Org. Theory	Bus. .Admin	Prof. Dr. Ahmed Ali Hussein Attiyah Al- Mawla
	Staff		Info. Systems	Bus. .Admin	Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Staff		Production .Mgmt	Bus. .Admin	Lecturer Dr. Tahseen Fadel Mohammed Jasim Al-Ahbabi
	Staff		Production .Mgmt	Bus. .Admin	Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Saray
	Staff		Strategic Mgmt. - Knowledge	Bus. .Admin	Asst. Prof. Dr. Hatem Ali Abdullah Hussein Al-Hamdani

	Staff		Org. Theory	Bus. .Admin	Lecturer Dr. Riyadh Shihadhah Hussein Shihadhah Al-Jubouri
	Staff		Marketing .Mgmt	Bus. .Admin	Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi
	Staff		Info. Systems	Bus. .Admin	Lecturer Shireen Ismail Khalil Mohammed Al- Hadidi
	Staff		Info. Systems	Bus. .Admin	Asst. Prof. Suhaib Abdulrahman Tama Al- Douri
	Staff		HRM	Bus. .Admin	Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al- Nasiri
	Staff		Marketing Mgmt. - Knowledge	Bus. .Admin	Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraj
	Staff		Org. Theory	Bus. .Admin	Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait
	Staff		Strategic .Mgmt	Bus. .Admin	Asst. Prof. Dr. Ammar Awad Mohammed Mukhlif Al-Hamdani
	Staff		Org. Theory	Bus. .Admin	Lecturer Omar Wasfi Mukhlif Mohammed Al- Ajeeli
	Staff		HRM	Bus. .Admin	Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri
	Staff		Org. Theory	Bus. .Admin	Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri
	Staff		Production .Mgmt	Bus. .Admin	Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi
	Staff		Strategic .Mgmt	Bus. .Admin	Asst. Prof. Kifah Abbas Muhaimid Hajim Al- Janabi
	Staff		Info. Systems	Info. Systems	Assist. Lecturer Mohammed Salim Abd Al-Jumaili
	Staff		HRM	Bus. .Admin	Asst. Prof. Dr. Mohammed Ali

					<b>Abdullah Hussein Al-Jumaili</b>
	<b>Staff</b>		<b>Marketing .Mgmt</b>	<b>Bus. .Admin</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoob Al-Jubouri</b>
	<b>Staff</b>		<b>Marketing .Mgmt</b>	<b>Bus. .Admin</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Staff</b>		<b>Org. Theory</b>	<b>Bus. .Admin</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Staff</b>		<b>Strategic .Mgmt</b>	<b>Bus. .Admin</b>	<b>Lecturer Mahran Mahmoud Khattab Hamad</b>
	<b>Staff</b>		<b>Production .Mgmt</b>	<b>Bus. .Admin</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Staff</b>		<b>Marketing .Mgmt</b>	<b>Bus. .Admin</b>	<b>Lecturer Nawaf Rasool Ismail Al-Maamari</b>
	<b>Staff</b>		<b>Org. Theory</b>	<b>Bus. .Admin</b>	<b>Lecturer Dr. Wissam Hashim Kamel Kurdi Al- Janabi</b>

### **Professional Development**

#### **Orientation of New Faculty Members**

It is necessary to understand how the department's vision aligns with •  
the college's vision, which is derived from the university's and the  
ministry's vision, enabling the department to make decisive decisions  
.in building and achieving the stated objectives

The stated objectives are realistic and achievable, and every individual •  
.in this program should work to achieve them objectively

#### **Professional Development for Faculty Members**

.Continuous development courses •  
.Academic rotation according to stages and programs •

#### **Admission Criteria .12**

(Central Admission, Parallel, Evening)

#### **Main Sources of Information about the Program .13**

Books approved by the Sectoral Committee for Administration and •  
.Economics

.Supporting books and articles, with a 20% update rate •

**Program Development Plan .14**

Prepare teaching cadres according to the principle of career •  
 succession to supply the department with diverse specializations that  
 .meet departmental needs and employers' requirements

Produce rigorous and useful scientific research for all stakeholders to •  
 .serve the labor market from an administrative perspective

Focus on preparing young leaders in the field of specialization to •  
 .support Iraqi organizations and serve our beloved Iraq

Establish specialized knowledge among young teaching staff to •  
 .ensure the continuity of teaching-staff development

Focus on providing Business Administration graduates with skills, •  
 knowledge, and experience in the specialization to contribute to  
 .building governmental, public, and private institutions alike

Keep pace with environmental developments, particularly digital •  
 transformations, and equip graduates with the skills required to  
 .address present and future requirements

Consolidate the concept of citizenship among all stakeholders •  
 .connected with the department through transparent engagement

**Program Skills Matrix**

Required Program Learning Outcomes

Values				Skills				Knowledge				Core or Elective	Course Name	Course Code	Year / Level
V	V	V	V	S	S	S	S	K	K	K	K		Stage		First
4	3	2	1	4	3	2	1	4	3	2	1		Core	First	
√	√	√	√	√	√	√	√	√	√	√	√	Core	First		
													Stage		Seco
√	√	√	√	√	√	√	√	√	√	√	√	Core	Seco		nd
													Stage		Thir
√	√	√	√	√	√	√	√	√	√	√	√	Core	Thir		d
													Stage		Four

√	√	√	√	√	√	√	√	√	√	√	√	<b>Core</b>	<b>Fourth</b>		<b>th</b>
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Please place a mark in the boxes corresponding to the individual program learning \*  
.outcomes subject to assessment

### Course Description Form

<b>Course Name: Project Management .1</b>
<b>Course Code: None .2</b>
<b>Semester / Year: / 2025-2026 .3</b>
<b>Date of Preparing this Description: First Course, 1/9/2025 .4</b>
<b>Available Attendance Modes: In-person .5</b>
<b>Number of Study Hours (45) / Number of Units (3): Hours / Units .6</b>

**Course Coordinator (Zahid Mohammed Saleh) .7**

Name: Asst. Prof. Dr. Zahid Mohammed Saleh

Email:

zahad23@tu.edu.iq

**Course Objectives .8**

Provide students with a fundamental and comprehensive understanding of the main concepts of project management, including planning, organizing, implementation, control, and delivery processes

Help students develop the leadership and management skills required to manage projects successfully, such as effective communication, problem solving, team motivation, and time management

Develop analytical and creative thinking skills

Equip students with the knowledge and skills needed to succeed in project management and work in diverse work environments

Course Objectives

**Teaching and Learning Strategies .9**

Use of the board •  
Homework assignments •  
Inquiry into selected tasks and problems to identify their causes •  
Blended learning •

Strategy

**Course Structure .10**

Assessment Method	Learning Method	Unit / Topic Name	Required Learning Outcomes	Hours	Week
Discussions, examples, and questions	Theoretical	The concept of the project and the concept of project management	Knowledge of the fundamentals of project management	3	1
Discussions, examples, and	Theoretical	Project objectives and characteristics	Identify the objectives and	3	2

questions			<b>characteristics of public and private projects</b>		
Discussions, examples, and questions	<b>Theoretical</b>	<b>Types and dimensions of projects</b>	<b>Mechanism for classifying projects into different types</b>	3	<b>3</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Importance and objectives of the project and project management</b>	<b>Understand the importance and objectives of the investment project and project management</b>	3	<b>4</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Knowledge areas in project management</b>	<b>Identify knowledge models in project management</b>	3	<b>5</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project management stages and project selection</b>	<b>Know the stages through which a project passes (project life cycle)</b>	3	<b>6</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project levels Project stakeholders</b>	<b>Know who the stakeholders are</b>	3	<b>7</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project selection</b>	<b>Project selection criteria</b>	3	<b>8</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Selecting the project manager and the project manager's duties</b>	<b>Specifications of the project manager Career paths of the project manager</b>	3	<b>9</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project planning Project quality</b>	<b>Nature of planning Importance of planning Objectives of planning</b>	3	<b>10</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project risks</b>	<b>Concept and types of risks Project risk management Sources of risk in project management Definition of risks across the project life cycle</b>	3	<b>11</b>

Discussions, examples, and questions	<b>Theoretical</b>	<b>Scheduling project activities</b>	<b>Definition of scheduling Required lines for scheduling Project scheduling methods Gantt chart</b>	<b>3</b>	<b>12</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project control</b>	<b>Concept of control Objectives of control Importance of control</b>	<b>3</b>	<b>13</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Conflict in projects</b>	<b>Definition of conflict Levels of conflict Tools for resolving conflict in projects</b>	<b>3</b>	<b>14</b>
Discussions, examples, and questions	<b>Theoretical</b>	<b>Project closure</b>	<b>Reasons for termination Methods and procedures of termination Project delivery</b>	<b>3</b>	<b>15</b>

#### **Course Assessment .11**

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment grade is distributed as 30 marks for :coursework and 70 marks for the final course examination, as follows

- First monthly examination: 10 marks •
- Second monthly examination: 10 marks •
- Daily preparation: 5 marks •
- Participation: 5 marks •
- Final course examination: 70 marks •

#### **Learning and Teaching Resources .12**

	<b>Required prescribed textbooks (methodological, if any)</b>
<b>Contemporary Project Management: An Integrated</b>	<b>Main references (sources)</b>

<p>Approach to Project Management, Dr. Musa Ahmed .Khair Allah</p>	
<p>Project Management, Dr. Ahmed .Youssef Dodeen  Project Management: A Quantitative Approach (Dr. Muayad Al-Fadhel and Dr. .Mahmoud Al-Obaid)  Project Management: An Operational Approach, Dr. Ali Al- .Sudani  A collection of theses, dissertations, research papers, and Arab and international .periodicals  Research and publications related to projects and their .management</p>	<p>Recommended supporting books and references (scientific journals, reports, etc.)</p>
<p>ResearchGate pages for researchers specialized in marketing, in addition to Internet .resources</p>	<p>Electronic References and Internet Websites</p>

**Course Instructor**

**Asst. Prof. Dr. Zahid Mohammed Saleh**

# MODULE DESCRIPTION FORM

## MODULE DESCRIPTION FORM

Module Information			
<b>Module Information</b>			
<b>Module Title</b>	<b>Organizational Theory</b>	<b>Module Delivery</b>	
<b>Module Type</b>	C	<input checked="" type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Lab <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar	
<b>Module Code</b>	<b>BA2101</b>		
<b>ECTS Credits</b>	<b>8</b>		
<b>SWL (hr./sem)</b>	<b>100</b>		
<b>Module Level</b>			
<b>Administering Department</b>	Type Dept. Code	<b>College</b>	Administration and Economics
<b>Module Leader</b>	<b>Ahmed Ali Hussein Atiyah</b>	<b>e-mail</b>	<a href="mailto:ahmed44@tu.edu.iq">ahmed44@tu.edu.iq</a>
<b>Module Leader's Acad. Title</b>	<b>Professor</b>	<b>Module Leader's Qualification</b>	<b>PhD</b>
<b>Module Tutor</b>		<b>e-mail</b>	
<b>Peer Reviewer Name</b>	Name	<b>e-mail</b>	E-mail
<b>Date of Scientific Committee Approval</b>		<b>Version Number</b>	1.0

Relation with other Modules			
<b>Relationship with Other Modules</b>			
<b>Prerequisite module</b>	None	<b>Semester</b>	
<b>Co-requisites module</b>	None	<b>Semester</b>	

Module Aims, Learning Outcomes and Indicative Contents	
<b>Module Aims, Learning Outcomes and Indicative Contents</b>	
<b>Module Objectives</b> <b>Module Objectives</b>	<ol style="list-style-type: none"> <li>1. Introduce students to the concept of Organizational Theory across its historical stages.</li> <li>2. Introduce students to the importance of Organizational Theory.</li> <li>3. Clarify the concepts and terminology related to the course.</li> <li>4. Encourage students to pay attention to the academic course material.</li> <li>5. Build students' self-confidence and provide them with opportunities to understand matters related to the course content.</li> <li>6. Introduce students to the main sources for collecting data and information related to the course content.</li> </ol>

	7. Introduce students to how problems can be solved through Organizational Theory.
<b>Module Learning Outcomes</b>  <b>Module Learning Outcomes</b>	<p>Important: Write at least six learning outcomes; preferably, the number should correspond to the number of teaching weeks.</p> <ol style="list-style-type: none"> <li>1. Identify the basic concepts of Organizational Theory and its relationship with other sciences.</li> <li>2. Identify the basic and theoretical concepts of Organizational Theory.</li> <li>3. Identify the basic concepts for designing organizational structures.</li> <li>4. Identify the basic concepts of the organizational environment.</li> <li>5. Identify the basic concepts of organization, its objectives, and its divisions.</li> <li>6. Identify the basic concepts related to the distribution of authority and responsibilities.</li> <li>7. Identify the basic concepts of direction, including leadership and motivation.</li> </ol>
<b>Indicative Contents</b>  <b>Indicative Contents</b>	<p>The indicative content includes the following:</p> <ol style="list-style-type: none"> <li>1. Week 1: Chapter One: the nature and concepts of Organizational Theory, its fields of application, and indicators of poor management, with a presentation, two hours.</li> <li>2. Week 2: Identifying types of organizations and explaining their basic characteristics, with a daily quiz on Chapter One, two hours.</li> <li>3. Week 3: Contemporary challenges facing organizations in today's world, with a student report assignment, two hours.</li> <li>4. Week 4: Chapter Two: schools of thought (stages in the development of administrative thought), with a daily quiz, two hours.</li> <li>5. Week 5: Identifying the organizational environment (internal and external) and its relationship with the organization, with a discussion session, two hours.</li> <li>6. Week 6: The concept of organizational structures and their importance in preparing plans, with a presentation, two hours.</li> <li>7. Week 7: Identifying the basic concepts of traditional and modern theories in Organizational Theory, with a daily quiz, two hours.</li> <li>8. Week 8: The relationship between the organization and its environment, two hours.</li> <li>9. Week 9: The concept of organization, its objectives, divisions, and stages, with a student report on the concept and importance of organization for organizations, two hours.</li> <li>10. Week 10: Organizational design (organizational structure), organizational chart, and organizational manual, including reasons for restructuring, two hours.</li> <li>11. Week 11: Chapter Eight: direction, including authority, responsibility, and delegation rules, with a daily quiz, two hours.</li> <li>12. Week 12: The concept of leadership and the leader, the difference between a leader and a manager, leadership styles, and major leadership theories, with a student project report on which theories may be applied, two hours.</li> <li>13. Week 13: Midterm examination in Organizational Theory.</li> <li>14. Week 14: Motivation, its importance, and its objectives, with a daily quiz, two hours.</li> <li>15. Week 15: Semester examination.</li> </ol>

**Learning and Teaching Strategies**

**Learning and Teaching Strategies**

<b>Strategies</b>	<p>The main learning and teaching strategies are to encourage student participation through discussions while improving and expanding their thinking skills. This will be achieved through classroom materials, interactive tutorials, and simple activities of interest to students. The key aims may be summarized as follows:</p> <ol style="list-style-type: none"> <li>1. Enable students to address problems related to administrative activities.</li> <li>2. Enable students to meet all labor-market requirements.</li> <li>3. Enable students to make accurate and timely decisions.</li> </ol>
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<b>Student Workload (SWL)</b>			
<b>Student workload is calculated for 15 weeks</b>			
<b>Structured SWL (h/sem)</b> <b>Structured student workload during the semester</b>	48	<b>Structured SWL (h/w)</b> <b>Structured student workload per week</b>	3.2
<b>Unstructured SWL (h/sem)</b> <b>Unstructured student workload during the semester</b>	77	<b>Unstructured SWL (h/w)</b> <b>Unstructured student workload per week</b>	5.13
<b>Total SWL (h/sem)</b> <b>Total student workload during the semester</b>	<b>125</b>		

<b>Module Evaluation</b>					
<b>Module Evaluation</b>					
		<b>Time/Number</b>	<b>Weight (Marks)</b>	<b>Week Due</b>	<b>Relevant Learning Outcome</b>
<b>Formative assessment</b>	<b>Daily Quizzes</b>	0.25 hr./5	10% (2)	2-4-7-11-14	Introductory overview of Organizational Theory. Schools of thought (stages in the development of administrative thought) Contemporary theories in administrative thought. The Organizational Environment Organizational Structures
	<b>Assignments / Presentation</b>	0.50 hr./2	10% (5)	1 6	The nature and concept of Organizational Theory The concept of the organizational environment

					and organizational structures
	<b>Projects / Discussions</b>	0.50 hr./2	10% (5)	5 12	The organization's internal and external environment The concept of leadership and the leader, and the difference between them
	<b>Report</b>	0.50 hr./2	10% (5)	3 9	Contemporary challenges in today's world The concept of organization, its objectives, and its divisions
<b>Summative assessment</b>	<b>Midterm Examination</b>	2hr	10% (10)		Examination in Organizational Theory
	<b>Final Examination</b>	3hr	50% (50)		
<b>Total Assessment</b>			100% (100 Marks)		

### Delivery Plan (Weekly Syllabus)

#### Weekly Theoretical Syllabus

Week	Material Covered
Week 1	<b>Characteristics and Elements of the Organization</b>
Week 2	<b>Classification of Organizations</b>
Week 3	<b>Stages in the Historical Development of Organizational Thought</b>
Week 4	<b>Major Challenges Facing Business Organizations</b>
Week 5	<b>Introduction to Administrative and Organizational Thought</b>
Week 6	<b>The Changing Environment of Business Organizations</b>
Week 7	<b>Introduction to the Administrative Organizing Function</b>
Week 8	<b>Introduction to Organizational Structures of Business Organizations</b>
Week 9	<b>Chain of Command, Authority, and Responsibility</b>
Week 10	<b>Management and Business Ethics</b>
Week 11	<b>Ethics of Business Organizations</b>
Week 12	<b>The Concept of Organizational Excellence</b>
Week 13	<b>Midterm Examination in Organizational Theory</b>
Week 14	<b>Motivation, Its Importance, and Its Objectives</b>

Week 15	Semester Examination
Week 16	Preparatory week before the final examination

Delivery Plan (Weekly Lab. Syllabus)	
Weekly Laboratory Syllabus	
Week	Topics Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources		
Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts	Organizational Theory, by Professor Dr. Munqith Mohammed Dagher and Professor Dr. Adel Harhoush Saleh	Yes
Recommended Texts	Iraqi Academic Scientific Journals website	No
Websites	Reviewing scientific websites through the Internet	

Grading Scheme				
Grading Scheme				
Group	Grade	Grade Description	Marks %	Definition
Success Group (50 - 100)	A - Excellent	Excellent	90 - 100	Outstanding performance
	B - Very Good	Very Good	80 - 89	Above average with some errors
	C - Good	Good	70 - 79	Sound work with noticeable errors
	D - Satisfactory	Satisfactory	60 - 69	Acceptable, but with major deficiencies
	E - Sufficient	Sufficient	50 - 59	The work meets the minimum standards
Fail Group (0 - 49)	FX - Fail	Fail (Under Remediation)	(45-49)	More work is required, but credit has been awarded
	F - Fail	Fail	(0-44)	A substantial amount of work is required
Note: Decimal marks above or below 0.5 will be rounded to the nearest whole mark. For example, a				

**mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University applies a no-condonation policy for near-pass failures; therefore, the only adjustment to marks awarded by the original marker(s) will be the automatic rounding described above.**

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**Republic of Iraq**

**Ministry of Higher Education and Scientific Research**

# **Tikrit University**

**College of Administration and Economics**

**Department of Business Administration**

**Academic Description**

**Undergraduate Studies**

**Third Stage**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.

Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.

Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.

Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.

