

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



Academic Program and Course Description Guide

2025

Introduction:

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

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

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

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

Concepts and terminology:

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

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

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

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

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

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

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

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

Academic Program Description Form

University Name:Al-Iraqia University.....

Faculty/Institute:College of Administration and Economics.....

Scientific Department:Department of Business Administration.....

Academic or Professional Program Name:Business Administration
Sciences.....

Final Certificate Name:Bachelor's.....

Academic System:.....Courses.....

Description Preparation Date: February 2025

File Completion Date: June 2025

Signature:

Head of Department Name:

Maadh Qhassan Mijwil

Date: 12-6-2025

Signature:

Scientific Associate Name:

Ahmed.H.AL Saqal

Date: 12-6-2025

The file is checked by:

Maadh M. Mijwil

Director of the Quality Assurance and University Performance Department:

Date: 12-6-2025

Signature:



Approval of the Dean


الأستاذ المساعد الدكتور
جميلة عبد الحميد الملا
مديرة وحدة الإدارة والإقتصاد

1. Program Vision

Seek section Business administration To achieve academic and professional excellence by targeting the quality of teaching, learning, university life, purposeful scientific research, and anticipating the future to meet the requirements of sustainable development and community service by providing advanced educational programs in the field. For administration. The department seeks to:

1. **Understand the basic concepts of management** Such as planning, organizing, directing and controlling.
2. **Developing leadership skills:** The ability to lead teams, motivate employees, and manage change within the organization.
3. **Analyzing problems and making decisions:** Develop the ability to analyze business issues and make informed, data-based decisions.
4. **Understanding the global business environment:** Study the impact of economic, social and political factors on business, and how to deal with global competition.
5. **Developing communication skills:** Improving writing, speaking, presentation and negotiation skills necessary in a business environment.
6. **Familiarity with financial aspects:** Learn how to manage money, investing, budgets and financial reports.
7. **Marketing and customer management:** Understanding marketing strategies and how to attract and retain customers.

Innovation and entrepreneurship: Enhancing creative thinking and the ability to develop new business ideas and launch entrepreneurial projects.

2. Program Mission

Seek section Business administration To provide distinguished education in line with international quality standards to achieve its vision of consolidating the values of honest university performance, serious pursuit of sustainable development, providing a stimulating environment for education, scientific research, community service, and providing distinguished educational services with equal opportunities without discrimination to ensure the quality of education to achieve academic accreditation through:

- acquisition Students Leadership and management skills: Students learn how to lead teams and manage projects, including planning, organizing, directing, and controlling.

- **acquisition**StudentsExtensive knowledge in multiple fields: The Business Administration program includes various subjects such as marketing, finance, accounting, human resources management, and operations management, giving students comprehensive knowledge in all aspects of business.
- **development**Students' ability toCritical and analytical thinking:soThe program helps students develop critical and analytical thinking skills, enabling them to analyze data and information and make informed decisions.
- **to provide**Training and applied opportunities: The department provides many opportunities for practical and applied training through partnerships with various companies and institutions, which helps students gain important practical experience before graduation.
- **Expanding the professional network:** The program allows students to build strong professional relationships with their colleagues, professors, and professionals in the field, which can be useful in developing a career path and obtaining job opportunities.

3. Program Objectives

The Business Administration Department program aims to achieve the following objectives:

- **Providing students with basic knowledge:** Providing a comprehensive understanding of the basic concepts and principles in business administration.
- **Developing intellectual skills:** Developing students' intellectual skills through analysis.
- **Promoting strategic thinking:** Encouraging students to think and solve complex problems.
- **Preparing future leaders:for**Preparing students to be leaders in the fields of management, capable of making strategic decisions.

- Providing a suitable environment for interaction between students, professors and employees.
- Teaching moral values: instilling moral and professional values in work practices to serve society.

4. Program Accreditation

Does the program have program accreditation? From which side? Ministry of Education to Higher education and research to Mai – Al-MajtoS National accreditation of K programs to Yat Management And A Economy in Iraq

5. Other external influences

Is there a sponsor for the program?

Ministry of Education to Higher education and research to

6. Program Structure

Program Structure	Number of Courses	Credit hours	Percentage	Reviews*
Institution Requirements				
College Requirements	60		100%	College requirements
Department Requirements	60	146	100%	Department requirements
Summer Training	2			
Other				

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

7. Program Description

Year/Level	Course Code	Course Name	Credit Hours	
			theoretical	practical
The first / first course	1111	Principles of business administration (1)	3	–
First / first course	2112	Principles of Economics (1)	2	–
First / first course	3113	Accounting Principles (1)	3	–
First / first course	6114	Computer (1)Microsoft Office	1	2
First / first course	5115	Mathematics for business administration	3	
First / first course	7116	Arabic language	2	–
First / first course	9117	Administrative readings	2	–
First/second course	1121	Principles of business administration (2)	3	–
First/second course	2122	Principles of Economics (2)	3	–
First/second course	3123	Accounting Principles (2)	3	–
First/second course	6124	Computer (2)Microsoft Office	1	2
First/second course	4125	Statistics for business administration	3	–
First/second course	8126	Rights and freedoms	2	–
First/second course	9127	E Business correspondence	2	

Second/first course	1211	Marketing management	3	–
Second/first course	1212	Human resources management	3	–
Second/first course	1213	structured theory	3	–
Second/first course	3214	Intermediate accounting	2	–
Second/first course	1215	Commercial law	3	–
Second/first course	1216	Material and warehouse management	2	–
Second/first course	6217	Office administrative applications using computersExcel Microsoft E	1	2
Second / second course	1221	Marketing research	2	–
Second / second course	1222	Intellectual capital management	2	–
Second / second course	1223	Organizational behavior	3	–
Second / second course	3224	Financial accounting	2	–
Second / second course	1225	Electronic commerce	2	–
Second / second course	1226	Supply management	2	–
Second / second course	6227	Advanced office administrative applications using	1	2

		computersExcel Microsoft E		
Third/first course	1311	Financial Management(1)	3	-
Third/first course	1312	Strategic management	3	-
Third/first course	1313	Bank management	3	-
Third/first course	3314	Cost Accounting (1)	3	-
Third/first course	6315	Quantitative applications for business management using computers	1	2
Third/first course	1316	project management	3	-
Third/first course	2317	Business economics	2	-
Third/second course	1321	Financial Management (2)	3	-
Third/second course	1322	Strategic thinking	2	-
Third/second course	1323	Insurance management	3	-
Third/second course	4324	Operations research	1	2
Third/second course	3325	Cost Accounting (2)	3	-
Third/second course	6326	Project management applications using computers	1	2
Third/second course	2327	Feasibility studies	2	-
Fourth / first course	1411	Production and operations management	3	-
Fourth / first course	1412	International Business Administration	3	-

		technology			
practical	theoretical				
Fourth / first course		1414	Methods and ethics of scientific research*	2	-
Fourth / first course		1415	Government contracts management	2	-
Fourth / first course		1416	Risk management	2	
Fourth / second course		1421	Quality management	3	-
Fourth / second course		1422	Knowledge management	3	-
Fourth / second course		1423	Corporate governance	2	-
Fourth / second course		1424	Graduation research project	-	2
Fourth / second course		1425	Negotiation management	2	-
Fourth / second course		2426	Investment portfolio management	3	-

1. Expected learning outcomes of the program

Identifying modern concepts, theories and methods in administrative sciences and the possibility of using them in managing and organizing the work of private and mixed sector organizations.

2. Familiarity with scientific research concepts and methods in a way that enables him to adopt them in preparing studies, research, and reports in his specialty.

3. Understanding and absorbing the concepts and applications of human resources management and the possibility of using them in this field, through planning and managing human resources needs, attracting, selecting, appointing, preparing them, and working to maintain, sustain and retain them.

4. The ability to use the computer, interact with it, and employ it in building and consolidating efficient information systems.

5. Identify modern marketing methods and the possibility of using them in marketing private sector products to ensure public satisfaction with them.

6 – Conducting feasibility studies and evaluating special strategic projects and programs with the aim of identifying the results and effects of these programs on Society in the present and future.

Knowledge

Learning outcomes include a set of outcomes that students are expected to achieve after completing their study programme. Among these results:

- 1- to understand AThe basic principles of micro and macro economicsthroughUnderstand the impact of economic factors on companies and business decision making.
- 2- to understandOperations and production management:throughUnderstand how to manage production and logistics operations.
- 3- Understand aHuman Resources Department:By studyingBasic principles of human resource management including recruitment, training, employee development, and performance appraisal.
- 4- Understand the legal and ethical aspects related to people management, and increaseKnowledge of laws and regulations governing businessesAnd alsoUnderstand the legal aspects of contracts,andIntellectual property and legal responsibility.

The Knowledge Learning Outcomes provide a set of activities and educational resources that enhance understanding and skills in this field. Here are some basic embarrasments:

- 1- to understandBusiness management basics:throughThe ability to create a scientific environment in accordance with comprehensive quality standards in business administration sciences, demonstrating results and qualifying scientific and intellectual specialists to participate in community service and in accordance with the goals of the business sector.
- 2- Human Resource Management: Teach students how to manage human resources effectively to achieve organizational goals.
- 3- Financial and Accounting Management: Providing students with basic knowledge in financial management and accounting to support financial decision-making.

5- Strategy Management:throughUnderstand how to develop and implement organizational strategies.	4- Technology in Management: Introducing students to the latest technologies used in management and how to apply them to enhance the efficiency of administrative work.
6- Study how information systems are used to support business processes and decision making, andUnderstand the impact of technology on business.	5- Implementing the objectives: by including in the curriculum classroom activities, research projects and ensuring the provision of an appropriate educational environment that supports the learning and development of students in these areas
7- Research and reports:throughResearch, data collection and analysis skills.	

Skills

Skills learning outcomes include a set of abilities and skills that students are expected to acquire during their studies. Among these outputs: 1- Preparing an elite group of students capable of creativity and excellence in meeting the needs of society and solving valuable administrative forms Economics and administrative decision-making in areas of specialization. 2- Strategic Planning: Developing the ability to develop strategic plans and implement them effectively to achieve goals Planned organizations. 3- Legal and ethical skills:throughUnderstand the laws and regulations related to business management. 4- Entrepreneurship skills:throughThe ability to develop new ideas and turn them into successful projects. 5- Strategic planning and risk management skillsand Developing creative and innovative thinking skills.	Learning outcome outcomes include a range of capabilities that students are expected to achieve after completing the programme. Among these results: 1-Leadership and management skills: The ability to lead work teams and motivate individuals to achieve common goals. 2-Communication skills:throughAbility to communicate effectively orally and in writing. 3-Analytical skills: The ability to analyze data and information to make decisions based on facts. 4- Financial skills: To provide students with the skills of financial analysis and making informed financial decisions.toProblem solving. 5- Technical skills: Familiarity with applications and programs used in business management, such asMicrosoft Office and ERP software. Marketing skills: Understand the basics of marketing and market strategies, andThe ability to develop effective marketing plans.
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Ethics

The learning outcomes related to values include a set of moral principles and values that students are expected to acquire during their studies. Among these outcomes are: 1- The ability to provide Iraqi culture and administrative thought with conscious mentalities that contribute to absorbing intellectual diversity in a way that serves the contemporary Iraqi reality. 2- The ability to continuously improve and carry out social responsibility for the public, private and service sectors. 3- Promote commitment to integrity and professional ethics in all business management activities. 4- Promoting awareness of social responsibility and the importance of community service.	Values-related learning outcomes include a set of outcomes that students are expected to achieve after completing the programme. Among these results: 1- Social responsibility: The student's ability to understand the importance of social responsibilityadministrationBusiness 2- Professional ethics: Promoting ethical and professional values, which helps students take...thedecisionsAdministrative includingIn line with ethical standards. 3- Respect diversity: Understand the value of diversity and inclusion in work environments and treat all individuals with respect and equality. 4- Compliance with laws and regulations: Reinforcing the importance of adhering to laws
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and regulations, ensuring that institutions operate legally and ethically.
Justice: Strengthening the concept of justice in...TFemale workers.