Learning Outcome 5: Improving community relations, promoting belief in professional

Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
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### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compuls</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: Bank Management</b>
<b>2. Course Code: None</b>
<b>3. Semester / First Year: / 2025-2026</b>
<b>4. Date of Preparing this Description: First Semester 1/9/2025</b>
<b>5. Available Attendance Modes: In-person</b>

**6. Total Study Hours / Total Units: 45 hours / units****7. Name of the Course Coordinator (if more than one name, mention them)**

Name: Lecturer Dr. Mohammed Mahmoud Abdullah Email: mohamad1989@tu.edu.iq

**8. Course Objectives**

Course Objectives	<ul style="list-style-type: none"> <li>• Introducing students to the concept of the bank, the instruments used by banks, and how banks are managed.</li> <li>• Introducing the components of a bank's balance sheet</li> <li>• Qualifying graduates who can supply the labor market with the banking skills required by the banking sector.</li> </ul>
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**9. Teaching and Learning Strategies**

Strategy	<ul style="list-style-type: none"> <li>• Using the whiteboard</li> <li>• Homework assignments</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended learning</li> </ul>
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**10. Course Structure**

We ek	H ou rs	Outcomes	Topic	Method	Assessment
1	3	Introduction to the banking system	Commercial banks	Theoretical	Examination
2	3	Their origin and characteristics	Islamic banks	Theoretical	Examination
3	3	Islamic finance instruments	Financing instruments	Theoretical	Examination
4	3	Their origin and characteristics	Central banks	Theoretical	Examination
5	3	<b>Functions of central banks</b>	Central banks	Theoretical	Examination
6	3	Reserve management	Functions of banks	Theoretical	Examination
7	3	Nature and types of deposits	Deposit management	Theoretical	Examination
8	3	Deposit creation and	Deposits	Theoretical	Examination

		derivative deposits		cal	
<b>9</b>	3	Concept and types of bank capital	Bank capital management	Theoretical	Examination
<b>10</b>	<b>3</b>	Sources of funds and uses of funds	Balance sheet	Theoretical	Examination
<b>11</b>	3	Preparing the bank income statement	Income statement	Theoretical	Examination
<b>12</b>	3	How to maintain the banking liquidity ratio	Bank liquidity management	Theoretical	Examination
<b>13</b>	<b>3</b>	Bank profitability management	Bank profitability	Theoretical	Examination
<b>14</b>	3	Managing bank investments using optimal methods	Bank investment	Theoretical	Examination
<b>15</b>	3	Introduction to the banking system	Commercial banks	Theoretical	Examination

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	Bank Management
Main References (Sources)	Books available in the library or on the internet
Recommended supporting books and references (scientific journals, reports, etc.)	All available internet resources
Electronic References, Internet Websites	

**Course Instructor: Lecturer Dr. Mohammed Mahmoud Abdullah**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional	Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
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### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: Business Economics</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year: First Semester / 2025-2026</b>
<b>4. Date of Preparing this Description: First Semester 1/9/2026</b>
<b>5. Available Attendance Modes: In-person</b>
<b>6. Total Study Hours / Total Units: 30 hours / 2 units</b>
<b>7. Name of the Course Coordinator (if more than one name, mention them):</b>

Name: Asst. Prof. Dr. Ziyad Izz Al-Din Taha

## 8. Course Objectives

Course Objectives	<ul style="list-style-type: none"><li>• Enhancing students' experience and knowledge in Business Economics and its importance to the economy in general and the Iraqi economy in particular.</li><li>• Introducing the student to theories of Business Economics</li><li>• Introducing the student to the key characteristics of Business Economics</li><li>• Introducing the student to the key variables of Business Economics</li><li>• Introducing the student to the importance of Business Economics</li></ul>
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## 9. Teaching and Learning Strategies

Strategy	<ul style="list-style-type: none"><li>• Using the whiteboard</li><li>• Homework assignments</li><li>• Investigating selected tasks and problems to identify their causes</li><li>• Blended learning</li></ul>
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## 10. Course Structure

Week	Hours	Outcomes	Topic	Method	Assessment
1	3	Fundamentals of Business Economics	The relationship of economics with management and decision-making	Theoretical	Examination
2	3	Planning and organizational objectives	Objectives of planning	Theoretical	Examination
3	3	Demand analysis	Types and classifications of demand	Theoretical	Examination
4	3	Demand forecasting and estimation	Methods of demand estimation and forecasting	Theoretical	Examination

5	3	Supply analysis	Law of supply and market supply	Theoretical	Examination
6	3	Examination	Examination	Theoretical	Examination
7	3	Elasticity of supply and demand	Concept and importance of elasticity	Theoretical	Examination
8	3	Market equilibrium	Demand and supply equilibrium	Theoretical	Examination
9	3	Production costs	Production and factors of production	Theoretical	Examination
10	3	Revenues and profit in markets	Concept of revenues and profit	Theoretical	Examination
11	3	Break-even analysis	Definition and objectives of break-even analysis	Theoretical	Examination
12	3	Examination	Examination	Theoretical	Examination
13	3	Products	Product characteristics	Theoretical	Examination
14	3	Price discrimination	Objective of price discrimination	Theoretical	Examination
15	<b>3</b>	<b>Examination</b>	<b>Examination</b>	<b>Theoretical</b>	<b>Examination</b>

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	Business Economics
Main References (Sources)	Managerial Economics - Dr. Nidaa Al-Sous
Recommended supporting books and	Books available in the library or on the

references (scientific journals, reports, etc.)	internet
Electronic References, Internet Websites	All available internet resources

**Course Instructor:**

**Asst. Prof. Dr. Ziyad Izz Al-Din Taha**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

To establish an educational system characterized by quality and creativity

in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

## **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No.

### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Admin.		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.	Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.
Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.	Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.	Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Improving community relations, promoting belief in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the whiteboard

- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Staff		Specific	General	
	Staff		Knowledge Management	Business Admin.	Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri
	Staff		Management Information Systems	Business Admin.	Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri
	Staff		Human Resource Management	Business Admin.	Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi
	Staff		Organization Theory	Business Admin.	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Staff		Information Systems	Business Admin.	Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Staff		Production Management	Business Admin.	Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi
	Staff		Production Management	Business Admin.	Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray
	Staff		Strategic Management - Knowledge	Business Admin.	Asst. Prof. Dr. Hatem Ali Abdullah Hussein Al-Hamdani
	Staff		Organization Theory	Business Admin.	Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri

	<b>Staff</b>		<b>Marketing Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Business Admin.</b>	<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Business Admin.</b>	<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>
	<b>Staff</b>		<b>Human Resource Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>
	<b>Staff</b>		<b>Marketing Management - Knowledge</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraj</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>
	<b>Staff</b>		<b>Strategic Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>
	<b>Staff</b>		<b>Human Resource Management</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>
	<b>Staff</b>		<b>Production Management</b>	<b>Business Admin.</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Staff</b>		<b>Strategic Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Staff</b>		<b>Human Resource Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Staff</b>		<b>Marketing</b>	<b>Business</b>	<b>Lecturer Mohammed</b>

			Management	Admin.	Mahmoud Abdullah Mahjoub Al-Jubouri
	Staff		Marketing Management	Business Admin.	Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi
	Staff		Organization Theory	Business Admin.	Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili
	Staff		Strategic Management	Business Admin.	Lecturer Mahran Mahmoud Khattab Hamad
	Staff		Production Management	Business Admin.	Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed
	Staff		Marketing Management	Business Admin.	Lecturer Nawaf Rasoul Ismail Al-Maamari
	Staff		Organization Theory	Business Admin.	Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi

## Professional Development

### Orientation of New Faculty Members

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

### 12. Admission Criteria

(Central admission, parallel admission, evening study)

### 13. Key Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

## 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

### Program Skills Matrix

#### Required Learning Outcomes of the Program

Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C4	C3	C2	C1	B4	B3	B2	B1	A4	A3	A2	A1		Stage		First
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	First		
													Stage		Second
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Second		

													<b>ory</b>			
														<b>Stag e</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Com puls ory</b>	<b>Thir d</b>		
														<b>Stag e</b>		<b>Fourt h</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Com puls ory</b>	<b>Four th</b>		

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

**1. Course Name:**

**Cost Accounting 1**

**2. Course Code: None**

**3. Semester / Year:**

First Semester / 2025-2026

**4. Date of Preparing this Description:**

First Semester 1/9/2025

**5. Available Attendance Modes:**

In-person

**6. Total Study Hours / Total Units:**

45 hours / 3 units per week

**7. Name of the Course Coordinator (if more than one name, mention them)**

Main Instructor: Lecturer Dr. Iyad Dakheel Salim

Alternative Instructor: Assist. Lecturer Mohammed Jasim Mohammed

**8. Course Objectives**

- |  |                          |
|--|--------------------------|
| <p>A. Preparing the student scientifically and practically to understand the foundations and elements of cost measurement.</p> <p><b>B. Preparing the student scientifically and practically to calculate and analyze costs.</b></p> <p>C. Preparing the student scientifically and practically to provide cost information that supports decision-making.</p> <p><b>D. Preparing the student scientifically and practically to forecast future costs.</b></p> | <p>Course Objectives</p> |
|--|--------------------------|

**9. Teaching and Learning Strategies**

- |   |                 |
|---|-----------------|
| <p>A. Using real-life illustrative methods to facilitate the delivery of information to the student.</p> <p><b>B. Benefiting from technological progress and employing it to serve the student.</b></p> <p>C. Benefiting from modern communication tools and employing them to serve the student.</p> <p><b>D. Using group work and free time to solve training examples.</b></p> | <p>Strategy</p> |
|---|-----------------|

## 10. Course Structure

Assessment	Method	Topic	Outcomes	Hours	Week
Daily preparation and daily, oral, monthly, and written examinations	In-person	Theoretical framework of cost accounting	Definition of cost accounting, its objectives, and stages of development	3	1
Daily preparation and daily, oral, monthly, and written examinations	In-person	Theoretical framework of cost accounting	Definition and objectives of accounting Costs	3	2
Daily preparation and daily, oral, monthly, and written examinations	In-person	Theoretical framework of cost accounting	Relationship between cost accounting and managerial and financial accounting	3	3
Daily preparation and daily, oral, monthly, and written examinations	In-person	Theoretical framework of cost accounting	Concepts and classifications of cost elements	3	4
	In-person		First Examination	3	5
Daily preparation and daily, oral, monthly, and written examinations	In-person	Cost theories	Total cost theories	3	6
Daily preparation and daily, oral, monthly, and written examinations	In-person	Cost theories	Variable cost theories	3	7
Daily preparation and daily, oral, monthly, and written examinations	In-person	Cost theories	Analyzing the differences among cost theories	3	8
Daily preparation and daily, oral, monthly, and written examinations	In-person	Cost theories	Break-even point according to cost theory	3	9
	In-person		Second Examination	3	10
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the materials element	Concept of control over the materials element and inventory adjustments	3	11
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the materials element	Methods for pricing the materials element	3	12
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the wages element	Concept and procedures of control over the wages element	3	13
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the wages element	Time and wage analysis statement	3	14
	In-person	Final Examination		3	15

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

## 12. Learning and Teaching Resources

Cost Accounting 1	Required prescribed textbooks (methodological, if any)
Blocher, Edward J.; Stout, David E.; Juras, Paul E. & Cokins, Gary, (2019), <b>Cost Management: A Strategic Emphasis.</b> , 8 <sup>th</sup> Edition, The McGraw-Hill Education, USA.  Horngren, Charles T.; Datar, Srikant M. & Rajan, Madhav V., (2015), <b>Cost Accounting: A Managerial Emphasis</b> , 15 <sup>th</sup> Edition, Pearson Education, Inc., .New Jersey, USA	Main References (Sources)
Books available in the library or on the internet	Recommended supporting books and references (scientific journals, reports, etc.)
All available internet resources	Electronic References, Internet Websites

**Course Instructor: Lecturer Dr. Iyad Dakheel Salim**

**Assist. Lecturer Mohammed Jasim Mohammed**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

## **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No.

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**5. Other External Influences**

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

**6. Program Structure**

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

**7. Program Description**

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretica	Business Admin.		
	l			
4	35	First Stage		First / First

4	35	Second Stage		Second / Second
6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.	Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.
Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.	Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.	Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome Statement 5: Building administrative cadres	Learning Outcome 5: Improving community relations, promoting belief in professional ethics, and performing work with high quality.

that serve society.

### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Staff		Specific	General	
	Staff		Knowledge Management	Business Admin.	Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri
	Staff		Management Information Systems	Business Admin.	Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri
	Staff		Human Resource Management	Business Admin.	Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi
	Staff		Organization Theory	Business Admin.	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Staff		Information Systems	Business Admin.	Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Staff		Production Management	Business Admin.	Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi
	Staff		Production Management	Business Admin.	Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray
	Staff		Strategic Management -	Business Admin.	Asst. Prof. Dr. Hatem Ali Abdullah Hussein Al-

			<b>Knowledge</b>		<b>Hamdani</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>
	<b>Staff</b>		<b>Marketing Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Business Admin.</b>	<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Business Admin.</b>	<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>
	<b>Staff</b>		<b>Human Resource Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>
	<b>Staff</b>		<b>Marketing Management - Knowledge</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>
	<b>Staff</b>		<b>Strategic Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>
	<b>Staff</b>		<b>Human Resource Management</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>
	<b>Staff</b>		<b>Production Management</b>	<b>Business Admin.</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Staff</b>		<b>Strategic Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Staff</b>		<b>Human</b>	<b>Business</b>	<b>Asst. Prof. Dr.</b>

			<b>Resource Management</b>	<b>Admin.</b>	<b>Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Staff</b>		<b>Marketing Management</b>	<b>Business Admin.</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Staff</b>		<b>Marketing Management</b>	<b>Business Admin.</b>	<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Staff</b>		<b>Strategic Management</b>	<b>Business Admin.</b>	<b>Lecturer Mahrhan Mahmoud Khattab Hamad</b>
	<b>Staff</b>		<b>Production Management</b>	<b>Business Admin.</b>	<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>
	<b>Staff</b>		<b>Marketing Management</b>	<b>Business Admin.</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>
	<b>Staff</b>		<b>Organization Theory</b>	<b>Business Admin.</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C4	C3	C2	C1	B4	B3	B2	B1	A4	A3	A2	A1		Stage		First
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stag</b>		<b>Seco</b>

√	√	√	√	√	√	√	√	√	√	√	√	Com puls ory	e Seco nd		nd
													Stag e		Third
√	√	√	√	√	√	√	√	√	√	√	√	Com puls ory	Thir d		
													Stag e		Four th
√	√	√	√	√	√	√	√	√	√	√	√	Com puls ory	Four th		

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

1. Course Name

**: Cost Accounting 2**

**2. Course Code: None**

**3. Semester / Year:**

**Second Semester / 2025-2026**

**4. Date of Preparing this Description:**

**Second Semester 28/1/2025**

**5. Available Attendance Modes:**

**In-person**

**6. Total Study Hours / Total Units:**

**45 hours / 3 units per week**

**7. Name of the Course Coordinator (if more than one name, mention them)**

Main Instructor: Lecturer Dr. Iyad Dakheel Salim

Alternative Instructor: Assist. Lecturer Mohammed Jasim Mohammed

**8. Course Objectives**

- |  |                                 |
|--|---------------------------------|
| <p>A. Preparing the student scientifically and practically to understand the foundations and elements of cost measurement.</p> <p>B. Preparing the student scientifically and practically to calculate and analyze costs.</p> <p>C. Preparing the student scientifically and practically to provide cost information that supports decision-making.</p> <p>D. Preparing the student scientifically and practically to forecast future costs.</p> | <p><b>Course Objectives</b></p> |
|--|---------------------------------|

**9. Teaching and Learning Strategies**

- |   |                        |
|---|------------------------|
| <p>A. Using real-life illustrative methods to facilitate the delivery of information to the student.</p> <p>B. Benefiting from technological progress and employing it to serve the student.</p> <p>C. Benefiting from modern communication tools and employing them to serve the student.</p> <p>D. Using group work and free time to solve training examples.</p> | <p><b>Strategy</b></p> |
|---|------------------------|

<b>10. Course Structure</b>					
<b>Assessment</b>	<b>Method</b>	<b>Topic</b>	<b>Outcomes</b>	<b>Hours</b>	<b>Weeks</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the manufacturing overhead cost element	Concept of manufacturing overhead cost elements and preparation of the overhead application rate	<b>3</b>	<b>1</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the manufacturing overhead cost element	Methods of allocating manufacturing overhead costs	3	<b>2</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Control over the manufacturing overhead cost element	Bases of overhead application rates	3	<b>3</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Job-order costing system	Concept and features of the job-order costing system	3	<b>4</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Job-order costing system	Control accounts	3	<b>5</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Job-order costing system	Preparation of the job-order card	3	<b>6</b>
	In-person		First Examination	3	<b>7</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Process costing system	Concept and features of the process costing system	3	<b>8</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Process costing system	Preparing cost reports according to the weighted-average method	3	<b>9</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Process costing system	Preparing cost reports according to the first-in, first-out method.	3	<b>10</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Process costing system	Preparing cost reports using both methods for multiple stages	3	<b>11</b>
	In-person		Second Examination	<b>3</b>	<b>12</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Joint and by-product costs	Joint costs	<b>3</b>	<b>13</b>
Daily preparation and daily, oral, monthly, and written examinations	In-person	Joint and by-product costs	By-product costs	<b>3</b>	<b>14</b>

	In-person	Final Examination		<b>3</b>	<b>15</b>
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### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Cost Accounting 2	Required prescribed textbooks (methodological, if any)
Blocher, Edward J.; Stout, David E.; Juras, Paul E. & Cokins, Gary, (2019), <b>Cost Management: A Strategic Emphasis.</b> , 8 <sup>th</sup> Edition, The McGraw-Hill Education, USA.	Main References (Sources)
Hornngren, Charles T.; Datar, Srikant M. & Rajan, Madhav V., (2015), <b>Cost Accounting: A Managerial Emphasis</b> , 15 <sup>th</sup> Edition, Pearson Education, Inc., .New Jersey, USA	
Books available in the library or on the internet	Recommended supporting books and references (scientific journals, reports, etc.)
All available internet resources	Electronic References, Internet Websites

**Course Instructor: Lecturer Dr. Iyad Dakheel Salim**

**Assist. Lecturer Mohammed Jasim Mohammed**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional	Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
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### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four th</b>		<b>Stage</b>														
		<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: English Language - Headway</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year: / 2025-2026</b>
<b>4. Date of Preparing this Description: Second Semester 28/1/2025</b>
<b>5. Available Attendance Modes: In-person</b>

**6. Total Study Hours / Total Units: 30 hours / 2 units**

**7. Name of the Course Coordinator (if more than one name, mention them)**

**Name: Lecturer Dr. Wael Jasim Hameed**

**8. Course Objectives**

Course Objectives	<ul style="list-style-type: none"> <li>• One of the most important objectives of this course is to teach students the basic vocabulary needed for learning English by studying the main tenses used in speaking and how to employ these tenses directly in speech, while relying on listening skills and academic paragraph-writing skills in English.</li> </ul>
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**9. Teaching and Learning Strategies**

Strategy	<ul style="list-style-type: none"> <li>• Using the whiteboard</li> <li>• Homework assignments</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended learning</li> </ul>
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**10. Course Structure**

<b>Week</b>	<b>Hours</b>	<b>Outcomes</b>	<b>Topic</b>	<b>Method</b>	<b>Assessment</b>
<b>1</b>	<b>2</b>	<b>Tenses</b>	<b>Its wonderful world</b>		
<b>2</b>	<b>2</b>	<b>Social expressions</b>	<b>Its wonderful world</b>		
<b>3</b>	<b>2</b>	<b>Present tense -</b>	<b>Get Happy</b>		
<b>4</b>	<b>2</b>	<b>Speaking and listening -</b>	<b>Its wonderful world</b>		
<b>5</b>	<b>2</b>	<b>passive</b>	<b>Get Happy</b>		
<b>6</b>	<b>2</b>	<b>Sport</b>	<b>Get Happy</b>		
<b>7</b>	<b>2</b>	<b>Numbers and dates</b>	<b>Get Happy</b>		
<b>8</b>	<b>2</b>	<b>passive</b>	<b>Telling tales</b>		
<b>9</b>	<b>2</b>	<b>Art and literature</b>	<b>Telling tales</b>		
<b>10</b>	<b>2</b>	<b>Future intentions Going to and will</b>	<b>Telling tales</b>		
<b>11</b>	<b>2</b>	<b>Verb patterns1</b>	<b>What do you want to do</b>		
<b>12</b>	<b>2</b>	<b>Talking about</b>	<b>Doing the right</b>		

		<b>modern cities</b>	<b>thing</b>		
<b>13</b>	<b>2</b>	<b>Comparative and. superlative adjective</b>	<b>?Whats it like</b>		
<b>14</b>		<b>Model verb1</b>	<b>Doing the right thing</b>		
<b>15</b>		<b>Nationality</b>	<b>Doing the right thing</b>		

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	New Headway Plus for the third stage
Main References (Sources)	Pre-Intermediate Student's Book+Workbook With key
Recommended supporting books and references (scientific journals, reports, etc.)	All journals concerned with teaching beginner students English sentence formulation and the rules of writing a single paragraph.
Electronic References, Internet Websites	All websites concerned with teaching beginner students English sentence formulation and the rules of writing a single paragraph.

**Course Instructor: Lecturer Dr. Wael Jasim Hameed**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.

Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.

Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.

Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.

Learning Outcome 5: Improving community relations, promoting belief in professional

Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
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### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: English Language - Headway</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year: / 2025-2026</b>
<b>4. Date of Preparing this Description: Second Semester 28/1/2025</b>
<b>5. Available Attendance Modes: In-person</b>

**6. Total Study Hours / Total Units: 30 hours / 2 units**

**7. Name of the Course Coordinator (if more than one name, mention them)**

**Name: Lecturer Dr. Wael Jasim Hameed**

**8. Course Objectives**

Course Objectives	<ul style="list-style-type: none"> <li>• One of the most important objectives of this course is to teach students the basic vocabulary needed for learning English by studying the main tenses used in speaking and how to employ these tenses directly in speech, while relying on listening skills and academic paragraph-writing skills in English.</li> </ul>
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**9. Teaching and Learning Strategies**

Strategy	<ul style="list-style-type: none"> <li>• Using the whiteboard</li> <li>• Homework assignments</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended learning</li> </ul>
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**10. Course Structure**

<b>Week</b>	<b>Hours</b>	<b>Outcomes</b>	<b>Topic</b>	<b>Method</b>	<b>Assessment</b>
<b>1</b>	<b>2</b>	<b>Tenses</b>	<b>Its wonderful world</b>		
<b>2</b>	<b>2</b>	<b>Social expressions</b>	<b>Its wonderful world</b>		
<b>3</b>	<b>2</b>	<b>Present tense -</b>	<b>Get Happy</b>		
<b>4</b>	<b>2</b>	<b>Speaking and listening -</b>	<b>Its wonderful world</b>		
<b>5</b>	<b>2</b>	<b>passive</b>	<b>Get Happy</b>		
<b>6</b>	<b>2</b>	<b>Sport</b>	<b>Get Happy</b>		
<b>7</b>	<b>2</b>	<b>Numbers and dates</b>	<b>Get Happy</b>		
<b>8</b>	<b>2</b>	<b>passive</b>	<b>Telling tales</b>		
<b>9</b>	<b>2</b>	<b>Art and literature</b>	<b>Telling tales</b>		
<b>10</b>	<b>2</b>	<b>Future intentions Going to and will</b>	<b>Telling tales</b>		
<b>11</b>	<b>2</b>	<b>Verb patterns1</b>	<b>What do you want to do</b>		
<b>12</b>	<b>2</b>	<b>Talking about</b>	<b>Doing the right</b>		

		<b>modern cities</b>	<b>thing</b>		
<b>13</b>	<b>2</b>	<b>Comparative and. superlative adjective</b>	<b>?Whats it like</b>		
<b>14</b>		<b>Model verb1</b>	<b>Doing the right thing</b>		
<b>15</b>		<b>Nationality</b>	<b>Doing the right thing</b>		

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	New Headway Plus for the third stage
Main References (Sources)	Pre-Intermediate Student's Book+Workbook With key
Recommended supporting books and references (scientific journals, reports, etc.)	All journals concerned with teaching beginner students English sentence formulation and the rules of writing a single paragraph.
Electronic References, Internet Websites	All websites concerned with teaching beginner students English sentence formulation and the rules of writing a single paragraph.

**Course Instructor: Lecturer Dr. Wael Jasim Hameed**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
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Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.
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### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
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Learning Outcome 5: Improving community relations, promoting belief in professional	Learning Outcome Statement 5: Building
---	--

ethics, and performing work with high quality.	administrative cadres that serve society.
--	---

### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: Feasibility Studies</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year: Second Semester / 2025-2026</b>
<b>4. Date of Preparing this Description: Second Semester 28/1/2025</b>
<b>5. Available Attendance Modes: In-person</b>

**6. Total Study Hours (45) / Number of Units (3): Hours / Units**

2

30

**7. Name of the Course Coordinator (Zahed Mohammed Salih)**

Name: Asst. Prof. Dr. Zahed Mohammed Salih; Email: zahad23@tu.edu.iq

**8. Course Objectives**

## Course Objectives

- The objective of teaching Economic Feasibility Studies is to provide students with a comprehensive understanding of economic feasibility concepts and the criteria used in evaluating investments and projects.
- To teach students how to analyze economic and financial data and evaluate expected returns and costs for different projects.
- Studying Economic Feasibility Studies enables students to gain a better understanding of investment decision-making processes.

**9. Teaching and Learning Strategies**

## Strategy

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

**10. Course Structure**

<b>Week</b>	<b>Hours</b>	<b>Outcomes</b>	<b>Topic</b>	<b>Method</b>	<b>Assessment</b>
<b>1</b>	<b>2</b>	<b>Definition of feasibility study</b>	<b>Nature of economic feasibility study</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>2</b>	<b>2</b>	<b>For the individual investor For the organization For the national economy</b>	<b>Importance of economic feasibility study</b>	<b>Theoretical</b>	Discussions, examples, and questions

<b>3</b>	2	<b>Identifying objectives and justifications</b>	<b>Objectives and justifications of economic feasibility study</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>4</b>	2	<b>Preliminary feasibility study Detailed feasibility study</b>	<b>Types of economic feasibility studies</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>5</b>	2	<b>Definition Objectives Characteristics Data required for conducting it</b>	Marketing feasibility study of the investment project	<b>Theoretical</b>	Discussions, examples, and questions
<b>6</b>	2	<b>Definition of technical feasibility study Problems resulting from neglecting the study Stages of preparation</b>	<b>Technical and engineering feasibility study</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>7</b>	2	<b>Study of the project location Determining the type of production and levels of production capacity</b>	<b>Technical feasibility study of the investment project</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>8</b>	2	<b>Nature of the study Objectives of the study Importance of the study</b>	<b>Financial feasibility study of the investment project</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>9</b>	2	<b>Payback period For equal cash flows</b>	<b>Project feasibility criteria (traditional)</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>10</b>	2	<b>Payback period for unequal cash flows</b>	<b>Project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>11</b>	2	<b>Accounting rate of return</b>	<b>Project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>12</b>	2	<b>Accounting rate of return</b>	<b>Project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions

<b>13</b>	<b>2</b>	<b>Net present value</b>	<b>Non-traditional project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>14</b>	<b>2</b>	<b>Net present value</b>	<b>Non-traditional project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>15</b>	<b>2</b>	<b>Profitability index</b>	<b>Non-traditional project feasibility criteria</b>	<b>Theoretical</b>	Discussions, examples, and questions

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	Project Feasibility, Dr. Asaad Taha Ghulam
Main References (Sources)	Economic Feasibility Studies and Project Evaluation, Dr. Kazim Al-Qurashi Economic Feasibility Studies for Investment Projects (Theoretical and Applied Analysis), Dr. Kazim Jasim Al-Issawi. Economic Feasibility Studies for Economic Projects, Dr. Ahmed Farid Mustafa A collection of Arabic and foreign theses, dissertations, research papers, and periodicals
Recommended supporting books and	All books, journals, and

references (scientific journals, reports, etc.)	periodicals addressing economic feasibility studies for investment projects
Electronic References, Internet Websites	ResearchGate pages of researchers specialized in marketing, in addition to the internet.

**Course Instructor**  
**Asst. Prof. Dr. Zahed Mohammed Salih**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional	Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
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### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name:</b>
<b>Financial Management 1</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year:</b>
<b>First Semester / 2025-2026</b>
<b>4. Date of Preparing this Description: First Semester 1/9/2025</b>
<b>5. Available Attendance Modes: In-person</b>

In-person attendance in the classroom, with the use of Google Classroom to notify students of examination times and upload monthly examination grades and annual coursework grades.

**6. Total Study Hours / Total Units: Hours / Units**

Number of Hours: 45 / Number of Units: 3

**7. Name of the Course Coordinator (if more than one name, mention them)**

Name:

- Asst. Prof. Dr. Mohammed Ali Abdullah

- Lecturer Mahran Mahmoud Khattab

**8. Course Objectives**

Course Objectives

- Contributing to understanding the historical development of financial management in organizations.
- Introducing the student to the importance of financial management and its basic functions.
- Identifying the concept of the manager in organizations and the administrative levels within the organization.
- Introducing the student to the most important financial plans developed by organizations to implement their activities.
- Introducing the student to how business organizations address the challenges they face in today’s world of finance and business.
- Qualifying graduates with high financial competence that enables them to practice administrative and financial work.

**9. Teaching and Learning Strategies**

Strategy

- **Using the whiteboard**
- **Homework assignments**
- **Delivering in-person and online lectures**
- **Conducting interactive discussions with students**
- **Oral questions for students**
- **Blended learning (Classroom)**
- **Investigating selected tasks and problems to identify their causes**
- **Blended learning**

**10. Course Structure**

We ek	Ho urs	Outcomes	Topic	Method	Assessment
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<b>1</b>	3	Identifying the nature of financial management	Financial Management: An Overview	Theoretical	Asking students direct questions
<b>2</b>	3	Highlighting methods of financial statements	Financial statements and cash flow	Theoretical + Practical	Homework assignments and problem-solving
<b>3</b>	3	Identifying methods of financial performance analysis	Financial performance analysis	Theoretical + Practical	Questions and participation
<b>4</b>	3	Identifying methods of financial performance analysis	Financial performance analysis	Theoretical + Practical	Oral questions
<b>5</b>	3	Understanding planning approaches and how to use them	Financial planning approaches	Theoretical + Practical	Student participation
<b>6</b>	3	Understanding planning approaches and how to use them	Financial planning approaches	Theoretical + Practical	Homework assignments and problem-solving
<b>7</b>	3	Understanding break-even analysis and operating leverage	Break-even analysis and operating leverage	Theoretical + Practical	Homework assignments and problem-solving
<b>8</b>	3	Understanding break-even analysis and operating leverage	Break-even analysis and operating leverage	Theoretical + Practical	Homework assignments and problem-solving
<b>9</b>	3	Enabling the student to understand and know cash and short-term assets	Cash management and short-term investments	Theoretical + Practical	Questions and participation
<b>10</b>	3	Identifying how to manage short-term assets	Management of accounts receivable and inventory	Theoretical + Practical	Oral questions
<b>11</b>	3	Identifying how to manage short-term assets	Management of accounts receivable and inventory	Theoretical + Practical	Student participation
<b>12</b>	3	Short-term	Short-term	Theoretical	Homework

		financing management	financing management	cal + Practica 	assignments and problem-solving
<b>13</b>	3	Identifying financial markets and their nature	Securities markets	Theoreti cal + Practica 	Homework assignments and problem-solving
<b>14</b>	3	Identifying financial markets and their nature	Securities markets	Theoreti cal + Practica 	Homework assignments and problem-solving
<b>15</b>	3	Final Examination			

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	
Main References (Sources)	
Recommended supporting books and references (scientific journals, reports, etc.)	
Electronic References, Internet Websites	

**Course Instructor - Asst. Prof. Dr. Mohammed Ali Abdullah**

**Course Instructor - Lecturer Mahran Mahmoud Khattab**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2025**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.

Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.

Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.

Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.

Learning Outcome 5: Improving community relations, promoting belief in professional

Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
--	---

### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
		<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name:</b>
<b>Financial Management 2</b>
<b>2. Course Code:</b>
<b>None</b>
<b>3. Semester / Year:</b>
<b>Second Semester 2025-2026</b>
<b>4. Date of Preparing this Description: Second Semester 28-1-2025</b>
<b>5. Available Attendance Modes: In-person</b>

In-person attendance in the classroom, with the use of Google Classroom to notify students of examination times and upload monthly examination grades and annual coursework grades.

**6. Total Study Hours / Total Units: Hours / Units**

Number of Hours: 45 / Number of Units: 3

**7. Name of the Course Coordinator (if more than one name, mention them)**

Name:

- Asst. Prof. Dr. Mohammed Ali Abdullah

- Lecturer Dr. Mahran Mahmoud Khattab

**8. Course Objectives**

Course Objectives

- Contributing to understanding the historical development of financial management in organizations.
- Introducing the student to the importance of financial management and its basic functions.
- Identifying the concept of the manager in organizations and the administrative levels within the organization.
- Introducing the student to the most important financial plans developed by organizations to implement their activities.
- Introducing the student to how business organizations address the challenges they face in today's world of finance and business.
- Qualifying graduates with high financial competence that enables them to practice administrative and financial work.

**9. Teaching and Learning Strategies**

Strategy

- **Using the whiteboard**
- **Homework assignments**
- **Delivering in-person and online lectures**
- **Conducting interactive discussions with students**
- **Oral questions for students**
- **Blended learning (Classroom)**
- **Investigating selected tasks and problems to identify their causes**
- **Blended learning**

**10. Course Structure**

We ek	Ho urs	Outcomes	Topic	Method	Assessment
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<b>1</b>	<b>3</b>	<b>Understanding the relationship between return and risk</b>	<b>Return and Risk</b>	<b>Theoretical + Practical</b>	<b>Asking students direct questions</b>
<b>2</b>	<b>3</b>	<b>Analyzing the firm's financial structure and its relationship with financial leverage</b>	<b>Financial structure and financial leverage</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>3</b>	<b>3</b>	<b>Analyzing the firm's financial structure and its relationship with financial leverage</b>	<b>Financial structure and financial leverage</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>4</b>	<b>3</b>	<b>The relationship between financial structure and the firm's financing costs</b>	<b>Financial structure and cost of financing</b>	<b>Theoretical + Practical</b>	<b>Questions and participation</b>
<b>5</b>	<b>3</b>	<b>Understanding the monetary value of money</b>	<b>Time value of money</b>	<b>Theoretical + Practical</b>	<b>Oral questions</b>
<b>6</b>	<b>3</b>	<b>Understanding capital budgeting and its relationship with financial leverage</b>	<b>Capital budgeting and financial leverage</b>	<b>Theoretical + Practical</b>	<b>Student participation</b>
<b>7</b>	<b>3</b>	<b>Understanding capital budgeting and its relationship with financial leverage</b>	<b>Capital budgeting and financial leverage</b>	<b>Theoretical + Practical</b>	<b>Student participation</b>
<b>8</b>	<b>3</b>	<b>Analyzing capital budgeting under risk</b>	<b>Capital budgeting under risk</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>9</b>	<b>3</b>	<b>Analyzing capital budgeting under risk</b>	<b>Capital budgeting under risk</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>10</b>	<b>3</b>	<b>Identifying the firm's dividend policy</b>	<b>Dividend policy</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>11</b>	<b>3</b>	<b>Identifying the firm's dividend policy</b>	<b>Dividend policy</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>12</b>	<b>3</b>	<b>Overview of stocks and bonds and methods of valuing them</b>	<b>Valuation of common stocks and bonds</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>13</b>	<b>3</b>	<b>Overview of stocks and bonds and methods of valuing them</b>	<b>Valuation of common stocks and bonds</b>	<b>Theoretical + Practical</b>	<b>Homework assignments and problem-solving</b>
<b>14</b>	<b>3</b>	<b>Understanding the relationship between return and risk</b>	<b>Return and Risk</b>	<b>Theoretical + Practical</b>	<b>Questions and participation</b>

15	3	Analyzing the firm's financial structure and its relationship with financial leverage	Financial structure and financial leverage	Theoretical + Practical	Oral questions
16	3	Analyzing the firm's financial structure and its relationship with financial leverage	Financial structure and financial leverage	Theoretical + Practical	Oral questions
17	3	The relationship between financial structure and the firm's financing costs	Financial structure and cost of financing	Theoretical + Practical	Student participation
	3	Final Examination			

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	Principles of Management textbook
Main References (Sources)	Specialized books in management science
Recommended supporting books and references (scientific journals, reports, etc.)	A collection of specialized administrative research in the field of Business Administration.
Electronic References, Internet Websites	A collection of websites and electronic forums

**Course Instructor - Asst. Prof. Dr. Mohammed Ali Abdullah**

**Course Instructor - Lecturer Dr. Mahran Mahmoud Khattab**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

## **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No.

### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
			Theoretical	Practical
First / First		Business Admin. First Stage	35	4
Second / Second		Second Stage	35	4

Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional ethics, and performing work with high quality.	Learning Outcome Statement 5: Building administrative cadres that serve society.

## 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

#### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
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#### 11. Teaching Staff

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Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
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Lecturer Dr. Riyadh Shehatha Hussein	Business Admin.	Organization Theory		Staff	

<b>Shehatha Al-Jubouri</b>					
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
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### **Professional Development**

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### Program Skills Matrix

#### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A 1	A 2	A 3	A 4	B 1	B 2	B 3	B 4	C 1	C 2	C 3	C 4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Fourth</b>		<b>Stage</b>													
		<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name:</b>
<b>Risk and Insurance Management</b>
<b>2. Course Code: None</b>
<b>3. Semester / Second Year: / 2025-2026</b>
<b>4. Date of Preparing this Description: Second Semester 28/1/2025</b>
<b>5. Available Attendance Modes: In-person</b>
<b>In-person attendance in the classroom, with the use of Google Classroom to notify students of examination times, upload monthly examination grades and annual coursework grades, and provide instructions related to attendance, absence, and</b>

examinations.

**6. Total Study Hours / Total Units: 45 hours / units**

**45 hours / 3 units**

**7. Name of the Course Coordinator (if more than one name, mention them)**

Name: Lecturer Dr. Omar Wasfi Mikhlif

**8. Course Objectives**

**Course Objectives**

- Introducing students to risk and insurance management as one of the fundamental disciplines that must be understood, including its importance, elements, and necessity.
- Highlighting the historical development of the concept of insurance and the various approaches to risk management according to contemporary schools of thought.
- Identifying risk factors, different methods for avoiding or mitigating them, and various insurance tools for reducing risks.
- Explaining how to calculate risk rates and insurance premiums using several methods.
- Addressing the different forms of insurance and what can be insured, from individuals to means of transportation.