8. Teaching and Learning Strategies

1– Educational needs analysis:

- Determine the objectives of the educational program: by reviewing the vision and mission of the department to determine the educational objectives.
- Labor Market Analysis: Study and understand the needs of the local and international labor market to ensure that the skills taught are aligned With these needs.
- Evaluating current resources: Work on assessing current capabilities in terms of faculty, infrastructure, and available technology.

2–Curriculum design:

- Curriculum development: Design comprehensive curricula that include theoretical and practical materials covering topics such as resource management Human resources, financial management, strategic management, and marketing management.
- Updating and reviewing curricula: Ensuring that curricula remain up to date with modern changes in the field of business administration.
- Incorporating modern technology: Using modern technology such as administrative software and graphical analyzes to enhance the educational process.

3–Teaching strategies:

- Interactive education: Using interactive education methods such as group discussions, problem solving, and case studies.
- E–learning: Promoting e–learning through online learning platforms and virtual classrooms.

- Project-based learning: Encouraging students to participate in practical projects related to business management topics.

4- Developing educational staff:

- Continuous training for the teaching staff: Organizing training courses and workshops to improve the teaching staff's skills in techniques Modern education.
- Encouraging scientific research: supporting faculty members in conducting research and publishing it in prestigious scientific journals.

5- Evaluation and measurement:

- Evaluating students' performance Through various assessment methods, including examinations, presentations, and projects.
- Evaluation of curricula and programs: Conducting periodic evaluation of programs and curricula to ensure their quality and suitability.
- Student and alumni surveys: Collect the opinions of students and alumni to improve the educational process.

6- Partnerships and collaboration

- Cooperation with the private sector: establishing partnerships with companies and government institutions to obtain training and employment opportunities For students.
- International cooperation: academic exchange with international universities to enhance knowledge and cultural exchange.

7- Student support

- Academic and psychological support: Providing academic and psychological support services for students to ensure their success.
- Extracurricular activities: Organizing activities and events that contribute to developing students' personal and professional skills.

9. Evaluation methods

- 1- Daily Quizzes and Final Quizzes: Quizzes are given at the end of each module or at the end of the semester To evaluate students' understanding of materials and the extent to which they achieve educational objectives.
- 2- Reports: Students can be assigned to complete reports related to course topics, allowing them to apply the concepts and skills they have provided They acquired it during the program.
- 3- Active Participation: Active participation of students in class sessions, group discussions, etc. can be evaluatednClass activities.
- 4- Continuous Assessment: Assessment and feedback are provided continuously throughout the semester, allowing students to make grades identify strengths and weaknesses and work to improve their performance immediately.

10. Faculty

Faculty Members

Academic Rank	Specialization		Special Requirements/Skills (if applicable)		Number of the teaching staff	
	General	Special			Staff	Lecturer
Prof. Dr. Hamid Ali Ahmed Al-Jubouri	Business administration	structured theory			Staff	
Prof. Dr. Ahmed Hashem Ahmed Al-Saqqal	Business administration	Strategy Marketing			Staff	
A.MD Moaz Ghassan Ismail	business management	Human resources			Staff	

		managem ent				
Prof. Dr. Qasim Nayef Alwan	Business administration	Productio n and operation s managem ent			Staff	
Prof. Dr. Salah El-Din Hussein Saleh	Public administration	Human resources			Staff	
Prof. Dr. Moataz Salman Abdel Razzaq	business management	Marketing managem ent			Staff	
Prof. Dr. Khalidbiyah Mustafa Atta Abdel Razzaq	Future studies	Strategy			Staff	
Prof. Dr. Qais Ibrahim Hussein Ali	Public administration	Organizat ions and organizati onal behavior			Staff	
Prof. Dr. Rabie Yassin Saud Al-Dulaimi	Business administration	Marketing managem ent			Staff	

A.M. Dr. Firas Bahr Mahmoud	Special law	Civil law			Staff	
A. M. Ziad Mustafa Hamed	Business administration	Productio n and operation s managem ent			Staff	
Prof. Dr. Taghreed Abdel Qader Ali Al Dulaimi	General law	Constituti onal law			Staff	
Prof. Dr. Nassif Abdel Latif Nassif Al Mahdawi	Operations research science	Operation s research			Staff	
Prof. Maysoon Ali Hussein	Public administration	Human resources managem ent and organizati onal behavior			Staff	
A. M. Farid Hussein Ahmed Al-Mashhadani	business management	structured theory			Staff	
A. M. Marwan Sabah Hassan Al-Tikriti	Business administration	structured theory			Staff	

Prof. Dr. Zaid Yassin Masoud Al-Dulaimi	Business administration	Marketing managem ent			Staff	
Prof. Dr. Janan Ismail Saleh Al-Alwani	Business administration	Financial managem ent			Staff	
Prof. Dr. Zaid Ahmed Abdel Qader Al-Shawi	Computer science	Umniah Computer s			Staff	
Prof. Dr. Iyad Khaled Mahdi	Business administration	Strategic managem ent			Staff	
Dr. Amna Abdel Karim Mahdi	Business administration	Organizat ional behavior			Staff	
MD Aseel Mahmoud Shaker	count	Applied statistics			Staff	
MD Aseel Nasser Hussein	count	Operation s research			Staff	
M.D. Imad Adnan Fadel	Business administration	Strategy managem ent			Staff	

M.D. Imad Ali Mahmoud Abdel Halbousi	Business administration	Human resources			Staff	
M.D. Shahad Hassan Ali	Political science	Internatio nal policies			Staff	
M. Muhammad Abdel Moneim Nassif	Computer science	Informatio n technolog y			Staff	
M.M. Saimaa Salam Jassim Al-Mahdawi	Political science	Political thought			Staff	
M.M. Mahmoud Shafiq Armit	Semitic languages	Literature in the Semitic language s			Staff	
M. M. Omar Khazal Khudair	Public administration	Human resources managem ent			Staff	
M.M. Muhannad Muthanna Jaber Al-Ani	Physical education and sports sciences	Physical education and sports sciences			Staff	

M.M. Omar Rashid Kazem	Tourism sciences	Strategy			Staff	
M.M. Ibrahim Aliwi Hussein	Business administration	Strategic managem ent			Staff	
M. M. Ahmed Saad Mutlaq	economy	Monetary policies			Staff	

Professional Development

Mentoring new faculty members

Orienting new faculty members

- 1- Guidance on the necessity of adopting modern methods by employing contemporary methods and using modern technology and modern learning tools and means in delivering scientific material to students and using multiple different tools to evaluate students such as final exams. Monthly, daily, seminars, brainstorming and discussions.
- 2- Designing a training program by organizing training workshops covering the areas of curriculum design and teaching strategies
Using technology in education and evaluating students.
- 3- Training in academic research through training courses on how to conduct academic research and write research papers And publishing in scientific journals.
- 4- Develop effective communication skills with students, coworkers, and classroom management.
- 5- Encouraging participation in community activities by organizing opportunities for new faculty members to participate in activities and services community to enhance their connection to the local community.

Professional development of faculty members

- 1- Using learner-centered teaching strategies.
- 2- Developing academic, research and service processes and outputs.
- 3- Introducing the faculty member to developments in his field of specialization

11. Acceptance Criterion

- Central admission by the Ministry of Higher Education for graduates of preparatory studies in its scientific and literary branches and graduates of preparatory school Commerce (specialization in management).
- Parallel acceptance channel.

12. The most important sources of information about the program

- Corresponding departments in local, regional and international colleges.
- Student guide for central admission prepared by the Ministry of Higher Education and Scientific Research.
- The website of the university, college and department.
- Approved resources available in the Free Education module Scopus – Google scholar– Research Get scholar's website – library College of Administration and Economics.

13. Program Development Plan

Relying on modern sources that enhance the theoretical aspect of the subject and linking it to field reality, and developing the curriculum annually Compatible with university education.

Program Skills Outline																	
				Required program Learning outcomes													
Year/Level	Course Code	Course Name	Basic or optional	Knowledge				Skills				Ethics					
				A1	A2	A3	A4	B1	B2	B3	B4	C1	C2	C3	C4		
The first / first course	1111	Principles of business administration (1)	Basic	-		-					-		-				-
First / first course	2112	Principles of Economics (1)	Basic		-					-							-
First / first course	3113	Accounting Principles (1)	Basic			-				-							-

First / first course	6114	Computer (1)Microsoft Office	Basic	-							-				
First / first course	5115	Mathematics for business administration	Basic				-		-						
First / first course	7116	Arabic language	Basic				-				-				
First / first course	9117	Administrative readings	Basic	-							-				
First/second course	1121	Principles of business administration (2)	Basic	-			-			-		-			-
First/second course	2122	Principles of Economics (2)	Basic		-						-				-

First/second course	3123	Accounting Principles (2)	Basic			-					-				
First/second course	6124	Computer (2)Microsoft Office	Basic	-				-				-			
First/second course	4125	Statistics for business administration	Basic	-						-			-		
First/second course	8126	Rights and freedoms	Basic		-						-				-
First/second course	9127	E Business correspondence	Basic	-				-					-		
Second/first course	1211	Marketing management	Basic	-				-					-		

Second/first course	1212	Human resources management	Basic	-		-				-			-			-
Second/first course	1213	structured theory	Basic	-						-		-				-
Second/first course	3214	Intermediate accounting	Basic		-								-			
Second/first course	1215	Commercial law	Basic		-						-					-
Second/first course	1216	Material and warehouse management	Basic		-						-					-
Second/first course	6217	Office administrative applications using	Basic	-									-			

		computersExcel Microsoft E													
Second / second course	1221	Marketing research	Basic	-				-					-		
Second / second course	1222	Intellectual capital management	Basic	-					-						-
Second / second course	1223	Organizational behavior	Basic	-			-				-			-	
Second / second course	3224	Financial accounting	Basic	-					-						-
Second / second course	1225	Electronic commerce	Basic	-					-				-		

Second / second course	1226	Supply management	Basic	-			-				-				
Second / second course	6227	Advanced office administrative applications using computersExcel Microsoft E	Basic	-						-					
Third/first course	1311	Financial Management(1)	Basic	-					-						-
Third/first course	1312	Strategic management	Basic	-			-				-			-	
Third/first course	1313	Bank management	Basic	-					-			-			-

Third/first course	3314	Cost Accounting (1)	Basic		-						-			-	
Third/first course	6315	Quantitative applications for business management using computers	Basic	-						-					
Third/first course	1316	project management	Basic				-				-				-
Third/first course	2317	Business economics	Basic		-						-				
Third/second course	1321	Financial Management (2)	Basic	-					-						-

Third/second course	1322	Strategic thinking	Basic	-				-				-			-
Third/second course	1323	Insurance management	Basic		-				-						
Third/second course	4324	Operations research	Basic	-				-							
Third/second course	3325	Cost Accounting (2)	Basic	-						-			-		
Third/second course	6326	Project management applications using computers	Basic	-							-				
Third/second course	2327	Feasibility studies	Basic				-				-				-

Fourth / first course	1411	Production and operations management	Basic	-		-			-			-			-
Fourth / first course	1412	International Business Administration	Basic				-				-				
Fourth / first course	1413	Management information technology	Basic	-						-					
Fourth / first course	1414	Methods and ethics of scientific research*	Basic		-			-						-	