**9. Teaching and Learning Strategies**

Strategy

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

**10. Course Structure**

Week	Hours	Outcomes	Topic	Method	Assessment
<b>1</b>	<b>3</b>	Learning the nature and sources of risk	Concept of risk	Theoretical	Direct observation
<b>2</b>	<b>3</b>	Understanding the sources and factors of risk	Factors leading to risk, risk classifications, and risk conditions	Theoretical	Direct questions
<b>3</b>	<b>3</b>	Risk Management	Concept of risk management and how to measure it	Theoretical	Questions and discussions
<b>4</b>	<b>3</b>	Identifying the concept, importance, objectives, and legal conditions of insurance	Concept and importance of legal and technical insurance	Theoretical	Oral tests

<b>5</b>	3	Defining the functions of insurance companies	Functions of insurance companies	Theoretica 1	Direct questions
<b>6</b>	3	Identifying the elements of the insurance process	Legal pillars and principles of the insurance contract	Theoretica 1	Discussions and questions
<b>7</b>	3	Identifying some insurance companies operating in the Iraqi environment	Iraqi insurance companies and their role in supporting economic growth	Theoretica 1	Discussions, questions, and reports
<b>8</b>	3	Understanding the types, methods, and mechanisms of insurance	Civil liability insurance and property insurance / fire insurance	Theoretica 1	Discussions and questions
<b>9</b>	3	Clarifying the fields of insurance	Theft insurance and personal insurance	Theoretica 1	Direct questions
<b>10</b>	3	Learning methods for calculating loss	Transportation insurance, marine insurance, and calculating loss in marine insurance	Theoretica 1	Direct observation
<b>11</b>	3	Learning methods of transportation insurance	Automobile insurance	Theoretica 1	Discussions and questions
<b>12</b>	3	Understanding local insurance, identifying local companies, and international insurance	Reinsurance and reinsurance methods	Theoretica 1	Direct questions
<b>13</b>	3	Concept of reinsurance, ceding companies, and reinsurers	Calculating reinsurance	Theoretica 1	Discussions and questions
<b>14</b>	3	Understanding the areas of insurance service marketing	Life insurance and insurance marketing	Theoretica 1	Discussions and questions
<b>15</b>	3	Identifying the process of calculating insurance premiums, sums insured, and reinsurers' shares	Mathematical and computational problems and equations for estimating insurance premiums, sums insured, and reinsurers' shares	Theoretica 1	Discussions and questions

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

## 12. Learning and Teaching Resources

Required prescribed textbooks

Book: Risk and Insurance Management - 2020

(methodological, if any)	Authors: Hameed Jasim Alwan & Fawzi Allawi
Main References (Sources)	Book: Risk and Insurance Management - 2016 Author: Salim Ali Al-Wardi
Recommended supporting books and references (scientific journals, reports, etc.)	<b>Research and periodicals through the World Wide Web</b>
Electronic References, Internet Websites	<b>A collection of websites and electronic forums.</b>

**Course Instructor:**

**Lecturer Dr. Omar Wasfi Mikhlif**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

To establish an educational system characterized by quality and

creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

## **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No.

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**5. Other External Influences**

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

**6. Program Structure**

<b>Program Structure</b>	<b>Number of Courses</b>	<b>Credit Units</b>	<b>Percentage</b>	<b>Notes</b>
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

**\* Notes may indicate whether the course is compulsory or elective.**

**7. Program Description**

<b>Year / Level</b>	<b>Course Code</b>	<b>Course Name</b>	<b>Credit Hours</b>	
			<b>Theoretical</b>	<b>Practical</b>
First / First		Business Admin. First Stage	35	4
Second / Second		Second Stage	35	4

Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional ethics, and performing work with high quality.	Learning Outcome Statement 5: Building administrative cadres that serve society.

## 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

#### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

#### 11. Teaching Staff

##### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
<b>Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri</b>	<b>Business Admin.</b>	<b>Knowledge Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri</b>	<b>Business Admin.</b>	<b>Management Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Hatem Ali Abdullah Hussein Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Riyadh Shehatha Hussein</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

<b>Shehatha Al-Jubouri</b>					
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	

<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

### **Professional Development**

#### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

#### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

#### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

#### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

## 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

### Program Skills Matrix

#### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A 1	A 2	A 3	A 4	B 1	B 2	B 3	B 4	C 1	C 2	C 3	C 4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Fourth</b>		<b>Stage</b>													
		<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: Operations Research</b>
<b>2. Course Code: None</b>
<b>3. Semester / Second Year: / 2025-2026</b>
Second ---- Academic Year 2025-2025
<b>4. Date of Preparing this Description:</b>
Second Semester 28/1/2024
<b>5. Available Attendance Modes: In-person</b>
<b>6. Total Study Hours / Total Units: 2 hours / unit</b>
<b>7. Name of the Course Coordinator (if more than one name, mention them)</b>

### 8. Course Objectives

Course Objectives	<ul style="list-style-type: none"> <li>• Introducing students to the nature of Operations Research and the importance of teaching it in Business Administration.</li> <li>• Encouraging students to apply Operations Research models in practical life, as they are considered a means to an end, namely obtaining employment opportunities.</li> </ul>
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### 9. Teaching and Learning Strategies

Strategy	<ul style="list-style-type: none"> <li>• Using the whiteboard</li> <li>• Homework assignments</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended learning</li> </ul>
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### 10. Course Structure

Week	Hours	Outcomes	Topic	Method	Assessment
1	2	Introduction to Operations Research	Definition and concept of Operations Research	Theoretical	Examination
2	2	Modeling	Building models	Theoretical	Examination
3	2	Modeling	Converting models into canonical and standard forms	Theoretical	Examination
4	2	Graphical method	Solving the model using the graphical method	Theoretical	Examination
5	2	<b>Algebraic method</b>	Solving the model using the algebraic method (Simplex)	Theoretical	Examination
6	2	Algebraic method	Solving the model using the algebraic method (Simplex)	Theoretical	Examination
7	2	Dual models in Operations Research	Converting models from the general form to the dual form	Theoretical	Examination
8	2	Dual models in Operations Research	Converting models from the general	Theoretical	Examination

			form to the dual form		
<b>9</b>	2	Algebraic method	Solving the model using the algebraic method (Simplex)	Theoretical	Examination
<b>10</b>	<b>2</b>	Transportation models	Solving transportation problems using Operations Research	Theoretical	Examination
<b>11</b>	2	Transportation models	Least-cost method	Theoretical	Examination
<b>12</b>	2	Game theory	Methods for solving games	Theoretical	Examination
<b>13</b>	<b>2</b>	Business networks	Mathematical solution of business networks	Theoretical	Examination
<b>14</b>	2	Business networks	Mathematical solution of business networks	Theoretical	Examination
<b>15</b>	2	Sensitivity analysis	Solution methods	Theoretical	Examination

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	Operations Research
Main References (Sources)	Books available in the library or on the internet
Recommended supporting books and references (scientific journals, reports,	All available internet resources

etc.)	
Electronic References, Internet Websites	Operations Research

**Course Instructor**

**Lecturer Dr. Mohammed Mahmoud Abdullah**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **1. Program Vision**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

### **2. Program Mission**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and contributing to community service.

### **3. Program Objectives**

- To graduate students in the field of Business Administration after professionally qualifying them and equipping them with all scientific and practical skills suited to the current and future needs of the labor market.
- To support academically outstanding students and prepare them to continue their studies in their field of specialization.
- To develop students' scientific, intellectual, and social personality.
- To contribute to local community service by providing scientific and practical consultations and applied research required to serve all economic sectors in society.
- To support and activate links with the public and private sectors in order to involve them in designing and developing the department's curricula in line with labor-market requirements.
- To prepare specialized research and studies, with emphasis on applied research that provides solutions to community problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No.

#### 5. Other External Influences

Is there a sponsoring body for the program? A governmental program of the Ministry of Higher Education and Scientific Research.

#### 6. Program Structure

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Year / Level	Course Code	Course Name	Credit Hours	
		Business Admin.	Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for their functional use in the future.	Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.
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### Skills

Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, and research methodology.	Learning Outcome Statement 2: Enabling the graduate to perform work efficiently and effectively.
Learning Outcome 2: The student should be able to judge phenomena away from impressions and subjective judgments.	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of Business Administration.

### Values

Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future work.
Learning Outcome 5: Improving community relations, promoting belief in professional	Learning Outcome Statement 5: Building

ethics, and performing work with high quality.	administrative cadres that serve society.
--	---

### 9. Teaching and Learning Strategies

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### 10. Assessment Methods

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### 11. Teaching Staff

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business Admin.	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business Admin.	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business Admin.	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business Admin.	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business Admin.	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business Admin.	Production Management		Staff	
Asst. Prof. Dr. Hatem	Business	Strategic		Staff	

<b>Ali Abdullah Hussein Al-Hamdani</b>	<b>Admin.</b>	<b>Management - Knowledge</b>			
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business Admin.</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business Admin.</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>	

<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business Admin.</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business Admin.</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed</b>	<b>Business Admin.</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business Admin.</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>	<b>Business Admin.</b>	<b>Organization Theory</b>		<b>Staff</b>	

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives.
2. The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criteria**

(Central admission, parallel admission, evening study)

### **13. Key Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% update rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and employers' requirements.
2. Producing rigorous and useful scientific research for all stakeholders to serve the labor market from a managerial perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure continuous development of the teaching cadre.
5. Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, public, and private institutions alike.
6. Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the demands of the present and future eras.
7. Consolidating the concept of citizenship among all stakeholders of the department by dealing with them transparently.

#### Program Skills Matrix

##### Required Learning Outcomes of the Program

Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4
<b>First</b>		<b>Stage</b>													
		<b>First</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Second</b>		<b>Stage</b>													
		<b>Second</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√
<b>Third</b>		<b>Stage</b>													
		<b>Third</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√

		<b>d</b>	<b>ory</b>													
<b>Four</b>		<b>Stage</b>														
	<b>th</b>	<b>Fourth</b>	<b>Compulsory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>1. Course Name: Project Management</b>
<b>2. Course Code: None</b>
<b>3. Semester / Year: / 2025-2026</b>
<b>4. Date of Preparing this Description: First Semester 1/9/2025</b>
<b>5. Available Attendance Modes: In-person</b>

**6. Total Study Hours (45) / Number of Units (3): Hours / Units**

3

45

**7. Name of the Course Coordinator (Zahed Mohammed Salih)**

Name: Asst. Prof. Dr. Zahed Mohammed Salih; Email: zahad23@tu.edu.iq

**8. Course Objectives**

## Course Objectives

- Providing students with a basic and comprehensive understanding of the main concepts of project management, including planning, organizing, implementation, control, and delivery processes.
- Helping students develop the leadership and management skills required to manage projects successfully, such as effective communication, problem-solving, team motivation, and time management.
- Developing analytical and creative thinking skills.
- Equipping students with the knowledge and skills required to succeed in project management and work in various work environments.

**9. Teaching and Learning Strategies**

## Strategy

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

**10. Course Structure**

Week	Hours	Outcomes	Topic	Method	Assessment
1	3	Knowing the fundamentals of project management	Concept of the project and concept of project management	Theoretical	Discussions, examples, and questions
2	3	Identifying the objectives and	Objectives and characteristics of	Theoretical	Discussions, examples, and

		<b>characteristics of public and private projects</b>	<b>the project</b>		questions
<b>3</b>	3	<b>Mechanism for classifying projects into different types</b>	<b>Types and dimensions of projects</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>4</b>	3	<b>Understanding the importance and objectives of the invested project and project management</b>	<b>Importance and objectives of the project and project management</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>5</b>	3	<b>Identifying knowledge models in project management</b>	<b>Knowledge areas in project management</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>6</b>	3	<b>Knowing the stages through which the project passes (project life cycle)</b>	<b>Stages of project management and project selection</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>7</b>	3	<b>Knowing who the stakeholders are</b>	<b>Project levels Project stakeholders</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>8</b>	3	<b>Criteria for project selection</b>	<b>Project selection</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>9</b>	3	<b>Specifications of the project manager Career paths of the project manager</b>	<b>Selecting the project manager and duties of the project manager</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>10</b>	3	<b>Nature of planning Importance of planning Objectives of planning</b>	<b>Project planning Project quality</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>11</b>	3	<b>Concept and types of risks Project risk management Sources of risk in project management Defining risks across the project</b>	<b>Project risks</b>	<b>Theoretical</b>	Discussions, examples, and questions

		<b>life cycle</b>			
<b>12</b>	<b>3</b>	<b>Definition of scheduling Required lines for scheduling Project scheduling methods Gantt chart</b>	<b>Scheduling project activities</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>13</b>	<b>3</b>	<b>Concept of control Objectives of control Importance of control</b>	<b>Project control</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>14</b>	<b>3</b>	<b>Definition of conflict Levels of conflict Tools for resolving conflict in projects</b>	<b>Conflict in projects</b>	<b>Theoretical</b>	Discussions, examples, and questions
<b>15</b>	<b>3</b>	<b>Reasons for termination Methods and approaches of termination Project delivery</b>	<b>Project closure</b>	<b>Theoretical</b>	Discussions, examples, and questions

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and 70 marks for the final semester examination, as follows:

- First monthly examination: 10 marks
- Second monthly examination: 10 marks
- Daily preparation: 5 marks
- Participation: 5 marks
- End-of-semester examination: 70 marks

### 12. Learning and Teaching Resources

Required prescribed textbooks (methodological, if any)	
Main References (Sources)	Book: Contemporary Project

	Management: An Integrated Approach to Project Management, Dr. Musa Ahmed Khairallah.
Recommended supporting books and references (scientific journals, reports, etc.)	<p>Book: Project Management by Dr. Ahmed Youssef Dudeen.</p> <p>Book: Project Management: A Quantitative Approach (Dr. Muayyad Al-Fadhl, Dr. Mahmoud Al-Obaid).</p> <p>Project Management: An Operational Approach by Dr. Ali Al-Sudani.</p> <p>A collection of Arab and foreign theses, dissertations, research papers, and periodicals.</p> <p>Research and publications related to projects and their management.</p>
Electronic References, Internet Websites	ResearchGate pages of researchers specialized in marketing, in addition to the internet.

**Course Instructor**

**Asst. Prof. Dr. Zahed Mohammed Salih**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

**Program Vision .1**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to .community service

### **Program Mission .2**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and .contributing to community service

### **Program Objectives .3**

To graduate students in the field of Business Administration after •  
professionally qualifying them and equipping them with all scientific  
and practical skills suited to the current and future needs of the labor  
.market

To support academically outstanding students and prepare them to •  
.continue their studies in their field of specialization

.To develop students' scientific, intellectual, and social personality •

To contribute to local community service by providing scientific and •  
practical consultations and applied research required to serve all  
.economic sectors in society

To support and activate links with the public and private sectors in •  
order to involve them in designing and developing the department's  
.curricula in line with labor-market requirements

To prepare specialized research and studies, with emphasis on •  
.applied research that provides solutions to community problems

### **Program Accreditation .4**

Has the program obtained program accreditation? From which body?

.No

#### Other External Influences .5

Is there a sponsoring body for the program? A governmental program  
.of the Ministry of Higher Education and Scientific Research

#### Program Structure .6

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

#### Program Description .7

Year / Level	Course Code	Course Name	Credit Hours	
			Theoretical	Practical
First / First		First Stage	35	4
Second /		Second Stage	35	4

Second				
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

### Expected Learning Outcomes of the Program .8

<b>Knowledge</b>	
Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for .their functional use in the future	Learning Outcome Statement 1: Enabling the student to perform practical tasks .professionally
<b>Skills</b>	
Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, .and research methodology	Learning Outcome Statement 2: Enabling the graduate to perform work .efficiently and effectively
Learning Outcome 2: The student should be able to judge phenomena away from .impressions and subjective judgments	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of .Business Administration
<b>Values</b>	
Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic .excellence, and equal opportunities	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future .work
Learning Outcome 5: Improving community relations, promoting belief in professional .ethics, and performing work with high quality	Learning Outcome Statement 5: Building administrative cadres .that serve society
<b>Teaching and Learning Strategies .9</b>	

- Using the whiteboard •
- Homework assignments •
- Investigating selected tasks and problems to identify their causes •
- Blended learning •

### Assessment Methods .10

- Examinations •
- Following up homework assignments •
- Direct interaction with students •
- Brainstorming •

### Teaching Staff .11

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
<b>Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri</b>	<b>Business .Admin</b>	<b>Knowledge Management</b>		<b>Staff</b>	
<b>Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri</b>	<b>Business .Admin</b>	<b>Management Information Systems</b>		<b>Staff</b>	
<b>Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>	
<b>Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri</b>	<b>Business .Admin</b>	<b>Information Systems</b>		<b>Staff</b>	
<b>Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi</b>	<b>Business .Admin</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray</b>	<b>Business .Admin</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Asst. Prof. Dr. Hatem Ali Abdullah Hussein Al-Hamdani</b>	<b>Business .Admin</b>	<b>Strategic Management - Knowledge</b>		<b>Staff</b>	
<b>Lecturer Dr. Riyadh Shehatha Hussein</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>	

<b>Shehatha Al-Jubouri</b>				
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business .Admin</b>	<b>Marketing Management</b>		<b>Staff</b>
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business .Admin</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business .Admin</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business .Admin</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business .Admin</b>	<b>Strategic Management</b>		<b>Staff</b>
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business .Admin</b>	<b>Production Management</b>		<b>Staff</b>
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business .Admin</b>	<b>Strategic Management</b>		<b>Staff</b>
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>

Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri	Business .Admin	Marketing Management		Staff	
Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi	Business .Admin	Marketing Management		Staff	
Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili	Business .Admin	Organization Theory		Staff	
Lecturer Mahran Mahmoud Khattab Hamad	Business .Admin	Strategic Management		Staff	
Prof. Dr. Naji Abdul-Sattar Mahmoud Ahmed	Business .Admin	Production Management		Staff	
Lecturer Nawaf Rasoul Ismail Al-Maamari	Business .Admin	Marketing Management		Staff	
Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi	Business .Admin	Organization Theory		Staff	

### Professional Development

#### Orientation of New Faculty Members

It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives. .1

The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively. .2

#### Professional Development for Faculty Members

- .Continuous development courses •
- .Academic rotation according to stages and programs •

#### Admission Criteria .12

(Central admission, parallel admission, evening study)

#### Key Sources of Information about the Program .13

Books approved by the Sectoral Committee for Administration and Economics .1

Supporting books and articles with a 20% update rate	.2
<b>Program Development Plan .14</b>	
Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and .employers' requirements	.1
Producing rigorous and useful scientific research for all stakeholders to serve the .labor market from a managerial perspective	.2
Focusing on preparing young leaders in the field of specialization to support Iraqi .organizations and serve our beloved Iraq	.3
Consolidating specialized knowledge among young teaching staff to ensure .continuous development of the teaching cadre	.4
Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, .public, and private institutions alike	.5
Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the .demands of the present and future eras	.6
Consolidating the concept of citizenship among all stakeholders of the department .by dealing with them transparently	.7

<b>Program Skills Matrix</b>															
Required Learning Outcomes of the Program															
Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
First		Stage		A 1	A 2	A 3	A 4	B 1	B 2	B 3	B 4	C 1	C 2	C 3	C 4
		First	Compulsory	√	√	√	√	√	√	√	√	√	√	√	√
Second		Stage		√	√	√	√	√	√	√	√	√	√	√	√
		Second	Compulsory	√	√	√	√	√	√	√	√	√	√	√	√
Third		Stage		√	√	√	√	√	√	√	√	√	√	√	√
		Third	Compulsory	√	√	√	√	√	√	√	√	√	√	√	√
Fourth		Stage		√	√	√	√	√	√	√	√	√	√	√	√
		Fourth	Compulsory	√	√	√	√	√	√	√	√	√	√	√	√

\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>Course Name: Strategic Management .1</b>
<b>Course Code: None .2</b>
<b>Semester / Year: First Semester / 2025-2026 .3</b>
<b>Date of Preparing this Description: First Semester 1/9/2025 .4</b>

**Available Attendance Modes: In-person .5**

**Total Study Hours / Total Units: 45 hours / 3 units .6**

**3 /45**

**Name of the Course Coordinator (if more than one name, mention them) .7**

**Name: Asst. Prof. Dr. Hadi Maran Ahmed**

**Course Objectives .8**

Course Objectives

- Preparing competent cadres in Business Administration in Iraq, particularly in the strategic field
- **Contributing to the development of personnel working in Business Administration in state institutions and departments and enabling them to think strategically**
- **Developing the Business Administration system and the scientific capabilities of managers and administrators in analysis and development**
- **Disseminating administrative awareness and holding awareness seminars in the field of strategy**

**Teaching and Learning Strategies .9**

Strategy

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

**10. Course Structure:**

Assessment	Method	Topic	Outcomes	Hours	Week
Following up homework assignments and formulating at least three questions	Theoretical	Introduction to the study of strategic management in business organizations	Introduction to the study of strategic management in business organizations; the importance of studying strategic management <ul style="list-style-type: none"><li>• Definition and concept of strategic management</li><li>• Levels of strategic management</li><li>• Components of strategic management</li></ul> Models of strategic management	3	1

Following up homework assignments and formulating at least three questions	Theoretical	Strategic orientation	<ul style="list-style-type: none"> <li>• Mission, goals, and objectives</li> <li>• Mission and strategic objectives</li> <li>• Mission and organizational level</li> <li>• Objectives and strategies</li> </ul> Formulating the organization's mission and objectives and the factors affecting them	3	2
Following up homework assignments and formulating at least three questions	Theoretical	Strategic monitoring	<ul style="list-style-type: none"> <li>• Strategic planning</li> <li>• Strategic thinking</li> <li>• Strategic intelligence</li> <li>• Strategic change</li> </ul> Strategic intelligence gathering	6	3-4
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategic analysis of the external environment	<ul style="list-style-type: none"> <li>• Strategic analysis of macro external-environment factors</li> <li>• Factors affecting the macro external environment</li> <li>• Nature of the industry environment and competitive forces</li> <li>• Analysis of industry driving forces</li> </ul> Analysis of key success factors in the industry and strategic competitive forces	3	5
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategic analysis of the internal environment	<ul style="list-style-type: none"> <li>• Importance of strategic analysis of internal-environment factors</li> <li>• Main dimensions of internal-environment factors</li> <li>• Value chain analysis</li> <li>• Evaluation of organizational strengths and weaknesses</li> </ul> Method of evaluating organizational performance compared with competing organizations in the industry	6	6-7
Following up homework assignments and formulating at least three questions	Theory and practical examples	Concept and models of strategic choice	<ul style="list-style-type: none"> <li>• Concept of strategic choice and portfolio-analysis models</li> <li>• Boston Consulting Group matrix model</li> <li>• McKinsey and Hofer matrix model</li> <li>• Evaluation of business portfolio-analysis models</li> </ul> Determinants of strategic choice success	6	8-9
Following up homework assignments and formulating at	Theory and practical examples	Strategic options process (strategic alternatives)	<ul style="list-style-type: none"> <li>• Generating strategic alternatives at the organization-wide level</li> <li>• Generic retrenchment strategy at the business-unit level</li> </ul>	6	10-11

least three questions			<ul style="list-style-type: none"> <li>Investment strategies at the business-unit level</li> <li>Functional strategies</li> </ul> Linking functional strategies with business-unit strategies		
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategy implementation	<ul style="list-style-type: none"> <li>Concept and importance of the strategy implementation process</li> <li>Determinants and requirements of implementation</li> <li>Organizational variables related to implementation</li> <li>Administrative systems supporting strategy implementation</li> </ul> McKinsey model in strategy implementation	3	12
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategic control	<ul style="list-style-type: none"> <li>Concept and importance of strategic control</li> <li>Relationship between strategy levels and strategic control</li> <li>Requirements for achieving successful strategic control</li> <li>General framework for the steps of strategic evaluation</li> </ul> Main criteria for the strategic evaluation process	6	13-14
Following up homework assignments and formulating at least three questions	Theoretical	Case study in strategic management	Applied cases and practical situations	3	15

### Course Assessment .11

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and :70 marks for the final semester examination, as follows

First monthly examination: 10 marks •

Second monthly examination: 10 marks •

Daily preparation: 5 marks •

Participation: 5 marks •

End-of-semester examination: 70 marks •

<b>Learning and Teaching Resources .12</b>	
Required prescribed textbooks (methodological, if any)	<b>Prescribed textbook for Strategic Management (Prof. Dr. Faiq Mishal Qaddouri)</b>
Main References (Sources)	<b>Books available in the college library</b>
Recommended supporting books and references (scientific journals, reports, etc.)	<b>References available on the internet</b>
Electronic References, Internet Websites	<b>Educational YouTube content available free of charge on the internet</b>

**Course Instructor**

**Asst. Prof. Dr. Hadi Maran Ahmed**

## Academic Program Description Form

**University: Tikrit University**

**College / Institute: College of Administration & Economics**

**Department: Business Administration.**

**Program: Bachelor of Business Administration**

**Degree: Bachelor of Business Administration.**

**Study System: Semester (Courses)**

**Date Prepared: 2025-2026**

**Date Completed: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### **Program Vision .1**

To establish an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the delivery of high-quality programs that provide distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to .community service

### **Program Mission .2**

To provide cognitively and technically qualified university graduates who can employ their capabilities in the art of management to support diverse community institutions, develop and improve their institutional performance, and equip students with a solid foundation of in-depth academic levels to achieve their goals and aspirations for a successful professional life, while ensuring alignment with international standards of the specialization, achieving excellence in scientific research, and .contributing to community service

### **Program Objectives .3**

To graduate students in the field of Business Administration after •  
professionally qualifying them and equipping them with all scientific  
and practical skills suited to the current and future needs of the labor  
.market

To support academically outstanding students and prepare them to •  
.continue their studies in their field of specialization

.To develop students' scientific, intellectual, and social personality •

To contribute to local community service by providing scientific and •  
practical consultations and applied research required to serve all  
.economic sectors in society

To support and activate links with the public and private sectors in •  
order to involve them in designing and developing the department's  
.curricula in line with labor-market requirements

To prepare specialized research and studies, with emphasis on •  
.applied research that provides solutions to community problems

**Program Accreditation .4**

Has the program obtained program accreditation? From which body?  
 .No

**Other External Influences .5**

Is there a sponsoring body for the program? A governmental program  
 .of the Ministry of Higher Education and Scientific Research

**Program Structure .6**

Program Structure	Number of Courses	Credit Units	Percentage	Notes
Institution Requirements				
College Requirements				
Department Requirements				
Summer Training				
Other				

\* Notes may indicate whether the course is compulsory or elective.

**Program Description .7**

Year / Level	Course Code	Course Name	Credit Hours	
			Theoretical	Practical
First / First		First Stage	35	4

Second / Second		Second Stage	35	4
Third / Third		Third Stage	35	6
Fourth / Fourth		Fourth Stage	31	2

### Expected Learning Outcomes of the Program .8

<b>Knowledge</b>	
Learning Outcome 1: The graduate should be able to organize knowledge and information and retain them in memory in preparation for .their functional use in the future	Learning Outcome Statement 1: Enabling the student to perform practical tasks .professionally
<b>Skills</b>	
Learning Outcome 2: The student should be able to analyze results and redeploy them to solve problems, and possess an analytical mindset based on scientific data, reasoning, .and research methodology	Learning Outcome Statement 2: Enabling the graduate to perform work .efficiently and effectively
Learning Outcome 2: The student should be able to judge phenomena away from .impressions and subjective judgments	Learning Outcome Statement 3: Relying on logical analysis of phenomena in the field of .Business Administration
<b>Values</b>	
Learning Outcome 4: Equipping the student with the core values that guide work, including organizational citizenship, teamwork, interactive decision-making, academic .excellence, and equal opportunities	Learning Outcome Statement 4: Instilling values among students and considering them a foundation for future .work
Learning Outcome 5: Improving community relations, promoting belief in professional ethics, and performing work with high quality	Learning Outcome Statement 5: Building administrative cadres

.that serve society

### Teaching and Learning Strategies .9

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

### Assessment Methods .10

- Examinations
- Following up homework assignments
- Direct interaction with students
- Brainstorming

### Teaching Staff .11

#### Faculty Members

Academic Rank	Specialization		Requirements / Skills (if any)	Number of Teaching Staff	
	General	Specific		Staff	Lecturer
Asst. Prof. Dr. Ahmed Jad'an Hammad Musa Al-Jubouri	Business .Admin	Knowledge Management		Staff	
Assist. Lecturer Ahmed Hamdan Mahdi Salih Al-Jubouri	Business .Admin	Management Information Systems		Staff	
Asst. Prof. Ahmed Khalaf Hamdan Sahoo Al-Janabi	Business .Admin	Human Resource Management		Staff	
Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla	Business .Admin	Organization Theory		Staff	
Assist. Lecturer Osama Musa Farhan Mahmoud Al-Douri	Business .Admin	Information Systems		Staff	
Lecturer Dr. Tahseen Fadhel Mohammed Jasim Al-Ahbabi	Business .Admin	Production Management		Staff	
Asst. Prof. Dr. Thamer Akkab Hawas Thamer Al-Sarray	Business .Admin	Production Management		Staff	
Asst. Prof. Dr. Hatem Ali Abdullah Hussein	Business .Admin	Strategic Management -		Staff	

<b>Al-Hamdani</b>		<b>Knowledge</b>		
<b>Lecturer Dr. Riyadh Shehatha Hussein Shehatha Al-Jubouri</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Asst. Prof. Zahed Mohammed Salih Subhi Al-Azzawi</b>	<b>Business .Admin</b>	<b>Marketing Management</b>		<b>Staff</b>
<b>Lecturer Shireen Ismail Khalil Mohammed Al-Hadidi</b>	<b>Business .Admin</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Suhaib Abdulrahman Ta'mah Al-Douri</b>	<b>Business .Admin</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Amer Ali Hamad Shuwaish Al-Nasiri</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>	<b>Business .Admin</b>	<b>Marketing Management - Knowledge</b>		<b>Staff</b>
<b>Lecturer Dr. Ali Ihsan Abdulkarim Mohammed Al-Kumait</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>	<b>Business .Admin</b>	<b>Strategic Management</b>		<b>Staff</b>
<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajeeli</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>	<b>Business .Admin</b>	<b>Human Resource Management</b>		<b>Staff</b>
<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Taif Al-Jubouri</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>
<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>	<b>Business .Admin</b>	<b>Production Management</b>		<b>Staff</b>
<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>	<b>Business .Admin</b>	<b>Strategic Management</b>		<b>Staff</b>
<b>Assist. Lecturer Mohammed Salim Abdul Al-Jumaili</b>	<b>Information Systems</b>	<b>Information Systems</b>		<b>Staff</b>
<b>Asst. Prof. Dr.</b>	<b>Business</b>	<b>Human</b>		<b>Staff</b>

<b>Mohammed Ali Abdullah Hussein Al- Jumaili</b>	<b>.Admin</b>	<b>Resource Management</b>			
<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>	<b>Business .Admin</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Asst. Prof. Marwan Rashid Hammoud Naseef Al-Obaidi</b>	<b>Business .Admin</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>	
<b>Lecturer Mahran Mahmoud Khattab Hamad</b>	<b>Business .Admin</b>	<b>Strategic Management</b>		<b>Staff</b>	
<b>Prof. Dr. Naji Abdul- Sattar Mahmoud Ahmed</b>	<b>Business .Admin</b>	<b>Production Management</b>		<b>Staff</b>	
<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>	<b>Business .Admin</b>	<b>Marketing Management</b>		<b>Staff</b>	
<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi</b>	<b>Business .Admin</b>	<b>Organization Theory</b>		<b>Staff</b>	

### **Professional Development**

#### **Orientation of New Faculty Members**

It is necessary to understand the alignment between the department's vision and the college's vision, which is derived from the vision of the university and even the ministry, enabling the department to make decisive decisions in formulating and achieving the established objectives. .1

The established objectives are realistic and achievable, and every individual in this program should work to achieve them objectively. .2

#### **Professional Development for Faculty Members**

- .Continuous development courses •
- .Academic rotation according to stages and programs •

#### **Admission Criteria .12**

(Central admission, parallel admission, evening study)

#### **Key Sources of Information about the Program .13**

Books approved by the Sectoral Committee for Administration and Economics	.1
Supporting books and articles with a 20% update rate	.2
<b>Program Development Plan .14</b>	
Preparing teaching cadres according to the principle of career succession to support the department with diverse specializations that meet departmental needs and .employers' requirements	.1
Producing rigorous and useful scientific research for all stakeholders to serve the .labor market from a managerial perspective	.2
Focusing on preparing young leaders in the field of specialization to support Iraqi .organizations and serve our beloved Iraq	.3
Consolidating specialized knowledge among young teaching staff to ensure .continuous development of the teaching cadre	.4
Focusing on providing Business Administration graduates with skills, knowledge, and experience in the field of specialization to contribute to building governmental, .public, and private institutions alike	.5
Keeping pace with environmental developments, particularly digital transformations, and equipping graduates with the skills required to deal with the .demands of the present and future eras	.6
Consolidating the concept of citizenship among all stakeholders of the department .by dealing with them transparently	.7

<b>Program Skills Matrix</b>															
Required Learning Outcomes of the Program															
Year / Level	Course Code	Course Name	Compulsory or Elective	Knowledge				Skills				Values			
First		Stage		A	A	A	A	B	B	B	B	C	C	C	C
		First		Compulsory	1	2	3	4	1	2	3	4	1	2	3
		First	Compulsory	√	√	√	√	√	√	√	√	√	√	√	√
Second		Stage		√	√	√	√	√	√	√	√	√	√	√	√
		Second		Compulsory	√	√	√	√	√	√	√	√	√	√	√
Third		Stage		√	√	√	√	√	√	√	√	√	√	√	√
		Third		Compulsory	√	√	√	√	√	√	√	√	√	√	√
Fourth		Stage		√	√	√	√	√	√	√	√	√	√	√	√

<b>rth</b>		<b>Four th</b>	<b>Compuls ory</b>	√	√	√	√	√	√	√	√	√	√	√	√	√
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\* Please place a mark in the boxes corresponding to the individual learning outcomes of the program subject to assessment.

### Course Description Form

<b>Course Name: Strategic Thinking .1</b>
<b>Course Code: None .2</b>
<b>Semester / Year: Second Semester / 2025-2026 .3</b>
<b>Date of Preparing this Description: Second Semester 28/1/2025 .4</b>

**Available Attendance Modes: In-person .5**

**Total Study Hours / Total Units: 45 hours / units .6**

2 /30

**Name of the Course Coordinator (if more than one name, mention them) .7**

**Name: Asst. Prof. Dr. Hadi Maran Ahmed**

**Course Objectives .8**

Course Objectives

- Preparing competent cadres in Business Administration in Iraq, particularly in the strategic field
- **Contributing to the development of personnel working in Business Administration in state institutions and departments and enabling them to think strategically**
- **Developing the Business Administration system and the scientific capabilities of managers and administrators in analysis and development**
- **Disseminating administrative awareness and holding awareness seminars in the field of strategy**

**Teaching and Learning Strategies .9**

Strategy

- Using the whiteboard
- Homework assignments
- Investigating selected tasks and problems to identify their causes
- Blended learning

**10. Course Structure:**

Assessment	Method	Topic	Outcomes	Hours	Week
Following up homework assignments and formulating at least three questions	Theoretical	Introduction to the study of strategic thinking in business organizations	Thinking: concept, characteristics, and philosophy	2	1
Following up homework assignments and	Theoretical	Introduction to the study of strategic thinking in business organizations	- Elements and tools of thinking - The human cognitive model	2	2

formulating at least three questions					
Following up homework assignments and formulating at least three questions	Theoretical	Strategic Thinking - A Theoretical Introduction	<ul style="list-style-type: none"> <li>- Strategic Thinking - A Theoretical Introduction</li> <li>- Strategic thinking: emergence and orientation</li> <li>- Concept of strategic thinking</li> <li>- Difference between strategic thinking and operational practical thinking</li> </ul>	4	3-4
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategic Thinking - A Theoretical Introduction	<ul style="list-style-type: none"> <li>- Importance of strategic thinking</li> <li>- Elements of strategic thinking</li> <li>- Purposes of strategic thinking</li> </ul>	2	5
Following up homework assignments and formulating at least three questions	Theory and practical examples	Principles of strategic thinking and pillars of its application	<ul style="list-style-type: none"> <li>- Principles of strategic thinking and pillars of its application</li> <li>- Principles of strategic thinking</li> <li>- Pillars and requirements for applying strategic thinking</li> <li>- The ten steps for practicing strategic thinking</li> <li>- Obstacles facing strategic thinking</li> </ul>	4	6-7
Following up homework assignments and formulating at least three questions	Theory and practical examples	Skills and competencies	<ul style="list-style-type: none"> <li>- Strategic thinking skills and competencies</li> <li>- Strategic thinking skills</li> <li>- Strategic thinking competencies</li> </ul>	4	8-9
Following up homework assignments and formulating at least three questions	Theory and practical examples	Patterns of thinking	<ul style="list-style-type: none"> <li>- Patterns of strategic thinking</li> <li>- Patterns of thinking</li> <li>- Thinking hats</li> <li>- Strategic thinking models</li> </ul>	4	10-11
Following up homework assignments and formulating at least three questions	Theory and practical examples	Strategic thinking techniques	Strategic thinking techniques	2	12
Following up homework assignments and formulating at least three questions	Theory and practical examples	Case study in strategic thinking	Applied cases and practical situations	4	13-14

formulating at least three questions					
Following up homework assignments and formulating at least three questions	Theoretical	Examinations	Examination	3	15

### Course Assessment .11

The final assessment grade is 100 marks, and the minimum passing grade is 50 marks. The assessment is distributed as 30 marks for coursework and :70 marks for the final semester examination, as follows

- First monthly examination: 10 marks •
- Second monthly examination: 10 marks •
- Daily preparation: 5 marks •
- Participation: 5 marks •
- End-of-semester examination: 70 marks •

### Learning and Teaching Resources .12

Required prescribed textbooks (methodological, if any)	Prescribed textbook for Strategic Thinking (Prof. Dr. Faiq Mishal Qaddouri)
Main References (Sources)	Books available in the college library
Recommended supporting books and references (scientific journals, reports, etc.)	References available on the internet
Electronic References, Internet Websites	Educational YouTube content available free of charge on the internet

**Course Instructor**

**Asst. Prof. Dr. Hadi Maran Ahmed**



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**Republic of Iraq**

**Ministry of Higher Education and Scientific Research**

**Tikrit University**

**College of Administration and Economics**

**Department of Business Administration**

**Academic Description**

**Undergraduate Studies**

**Fourth Stage**

## Academic Program Description Form

**University Name:** Tikrit University

**College / Institute:** College of Administration and Economics

**Scientific Department:** Department of Business Administration.

**Name of Academic or Professional Program:** Bachelor of Business Administration

**Final Degree Awarded:** Bachelor in Business Administration.

**Study System:** Semester-based (Courses)

**Date of Description Preparation:** 2025-2026

**Date of Completing the File:** 1/9/2025

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent		Production Management	Business Adminis	Lecturer Dr. Tahseen Fadhil Mohammed

	<b>ent Staff</b>			<b>tration</b>	<b>Jasim Al-Ahbabi</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al-Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per</b>		<b>Organization</b>	<b>Business</b>	<b>Lecturer Omar Wasfi</b>

	<b>Permanent Staff</b>		<b>Theory</b>	<b>Administration</b>	<b>Mikhlif Mohammed Al-Ajili</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Production Management</b>	<b>Business Administration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>

Per man ent Staff		Production Management	Business Adminis tration	Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed
Per man ent Staff		Marketing Management	Business Adminis tration	Lecturer Nawaf Rasoul Ismail Al-Maamari
Per man ent Staff		Organization Theory	Business Adminis tration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi

### Professional Development

#### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

#### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

#### 12. Admission Criterion

(Central, Parallel, Evening)

#### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.