Fourth / first course	1415	Government contracts management	Basic	-						-			-			
Fourth / first course	1416	Risk management	Basic		-						-					
Fourth / second course	1421	Quality management	Basic	-						-			-			
Fourth / second course	1422	Knowledge management	Basic		-							-				-
Fourth / second course	1423	Corporate governance	Basic				-					-				-
Fourth / second course	1424	Graduation research project	Basic		-			-							-	

Fourth / second course	1425	Negotiation management	Basic		-					-					
Fourth / second course	2426	Investment portfolio management	Basic		-					-					-

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

Course Description Form

1. Course name	
Principles of economics 1	
2. code	
The decision	
2112	
3. the chapter /Sunnah	
First semester/year 2023–2024	
4. Date this was prepared	
Description	
1/9/2023	
5. Attendance forms available	
Attending a traditional class (in-person)	
6. Number of study hours (total)/number of units (total)	
30/ 2	
7. Name of the course administrator(If more than one name is mentioned)	
Name: M. M. Omar Khazal Khudair Email:omar.kh.khudhair@aliraqia.edu.iq	
8. Course objectives	
<p>Behavioral goals:</p> <p>1. Identify the basic principles of the Principles of Economics course1.</p> <p style="text-align: center;">2-Principles of sustainability, sustainable development and preservation</p>	<p>Providing the student with economics topics that are directly related to accounting and which constitute a scientific background for the student, such as supply and demand.</p>

of the natural, economic and societal environment. 4. Self-development and continuous learning.	demand, elements of production, revenues, costs, income and its components. Everything related to expenditures, revenues, the general budget, and financial policy tools such as taxes and loans.
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9. Teaching and learning strategies

Learning strategies (used students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with daily quiz	Lecture with case studies and individual and group discussions	Introduction to economics	The economics concept of needs Humanity and its means of satisfaction. and Relationship with economics In other sciences	3	1
Posts with daily quiz	Lecture with case studies and individual	Economic problem	The economic problem, the nature of the mixed economic problem, the pillars of the economic	3	2

	and group discussions		problem, patterns of solving the economic problem		
Posts with daily quiz	Lecture with case studies and individual and group discussions	demand	Demand, concept of demand, law of demand, demand schedule, demand curve, factors affecting demand.	3	3
Posts with daily quiz	Lecture with case studies and individual and group discussions	Elasticities	Price, income, and cross elasticities of demand and how to calculate them.	3	4
Posts with daily quiz	Lecture with case studies and individual and group discussions	the offer	Supply, the concept of supply, supply schedule, supply curve, factors affecting supply.demand)	3	5
Posts with daily quiz	Lecture with case studies and individual and group discussions	Elasticities	Elasticity of demand and how to calculate it, equilibrium price.	3	6
		First month exam	First month exam	3	7
Posts with daily quiz	Lecture with case studies and individual and group discussions	Prices	Equilibrium price, the effect of imposing taxes and granting subsidies on production and on the equilibrium price and quantity	3	8
Posts with daily quiz	Lecture with case studies and individual and group discussions	Production	Production, concept of production, production function, elements of production, law of diminishing returns	3	9

Posts with daily quiz	Lecture with case studies and individual and group discussions	Costs	Costs, the concept of costs, types of costs, how to calculate costs	3	10
Posts with daily quiz	Lecture with case studies and individual and group discussions	Revenues	Revenues, the concept of revenues, types of revenues, how to calculate revenues	3	11
Posts with daily quiz	Lecture with case studies and individual and group discussions	Markets	Markets: their forms	3	12
Posts with daily quiz	Lecture with case studies and individual and group discussions	Perfect competition market	Perfect competition market and its conditions	3	13
Posts with daily quiz	Lecture with case studies and individual and group discussions	Monopoly, complete and oligopolistic markets	- Total monopoly market and its characteristics. 3- Monopolistic competition. 4- Oligopoly.	3	14
		Second month exam	Exam 2 for the first semester	3	15

11. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks for discussions, participation and daily attendance

60 marks final exam

12. Learning and teaching resources	
Ed. Karim Mahdi Al-Hasnawi, Principles of Economics, College of Administration and Economics. University of Baghdad. 20150.	Required textbooks (methodology, if any)
All books on economics that can be used to reinforce lectures	Main references (sources)
Dr. Jamal Daoud Salman, Principles of Economics, Department of Science Finance and Banking, Dicle University, 2019.	Recommended supporting books and references (scientific journals, reports....)

13. Course name
Accounting principles
14. codeThe decision
3113
15. the chapter /Sunnah
First semester/year 2023-2024
16. Date this was preparedDescription

1/9/2023

17. Attendance forms available

Attending a traditional class (in-person)

18. Number of study hours (total)/number of units (total)

45/3

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

Name: M. Alaa Yahya Younis Saeed Email: alaa.yahia@aliraqia.edu.iq

20. Course objectives

Behavioral goals:

- Ability to apply accounting principles.
- The ability to correct accounting errors.
- Knowledge of accounting methods and methods.

General goal: Understand and learn accounting principles and how to use them in practical life.

21. Teaching and learning strategies

Learning strategies (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice

Teaching strategies (used by the teacher)

- Discussions
- Brainstorming
- Partition to Groups (cooperative learning)
- Concept maps

22. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
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Oral exams	Discussion and dialogue	-Article overview Accounting principles: definition, tasks, development of accounting principles	Understand and understand the concept of accounting and its tasks	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	The objectives of accounting principles and the parties that benefit from them, such as: management, investors, suppliers, government agencies, financial analysts...and others.	Understanding and comprehending the objectives of accounting principles and the entities that benefit from them	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Basis for recording financial operations: First: The budget method as a basis for recording accounting operations.	Understanding and comprehending the foundations of recording financial transactions	3	3
Posts with daily testing	Lecture with case studies and individual and group discussions	Second: The accounting entry method for recording financial transactions: the single entry theory. Double entry theory, which is the most widely used and common method.	Understanding and comprehending the accounting entry method for recording financial transactions	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	Third: Accounting records: 1: A daily record, in which all financial transactions that occur in the company during the	Understand how to record in a journal	3	5

		fiscal year and their dates are recorded.			
Posts with daily testing	Lecture with case studies and individual and group discussions	2: Ledger record: In this record, the functions of posting and balancing are performed for each account that appears in the journal.-Risks associated with stocks	Understand and understand how to register in the ledger associated with stocks	3	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	Financing financial operations: financial operations related to capital, financial operations related to personal withdrawals, financial operations related to loans.	Understanding and comprehending financial operations	3	7
		Monthly test (first)	a test	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Capital financial operations: These are the operations related to buying, selling, and exchanging fixed assets that the organization acquires to benefit from them for the long term.	Understanding and comprehending the processes related to buying, selling and replacing fixed assets	3	9
Posts with daily testing	Lecture with case studies and individual and group discussions	Revenue operations: Revenue operations related to the purchasing function as well as purchase returns. Revenue operations related to the selling function as well as sales returns.	Understanding and comprehending the revenue operations related to buying and selling, as well as returns	3	10

Posts with a semester exam	Lecture with case studies and individual and group discussions	Revenue operations related to the management function, including expenses and revenues that help facilitate the facility's activities of buying and selling.	Understanding and comprehending the revenue processes related to the management function	3	11
Posts with daily testing	Lecture with case studies and individual and group discussions	Accounting treatment of discount: It includes trade discount, cash discount and quantity discount.	Understanding and comprehending the accounting treatment of all types of discounts	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Accounting treatment of checks: processing incoming checks, processing checks issued by the facility.	Understand and comprehend the accounting treatment of checks	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	Processing commercial papers: notes receivable, notes payable.	Understanding and comprehending the processing of commercial papers	3	14
		Monthly test (second)	a test	3	15
23. Course evaluation					
15 marks monthly exam 1					

15 marks monthly exam 2

10 marks Discussions and posts

60 marks final exam

24. Learning and teaching resources

Accounting	
Miqdad Ahmed Al-Jalili, Fouad Suleiman Zako, Muhammad Taher Al-Shawi All literature and publications on accounting principles that can be used to reinforce the lectures	Required textbooks (methodology, if any)
All literature on accounting principles that can be used to enhance lectures	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
noor-book.com/ypg1kr Accounting sites and accounting principles	Electronic references, Internet sites

Course description form

25.	Course name
Statistics for Business Administration (1)	
26.	codeThe decision
4125	

27. the chapter /Sunnah	
First semester/year 2023–2024	
28. Date this was prepared	
7/25/2024	
29. Attendance forms available	
Attending a traditional class (in-person)	
30. Number of study hours (total)/number of units (total)	
45/3	
31. Name of the course administrator (If more than one name is mentioned)	
M.D. Aseel Mahmoud Shaker Mahmoud Email: aseel.shakir@aliraqia.edu.iq	
32. Course objectives	
Introducing statistics and its importance, especially in the field of scientific research, as well as in developing future plans by predicting results for all service and production sectors.	
33. Teaching and learning strategies	
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts 	Teaching strategies (used by the professor) <ol style="list-style-type: none"> 1– Using personal, linguistic, visual, and natural intelligence strategies For social. 2– Using the brainstorming method and its various methods. 3– Using various mind maps. 4– Using deductive and inductive.
34. Course structure	

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - conceptstatistics - Its importanceAnd its application. - Statistical method in scientific research. 	Learn about statistics, its importance and areas of application	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Research design. - Statistical society. - Data collection sources. 	Get to know How to design research, what is the statistical population, and sources of data collection	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Data collection methods: <ul style="list-style-type: none"> - Data collection methods - Common errors in data collection. 	Learn about data collection methods	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Classification and tabulation of data.	Learn about methods of classifying and tabulating data	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Random variables: <ul style="list-style-type: none"> - Types of random variables. - Random samples and their types. 	Identify the types of variables and samples	3	5

		<ul style="list-style-type: none"> – Non-random samples and their types 			
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Frequency distribution tables: <ul style="list-style-type: none"> – Frequency distribution. – Relative frequency distribution. – Double frequency distribution 	Learn about constructing frequency distribution tables and its types	3	6
		Exam 1 for the first semester	a test	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Clustered frequency distributions: <ul style="list-style-type: none"> – Bullish clustered frequency distribution 	Identify clustered frequency distributions	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> – Down clustered frequency distribution 	Identify the composition of descending clustered frequency distributions	3	9
Posts with a semester exam	Lecture with case studies and individual and group discussions	Geometric display of data: <ul style="list-style-type: none"> – Chart bars. – Graphic rectangle. – Graphic circuit. 	Learn how to represent data with graphics	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> – Chart. – Histogram, polygon, and iterative curve. 	Identify charts and their types	3	11

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Clustered frequency curves	Identifying clustering curves	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Symbols and terms: - Addition symbol.	Recognizing statistical symbols	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Multiplication symbol.	Learn how to use the multiplication symbol	3	14
		Exam 2 for the first semester	a test	3	15

35. Course evaluation

15 marks for the first semester exam
15 marks for the second semester exam
10 marks Discussions, posts and daily exams
60 marks final exam

36. Learning and teaching resources

Statistics Dr. Mahmoud Hassan Al-Mashhadani and Professor Amir Hanna Hormuz	Required textbooks (methodology, if an
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<p>Statistics for administrative and accounting specializations</p> <p>Prof. Dr. Dhafer Hussein Rashid and Mr. Kamal Alwan Al-Mashhadani</p>	<p>Main references (sources)</p>
<p>Foreign references and research published in reputable journals</p>	<p>Recommended supporting books and references (scientific journals, reports....)</p>

Course description form

1. Course name
Computer principles
2. Course code
6114
3. the chapter/Sunnah
First semester/year 2023–2024
4. Date this description was prepared
9/25/2023
5. Available attendance forms
Attending a traditional class (in-person)
6. Number of study hours (total)/number of units (total)
30/45
7. Name of the course administrator (if more than one name is mentioned)

the name:A.M.D. Zaid Ahmed Al-ShawiEmail:zaid. abdukdader
[@aliraqia.edu](mailto:zaid@aliraqia.edu).