3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

Program Skills Matrix															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C	C	C	C	B	B	B	B	A	A	A	A		Stage		First
4	3	2	1	4	3	2	1	4	3	2	1				
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	First		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Second
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Second		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Third
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Third		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Fourth
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Fourth		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name: Administrative Contracts Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / First Year / 2025-2026</b>	
<b>4. Date of Preparing this Description: First Course 1/9/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
3 /45	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Asst. Prof. Dr. Marwan Rashid Hammoud	
<b>8. Course Objectives</b>	
	• Course Objectives
<b>9. Teaching and Learning Strategies</b>	

<ul style="list-style-type: none"> <li>• Using the Board</li> <li>• Homework Solutions</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended Learning</li> </ul>	Strategy
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10. Course Structure:

Assessment Method	Teaching Method	Unit / Topic Name	Required Learning Outcomes for the Student	Hours	Week
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Introduction to Contracts Management	Fundamentals of Administrative Contracts	3	1
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Chronological Development of Contracts	The Emergence of Administrative Contracts	6	2-3
Follow-up and discussion of the previous lecture and asking	Theoretical	Fundamentals of Contracts	Conceptual Framework of Contracts	6	4-5

several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Classifications of Contracts	Types of Contracts	3	6
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Elements of Contracts	Components of Administrative Contracts	3	7
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Nature of Contractual Rights	Administrative Rights	3	8
Follow-up and discussion of the	Theoretical	Forms of Contractual Obligations	Contractual Obligations	3	9

previous lecture and asking several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Theoretical Framework of BOT Contracts	BOT Contracts	3	10
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Legal framework of BOT contracts	Types of BOT Contracts	3	11
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Uses of BOT Contracts in Administration	Importance of BOT Contracts	3	12

<b>Follow-up and discussion of the previous lecture and asking several questions</b>	<b>Theoretical</b>	<b>Theoretical Framework of Auction and Tender Contracts</b>	<b>Auction and Tender Contracts</b>	<b>3</b>	<b>13</b>
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### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### 12. Learning and Teaching Resources

Contemporary Topics in Administrative Contracts Management	Required prescribed textbooks (methodological, if any)
Books available in the college library	Main References (Sources)
A set of scientific studies published in scientific journals and university theses specialized in administrative contracts management	Recommended supporting books and references (scientific journals, reports, etc.)
A set of electronic websites and	Electronic References, Internet

forums.

Websites

**Course Instructor**

Asst. Prof. Dr. Marwan Rashid Hammoud

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 1/9/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes

- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Permanent		Production Management	Business Administration	Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al- Ajili</b>
	<b>Per man</b>		<b>Human Resource</b>	<b>Business Adminis</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman</b>

	<b>ent Staff</b>		<b>Management</b>	<b>tration</b>	<b>Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Per</b>		<b>Marketing</b>	<b>Business</b>	<b>Lecturer Nawaf Rasoul</b>

man ent Staff		Management	Adminis tration	Ismail Al-Maamari
Per man ent Staff		Organization Theory	Business Adminis tration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi

## Professional Development

### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

### 12. Admission Criterion

(Central, Parallel, Evening)

### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills,

knowledge, and experience that contribute to building government institutions as well as public and private organizations.

6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C 4</b>	<b>C 3</b>	<b>C 2</b>	<b>C 1</b>	<b>B 4</b>	<b>B 3</b>	<b>B 2</b>	<b>B 1</b>	<b>A 4</b>	<b>A 3</b>	<b>A 2</b>	<b>A 1</b>		<b>Stage</b>		<b>First</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

<b>1. Course Name:</b>	
Administrative Information Technology	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
First Course / Fourth Stage	
<b>4. Date of Preparing this Description: First Course 1/9/2025; Second Course 30/3/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
In-person attendance in the classroom, with the use of Classroom to notify students of exam times, upload monthly exam grades and annual coursework grades, and provide them with instructions related to attendance, absence, and examinations.	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
45 Hours / 3 Units	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Asst. Prof. Dr. Wisam Hashim Kamil    Email: Wasam556@tu.edu.iq	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"> <li>• Identifying the basic foundations of information technology, its stages of development, and future trends.</li> <li>• Enabling the student to acquire knowledge about the uses of administrative information technology in information, design, and production.</li> </ul>	<p style="text-align: center;">Course Objectives</p>

- Understanding the functions of management information systems and their effective role in decision-making.
- Identifying modern technical systems that enhance the effectiveness and performance of business organizations.

### 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

Strategy

### 10. Course Structure

Assessment Method	Learning Method	Unit or Topic Name	Required Learning Outcomes	Hours	Week
Direct Observation	Theoretical	Fundamentals of Administrative Information Technology	The student will be able to understand the concept of information technology, its development stages, future trends, and importance	3	1
Direct Questions	Theoretical	Components, Characteristics, and Features of Administrative Information Technology	The student will be able to identify the components, characteristics, and features of information technology	3	2
Questions and Discussions	Theoretical	Tools, Requirements, and Determinants of Administrative Information Technology	Identifying the tools, requirements, and determinants of applying this technology	3	3
Oral Tests	Theoretical	Introduction to Information Systems	Identifying the concept of information systems, their importance, and their role in making and taking decisions	3	4
Direct Questions	Theoretical	Planning Management Information System Activities	Identifying planning methods for management information system activities	3	5
Discussions and Questions	Theoretical	Information Technology and Its Uses in Business Organizations	Identifying the uses of this technology in the field of information	3	6
Discussions and	Theoretical	Information Processing Systems, Decision Support Systems, Strategic Information Systems,	Identifying types of systems used in	3	7

Questions		Office Automation Systems, Artificial Intelligence, and Expert Systems	decision support		
Discussions and Questions	Theoretical	Uses of Technology in Design and Production	Identifying modern technical systems used in design and manufacturing	3	<b>8</b>
Direct Questions	Theoretical	E-Management and Prospects for Its Applications	Identifying e-management, its features, and its requirements	3	<b>9</b>
Direct Observation	Theoretical	E-Business and E-Commerce	Identifying the concepts of e-business and e-commerce and their characteristics and features	3	<b>10</b>
Discussions and Questions	Theoretical	Information Security for Information Systems	Identifying methods and techniques of information security for information systems	3	<b>11</b>
Direct Questions	Theoretical	The Strategic Role of Information Systems and Competitive Advantage	Identifying the strategic role of information systems in achieving competitive advantage	3	<b>12</b>
Discussions and Questions	Theoretical	Concept, Importance, and Uses of Nanotechnology	Identifying nanotechnology, its importance, and its uses	3	<b>13</b>
Discussions and Questions	Theoretical	The Relationship between Information Technology and the Elements of Competitive Advantage	Identifying the role of information technology in enhancing competitive advantages	3	<b>14</b>
Discussions and Questions	Theoretical	Internet, Intranet, and Extranet Networks Effective Communication Processes	Determining the role of information technology in enhancing knowledge sharing	3	<b>15</b>

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

## 12. Learning and Teaching Resources

<b>Various sources (books, research papers, and recent studies).</b>	Required prescribed textbooks (methodological, if any)
<b>Books available in the library or on the Internet</b>	Main References (Sources)
<b>Research papers and periodicals via the World Wide Web</b>	Recommended supporting books and references (scientific journals, reports, etc.)
<b>A set of electronic websites and forums.</b>	Electronic References, Internet Websites

**Course Instructor:**

**Asst. Prof. Dr. Wisam Hashim Kamil**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 28/1/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent		Production Management	Business Adminis	Lecturer Dr. Tahseen Fadhil Mohammed

	<b>ent Staff</b>			<b>tration</b>	<b>Jasim Al-Ahbabi</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al-Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per</b>		<b>Organization</b>	<b>Business</b>	<b>Lecturer Omar Wasfi</b>

	<b>Permanent Staff</b>		<b>Theory</b>	<b>Administration</b>	<b>Mikhlif Mohammed Al-Ajili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Production Management</b>	<b>Business Administration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>

Per man ent Staff		Production Management	Business Adminis tration	Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed
Per man ent Staff		Marketing Management	Business Adminis tration	Lecturer Nawaf Rasoul Ismail Al-Maamari
Per man ent Staff		Organization Theory	Business Adminis tration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi

### Professional Development

#### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

#### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

#### 12. Admission Criterion

(Central, Parallel, Evening)

#### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.

3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>A</b>	<b>A</b>	<b>A</b>	<b>A</b>		<b>Stage</b>		<b>First</b>
<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>				
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name:</b>	
Corporate Governance	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
Second Course / Fourth Stage	
<b>4. Date of Preparing this Description: Second Course 28/1/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
In-person attendance in the classroom, using Classroom to notify students of exam times, pose quick-answer questions to measure interaction with the lecture, upload monthly exam grades and annual coursework grades, and provide instructions related to attendance, absence, and examinations.	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
2 x 15 = 30 / 4 Two Units	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Prof. Dr. Hatim Ali Abdullah	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"> <li>• Clarifying the concepts, definitions, and principles of governance and corporate</li> </ul>	Course Objectives

<p><b>governance</b></p> <ul style="list-style-type: none"> <li>• <b>Introducing the importance of governance, especially its application in companies and economic establishments</b></li> <li>• <b>Identifying the implications of agency theory and stakeholder theory</b></li> <li>• <b>Integrating the theoretical framework of corporate governance with its field applications through local and international experiences, addressed scientifically according to the perspectives of the United Nations Development Programme (UNDP), the World Bank, the Institute of Internal Auditors (IIA), and others.</b></li> </ul>	
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**9. Teaching and Learning Strategies**

<ul style="list-style-type: none"> <li>• <b>Using the Board</b></li> <li>• <b>Homework Solutions</b></li> <li>• <b>Investigating selected tasks and problems to identify their causes</b></li> <li>• <b>Blended Learning</b></li> <li>• <b>Equipping students with self-learning skills that enable them to update their scientific knowledge in their specialization.</b></li> </ul>	<p>Strategy</p>
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**10. Course Structure**

<b>Assessment Method</b>	<b>Learning Method</b>	<b>Unit or Topic Name</b>	<b>Required Learning Outcomes</b>	<b>Hours</b>	<b>Week</b>
Discussion	Theoretical	Introduction to Corporate and Institutional Governance	Governance Concepts and Definitions	2	<b>1</b>
Oral Examination	Theoretical	Importance and objectives of governance	Governance, its importance and applications in the private sector, especially companies, and the specific and general objectives of governance	2	<b>2</b>

Discussion	Theoretical	Foundations of Governance Application	Foundations for Applying Governance in Economic, Accounting, Supervisory, and Legal Aspects	2	<b>3</b>
Daily Quiz	Theoretical	Justifications for Applying Governance	Justifications for Using Governance in Companies and Various Institutions	2	<b>4</b>
Discussion	Theoretical	Application Theories	Stakeholder Theory and the Relationship among its Main Parties	2	<b>5</b>
Oral Examination	Theoretical	Governance Principles	Disclosure, Transparency, Information Flow, and Financial Reports	2	<b>6</b>
Written Examination	Theoretical	Capital Structure	Governance Structure and Responsibility among Main Parties, Especially the Principle of Accountability of Senior Management	2	<b>7</b>
Discussion	Theoretical	Governance Parties	Parties Directly Concerned with the Application of Governance and Its Principles	2	<b>8</b>
Daily Quiz	Theoretical	Importance of Governance	Importance of human resource governance for companies and institutions	2	<b>9</b>
Discussion	Theoretical	Objectives of Governance	Importance and objectives of human resource governance	2	<b>10</b>
Daily Quiz	Theoretical	Dimensions of Governance	Main dimensions of human resource governance	2	<b>11</b>
Oral Examination	Theoretical	E-Governance	Concept and importance of e-governance for companies	2	<b>12</b>
Oral Examination	Theoretical	Characteristics of E-Governance	Characteristics and objectives of e-governance	2	<b>13</b>
Homework Assignment	Theoretical	Benefits of Governance	Benefits Provided by E-Governance to Institutions and the Basic Skills Required for Successful E-Governance	2	<b>14</b>
Written Examination	Theoretical	Sustainable Human Development	Sustainable Development and Its Relationship with Corporate Governance	2	<b>15</b>

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

**First Monthly Exam: 10 marks**

**Second Monthly Exam: 10 marks**

**Daily Preparation: 5 marks**  
**Participation: 5 marks**  
**End-of-Course Examination: 70 marks**

**12. Learning and Teaching Resources**

<b>None</b>	<b>Required prescribed textbooks (methodological, if any)</b>
<b>Specialized books and references in business administration and corporate governance</b>	<b>Main References (Sources)</b>
<b>A set of scientific studies published in scientific journals and university theses specialized in organization theory.</b>	<b>Recommended supporting books and references (scientific journals, reports, etc.)</b>
<b>A set of electronic websites and forums.</b>	<b>Electronic References, Internet Websites</b>

**Course Instructor for Corporate Governance**

Prof. Dr. Hatim Ali Abdullah

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 1/9/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

#### 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

#### 11. Teaching Staff

##### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi

	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al- Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al- Ajili</b>

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al- Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al- Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man</b>		<b>Production Management</b>	<b>Business Adminis</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud</b>

	<b>ent Staff</b>			<b>tration</b>	<b>Ahmed</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criterion**

(Central, Parallel, Evening)

### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.

4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>																
Required Program Learning Outcomes																
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level	
C 4	C 3	C 2	C 1	B 4	B 3	B 2	B 1	A 4	A 3	A 2	A 1		Stage		First	
√	√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	First		
														Stage		Second
√	√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Second		
														Stage		Third
√	√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Third		
														Stage		Fourth
√	√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Fourth		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name: English Language</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
<b>4. Date of Preparing this Description: First Course 1/9/2025; Second Course 30/3/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
2 Hours	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Asst. Prof. Dr. Daaa Ramadan Alwan	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"><li>• Learning the fundamentals of the English language.</li><li>• Learning English language skills.</li></ul>	Course Objectives
<b>9. Teaching and Learning Strategies</b>	
<ul style="list-style-type: none"><li>• Using the Board</li></ul>	Strategy

- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

### 10. Course Structure

Assessment Method	Learning Method	Unit or Topic Name	Required Learning Outcomes	Hours	Week
					<b>1</b>
	Lecture	Concept and Importance of the English Language	The student will be able to understand the concept and importance of the English language	2	Unit 1
	Lecture	Auxiliary Verbs and Their Importance	The student will be able to identify auxiliary verbs and their importance	2	Unit 2
	Lecture	Social Situations	How to deal with social situations	2	Unit 3
	Lecture	Parts of Speech	Identifying Parts of Speech	2	Unit 4
	Lecture	Test	Test	2	Unit 5
	Lecture	Pronouns	Pronouns	2	Unit 6
	Lecture	Types of Sentences	Types of Sentences	2	Unit 7
	Lecture	Tenses	Tenses	2	Unit 8
	Lecture	Present Simple	Present Simple	2	Unit 9
	Lecture	Past Simple	Past Simple	2	Unit 10
	Lecture	Test	Test	2	Unit 11
	Lecture	Concept and Importance of the English Language	The student will be able to understand the concept and importance of the English language	2	Unit 1
	Lecture	Auxiliary Verbs and Their Importance	The student will be able to identify auxiliary verbs and their importance	2	Unit 2
	Lecture	Social Situations	How to deal with social situations	2	Unit 3
	Lecture	Parts of Speech	Identifying Parts of Speech	2	Unit 4

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

## 12. Learning and Teaching Resources

New headway	Required prescribed textbooks (methodological, if any)
	Main References (Sources)
	Recommended supporting books and references (scientific journals, reports, etc.)
	Electronic References, Internet Websites

**Course Instructor:**

**Name: Asst. Prof. Dr. Daa Ramadan Alwan**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 28/1/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2025/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed

	<b>ent Staff</b>			<b>tration</b>	<b>Jasim Al-Ahbabi</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al-Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per</b>		<b>Organization</b>	<b>Business</b>	<b>Lecturer Omar Wasfi</b>

	<b>Permanent Staff</b>		<b>Theory</b>	<b>Administration</b>	<b>Mikhlif Mohammed Al-Ajili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Production Management</b>	<b>Business Administration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>

Per man ent Staff		Production Management	Business Adminis tration	Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed
Per man ent Staff		Marketing Management	Business Adminis tration	Lecturer Nawaf Rasoul Ismail Al-Maamari
Per man ent Staff		Organization Theory	Business Adminis tration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi

### Professional Development

#### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

#### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

#### 12. Admission Criterion

(Central, Parallel, Evening)

#### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

#### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.

3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

Program Skills Matrix															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C	C	C	C	B	B	B	B	A	A	A	A		Stage		First
4	3	2	1	4	3	2	1	4	3	2	1				
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	First		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Second
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Second		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Third
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Third		
√	√	√	√	√	√	√	√	√	√	√	√		Stage		Fourth
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Fourth		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name: Quality and Environmental Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
<b>4. Date of Preparing this Description: Second Course 28/1/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
	3 /45
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Prof. Dr. Naji Abdul Sattar Mahmoud:	
<b>8. Course Objectives</b>	
	<ul style="list-style-type: none"><li>• Course Objectives</li></ul>
<b>9. Teaching and Learning Strategies</b>	
<ul style="list-style-type: none"><li>• Using the Board</li></ul>	Strategy

- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

10. Course Structure:

Assessment Method	Teaching Method	Unit / Topic Name	Required Learning Outcomes for the Student	Hours	Week
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Introduction to Quality Management	Fundamentals of Quality	3	1
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Quality Costs and Quality Circles	Quality Costs and Quality Circles	6	2-3
Follow-up and discussion of the previous lecture and asking	Theoretical and mathematical exercises	Statistical Quality Control	Statistical Quality Control	6	4-5

several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical and mathematical exercises	Statistical Quality Control	Statistical Quality Control	3	6
Follow-up and discussion of the previous lecture and asking several questions	Theoretical and mathematical exercises	Quality Control	Statistical Quality Control Charts	3	7
Follow-up and discussion of the previous lecture and asking several questions	Theoretical and mathematical exercises	Quality Management Systems	The Concept of ISO and ISO 9000 Standards	3	8
Follow-up and discussion of the	Theoretical	Total Quality Management	The Concept and Principles of TQM	3	9

previous lecture and asking several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Total Quality Management	Stages and Obstacles of TQM Implementation	3	10
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Quality Pioneers	Quality Pioneers, Quality Awards, and Contemporary Quality Management Systems	3	11
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Environmental Management Systems ISO 14001	The Concept of Environment, Its Components, and Types	3	12

Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Environmental Management Systems ISO 14001	Environmental Resources, Their Classifications, Types of Ecosystems, Their Laws, and Environmental Problems	3	13
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### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### 12. Learning and Teaching Resources

The prescribed textbook: Quality Management: Principles and Applications, approved by the Ministry (Dr. Sabah Al-Najjar)	Required prescribed textbooks (methodological, if any)
Books available in the college library	Main References (Sources)
A set of scientific studies published in scientific journals and university theses specialized in quality and environmental management	Recommended supporting books and references (scientific journals, reports, etc.)

A set of electronic websites and forums.

Electronic References, Internet Websites

**Course Instructor**

**Prof. Dr. Naji Abdul Sattar Mahmoud**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 1/9/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	33	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
---	--

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
--	--

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.
--	--

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
--	---

Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.
--	---

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Permanent Staff		Production Management	Business Administration	Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray

	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al- Ajili</b>
	<b>Per man ent</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al- Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al- Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Per man</b>		<b>Marketing Management</b>	<b>Business Adminis</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>

	<b>ent Staff</b>			<b>tration</b>	
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi</b>

### **Professional Development**

#### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

#### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

#### **12. Admission Criterion**

(Central, Parallel, Evening)

#### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

#### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills,

knowledge, and experience that contribute to building government institutions as well as public and private organizations.