8. Course objectives

Behavioral goals: Teaching the student general principles and basics about...ComputerTo benefit Including during the initial university years	General goal: Understand brief general principles a basicson Computer and its components
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9. Teaching and learning strategies

Learning strategies (used by students) <ul style="list-style-type: none"> ● memory ● Take notes ● Summing up ● Focus on the important parts 	Teaching strategies (used by the professor) <ul style="list-style-type: none"> ● Discussions ● Brainstorming
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10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Types of computers	Types of computers and their specifications	8	1
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Computer networks	Networking overview	8	2
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Computer elements	Basic elements of a computer	8	3

Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Gear	Types of hardware in a computer (hardware)	8	4
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Motherboard	What is the motherboard and what are its functions and parts?	8	5
Paper attendance test	Exam topics: The subjects mentioned above	First monthly exam	First monthly exam	8	6
Participations with daily attendance records.	A lecture with case studies and individual and group discussions	Processor	What is the central processing unit and what are its most important functions?	8	7
Participations with daily attendance records.	A lecture with case studies and individual and group discussions	Computer memory	What is computer memory and what are its types?	8	8
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Input devices	Input devices: types and functions	8	9
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Output devices	External devices: their types and functions	8	10
Participations with daily attendance recording.	Lecture with case studies and individual and group discussions	Storage devices Printers	Storage devices and their types Printers and their types	8	11

Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Operating system windows	Use of the operating system windows	8	12
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Microsoft word	Explanation of use Microsoft word	8	13
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Microsoft word	Supplementary explanation of use Microsoft word	8	14
		Second exam	Second exam	8	15

11. Course evaluation

15Grade AnoExamFirst monthly

15degreeThe second monthly exam

10Degrees of discussions and referencesKat and daily attendance

60Final exam score

12. Learning and teaching resources

-	Required textbooks (methodology, if any)
International computer driving license(ICDL)	Main references (sources)
Windows. Microsoft word.	Recommended supporting books and references (scientific journals, reports....)
-	Electronic references, Internet sites

Course description form

37.	Course name	
	Principles of mathematics in administration Business	
38.	code The decision	
	5115	
39.	the chapter /Sunnah	
	First/2024	
40.	Date this was prepared Description	
	9/1/2024	
41.A	Attendance forms available	
	Classrooms	
42.	Number of study hours (total)/number of units (total)	
	45/3	
43.	Name of the course administrator (If more than one name is mentioned)	
	Name: A.M.D. Nassif Abdel Latif Nassif Email: nsseif.latif@aliraqia.edu.iq	
44.	Course objectives	
	<ul style="list-style-type: none"> • Gaining different knowledge about the foundations and methods of analysis The athlete For administrative problems • Understand the curriculum Collect and analyze data • Knowledge of differentiation, derivatives and their laws 	Objectives of the study subject
45.	Teaching and learning strategies	
	<ul style="list-style-type: none"> • Teaching the student and raising his ability to solve mathematical problems. • The ability to find alternative solutions and then choose the best possible solution. • The ability to link the theoretical aspect to practical reality. 	Strategy
46.	Course structure	

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Daily exam	Theoretical lecture	Chapter One: Groups definition and basic concepts	Develop the ability to evaluate and choose optimal management decisions	3	the first
Daily exam	Theoretical lecture	Algebraic operations on groups	Develop the ability to evaluate and choose optimal management decisions	3	the second
		Practical exercises	Develop the ability to evaluate and choose optimal management decisions	3	the third
Daily exam	Theoretical lecture	Chapter Two: Functions and objectives, definition the function, types of functions	Develop the ability to evaluate and choose optimal management decisions	3	Fourth
Daily exam	Theoretical lecture	Goals and continuity	Develop the ability to evaluate and choose optimal management decisions	3	Fifth
		a test			Sixth
Daily exam	Theoretical lecture	Chapter Three: Differentiation derivative, laws of derivatives	Develop the ability to evaluate and choose optimal management decisions	3	Seventh
Daily exam	Theoretical lecture	Differentiation, applied exercises	Develop the ability to evaluate and choose optimal management decisions	3	Eighth
Daily exam	Theoretical lecture	The use of derivatives in the field of management	Develop the ability to evaluate and choose optimal management decisions	3	Ninth
Daily exam	Theoretical lecture	Chapter Four: Analysis of curves, increasing and decreasing functions	Develop the ability to evaluate and choose optimal management decisions	3	tenth
Daily exam	Theoretical lecture	For maximum values, concavity and inflection points, practical exercises	Develop the ability to evaluate and choose optimal management decisions	3	eleventh
Daily exam	Theoretical lecture	Chapter Five: Integration basic formulas for integration	Develop the ability to evaluate and choose optimal management decisions	3	twelfth
		Practical exercises	Develop the ability to evaluate and choose optimal management decisions	3	thirteenth
Daily exam	Theoretical lecture	Chapter Six: Vectors and matrices, algebraic operations on matrices and vectors, matrix transmutation	Develop the ability to evaluate and choose optimal management decisions	3	fourteenth

Daily exam	Theoretical lecture	Matrix inverse, determinants, applied exercises	Develop the ability to evaluate and choose optimal management decisions	3	fifteenth
		a test			
47. Course evaluation					
A- The two tests B- Objective tests. They take the form of daily, monthly, quarterly, or final tests. C-Homework					
48. Learning and teaching resources					
Mathematics in Management / Prof. Dr. Dh. Hussein Rashid			Required textbooks (methodology, if any)		
Supportive methodological books about basic mathematics			Main references (sources)		
Foreign references and research published in reputable journals			Recommended supporting books and references (scientific journals, reports....)		
YouTube, artificial intelligence websites			Electronic references, Internet sites		

Course description form

1. Course name
General Arabic for non-specialist departments
2. Course code
7116
3. the chapter/Sunnah
First semester / academic year 2024-2025
4. Date this description was prepared
9/25/2024

5. Available attendance forms					
Attending a traditional class (in-person)					
6. Number of study hours (total)/number of units (total)					
8/112					
7. Name of the course administrator (if more than one name is mentioned)					
the name:M.M.Mahmoud Shafiq email:mahmood.irmeet@aliraqia.edu.					
8. Course objectives					
Behavioral goals: Teaching the student general principles and basics about the Arabic language to benefit from them during the initial years of university studies.			The general goal: to understand the general principles and basics of the Arabic language orthography, grammar, and literature.		
9. Teaching and learning strategies					
Learning strategies (used by students)			Teaching strategies (used by the professor)		
<ul style="list-style-type: none"> ● memory ● Take notes ● Summing up ● Focus on the important parts 			<ul style="list-style-type: none"> ● MannaAqshat ● Brainstorming 		
10. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	The history of the Arabic language, and the difference between belonging to the language and belonging to lineage (nationality) and	A general introductory historical lecture on the Arabic language,	8	1

		belonging to religion (belief)			
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Nominal sentence: Picture the beginner, Types of news: Single news The predicate is the sentence: actual and nominal The predicate is a semi-sentence: the genitive, the genitive, and the temporal and spatial circumstantial.	Rules: The subject and the predicate	8	2
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Modal verbs, their function, and their conjugation in the past, present and imperative cases, Types of news. Past imperfect verbs and past perfect verbs and the difference between them.	Rules: Modal verbs (had and her sisters)	8	3
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	. And its sisters, its work, and its meanings, Types of news that, Positions of breaking the hamzat inna.	Grammar: letters that are similar to the verb	8	4
Testing with daily attendance recording	Written attendance exam.	A monthly exam on the above grammar topics.	Exam	8	5

Paper attendance test	Exam topics: The subjects mentioned above	First monthly exam	First monthly exam	8	6
Exam and daily attendance recording	An exam on the topics of the rules mentioned above.	A monthly exam in the above grammar subject for those who fail.	Exam assistance for those who fail	8	7
Participations with daily attendance records.	Lecture with case studies and individual and group discussions	Distributing exam papers to students, focusing on incorrect answers and evaluating them by giving the correct solutions.	Distributing grammar exam papers, solving monthly exam questions, and assistance exam questions.	8	8
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	An introduction to the poet and his era and a translation of his life and poetic purposes, with an explanation of the meanings of the words of the poem (Al-Mu'allaqa)	Literature and texts: A poem from pre-Islamic literature (Mu'allaqa) by Amr bin Kulthum.	8	9
	Lecture with individual and group discussions	An introduction to the poet, his life, and his poetic purposes	Literature: A poem from Islamic literature: From virginal love by the poet Jamil Buthaina	8	10
Participations with daily attendance recording.	Lecture with case studies and individual and group discussions	The poem Tigris of Goodness, an explanation of the poet's love, his most important works and poetry collections, and the most important newspapers he published.	Literature: A contemporary poem, "The Tigris of Goodness," by the poet Muhammad Mahdi Al-Jawahiri.	8	11

Participations with daily attendance recording	Lecture with case studies and individual and group discussions	Verses from Surah Al-Kahf With a brief explanation and explanation of the story of the Companions of the Cave	Quranic text	8	12
Testing with daily attendance recording.	Written attendance exam	An exam on all the literature topics and texts mentioned above.	The monthly exam	8	13
Testing with daily attendance recording		The second monthly exam for the first course for those who fail	The second monthly assistance exam for those who failed the exam in the above topics.	8	14
			Solving exam questions, comprehensive and general review of the subject, and submitting exam grades and assignments	8	15

11. Course evaluation

15Grade AnoExamFirst monthly1

15degreeThe second monthly exam

10Degrees of discussions and referencesKat and daily attendance

60Final exam score

12. Learning and teaching resources

General Arabic for non-specialist departments

Required textbooks (methodology, if any)

nothing.

Main references (sources)

Collector of Arabic Lessons, Mustafa Al-Ghalayini Clear Grammar, Emil Badie Yacoub. Clear dictation.	Recommended supporting books and references (scientific journals, reports....)
nothing	Electronic references, Internet sites

Course description form

1. Course name:	
Administrative readings	
2. Course code	
9117	
3. Semester/Year:	
The first semester of the academic year 2024– 2023	
4. Date this description was prepared	
1/9/2023	
5. Available attendance forms:	
Attending a traditional class (in-person)	
6. Number of study hours (total)/number of units (total):	
30 hours	
7. Name of the course administrator (if more than one name is mentioned):	
Name: Email: M. D. Imad Adnan Fadela.fadhil@aliraqia.edu.iq	
8. Course objectives	
<ul style="list-style-type: none"> The administrative readers aim to provide students with the different subjects of the business administration in the classic language, which is a point of launching to the student's adequate stockpiles from the aspirations in this way. All health in the English language. Introducing the student to the basic vocabulary in the subject of administrative readings in English and the ability to read, understand, and express administrative concepts and functions. 	Objectives of the student subject

- Providing a systematic, comprehensive text that contains all the basic concepts in administrative readings in the English language.
- Presenting an amount of information and knowledge that is in line with the latest developments in the world of administrative readings.

9. Teaching and learning strategies

Strategy

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Daily sharing	The lecture	Introduction of Business	Getting to know the business and its pillars	2	the first
Daily sharing	The lecture	Importance of Business	Learn about the importance of business	2	the second
Daily sharing	The lecture	What is the Management	Introduction management science	2	the third
Semester exam		First exam		2	Fourth
Daily sharing	The lecture	Management functions (Planning - Organizing - Staffing - Directing - Controlling)	Familiarity with management tasks	2	Fifth
Daily sharing	The lecture	Identify who is the manager	Discernment of knowledge of manager	2	Sixth
Daily sharing	The lecture	Skills for a successful management	Know the skills that the manager has	2	Seventh
Daily sharing	The lecture	Levels of Management	Learn about levels of Management	2	Eighth
Semester exam		Second exam		2	Ninth
Daily sharing	The lecture	Fundamental Management Skills	Learn about skills of Basic management	2	tenth

Daily sharing	The lecture	Chain of command and delegation, The four steps to successfully delegate from manager to their teams	Identify the series Delegation	2	eleventh
Daily sharing	The lecture	Definition of leadership and leadership styles	Learn about method Driving	2	twelfth
Daily sharing	The lecture	Leadership and power, the six core characteristics that the majority of effective leaders possess	Get to know Basic characteristics Which leaders enjoy	2	thirteenth
Daily sharing	The lecture	Meaning of controlling and Purposes of controlling	Get to know Supervision and purposes	2	fourteenth
Daily sharing	The lecture	Relationship between planning and controlling, Controlling process and types of control	Discrimination of the relationship Between planning and control	2	fifteenth

11. Course evaluation

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

Degree	the details
15	First exam
15	Second exam
5	Participation and behavior

	5	the audience
	60	Final exam
12. Learning and teaching resources		
	Required textbooks (methodology, if any)	
Coulter, M. (2012). Stephen P. Robbins. Management. Pearson	Main references (sources)	
All literature and publications about reading material Administrative services that can be used to enrich Lectures as well as foreign references and research Published in prestigious magazines	Recommended supporting books and references (scientific journals, reports....)	
	Electronic references, Internet sites	

Course description form

13. Course name:
Principles of business administration 2
14. code/Decision:
15. the chapter /Sunnah
quarterly
16. Date this was prepared/Description:
2/23/2024
17.AAttendance forms available:
Lectures
18.Number of study hours (total)/number of units (total)
6 hours/week 15* 90 hours per week

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

Name: A. Dr. Moataz Salman Abdel Razzaq Email: mutazsalman1969@gmail.com

20. Course objectives

7- Introducing students to the principles of the organizational structure. -8 Students define the factors influencing the organizational structure. -9 Introducing students to the concepts of a leader and what leadership is. 10- Introducing students to the factors affecting the effectiveness of the motivation system in comparison to the benefits achieved from it. 11- Introducing students to the hierarchy of needs. 12 Students learn about the practical steps of the oversight function.

Objectives of the study subject
 1-Introducing students to the concept of management principles and importance and goals at the organizational level. -2 Introducing students to the characteristics of an organization. -3 Introducing students to the steps of the management process. -4- Introducing students to how to identify and develop obstacles and overcome them. 5- Introducing students to the perspective of management strategy planning. Ministry of Higher Education and Scientific Research Supervision and quality assurance department And accreditation Academic 6- Introducing students to general concepts about the organization's function

21. Teaching and learning strategies

Strategy Learning (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice

Strategy Education (used by professor)

- Strategy Discussions
- Brainstorming
- Divide into groups (cooperative learning)
- Illustrations for concepts

22. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Weeks
Posts with daily quiz	Lecture with case studies and individual and group discussions	Management principles	The concept and importance of management principles	3

			management principlesBusiness.		
Posts with daily quiz	Lecture with case studies and individual and group discussions	situationObjective sAt the organization level	featuresObjectivesso und in an organizationBusiness .	3	2
Posts with daily quiz	Lecture with case studies and individual and group discussions	The process of setting goals	Steps of styleManagement With goals.	3	3
Posts with daily quiz	Lecture with case studies and individual and group discussions	Organization process	General concepts about organizing factorsThe situationInfluencing the organizational structure	3	4
Posts with daily quiz	Lecture with case studies and individual and group discussions	Strategic planning and management	How to plan and set obstaclesObjectivesA nd ways to overcome it. perspectiveManagem ent StrategyIn planning	3	5
Posts with daily quiz	Lecture with case studies and individual and group discussions	First test	First exam	3	6
Posts with daily quiz	Lecture with case studies and individual and group discussions	The pillars of the organizational structure	General concepts about the organizational function and principlesBasicFor the organizational structure	3	7

Posts with daily quiz	Lecture with case studies and individual and group discussions	The pillars of the organizational structure	Situational factors affecting organizational structure.	3	8
Posts with daily quiz	Lecture with case studies and individual and group discussions	The concept of administrative leadership	Leader concepts and what leadership is	3	9
Posts with daily quiz	Lecture with case studies and individual and group discussions	Motivation for work and methods of motivating employees	Factors affecting the effectiveness of the motivation system in comparison“With the benefits derived from it	3	10
Posts with daily quiz	Lecture with case studies and individual and group discussions	Motivation for work and methods of motivating employees	Hierarchy of needsHumanity To AbrahamThey did not ask.	3	11
Posts with daily quiz	Lecture with case studies and individual and group discussions	Practical steps for the oversight function	Practical steps for the oversight function.	3	12
Posts with daily quiz	Lecture with case studies and individual and group discussions	CEO jobs, advisory functions, and core supporting functions.	Marketing mix For fieldsThird, jobsHomeTo manageFinance in an organizationBusiness	3	13
Posts with daily quiz	Lecture with case studies and individual and group discussions	Second test	Second exam	3	14
Posts with daily quiz	Lecture with case studies and	Review the article	Review the article	3	15

	individual and group discussions			
23. Course evaluation				
5Exam gradesdaily1				
5Exam gradesdaily2				
15Exam gradesThe first is my semester				
15gradesThe second semester exam				
60 marks final exam				
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc.				
24. Learning and teaching resources				
There is a systematic book for the subject, and the information was collected from modern and factual sources.		Required textbooks (methodology)		
Preparing a binding		Main references (sources)		
Source: A systematic book on management principles Business –1 A. Dr. Saad Ali Al-Anazi–2 Abdul Razzaq Jabr Al Majidi		Recommended supporting books and references (scientific journals and reports....)		
Foreign references and research published in reputable journals		Electronic references, Internet sites		

Course description

25.	Course name
principles economics	
26.	codeThe decision
4125	
27.	the chapter /Sunnah
Second semester/year 2023–2024	
28.	Date this was preparedDescription
02/25/2024	
29.A	Attendance forms available
Attendance according to the scheduled schedule	
30.	Number of study hours (total)/number of units (total)
45/3	
31.	Name of the course administrator(If more than one name is mentioned)
Name: Lecturer Omar Khazal Khudair Email:omar.kh.khudhair@aliraqia.edu.iq Name: M. M. Ahmed Saad	
32.	Course objectives
<ul style="list-style-type: none"> • Definition of studentIn the marketsAnd determinePricesMonopoly and competition • Definition of national income, balance and distributionAnd wagesAnd interest and pro • Understanding the nature of money, its development, banking, and foreign trade a their importance 	General goal: to know and understand the principlesBasic economics

<ul style="list-style-type: none"> • Study of the balance of payments, exchange rate and trade policy 	
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33. Teaching and learning strategies

<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the professor)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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34. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
discussion	Lecture with case studies and individual and group discussions	Market forms and price determination		3	1
Daily exam	Lecture with case studies and individual and group discussions	Monopoly		3	2
discussion	Lecture with case studies and individual and group discussions	Imperfect competition		3	3
Daily exam	Lecture with case studies and individual and group discussions	Value and prices		3	4
discussion	Lecture with case studies and individual and group discussions	National income and balance		3	5
Daily exam	Lecture with case studies and individual and group discussions	distribution		3	6
exam	exam	exam		3	7

discussion	Lecture with case studies and individual and group discussions	Wages, interest and profit		3	8
discussion	Lecture with case studies and individual and group discussions	The nature of money and its development		3	9
Daily exam	Lecture with case studies and individual and group discussions	Drains		3	10
discussion	Lecture with case studies and individual and group discussions	Foreign trade and its importance		3	11
Daily exam	Lecture with case studies and individual and group discussions	Balance of payments and exchange rate		3	12
discussion	Lecture with case studies and individual and group discussions	Trade policies		3	13
Daily exam	Lecture with case studies and individual and group discussions	Trade policies in a socialist economy		3	14
exam	exam	Second month exam		3	15

35. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks Discussions and posts

60 marks final exam

36. Learning and teaching resources

The book Principles of Economics by Dr. Karim Mahdi Al-Hasnawi

Required textbooks (methodology, if any)

All literature and publications on the principles of economics that can be used to reinforce lectures	
anyOther books can be used to enhance lectures	Main references (sources)
Foreign references and research published reputable journals	Recommended supporting books and references (scientific journals, reports....)
Economic websites	Electronic references, Internet sites

Course description form

37. Course name	
Statistics for Business Administration 2	
38. Course code	
2122	
39. Semester/year	
Second semester/year 2023–2024	
40. Date this description was prepared	
7/25/2024	
41. Available attendance forms	
Attending a traditional class (in-person)	
42. Number of study hours (total)/number of units (total)	
45/3	
43. Name of the course administrator (if more than one name is mentioned)	
M.D. Aseel Mahmoud Shaker Mahmoud Email: aseel.shakir@aliraqia.edu.iq	

44. Course objectives					
Introducing statistics and its importance, especially in the field of scientific research, as well as in developing future plans by predicting results for all service and production sectors.					
45. Teaching and learning strategies					
Learning strategies (used by students)		Teaching strategies (used by the professor)			
<ul style="list-style-type: none"> • memory • Take notes • Summing up • Practice • Focus on tasks 		1– Using personal, linguistic, visual, natural and social intelligence strategies. 2– Using the brainstorming method and its various methods. 3– Using various mind maps. 4– Using deductive and inductive.			
46. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	Measures of central tendency: – Arithmetic mean.	Identify measures of central tendency and arithmetic mean	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Weighted arithmetic mean. – Harmonic mean.	Learn how to find Weighted arithmetic mean And the harmonic mean	3	2
Posts with a semester exam	Lecture with case studies and individual	– The square mean – Geometric mean	Identify the square mean Geometric mean	3	3

	and group discussions				
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Loom	Identify the pattern	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	- The mediator. - Al-Rabiyat.	Get to know the broker And the springs.	3	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	The relationship between measures (arithmetic mean, median, mode)	Identify the relationship between measures (arithmetic mean, median, mode)	3	6
		Exam 1 for the second semester	a test	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Measures of absolute dispersion: - Range. - Square deviation.	Identify measures of absolute dispersion range. Square deviation.	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Average deviation.	Learn about calculating the average deviation.	3	9

Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Standard deviation. - Contrast. 	Learn how to calculate standard deviation. Contrast.	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	<p>Measures of relative dispersion:</p> <ul style="list-style-type: none"> - Coefficient of variation. 	Identify relative dispersion measures: Coefficient of variation.	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Standard score. 	Learn how to calculate the standard score	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	<p>Link:</p> <ul style="list-style-type: none"> - Simple correlation (Pearson correlation). 	Identify the link: Simple correlation (Pearson correlation).	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	<p>Regression:</p> <ul style="list-style-type: none"> - Simple linear regression. - The relationship between the correlation coefficient and regression. 	Know how to create regression: Simple linear regression The relationship between the correlation coefficient and regression.	3	14