6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C 4</b>	<b>C 3</b>	<b>C 2</b>	<b>C 1</b>	<b>B 4</b>	<b>B 3</b>	<b>B 2</b>	<b>B 1</b>	<b>A 4</b>	<b>A 3</b>	<b>A 2</b>	<b>A 1</b>		<b>Stage</b>		<b>First</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

<b>1. Course Name: International Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: First / 2025-2026</b>	
<b>4. Date of Preparing this Description: 1/9/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: 45 Hours / Units</b>	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Prof. Dr. Abdullah Mahmoud Abdullah	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"><li>• Identifying the reasons for shifting toward the international business environment</li><li>• Understanding how to operate in the international business environment</li><li>• Understanding methods of entry into international business</li><li>• Identifying strategies for entering international markets.</li><li>• Identifying the advantages resulting from entering</li></ul>	Course Objectives

the international business environment

**9. Teaching and Learning Strategies**

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

Strategy

**10. Course Structure**

Learning

Week	Hours						
		Asking direct questions to students	Theoretical + Practical	Business Competitiveness	Understanding the Topic	3	1
		Asking direct questions to students	Theoretical + Practical	Company Competitiveness	Understanding the Topic	3	2
		Asking direct questions to students	Theoretical + Practical	Firm Competitiveness	Understanding the Topic	3	3
		Asking direct questions to students	Theoretical + Practical	International Strategy	Understanding the Topic	3	4
		Asking direct questions to students	Theoretical + Practical	International Expansion: Company Motives	Identifying motives for international expansion	3	5
		Asking direct questions to students	Theoretical + Practical	Potential Risks of International Expansion	Nature of International Risks	3	6
		Asking direct questions to students	Theoretical + Practical	Incentives and Benefits of Using an International Business Strategy	Understanding the nature of international business incentives	3	7
		Homework assignments and question-solving	Theoretical + Practical	Achieving competitive advantage in global	How to Achieve Advantage in International	3	8

	<b>1</b>	<b>markets</b>	<b>Markets</b>		
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>Global or Regional? A Second Look at Globalization</b>	<b>Introducing the advantages of globalization and regionalization</b>	<b>3</b>	<b>9</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>Entry Methods for International Expansion</b>	<b>Identifying Methods of Entry into International Markets</b>	<b>3</b>	<b>10</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>Competitive Outcomes of International Strategy</b>	<b>Clarifying International Competitive Outcomes</b>	<b>3</b>	<b>11</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>International Ethics</b>	<b>Understanding International Business Ethics</b>	<b>3</b>	<b>12</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>Analysis of International Stakeholders</b>	<b>Identifying International Stakeholders</b>	<b>3</b>	<b>13</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>International Human Resource Management</b>	<b>Understanding International Human Resource Management</b>	<b>3</b>	<b>14</b>
<b>Homework assignments and question-solving</b>	<b>Theoretical + Practical</b>	<b>International Marketing Management</b>	<b>Understanding International Marketing</b>	<b>3</b>	<b>15</b>

### **11. Course Assessment**

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### **12. Learning and Teaching Resources**

None

Required prescribed textbooks

	(methodological, if any)
Lectures prepared by the course instructor, 2023	Main References (Sources)
None	Recommended supporting books and references (scientific journals, reports, etc.)
None	Electronic References, Internet Websites

**Prof. Dr. Hatim Ali Abdullah**

**Course Instructor for International Management**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 28/1/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments

- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Permanent Staff		Production Management	Business Administration	Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray
	Permanent Staff		Strategic Management - Knowledge Management	Business Administration	Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-Hamdani

	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al- Ajili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per man ent</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al- Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al- Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>
	<b>Per man</b>		<b>Organization Theory</b>	<b>Business Adminis</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al-</b>

	<b>ent Staff</b>			<b>tration</b>	<b>Janabi</b>
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## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criterion**

(Central, Parallel, Evening)

### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.

7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C 4</b>	<b>C 3</b>	<b>C 2</b>	<b>C 1</b>	<b>B 4</b>	<b>B 3</b>	<b>B 2</b>	<b>B 1</b>	<b>A 4</b>	<b>A 3</b>	<b>A 2</b>	<b>A 1</b>		<b>Stage</b>		<b>First</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

<b>1. Course Name: Investment Portfolio Management</b>					
<b>2. Course Code: None</b>					
<b>3. Semester / Year: / 2025-2026</b>					
<b>Second Course / Fourth Stage</b>					
<b>4. Date of Preparing this Description: Second Course 28/1/2025</b>					
					28/1/2024
<b>5. Available Attendance Forms: In-person</b>					
<b>6. Total Study Hours / Total Units: 45 Hours / 3 Units</b>					
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>					
Name: Prof. Dr. Ahmed Khalaf Hamdan					
<b>8. Course Objectives</b>					
<ul style="list-style-type: none"> <li>Providing students with basic knowledge of investment portfolio management.</li> <li>Equipping them with investment skills in portfolios with diversified assets.</li> <li>Introducing them to methods of measuring returns from the investment portfolio for decision-making purposes.</li> </ul>			Course Objectives		
<b>9. Teaching and Learning Strategies</b>					
<ul style="list-style-type: none"> <li>Using the Board</li> <li>Homework Solutions</li> <li>Investigating selected tasks and problems to identify their causes</li> <li>Blended Learning</li> </ul>			Strategy		
<b>10. Course Structure</b>					
<b>Assessment Method</b>	<b>Learning Method</b>	<b>Unit or Topic Name</b>	<b>Required Learning Outcomes</b>	<b>Hours</b>	<b>Weeks</b>

Discussion	Theoretic al	Concept of Investment	Introducing the Basic Concepts of Investment		<b>1</b>
Oral Examination	Theoretic al	Fields of Investment	Type or Nature of the Activity in which Investment Takes Place		<b>2</b>
Discussion	Theoretic al	Investment Instruments	Identifying the real and financial assets in which investment is made		<b>3</b>
Daily Quiz	Theoretic al	Investment Returns and Risks	Evaluating the Returns and Risks of Each Investment		<b>4</b>
Discussion	Theoretic al	Actual Returns	Using Mathematical Methods to Determine Investment Returns		<b>5</b>
Oral Examination	Theoretic al	Building Investment Portfolios	Explaining Methods for Selecting an Investment Portfolio		<b>6</b>
Written Examination	Theoretic al	Types of Investment Portfolios	Possible Types in which Investment is Made		<b>7</b>
Discussion	Theoretic al	Optimal Investment Portfolio	Determining the Optimal Portfolio Mix		<b>8</b>
Daily Quiz	Theoretic al	Optimal Portfolio Curve	The Point at which the Nature of Investment is Determined		<b>9</b>
Discussion	Theoretic al	Diversification and Reducing Investment Portfolio Risk	Introducing Simple Diversification and Markowitz Diversification		<b>10</b>
Daily Quiz	Theoretic al	Correlation in Investments	Negative and Positive Correlation		<b>11</b>
Oral Examination	Theoretic al	Portfolio Return and Risk	Determining Expected Return and Relative Weights		<b>12</b>
Oral Examination	Theoretic	Diversification and	Methods for		<b>13</b>

	al	<b>International Portfolios</b>	<b>Reducing Portfolio Risk through International Diversification</b>		
<b>Homework Assignment</b>	<b>Theoretical</b>	<b>Capital Allocation Line</b>	<b>Evaluating Investment Using the Sharpe Ratio and Beta Measure</b>		<b>14</b>
<b>Written Examination</b>	<b>Theoretical</b>	<b>Policies Adopted in Portfolio Management</b>	<b>Determining the policies required in portfolio management.</b>		<b>15</b>

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### 12. Learning and Teaching Resources

	Required prescribed textbooks (methodological, if any)
	Main References (Sources)
	Recommended supporting books and references (scientific journals, reports, etc.)
	Electronic References, Internet Websites

**Course Instructor / Prof. Dr. Ahmed Khalaf Hamdan**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 30/3/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

**Approval of the Dean**

**1. Program Vision**

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

#### 4. Program Accreditation

Has the program obtained program accreditation? From which body? No

#### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

#### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

#### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First

4	33	Second Stage		Second / Second
6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.

Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.

Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.

Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.

Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.

Learning Outcome Statement 5: Building administrative cadres that serve society.

Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

#### 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

#### 11. Teaching Staff

##### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al- Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man</b>		<b>Organization Theory</b>	<b>Business Adminis</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-</b>

	<b>ent Staff</b>			<b>tration</b>	<b>Ajili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per</b>		<b>Production</b>	<b>Business</b>	<b>Prof. Dr. Naji Abdul</b>

	<b>man ent Staff</b>		<b>Management</b>	<b>Adminis tration</b>	<b>Sattar Mahmoud Ahmed</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi</b>

### **Professional Development**

#### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

#### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

#### **12. Admission Criterion**

(Central, Parallel, Evening)

#### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

#### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to

support Iraqi organizations and serve our beloved Iraq.

4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C 4	C 3	C 2	C 1	B 4	B 3	B 2	B 1	A 4	A 3	A 2	A 1		Stage		First
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

<b>1. Course Name: Knowledge Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: Second / 2025-2026</b>	
<b>4. Date of Preparing this Description: 30/3/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: 45 Hours / Units</b>	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Asst. Prof. Dr. Ahmed Jad'aan Hammad	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"> <li>Know-how and Intellectual Capital Management</li> <li>Guiding the student to understand and assimilate the role of knowledge management.</li> <li>Applying knowledge management in the business field.</li> </ul>	Course Objectives
<b>9. Teaching and Learning Strategies</b>	
<ul style="list-style-type: none"> <li>Using the Board</li> <li>Homework Solutions</li> <li>Investigating selected tasks and problems to</li> </ul>	Strategy

identify their causes					
• Blended Learning					
<b>10. Course Structure</b>					
<b>Assessment Method</b>	<b>Learning Method</b>	<b>Unit or Topic Name</b>	<b>Required Learning Outcomes</b>	<b>Hours</b>	<b>Week</b>
Asking direct questions to students	Theoretical	Introduction to Knowledge	Understanding and Assimilating Knowledge	3	1
Asking direct questions to students	Theoretical + Practical	Sources and Types of Knowledge	How Knowledge Evolves	3	2
Asking direct questions to students	Theoretical + Practical	Approaches and Justifications of Knowledge Management	Justifications for Knowledge Management	3	3
Asking direct questions to students	Theoretical + Practical	Knowledge Retrieval	Understanding How Knowledge is Retrieved	3	4
Asking direct questions to students	Theoretical + Practical	Basic Elements of Knowledge Management	Identifying the Elements of Knowledge Management	3	5
Asking direct questions to students	Theoretical + Practical	Requirements of Knowledge Management	Understanding the Requirements of Knowledge Management	3	6
Asking direct questions to students	Theoretical + Practical	Building a Knowledge Management Program	Understanding How Knowledge is Built	3	7
Homework assignments and question-solving	Theoretical + Practical	Knowledge Management and the Knowledge Economy	Introducing the Knowledge Economy	3	8
Homework assignments and question-solving	Theoretical + Practical	Role of Knowledge Management in Business Processes	Clarifying the Importance of Knowledge Management	3	9
Homework assignments and	Theoretical +	Knowledge Management and	Understanding Knowledge	3	10

question-solving	Practical	Organizational Creativity	Management and Organizational Creativity		
Homework assignments and question-solving	Theoretical + Practical	Knowledge Management and Contemporary Administrative Patterns	Identifying the Relationship between Knowledge Management and Contemporary Administrative Concepts	3	11
Homework assignments and question-solving	Theoretical + Practical	Knowledge Leverage and Measuring Knowledge Management	Measuring and Evaluating Knowledge Management	3	12
Homework assignments and question-solving	Theoretical + Practical	Challenges of Knowledge Management	Understanding the Major Challenges of Knowledge Management	3	13
Homework assignments and question-solving	Theoretical + Practical	Intellectual Capital	Clarifying the Importance of Intellectual Capital	3	14
Homework assignments and question-solving	Theoretical + Practical	Social Capital	Identifying the Importance of Social Capital	3	15

### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### 12. Learning and Teaching Resources

Knowledge Management by Salah Al-Din Al-Kubaisi, 2018

Required prescribed textbooks

	(methodological, if any)
Knowledge Management by Jaradat et al., 2016	Main References (Sources)
Journal of Knowledge Management	Recommended supporting books and references (scientific journals, reports, etc.)
None	Electronic References, Internet Websites

**Asst. Prof. Dr. Ahmed Jad'aan Hammad**  
**Course Instructor for Knowledge Management**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2025**

**Date of Completing the File: 28/1/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
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Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.
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### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
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Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.
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## 9. Teaching and Learning Strategies

- Using the Board

- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

#### 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

#### 11. Teaching Staff

##### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Per		Production	Business	Asst. Prof. Dr. Thamer

	<b>Permanent Staff</b>		<b>Management</b>	<b>Administration</b>	<b>Akab Hawas Thamer Al-Saray</b>
	<b>Permanent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-Hamdani</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Business Administration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Business Administration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al-Nasiri</b>
	<b>Permanent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajili</b>

	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al- Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al- Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man ent</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi</b>

## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criterion**

(Central, Parallel, Evening)

### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.

4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>A</b>	<b>A</b>	<b>A</b>	<b>A</b>		<b>Stage</b>		<b>First</b>
<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>				
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>First</b>		
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Seco</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Secon</b>		<b>d</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Thir</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Third</b>		<b>d</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Fou</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Fourt</b>		<b>h</b>

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name: Negotiation Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Second Year / 2025-2026</b>	
<b>4. Date of Preparing this Description: Second Course 28/1/2025</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
3 /45	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Prof. Dr. Abdullah Mahmoud Abdullah	
<b>8. Course Objectives</b>	
	• Course Objectives
<b>9. Teaching and Learning Strategies</b>	
• Using the Board • Homework Solutions	Strategy

- Investigating selected tasks and problems to identify their causes
- Blended Learning

10. Course Structure:

Assessment Method	Teaching Method	Unit / Topic Name	Required Learning Outcomes for the Student	Hours	Week
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Introduction to Negotiation Management	Fundamentals of Negotiation	3	1
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Chronological Development of Negotiation	The Emergence of Negotiation Management	6	2-3
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Fundamentals of Negotiation	Conceptual Framework of Negotiation	6	4-5

Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Classifications of Negotiation	Types of Negotiation	3	6
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Elements of Negotiation	Components of Negotiation	3	7
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Characteristics of Successful Negotiations	Requirements of a Successful Negotiator	3	8
Follow-up and discussion of the previous lecture	Theoretical	Purposes of Negotiation	Objectives of Negotiation	3	9

and asking several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Components of the Negotiation Environment	Negotiation Environment	3	10
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Conditions of Negotiation	Requirements of Negotiation	3	11
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Nature of Negotiation	Difference between Negotiation and Bargaining	3	12

<b>Follow-up and discussion of the previous lecture and asking several questions</b>	<b>Theoretical</b>	<b>Negotiation Methods</b>	<b>Forms of Negotiation</b>	<b>3</b>	<b>13</b>
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### 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### 12. Learning and Teaching Resources

Contemporary Topics in Negotiation Management	Required prescribed textbooks (methodological, if any)
Books available in the college library	Main References (Sources)
A set of scientific studies published in scientific journals and university theses specialized in negotiation management	Recommended supporting books and references (scientific journals, reports, etc.)
A set of electronic websites and forums.	Electronic References, Internet Websites

**Course Instructor**

Prof. Dr. Abdullah Mahmoud Abdullah

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 1/9/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage	Third / Third
2	31	Fourth Stage	Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
---	--

### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
--	--

Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.
--	--

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Assessment Methods

- Examinations

- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Permanent Staff		Production Management	Business Administration	Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray
	Permanent Staff		Strategic Management -	Business Administration	Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al-

	<b>ent Staff</b>		<b>Knowledge Management</b>	<b>tration</b>	<b>Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al-Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al-Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per</b>		<b>Organization</b>	<b>Business</b>	<b>Asst. Prof. Dr. Firas</b>

	<b>Permanent Staff</b>		<b>Theory</b>	<b>Administration</b>	<b>Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Production Management</b>	<b>Business Administration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Permanent Staff</b>		<b>Information Systems</b>	<b>Information Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Human Resource Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Permanent Staff</b>		<b>Organization Theory</b>	<b>Business Administration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Permanent Staff</b>		<b>Strategic Management</b>	<b>Business Administration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Permanent Staff</b>		<b>Production Management</b>	<b>Business Administration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Permanent Staff</b>		<b>Marketing Management</b>	<b>Business Administration</b>	<b>Lecturer Nawaf Rasoul Ismail Al-Maamari</b>

	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi</b>
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## **Professional Development**

### **Orientation of New Faculty Members**

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### **Professional Development for Faculty Members**

- Continuous development courses.
- Academic rotation according to stages and programs.

### **12. Admission Criterion**

(Central, Parallel, Evening)

### **13. Main Sources of Information about the Program**

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### **14. Program Development Plan**

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations,

and providing graduates with the skills necessary to meet current and future requirements.

7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>B</b>	<b>A</b>	<b>A</b>	<b>A</b>	<b>A</b>		<b>Stage</b>		<b>First</b>
<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>1</b>				
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>First</b>		
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Seco</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Secon</b>		<b>d</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Thir</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Third</b>		<b>d</b>
√	√	√	√	√	√	√	√	√	√	√	√		<b>Stage</b>		<b>Fou</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulso</b>	<b>Fourt</b>		<b>rth</b>
												<b>ry</b>	<b>h</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

<b>1. Course Name: Production and Operations Management</b>	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
<b>4. Date of Preparing this Description: First Course 1/9/2023</b>	
<b>5. Available Attendance Forms: In-person</b>	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
3 /45	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Asst. Prof. Dr. Thamer Akab Hawas	
<b>8. Course Objectives</b>	
	<ul style="list-style-type: none"> <li>• Course Objectives</li> </ul>
<b>9. Teaching and Learning Strategies</b>	
<ul style="list-style-type: none"> <li>• Using the Board</li> <li>• Homework Solutions</li> <li>• Investigating selected tasks and problems to identify their causes</li> <li>• Blended Learning</li> </ul>	Strategy

<b>Course Structure</b>					
<b>Assessment Method</b>	<b>Teaching Method</b>	<b>Unit / Topic Name</b>	<b>Required Learning Outcomes for the Student</b>	<b>Hours</b>	<b>Week</b>
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Introduction to Production Management	Enabling the student to describe systems for producing goods and services through inputs and internal and external customers.	3	1
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Introductory overview of corporate strategy, business strategy, and operations strategy	Enabling the student to identify strategy, strategic decisions, and operational decisions in operations.	6	2-3
Follow-up and discussion of the previous lecture and asking several questions	Theoretical and mathematical exercises	Demand Forecasting	The concept of demand forecasting; factors affecting it; and methods of demand forecasting	6	4-5
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Product / Service Planning	Identifying planning and development of a new product, performance evaluation criteria for its design process, the product life cycle, and its relationship with new product development.	3	6
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Process Planning and Design	Identifying the production and operations system and the factors affecting selection and design of the production system type.	3	7
Follow-up and discussion of the previous lecture and asking several questions	Theoretical and mathematical exercises	Capacity Planning	Identifying types of capacity, its measures, and factors affecting production capacity.	3	8
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Plant Location Selection	Identifying factors affecting site selection and modern trends in choosing locations.	3	9
Follow-up and discussion of the previous	Theoretical	Plant Layout	Identifying types of plant layout and their suitability for production systems.	3	10

lecture and asking several questions					
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Modern Production Systems	Identifying lean manufacturing, agile manufacturing, mass customization, JIT, and MRP	6	11-12
Follow-up and discussion of the previous lecture and asking several questions	Theoretical	Supply and Supply Chain	Identifying logistics and supply in the supply chain.	3	13

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

## 12. Learning and Teaching Resources

The prescribed textbook: Production and Operations Management and Applications, approved by the Ministry (Dr. Sabah Al-Najjar)	Required prescribed textbooks (methodological, if any)
Books available in the college library	Main References (Sources)
A set of scientific studies	Recommended supporting books and

published in scientific journals and university theses specialized in production and operations management	references (scientific journals, reports, etc.)
A set of electronic websites and forums.	Electronic References, Internet Websites

**Course Instructor**  
**Asst. Prof. Dr. Thamer Akab Hawas**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2026**

**Date of Completing the File: 1/9/2025**

Signature

Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

Signature

Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

Signature

The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and

creativity in teaching and academic programs that keep pace with scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First

4	35	Second Stage	Second / Second
6	35	Third Stage	Third / Third
2	31	Fourth Stage	Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome	Learning Outcome 5: Enhancing community relations,

Statement 5: Building administrative cadres that serve society.	believing in professional ethics, and performing work with high quality.
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**9. Teaching and Learning Strategies**

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

**10. Assessment Methods**

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

**11. Teaching Staff**

**Faculty Members**

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Thamer Akab Hawas Thamer Al- Saray</b>
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man</b>		<b>Strategic Management</b>	<b>Business Adminis</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed</b>

	<b>ent Staff</b>			<b>tration</b>	<b>Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al-Ajili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per</b>		<b>Strategic</b>	<b>Business</b>	<b>Lecturer Mihran</b>

	Permanent Staff		Management	Administration	Mahmoud Khattab Hamad
	Permanent Staff		Production Management	Business Administration	Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed
	Permanent Staff		Marketing Management	Business Administration	Lecturer Nawaf Rasoul Ismail Al-Maamari
	Permanent Staff		Organization Theory	Business Administration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al-Janabi

## Professional Development

### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

### 12. Admission Criterion

(Central, Parallel, Evening)

### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.