		Exam 2 for the second semester	a test	3	15
47. Course evaluation					
15 marks for the first semester exam					
15 marks for the second semester exam					
10 marks Discussions, posts and daily exams					
60 marks final exam					
48. Learning and teaching resources					
		Statistics	Required textbooks (methodology, if any)		
		Dr. Mahmoud Hassan Al-Mashhadani and Professor Amir Hanna Hormuz			
		Statistics for administrative and accounting specializations	Main references (sources)		
		Prof. Dr. Dhafer Hussein Rashid and Mr. Kamal Alwan Al-Mashhadani			
		Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)		

Course description form

49.	Course name
Human rights and public freedoms	

50.	codeThe decision	
8126		
51.	the chapter /Sunnah	
First semester/year	2023–2024	
52.	Date this was prepared	Description
1/9/2023		
53.A	Attendance forms available	
	Attending a traditional class (in-person)	
54.	Number of study hours (total)/number of units (total)	
45/3		
55.	Name of the course administrator(If more than one name is ment one)	
	Name: M.M. Saimaa Salam Jassim Email: semaa.s.jasem@aliraqia.edu.iq	
56.	Course objectives	
Behavioral goals:	<ul style="list-style-type: none"> • Spreading students’ legal awareness and explaining t nature of political, social and economic rights. • Emphasis on human humanity • Disseminating knowledge of all types and contents of the subject of human rights and fundamental freedom and other related concepts such as democracy. 	<p>The general goal: to understand what human r what their basic freedoms are to build a gener carries within itself awareness and culture in a civilized society.</p>
57.	Teaching and learning strategies	
	<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes 	<p>Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming

- Summing up
- Focus on the important parts
- Practice

- Partition to Groups (cooperative)
- Concept maps

58. Course structure

Evaluation method	Teaching method	Name of the unit/topic	Required learning outcomes	Watch
Theoretical test	Lectures	Human rights, their definition, and goals The rights of People in ancient civilizations, especially the Mesopotamian civilization	Understands the study material by answering the nature of human rights and their characteristics	2
Theoretical test	Lectures	Human rights in divine laws, with a focus on human rights in Islam	He understands the study material by learning about the development of human rights in divine laws	2
Theoretical test	Lectures	rights Man in contemporary history And the talk: International recognition of human rights since War First World League/United Nations	Understands the academic material by reading the course on global human rights	2

Theoretical test	Lectures	<p>RecognitionRegional rightsman:ConventionEuropean rights lawman</p> <p>)1950) ConventionAmerican Law Schoolman)0595(, African Charter of Rightsman)0950(</p> <p>CharterArab League for Human Rights(1550)</p>	The study material is understood by learning about the stages of regional and global recognition and its path within international organizations
Theoretical test	Lectures	<p>OrganizationsNon-governmental and rightsman) International Committee of the CrossRed,organizedAmnesty International,Human Rights Watch, National Human Rights OrganizationsENissan</p>	He understands the study material by learning about non-governmental organizations and their effective role in consolidating the idea of human rights
Theoretical test	Lectures	Human rights in Iraqi constitutions between theory and reality	He understands the academic material through learning about human rights within

			the framework of Iraqi constitutional thought from its inception until now	
Theoretical test	Lectures	<p>The relationship between human rights and freedoms</p> <p>General:</p> <p>1-In the Universal Declaration of Human Rights</p> <p>2-In the charters ETerritorial and national constitutions</p>	He understands the academic material by learning about the Universal Declaration and its role in establishing the pillars and foundations of human rights thought	2
Theoretical test	Lectures	rightsmanEconomic And socialcultural, human, civil and political rights	He understands the subject matter by studying the generations through which human rights have passed	2
Theoretical test	Lectures	rightsModern man: facts in development, the right to a clean	The subject is understood by learning	2

		environment, the right to solidarity, the right to religion	about the fourth generation of human rights, which represents creating a clean environment free of epidemics that contributes to building a healthy reality for the individual within society.
Theoretical test	Lectures	Guarantees Respect and protect human rights at the level National, Guarantees in the Constitution And the laws, Guarantees in the principle of the rule of law Guarantees In censorship Constitutionalism, Guarantees in freedom Press And public opinion- The role of non-governmental organizations in respecting and protecting human rights	The subject is understood by learning about the human rights guarantees that have established the general principle throughout the world without distinction

Theoretical test	Lectures	<p>Guarantees and respect And protecting human rights at the level International:</p> <ul style="list-style-type: none"> - The role of the United Nations and its specialized agencies in providing guarantees - The role of organizations Regional) Arab League, Union European, Union African, Organization of American States, ASEAN-role Regional international non-governmental organizations and public opinion respect And human rights protection 	The study material is understood by learning about the primary human rights guarantees established by the Universal Declaration of Human Rights	2
Theoretical test	Lectures	<p>Theory Public For freedoms: The origin of rights And freedoms, The project's position on rights</p> <p>And freedoms The declared, Use of the term public freedoms</p>	Understands the academic material by learning about general freedoms	2
Theoretical test	Lectures	Regulation of public freedoms by public authorities	Understands the academic subject through the organization of public freedoms	2
Theoretical test	Lectures	Democracy concept and forms – And the pros and cons	Understands the study material by learning about democracy and its forms	2

Theoretical test	Lectures	Elections concept and forms—and legal adaptation	Understands the academic material by learning about elections	
59. Course evaluation				
			Degree	the deta
			15	Firs ex
			15	Secon exam
			5	Participa and beha
			5	the audie
			60	Final ex
60. Learning and teaching resources				
External sources:		Required textbooks (methodology, if a		
<ul style="list-style-type: none"> - Muhammad Hassan Dakhil, Human rights and fundamental freedoms, Al-Halabi Cultural Foundation, Iraq, 2023. - Hamid Khaled Hanoun, human rights, Al-Sanhouri Library, 2015 . 		Riad Aziz, human rights and fundamen		
All human rights literature that can be used to enhance lectures		Main references (sources)		
Foreign references and research published in reputable journals		Recommended supporting books and		
advertisement Rights and the French Citizen (The French Revolution Yes)		(scientific journals, reports....)		

2) Universal Declaration of Human Rights (United Nations)	
Websites of international human rights organizations	Electronic references, Internet sites

Course description form

61. Course name	
English language	
62. code	The decision
63. the chapter /Sunnah	
Second semester/year 2023–2024	
64. Date this was prepared	Description
1/9/2023	
65.A	Attendance forms available
Attending a traditional class (in-person)	
66.	Number of study hours (total)/number of units (total)
32/2	
67.	Name of the course administrator(If more than one name is mentioned)
Name: Dr. Shahad Hassan Ali Email: shahad.h.ali@aliraqia.edu.iq	
68.	Course objectives
Behavioral goals:	Overall goal: Learn the basics of the English language
<ul style="list-style-type: none"> • Knowledge of English language terms 	

<ul style="list-style-type: none"> • Ability to apply English grammar • Ability to interpret and understand English sentences 	
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69. Teaching and learning strategies

<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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70. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	Numbers in the English language	Writing numbers in English in writing, not numbers	2	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	Numbers in the English language	Ordinal numbers in the English language, written and numerical	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Auxiliary verbs in the English language	Explaining auxiliary verbs, their types and conjugations	2	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Auxiliary verbs in the English language	Auxiliary verbs, such as interrogative tools, their types, and their occurrence in various sentences	2	4

		a test	Exam 1 for the first semester	2	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The simple present tense, rules of tense, and exceptional cases	2	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The present continuous tense, the rules of time, and cases of recognition	2	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Reading and translation skills in English	Reading and translating external pieces and formulating questions about them	2	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Reading and translation skills in English	Read and translate a set of definitions about economics in the English language	2	9
		a test	Exam 2 for the first semester	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The simple past tense and the rules of the simple past tense	2	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	Conjugations of verbs in the English language	Knowing the conjugations of verbs in different tenses	2	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	English grammar	Addition rules in the English language	2	13

Posts with a semester exam	Lecture with case studies and individual and group discussions	English grammar	Definite and indefinite articles in the English language	2	14
		a test	Exam 3 for the first semester	2	15

71. Course evaluation

10 marks for semester exam 1
10 marks for semester exam 2
10 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

72. Learning and teaching resources

Headway: academic skills reading, writing and study skills (level 2, 3)	Required textbooks (methodology, if any)
Supportive methodological books on the basics of the language English	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
YouTube, artificial intelligence websites	Electronic references, Internet sites

Course description form

73.	Course name:
74.	Business correspondence (Business Correspondence
75.	codeThe decision
9127	

76.	the chapter /Sunnah:Classroomthe firstFor the academic year		
	2023/2024		
77.	Date this was preparedDescription		
	1/9/2023		
78.A	Attendance forms available:		
	Attending a traditional class (in-person)		
79.	Number of study hours (total)/number of units (total):		
	30 hours		
80.	Name of the course administrator(If more than one name is mentioned):		
	Name: Email: M. D. Imad Adnan Fadela.fadhil@aliraqia.edu.iq		
81.	Course objectives		
	<table border="1"> <tr> <td> <ul style="list-style-type: none"> • Introducing the student to the basic vocabulary in the subject of business correspondence in the English language and the ability to read, understand and express important commercial concepts and functions related to correspondence in the field of business in the English language. • Introducing the student to the most important problems and errors in preparing and drafting reports and editing correspondence. • Providing a systematic and comprehensive text that contains all the basic </td> <td>Objectives of the study subject</td> </tr> </table>	<ul style="list-style-type: none"> • Introducing the student to the basic vocabulary in the subject of business correspondence in the English language and the ability to read, understand and express important commercial concepts and functions related to correspondence in the field of business in the English language. • Introducing the student to the most important problems and errors in preparing and drafting reports and editing correspondence. • Providing a systematic and comprehensive text that contains all the basic 	Objectives of the study subject
<ul style="list-style-type: none"> • Introducing the student to the basic vocabulary in the subject of business correspondence in the English language and the ability to read, understand and express important commercial concepts and functions related to correspondence in the field of business in the English language. • Introducing the student to the most important problems and errors in preparing and drafting reports and editing correspondence. • Providing a systematic and comprehensive text that contains all the basic 	Objectives of the study subject		

concepts in written and electronic commercial correspondence.

- Providing a wealth of information and knowledge that is in line with developments in the world of commercial and administrative correspondence.
- Teaching and training the student on the foundations and principles of written correspondence in a simple and valuable manner capable of conveying the idea accurately and clearly.

82. Teaching and learning strategies

Strategy

83. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Daily sharing	The lecture	Introduction Of Communication	Learn about the meaning and importance of communication	2	the first
Daily sharing	The lecture	Communication Process	Learn about the process communication	2	the second
Daily sharing	The lecture	Communication in organization	Recognize importance Communication organizations	2	the third
Semester exam		First exam		2	Fourth
Daily sharing	The lecture	Main Types of Communication	Identify the species Home Contact	2	Fifth

Daily sharing	The lecture	Why effective communication is important for managers	Recognize importance Communication managers	2	Sixth
Daily sharing	The lecture	Introduction for Business Correspondence	Learn about business correspondence	2	Seventh
Daily sharing	The lecture	Types of letters	Identify the types Letters correspondence	2	Eighth
Semester exam		Second exam		2	Ninth
Daily sharing	The lecture	Difference between Personal and Business Letters	The main difference between personal business communications	2	tenth
Daily sharing	The lecture	Who writes Business Letters	Find out who is writing Commercial messages	2	eleventh
Daily sharing	The lecture	Writing Business Letters	How to write letters Commercial	2	twelfth
Daily sharing	The lecture	Characteristics of good business letter	Main elements For good business correspondence	2	thirteenth
Daily sharing	The lecture	Important of Business Letters	The importance business correspondence	2	fourteenth
Daily sharing	The lecture	Overview of business letter	Overview Business letters	2	fifteenth

84. Course evaluation

Degree	the details
15	First exam
15	Second exam

	5	Participation and behavior
	5	the audience
	60	Final exam
85. Learning and teaching resources		
	Required textbooks (methodology, if any)	
Ashley, A. (2005). Oxford Handbook Commercial Correspondence	Main references (sources)	
All literature and publications about subject Business correspondence Which can be used for enrichment Lectures As well as foreign references and research Published in prestigious magazines	Recommended supporting books and references (scientific journals, reports....)	
	Electronic references, Internet sites	

Course description form

86.	Course name
Human resources management	
87.	codeThe decision
1212	
88.	the chapter /Sunnah

Second semester/year 2023–2024

89. Date this was prepared Description

1/9/2023

90. Attendance forms available

Attending a traditional class (in-person)

91. Number of study hours (total)/number of units (total)

45/3

92. Name of the course administrator (If more than one name is mentioned)

the name: Prof. Maysoon Ali Hussein Al-Obaidi Email:

93. Course objectives

Behavioral goals:

- The skill of determining the goals to be achieved by investing in the human resource
- B2- The skill of estimating future needs for human capital
- B3- The skill of determining policies, procedures and rules for recruiting and retaining good individuals

- A. Understanding and clarifying human resource management and its importance in administrative work.
- for. Identify the most important functions, including planning for human resources management and its stages.
- T. Identify the basic stages of recruitment and selection
- Th. Identify the basic methods of polarization
- C. Understanding motivation methods and effective incentive systems
- H. Knowing the most important compensations and benefits that organizations provide to the human resource

94. Teaching and learning strategies

Learning strategies (used by student)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice

Teaching strategies (used by the teacher)

- Discussions
- Brainstorming
- Partition to Groups (cooperative learning)
- Concept maps

95. Course structure

Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	Watch es	week
Daily preparation and discussion	The lecture	Historical development of the concept of human resources management		1	the first
				2	
				3	
Daily preparation and discussion	The lecture	Importance and goals Human resources management		4	the second
				5	
				6	
Daily preparation and discussion	The lecture	Human resources management strategy and the difference between strategic planning and human resources management planning .		7	the third
				8	
				9	
Daily preparation and discussion	The lecture	Recruitment (recruitment, selection, appointment)		10	Fourth
				11	
				12	
Daily preparation and discussion	The lecture	Human resources management planning and the most important stages		13	Fifth
				14	
				15	
Daily preparation and discussion	The lecture	Planning problems and the most important obstacles		16	Sixth
				17	
				18	
Written exam	-	First month exam		19	Seventh

				20	
				21	
Daily preparation and discussion	The lecture	Job analysis (Description and characterization) and the most important stages		22	Eighth
				23	
				24	
Daily preparation and discussion	The lecture	Work design (Concept, importance, goals)		25	Ninth
				26	
				27	
Daily preparation and discussion	The lecture	Business design approaches		28	tenth
				29	
				30	
Daily preparation and discussion	The lecture	Reparations (wages and benefits)		31	eleventh
				32	
				33	
Daily preparation and discussion	The lecture	Training and development		34	twelfth
				35	
				36	
Daily preparation and discussion	The lecture	Incentives		37	thirteenth
				38	

				39	
Daily preparation and discussion	The lecture	Performance evaluation		40	fourteenth
				41	
				42	
Written exam	-	Second month exam		43	fifteenth

96. Course evaluation

15 marks for semester exam 1
15 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

97. Learning and teaching resources

<p>Accessing approved websites Human resources management.</p> <p>Attending lectures and seminars</p>	<p>Supporting books:</p> <p>1. Moayad Saeed Al-Salem, Adel Harhoush Saleh.(2014), Human Resources Management. (edThe first),Lebanese Academic Book Foundation–Beirut–Lebanon.</p>
<p>Social services (including, for example, guest lectures, vocational training, and field studies)</p>	<p>Special requirements (including, for example, workshops). Human resources periodicals, software, and websites)</p>

Course description form

98.	Course name
Organization theory	
99.	codeThe decision
1213	
100.	the chapter /Sunnah
First semester/year 2023–2024	
101.	Date this was preparedDescription
1/9/2023	
102.	Attendance forms available
Attending a traditional class (in-person)	
103.	Number of study hours (total)/number of units (total)
45/3	
104.	Name of the course administrator(If more than one name is mentioned)
Name: Dr. Amna Abdel Karim Mahdi Email: Amenah.a.mahdi@aliraqia.edu.iq	
105.	Course objectives

Behavioral goals: <ul style="list-style-type: none"> • Possessing scientific and intellectual knowledge and adapting it to actual reality. • Understanding and simulating the problems of contemporary organizations and what is related to the shortcomings resulting from the absence of application of management theories in organizations. • Deepening the intellectual aspect regarding school of administrative thought 	Overall goal: Providing students with the scientific foundations of organization theory and Deepening academic knowledge of the subject and trying to link it to field reality.
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106. Teaching and learning strategies

<p style="text-align: center;">Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice • Listening skills. • Groupthink. 	<p style="text-align: center;">Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Knowledge and understanding • Brainstorming • Case studies • Partition to Groups (cooperative learning) • Concept maps
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107. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	concept Organization theory	Introduction to organization theory and its development	3	1

Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Types of classical and modern schools of management thought	Learn about the types of organizational schools and their most important principles	3	2
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Systems theory, its types, and the difference between public organizations and business organizations	Learn about systems theory and what are the differences between public organizations and business organizations	3	3
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Organizational environment and the relationship between organization theory and organizational behavior	What is the organizational environment, how to employ it to serve business, and the relationship between organization theory and organizational behavior	3	4
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Organization life cycle	Learn about the organization's life cycle and how to benefit from its various stages to serve the work	3	5
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Organizational structure and Maslow's theory of needs	Learn about the types of organizational structures and Maslow's hierarchy of needs and how to employ it at work	3	6
		Test A	Exam 1 for the first semester	3	7

Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Types of leadership behavior	Identify the types of leadership behavior of management	3	8
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Change management, formal organization, and informal organization	How to manage change and what are the pros and cons of both formal and informal organization	3	9
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Organizational goals	Identify the types of organizational goals and how to achieve them	3	10
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Decision making, purposeful and non-purposeful decision making	Get to know How to make decisions that are in the interest of the organization And its types	3	11
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Censorship	Interest in learning about the types of control and its benefit to business organizations	3	12

Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Efficiency and effectiveness	Identify both the concepts of efficiency and effectiveness of business organizations	3	13
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Organizational creativity TNon-organizational And situational theory	Learn how to support organizational creativity, how to deal with and resist organizational change, and what situational theory is and its characteristics	3	14
		Test 2	Exam 2 for the first semester	3	15

108. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks Discussions and posts

60 marks final exam

109. Learning and teaching resources

<ul style="list-style-type: none"> Al-Anazi, Saad Ali (2016), Organization theory and organizational behavior. Al-Shammaa, Hammoud, Khalil Muhammad, Khudair Kazem, (1989), Organization theory 	Required textbooks (methodology, if any)
books About organization theory Research and studies in Organization theory.	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
Websites specialized in publishing studies on the application of organization theories	Electronic references, Internet sites

Course description form

110.	Course name		
Commercial law			
111.	codeThe decision		
1215			
112.	the chapter /Sunnah		
First course/year 2023-2024			
113.	Date this was preparedDescription		
9/1/2023			
114.	AAttendance forms available		
Attending a traditional class (in-person)			
115.	Number of study hours (total)/number of units (total)		
45/3			
116.	Name of the course administrator(If more than one name is mentioned)		
Name: A.M.D. Firas Bahr Mahmoud email:Dr.firasbahar72@gmail.com			
117.	Course objectives		
<p>Behavioral goals:</p> <p>1-Building the administrative capacity of students in the process of testing economic projects that contribute to the construction process.</p> <p>2- Make the right decisions to increase legal knowledge in this field.</p>		<p>Overall goal:</p> <p>1- identification Student Systematically the law Commercial And the labor market</p> <p>2-Identify the concept of business from the standpoint of developing and building the economy by matching it with practical reality.</p>	

118. Teaching and learning strategies

Learning strategies (used by student)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice

Teaching strategies (used by the professor)

- Discussions
- Brainstorming
- Divide into groups (cooperative learning)
- Concept maps

119. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	Introductory chapter Definition of the legal rule and its characteristics	Define the concept of legal rule and explain its characteristics	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	Sources of the legal base Legislation, custom, principles of Islamic law, rules of justice	Explaining the sources of the legal rule and its sections	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Business theory Solo business Commercial works contained in project format	Identify the types of businesses	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Conditions for acquiring merchant status Merchant duties Legal capacity, professionalism in commercial activity, practicing the activity independently,	Definition of the merchant and its conditions	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	Taking a trade name, registering in the commercial registry, maintaining commercial books,	Statement of merchant duties	3	5

		refraining from unfair competition			
		Monthly exam	a test	3	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	General introductions to commercial papers	Explaining the concept of commercial papers	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Establishing a commercial transfer (objective and formal conditions for its establishment)	Create a commercial transfer	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Commercial transfer endorsement Endorsement transferring ownership, power of attorney, and insurance endorsement	Commercial transfer endorsement	3	9
Posts with a semester exam	Lecture with case studies and individual and group discussions	Acceptance, guarantee and fulfillment of the commercial paper	Transfer guarantee Commercial	3	10
		Monthly exam	a test	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	Commercial companies (General provisions of the company contract)	Defining the concept of business companies	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	AThe effects of the company having a legal personality	Recognize what It has implications for the company having a legal personality	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	Identify some types of companies (partnership companies), Money companies)	Identify some types of companies	3	14
		Monthly exam	Test (optional)	3	15

120. Course evaluation					
15 marks for the first month exam 15 marks for the second month exam 10 marks for attendance and participation 60 final exam score					
121. TrappedRLearning and teaching					
Commercial law/commercial papers A. D. Fawzi Muhammad Sami			Required textbooks (methodology, if any)		
Principles of commercial law A. M. D. Farouk Ibrahim Jassim			Main references (sources)		
Research and articles published in reputable scientific journals			Recommended supporting books and references (scientific journals, reports....)		
Private websitesBy commercial law			Electronic references, Internet sites		

Course description form

122.	Course name:
Material and warehouse management	
123.	codeDecision:
1216	
124.	the chapter /Sunnah
quarterly	
125.	Date this was preparedDescription:
7/23/2024	
126.	Attendance forms available:
Lectures	
127.	Number of study hours (total)/number of units (total)
8 hours/week 15* per week 120 hours	

128. Name of the course administrator (If more than one name is mentioned)

Name: M. Mr. Omar R. Sheid Kazem Al
 Email: omarasheed1974@gmail.com

129. Course objectives

<p>5-Introducing students to the main and supporting activities of materials and warehouse management. 6-Definition of students With systems Inventory handling and its types. 7-Introducing students to the concept of materials, global stores, and elements Strategies Global materials and warehouses in global markets and their controls</p>	<p>Objectives of the study subject</p> <p>1-Introducing students to the concept of materials and warehouse management and its importance, whether at the organization level or Economy National. 2-Definition of student types Inventory, the foundations of coding the importance of storage planning, and the reasons for maintaining inventory. 3-Introducing students to the concept of materials and warehouse management and its importance and objectives of materials and warehouse management And inform them On the historical development of materials and warehouse management. 4-Introducing students to how to estimate demand for inventory materials and determine safety reserves.</p>
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130. Teaching and learning strategies

<p>Strategy Learning (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Strategy Education (used by professor)</p> <ul style="list-style-type: none"> • Strategy Discussions • Brainstorming • Divide into groups (cooperative learning) the illustrations to For concepts
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131. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Weeks
Posts with daily quiz	Lecture with case studies and individual and group discussions	– concept And its importance Materials management – Materials management objectives	Recognition On the meaning and concept of materials and warehouse management	2