2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills, knowledge, and experience that contribute to building government institutions as well as public and private organizations.
6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

Program Skills Matrix															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
C	C	C	C	B	B	B	B	A	A	A	A		Stage		First
4	3	2	1	4	3	2	1	4	3	2	1				
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	First		
													Stage		Second
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Second		
													Stage		Third
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Third		
													Stage		Fourth
√	√	√	√	√	√	√	√	√	√	√	√	Compulsory	Fourth		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

### Course Description Form

<b>1. Course Name:</b>	
Scientific Research Methodology	
<b>2. Course Code: None</b>	
<b>3. Semester / Year: / 2025-2026</b>	
First Course / Fourth Stage	
<b>4. Date of Preparing this Description: First Course 1/9/2025</b>	
1/9/2025	
<b>5. Available Attendance Forms: In-person</b>	
In-person attendance in the classroom with the use of Classroom to notify students of exam times and grades and to handle any emergency circumstance.	
<b>6. Total Study Hours / Total Units: Hours / Units</b>	
30 Hours / 2 Hours per Week	
<b>7. Name of the Course Coordinator (if more than one name, mention all)</b>	
Name: Prof. Dr. Amer Ali Hamad	
<b>8. Course Objectives</b>	
<ul style="list-style-type: none"> <li>• Introducing students to scientific research</li> </ul>	Course Objectives

<p>methodology</p> <ul style="list-style-type: none"> <li>• Explaining the characteristics of a scientific researcher</li> <li>• Introducing students to research methodology in terms of problem, significance, objectives, and hypotheses</li> <li>• Introducing students to how references are documented</li> <li>• Teaching students how to write a graduation research paper</li> </ul>	
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### 9. Teaching and Learning Strategies

<ul style="list-style-type: none"> <li>• Teaching students scientific research writing skills</li> <li>• How to deal with reliable scientific sources</li> <li>• Expanding learning horizons and keeping pace with developments</li> </ul>	Strategy
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### 10. Course Structure

Assessment Method	Learning Method	Unit or Topic Name	Required Learning Outcomes	Hours	Week
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining Types of Scientific Research Methods	Understanding Scientific Research Methodology	2	1
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Emphasizing and introducing students to the ethics and characteristics of the scientific researcher	Identifying the Characteristics of a Scientific Researcher	2	2
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Identifying the Conditions of Research with Sound Methodology	Identifying Research with Sound Methodology	2	3
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining the amount of government expenditure at the global and Arab levels	Clarifying the Level of Interest in Scientific Research at the Global and Arab Levels	2	4
Daily Preparation	Delivering lectures and presenting	Clarifying Sources for Identifying the Problem and How to Address It for Solution	Understanding research methodology in terms of problem, significance, and	2	5

	intellectual questions to students		objectives		
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Studying Hypotheses, Their Types, and How to Formulate Them	Understanding research methodology in terms of the problem and research hypotheses	2	6
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Emphasizing this important topic within a comprehensive review	Understanding research methodology in terms of problem, significance, and objectives	2	7
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining Types of Random and Non-Random Samples	Understanding Samples	2	8
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining How to Quote / Cite from Scientific Sources	Understanding Quotation / Citation	2	9
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Presenting these studies to students so that they develop a clear idea of research	Introducing research by presenting scientific papers published in peer-reviewed journals	2	10
Daily Preparation	Delivering lectures and presenting intellectual questions to students	By explaining font size, font type, and formal aspects	Understanding the Rules of Scientific Research Writing	2	11
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining How to Write the Theoretical Section	Identifying the components of the theoretical section and how it is written	2	12
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Clarifying the Most Important of These Methods and Techniques	Identifying the methods and techniques through which raw data are collected	2	13
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Using statistical methods to prove or reject hypotheses	Clarifying the practical section for the purpose of testing hypotheses	2	14
Daily Preparation	Delivering lectures and presenting intellectual questions to students	Explaining that conclusions are built according to the research results	Understanding how conclusions and recommendations are written	2	15

## 11. Course Assessment

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

## 12. Learning and Teaching Resources

	Required prescribed textbooks (methodological, if any)
Scientific Research Methodology / Prof. Dr. Amer Ibrahim Qandilji	Main References (Sources)
Iraqi scientific journals	Recommended supporting books and references (scientific journals, reports, etc.)
Research papers from the Internet	Electronic References, Internet Websites

**Course Instructor /**

**Prof. Dr. Amer Ali Hamad**

## Academic Program Description Form

**University Name: Tikrit University**

**College / Institute: College of Administration and Economics**

**Scientific Department: Department of Business Administration.**

**Name of Academic or Professional Program: Bachelor of Business Administration**

**Final Degree Awarded: Bachelor in Business Administration.**

**Study System: Semester-based (Courses)**

**Date of Description Preparation: 2025-2025**

**Date of Completing the File: 1/9/2025**

  
Signature  
Prof. Dr. Amer Ali Hamad  
Head of Department's Name  
2025/9/1

  
Signature  
Assistant Professor Dr. Khattab Imran Saleh  
Name of the Assistant Dean for Scientific Affairs  
2052/9/1

  
Signature  
The file was audited by  
Khaldoon Abdullah Khalaf  
Name of the Director of the Quality Assurance and  
University Performance Division  
2025/9/1

  
Approval of the Dean

### 1. Program Vision

Establishing an educational system characterized by quality and creativity in teaching and academic programs that keep pace with

scientific and technical developments in the field of specialization, ensuring diversity and the provision of high-quality programs that create distinguished employment opportunities in the local labor market, achieve excellence in scientific research, and contribute to community service.

## **2. Program Mission**

Providing university graduates who are cognitively and technically qualified and capable of employing their abilities in the art of management to support various community institutions and develop their institutional performance, by equipping students with a solid foundation of in-depth academic levels that enable them to achieve their objectives and aspirations for a successful professional life, in alignment with international standards of the specialization, while also achieving excellence in scientific research and contributing to community service.

## **3. Program Objectives**

- Graduate students in the field of business administration after professionally qualifying them and equipping them with all scientific and practical skills that meet the current and future needs of the labor market.
- Support academically outstanding students and prepare them to continue their studies in their field of specialization.
- Develop the student's scientific, intellectual, and social personality.
- Contribute to serving the local community by providing scientific and practical consultations and applied research needed to serve all economic sectors in society.
- Support and activate links with the public and private sectors to involve them in building and developing the department's curricula in line with labor market requirements.
- Prepare specialized research and studies, with emphasis on applied research that offers solutions to societal problems.

## **4. Program Accreditation**

Has the program obtained program accreditation? From which body? No

### 5. Other External Influences

Is there a sponsoring body for the program? A government program of the Ministry of Higher Education and Scientific Research

### 6. Program Structure

Notes	Percentage	Credit Units	Number of Courses	Program Structure
				Institution Requirements
				College Requirements
				Department Requirements
				Summer Training
				Other

\* Notes may indicate whether the course is compulsory or elective.

### 7. Program Description

Credit Hours		Course Name	Course Code	Year / Level
Practical	Theoretical	Business Administration		
4	35	First Stage		First / First
4	35	Second Stage		Second / Second

6	35	Third Stage		Third / Third
2	31	Fourth Stage		Fourth / Fourth

## 8. Expected Learning Outcomes of the Program

### Knowledge

Learning Outcome Statement 1: Enabling the student to perform practical tasks professionally.	Learning Outcome 1: The graduate will be able to organize knowledge and information and retain it in memory in preparation for its functional use in the future.
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### Skills

Learning Outcome Statement 2: Enabling the graduate to perform duties efficiently and effectively.	Learning Outcome 2: The graduate will be able to analyze results and re-employ them to solve problems, and will possess an analytical mindset based on scientific evidence, scientific thinking, and research methodology.
Learning Outcome Statement 3: Reliance on logical analysis of phenomena in the field of business administration.	Learning Outcome 2: The graduate will be able to judge phenomena away from impressions and subjective judgments.

### Values

Learning Outcome Statement 4: Consolidating values among students and considering them a foundation for future work.	Learning Outcome 4: Providing the student with core values that guide professional conduct in terms of organizational citizenship, teamwork, interactive decision-making, academic excellence, and equal opportunities.
Learning Outcome Statement 5: Building administrative cadres that serve society.	Learning Outcome 5: Enhancing community relations, believing in professional ethics, and performing work with high quality.

## 9. Teaching and Learning Strategies

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes

- Blended Learning

## 10. Assessment Methods

- Examinations
- Follow-up of Homework Assignments
- Direct Interaction with Students
- Brainstorming

## 11. Teaching Staff

### Faculty Members

Number of Teaching Staff		Requirements / Skills (if any)	Specialization		Academic Rank
Lecturer	Permanent Staff		Specific	General	
	Permanent Staff		Knowledge Management	Business Administration	Asst. Prof. Dr. Ahmed Jad'aan Hammad Musa Al-Jubouri
	Permanent Staff		Management Information Systems	Business Administration	Assistant Lecturer Ahmed Hamdan Mahdi Saleh Al-Jubouri
	Permanent Staff		Human Resource Management	Business Administration	Asst. Prof. Ahmed Khalaf Hamdan Saho Al-Janabi
	Permanent Staff		Organization Theory	Business Administration	Prof. Dr. Ahmed Ali Hussein Atiya Al-Mawla
	Permanent Staff		Information Systems	Business Administration	Assistant Lecturer Osama Musa Farhan Mahmoud Al-Douri
	Permanent Staff		Production Management	Business Administration	Lecturer Dr. Tahseen Fadhil Mohammed Jasim Al-Ahbabi
	Permanent		Production Management	Business Administration	Asst. Prof. Dr. Thamer Akab Hawas Thamer Al-Saray

	<b>Staff</b>				
	<b>Per man ent Staff</b>		<b>Strategic Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Hatim Ali Abdullah Hussein Al- Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Riyadh Shahadha Hussein Shahadha Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Zahid Mohammed Saleh Subhi Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Lecturer Shereen Ismail Khalil Mohammed Al- Hadidi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Suhaib Abdulrahman Taama Al-Douri</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Amer Ali Hamad Shwaish Al- Nasiri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management - Knowledge Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Abdullah Mahmoud Abdullah Dawood Al-Darraji</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Dr. Ali Ihsan Abdul Karim Mohammed Al-Kumait</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Ammar Awad Mohammed Mikhlif Al-Hamdani</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Omar Wasfi Mikhlif Mohammed Al- Ajili</b>
	<b>Per man</b>		<b>Human Resource</b>	<b>Business Adminis</b>	<b>Lecturer Dr. Firas Hassan Rashid Salman</b>

	<b>ent Staff</b>		<b>Management</b>	<b>tration</b>	<b>Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Firas Hussein Alwan Al-Tayf Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Qasim Ahmed Handhal Mohammed Al-Azzawi</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Kifah Abbas Muhaimid Hajim Al-Janabi</b>
	<b>Per man ent Staff</b>		<b>Information Systems</b>	<b>Informa tion Systems</b>	<b>Assistant Lecturer Mohammed Salim Abdul Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Human Resource Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Dr. Mohammed Ali Abdullah Hussein Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mohammed Mahmoud Abdullah Mahjoub Al-Jubouri</b>
	<b>Per man ent Staff</b>		<b>Marketing Management</b>	<b>Business Adminis tration</b>	<b>Asst. Prof. Marwan Rashid Hammoud Nassif Al-Obaidi</b>
	<b>Per man ent Staff</b>		<b>Organization Theory</b>	<b>Business Adminis tration</b>	<b>Lecturer Mahdi Khalaf Ali Ahmed Al-Jumaili</b>
	<b>Per man ent Staff</b>		<b>Strategic Management</b>	<b>Business Adminis tration</b>	<b>Lecturer Mihran Mahmoud Khattab Hamad</b>
	<b>Per man ent Staff</b>		<b>Production Management</b>	<b>Business Adminis tration</b>	<b>Prof. Dr. Naji Abdul Sattar Mahmoud Ahmed</b>
	<b>Per</b>		<b>Marketing</b>	<b>Business</b>	<b>Lecturer Nawaf Rasoul</b>

man ent Staff		Management	Adminis tration	Ismail Al-Maamari
Per man ent Staff		Organization Theory	Business Adminis tration	Lecturer Dr. Wisam Hashim Kamil Kurdi Al- Janabi

## Professional Development

### Orientation of New Faculty Members

1. It is necessary to understand how the department's vision aligns with the college's vision, which is derived from the university's and even the ministry's vision, enabling the department to make decisive decisions in building and achieving the stated objectives.
2. The stated objectives are realistic and achievable, and every individual in this program should work objectively to achieve them.

### Professional Development for Faculty Members

- Continuous development courses.
- Academic rotation according to stages and programs.

### 12. Admission Criterion

(Central, Parallel, Evening)

### 13. Main Sources of Information about the Program

1. Books approved by the Sectoral Committee for Administration and Economics
2. Supporting books and articles with a 20% updating rate

### 14. Program Development Plan

1. Preparing teaching cadres according to the principle of career succession to supply the department with diverse specializations that meet departmental needs and employer requirements.
2. Producing rigorous scientific research that is useful to all stakeholders and serves the labor market from an administrative perspective.
3. Focusing on preparing young leaders in the field of specialization to support Iraqi organizations and serve our beloved Iraq.
4. Consolidating specialized knowledge among young teaching staff to ensure the continuity of faculty development.
5. Focusing on equipping business administration graduates with specialized skills,

knowledge, and experience that contribute to building government institutions as well as public and private organizations.

6. Keeping pace with environmental developments, especially digital transformations, and providing graduates with the skills necessary to meet current and future requirements.
7. Consolidating the concept of citizenship among all stakeholders of the department through transparent dealings with them.

<b>Program Skills Matrix</b>															
Required Program Learning Outcomes															
Values				Skills				Knowledge				Compulsory or Elective	Course Name	Course Code	Year / Level
<b>C 4</b>	<b>C 3</b>	<b>C 2</b>	<b>C 1</b>	<b>B 4</b>	<b>B 3</b>	<b>B 2</b>	<b>B 1</b>	<b>A 4</b>	<b>A 3</b>	<b>A 2</b>	<b>A 1</b>		<b>Stage</b>		<b>First</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>First</b>		
													<b>Stage</b>		<b>Second</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Second</b>		
													<b>Stage</b>		<b>Third</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Third</b>		
													<b>Stage</b>		<b>Fourth</b>
√	√	√	√	√	√	√	√	√	√	√	√	<b>Compulsory</b>	<b>Fourth</b>		

\* Please place a mark in the boxes corresponding to the individual program learning outcomes subject to assessment.

## Course Description Form

**1. Course Name: Risk Management**

**2. Course Code: None**

**3. Semester / First Year / 2025-2026**

**4. Date of Preparing this Description: First Course 1/9/2025**

**5. Available Attendance Forms: In-person**

**6. Total Study Hours / Total Units: 2 Hours / Unit**

**7. Name of the Course Coordinator (if more than one name, mention all)**

Name: Asst. Prof. Dr. Marwan Rashid Hammoud

**8. Course Objectives**

Course Objectives

- Introducing students to the nature of risk management and its academic and practical importance.
- Aligning the college outputs with labor market needs.
- Equipping students with skills for handling risks encountered in the labor market.

**9. Teaching and Learning Strategies**

## Strategy

- Using the Board
- Homework Solutions
- Investigating selected tasks and problems to identify their causes
- Blended Learning

## 10. Course Structure

### Week

### Hours

### Required Learning Outcomes

### Unit or Topic Name

### Learning Method

### Assessment Method

**1**

**2**

**Introducing Risks  
Overview**

Theoretical

Examination

**2**

**2**

**Introducing Risk Management Methods  
Risk Management**

Theoretical

Examination

**3**

**2**

**The Purpose of Risk Management  
Objectives of Risk Management**

Theoretical

Examination

**4**

**2**

**Highlighting the Importance of Risk Management  
Importance of Risk Management**

Theoretical

Examination

**5**

**2**

**Explaining the process through which risks are managed  
Risk Management Process**

Theoretical

Examination

**6**

**2**

**Identifying the stages through which risks pass and how they are treated  
Stages of Risk Management**

Theoretical

Examination

**7**

2

**Applicable Risk-Handling Strategies**

**Risk-Handling Strategies in Contemporary Transactions**

Theoretical

Examination

**8**

2

**Methods of Process Redesign and Restructuring**

**Methods of Handling Financial Risks**

Theoretical

Examination

**9**

2

**Introducing Sales Contracts and Futures**

**Protection and Hedging**

Theoretical

Examination

**10**

2

**Partial and Total Handling of Risk**

**Prevention and Avoidance**

Theoretical

Examination

**11**

2

**The nature and orientations of each investor in dealing with risk**

**Types of Investors Dealing with Risk**

Theoretical

Examination

**12**

2

**Explaining Types and Management Methods**

**Systematic Risks**

Theoretical

Examination

**13**

2

**Explaining Types and Management Methods**

**Unsystematic Risks**

Theoretical

Examination

**14**

2

**Possible Alternatives**

**Scenarios**

Theoretical

Examination

**15**

2

**Determining the Range and Standard Deviation  
Measurement Methods**

Theoretical

Examination

### **11. Course Assessment**

The final assessment grade is 100 marks, and the minimum passing grade is 50. The assessment grade is distributed as 30 marks for coursework and 70 marks for the end-of-course examination, as follows:

- First Monthly Exam: 10 marks
- Second Monthly Exam: 10 marks
- Daily Preparation: 5 marks
- Participation: 5 marks
- End-of-Course Examination: 70 marks

### **12. Learning and Teaching Resources**

Required prescribed textbooks (methodological, if any)

None

Main References (Sources)

Specialized books and references in risk management, including Modern Thought in Risk Management (Dr. Mounir Ibrahim Hindi).

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

A set of scientific studies published in scientific journals and university theses specialized in risk management.

Electronic References, Internet Websites

A set of electronic websites and forums.

**Course Instructor / Asst. Prof. Dr. Marwan Rashid Hammoud**