		<ul style="list-style-type: none"> -Materials management jobs -Problems and advantages of materials management 			
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Purchasing function concept - The importance of the purchasing function -Objectives of the purchasing function 	Learn about the importance and concept of purchasing	2	2
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Purchasing function tasks - Purchasing function policies - Purchasing function strategies 	Explaining the mechanism of purchasing function strategies	2	3
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> -Materials management relationshipWith departmentsAnd other functions in the organization With production With sales In stock In finance With human resources With senior management 	Explaining the type of relationship between materials and warehouse management and its relationship to other functions	2	4
Posts with daily quiz	Lecture with case studies and	<ul style="list-style-type: none"> -The concept of storage function 	Identify the goals, concept,	2	5

	individual and group discussions	<ul style="list-style-type: none"> - Objectives of the storage function -The importance of the storage function - Inventory planning stages - Centralized storage 	and stages of the storage function		
Posts with daily quiz	Lecture with case studies and individual and group discussions	First test	First exam	2	6
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Storage planning concept -Purpose of storage planning 	Understand the concept of storage planning and purpose	2	7
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Reasons for keeping in storage -Scientific planning for purchasing needs 	Statement of reasons for keeping in storage	2	8
Posts with daily quiz	Lecture with case studies and individual and group discussions	-Scientific planning for storage in case of consumption	Knowledge of scientific planning for storage	2	9
Posts with daily quiz	Lecture with case studies and individual and group discussions	-Determine emergency or safety reserve	Knowledge of emergency materials in storage	2	10
Posts with daily quiz	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Benefits of coding -Inventory control 	Explain the benefits of coding and control	2	11
Posts with daily quiz	Lecture with case studies and	<ul style="list-style-type: none"> -Inventory concept -Inventory objectives 	Explain the meaning and	2	12

	individual and group discussions		objectives of inventory		
Posts with daily quiz	Lecture with case studies and individual and group discussions	–The concept of purchasing strategies –Types of purchasing strategies	Know the concept of purchasing strategies	2	13
Posts with daily quiz	Lecture with case studies and individual and group discussions	Second test	Second exam	2	14
Posts with daily quiz	Lecture with case studies and individual and group discussions	Review the article	Review the article	2	15
<p>132. Course evaluation</p> <p>5Exam gradesdaily1 5Exam gradesdaily2 15Exam gradesThe first is my semester 15gradesThe second semester exam 60 marks final exam</p> <p>Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc.</p>					
<p>133. Learning and teaching resources</p>					
There is no systematic book for the subject, and the information was collected from modern and factual sources.			Required textbooks (methodology)		
Preparing a binding			Main references (sources)		
1- MagazinesScientific relatedMaterials management and storage.			Recommended supporting books and references (scientific journals reports....)		

2- Al-Zoubi, Muhammad Ali, Purchasing and Storage Management (2010), Amman, Dar Al-Safa.

3- Zuilef, Mahdi Hassan, Purchasing and Storage Management, Quantitative Introduction, (2011), Arab Community Library, Amman.

4- Heizer, Jay & Render, Barry & M Unson, Chuck, (2017) Operations Management, 12ed: Prentice Hall New Jersey, USA>

5- Jacobs, F.Robert & Chase, Richard B, (2018) operation

6- And Supply Chain Management, 15ed, McGraw, hill

Foreign references and research published in reputable journals

Electronic references, Internet sites

Course description form

134.	Course name
	Marketing research material
135.	codeThe decision
	1221
136.	the chapter /Sunnah
	Second semester/year 2023-2024
137.	Date this was preparedDescription
	1/9/2023
138.	AAttendance forms available
	Attending a traditional class (in-person)

139. Number of study hours (total)/number of units (total)					
45/3					
140. Name of the course administrator(If more than one name is mentioned)					
the name:Prof. Dr. Zaid Yassin SaudEmail:					
141. Course objectives					
Behavioral goals: <ul style="list-style-type: none"> • Knowledge of marketing methods • The ability to calculate the returns and risks of investment instruments. • Ability to analyze the investment environment. 			1- Introducing students to the introduction of studying marketing research. 2- Philosophical orientation towards the concepts of marketing research. 3- The importance of marketing research on macroeconomics. 4- Management view of marketing research. 5 - Scope and areas of marketing research.		
142. Teaching and learning strategies					
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 			Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps 		
143. Course structure					
Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	Watches	week
Daily exam			Develop the ability to evaluate and	1	the first

	The lecture	<p>Introduction to the study Research Marketing:</p> <ul style="list-style-type: none"> - identification Research Marketing - Research areas Marketing. - Stages of designing marketing research. - 	choose optimal management decisions	2	
Daily exam	The lecture	<p>Types of data needed for research:</p> <ul style="list-style-type: none"> - Comprehensive survey of the sample 	Develop the ability to evaluate and choose optimal management decisions	3	the second
				4	
Daily exam	The lecture	<ul style="list-style-type: none"> - The concept of scientific research. - Types of scientific research. 	Develop the ability to evaluate and choose optimal management decisions	5	the third
				6	
Daily exam	The lecture	<ul style="list-style-type: none"> - Marketing information system and marketing research. 	Develop the ability to evaluate and choose optimal management decisions	7	Fourth
				8	
Daily exam	The lecture	<ul style="list-style-type: none"> - Basic steps for conducting marketing research. 	Develop the ability to evaluate and choose optimal management decisions	9	Fifth
				10	
Daily exam	The lecture	<ul style="list-style-type: none"> - Types of marketing information. 	Develop the ability to evaluate and choose	11	Sixth
				12	

			optimal management decisions		
Written exam	-	First month exam	---	13	Seventh
				14	
Daily exam	The lecture	Information about the general external environment	Develop the ability to evaluate and choose optimal management decisions	15	Eighth
				16	
Daily exam	The lecture	Information about the organization's internal environment	Develop the ability to evaluate and choose optimal management decisions	17	Ninth
				18	
Daily exam	The lecture	Measurement of promotion and advertising operations	Develop the ability to evaluate and choose optimal management decisions	19	tenth
				20	
Daily exam	The lecture	Methods of collecting marketing research data	Develop the ability to evaluate and choose optimal management decisions	21	eleventh
				22	
Daily exam	The lecture	Marketing research sample design	Develop the ability to evaluate and choose	23	twelfth
				24	

			optimal management decisions		
Daily exam	The lecture	Types of samples –	Develop the ability to evaluate and choose optimal management decisions	25	thirteenth
				26	
Daily exam	The lecture	– Factors affecting the determination of sample size	Develop the ability to evaluate and choose optimal management decisions	27	fourteenth
				28	
Written exam	–	Second month exam	--	29	fifteenth

144. Course evaluation

10 marks for semester exam 1
10 marks for semester exam 2
10 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

145. Learning and teaching resources

Methodological book: Marketing research Dr. Thamer Al-Bakry

Required reading

- Basic text
- Course book
- Other

Reviewing websites regarding the latest methods and methods for managing them ResearchMarketing	Special requirements (including, for example, workshops, periodicals, software, and websites)
Lectures in marketing programs to help students in the field of marketing management.	Social services (including, for example, lectures, vocational training, and field studies)

Course description form

146.	Course name
English language	
147.	codeThe decision
148.	the chapter /Sunnah
Second semester/year 2023–2024	
149.	Date this was preparedDescription
1/9/2023	
150.	Attendance forms available
Attending a traditional class (in-person)	
151.	Number of study hours (total)/number of units (total)
32/2	
152.	Name of the course administrator(If more than one name is mentioned)
Name: Dr. Shahad Hassan Ali Email: shahad.h.ali@aliraqia.edu.iq	
153.	Course objectives

Behavioral goals: <ul style="list-style-type: none"> • Knowledge of English language terms • Ability to apply English grammar • Ability to interpret and understand English sentences 	Overall goal: Learn the basics of the English language
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154. Teaching and learning strategies

Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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155. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	Numbers in the English language	Writing numbers in English in writing, not numbers	2	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	Numbers in the English language	Ordinal numbers in the English language, written and numerical	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Auxiliary verbs in the English language	Explaining auxiliary verbs, their types and conjugations	2	3
Posts with a semester exam	Lecture with case studies and individual	Auxiliary verbs in the English language	Auxiliary verbs, such as interrogative tools, their types, and their	2	4

	and group discussions		occurrence in various sentences		
		a test	Exam 1 for the first semester	2	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The simple present tense, rules of tense, and exceptional cases	2	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The present continuous tense, the rules of time, and cases of recognition	2	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Reading and translation skills in English	Reading and translating external pieces and formulating questions about them	2	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Reading and translation skills in English	Read and translate a set of definitions about economics in the English language	2	9
		a test	Exam 2 for the first semester	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tenses in the English language	The simple past tense and the rules of the simple past tense	2	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	Conjugations of verbs in the English language	Knowing the conjugations of verbs in different tenses	2	12

Posts with a semester exam	Lecture with case studies and individual and group discussions	English grammar	Addition rules In the English language	2	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	English grammar	Definite and indefinite articles in the English language	2	14
		a test	Exam 3 for the first semester	2	15

156. Course evaluation

10 marks for semester exam 1
10 marks for semester exam 2
10 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

157. Learning and teaching resources

Headway: academic skills reading, writing and study skills (level 2, 3)	Required textbooks (methodology, if any)
Supportive methodological books on the basics of the language English	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
YouTube, artificial intelligence websites	Electronic references, Internet sites

Description form aFor a decision

1. Course name	
Crimes of the Baath Party regime	
2. Course code	
3. the chapter/Sunnah	
First semester/year 2023–2024	
4. Date this description was prepared	
9/25/2023	
5. Available attendance forms	
Attending a traditional class (in-person)	
6. Number of study hours (total)/number of units (total)	
8/112	
7. Name of the course administrator (if more than one name is mentioned)	
the name:M.M.Mahmoud Shafiq email:mahmood.irmeet@aliraqia.edu	
8. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> ● The ability to analyze the mentality of the Baath Party 	The general goal: to understand the nature and details of the crimes of the Baath regime throughout the years of its rule.

<ul style="list-style-type: none"> ● The ability to distinguish between types of Baath Party crimes. ● Knowledge of brutal and criminal methods liquidate opponents of the Baath Party regime. 	
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9. Teaching and learning strategies

Learning strategies (used by students)	Teaching strategies (used by the teacher)
<ul style="list-style-type: none"> ● memory ● Take notes ● Summing up ● Focus on the important parts 	<ul style="list-style-type: none"> ● Discussions ● Brainstorming ● Division into groups (Cooperative learning) ● Maps Conceptual

10. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - The concept of crime and its types Definition of crime linguistically and terminologically. - Crime departments, - The crimes of the Baath regime according to the documentation of the Law of the Supreme Iraqi Criminal Court in 2005 	Defining the concept of crime linguistically and terminologically, explaining the types of crime, and the relationship of the study of criminology to other sciences.	8	1

		<p>- Types of international crimes,</p> <p>- Decisions issued by the Supreme Criminal Court</p>			
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	<p>Dujail massacre crime 1982</p> <p>The crime of bombing the city of Halabja in 1988</p> <p>The crime of Anfal operations 1988</p> <p>The crime of executing a number of Iraqi merchants in 1992</p> <p>The crime of suppressing the Shaabani uprising in 1991</p> <p>The crime of causing Friday prayers in 1999, the crime of liquidating religious and secular parties</p> <p>The crime of displacing the Faili Kurds between the years 1969-1972 and 1980-1990, separating them from their women and husbands, and stripping them of their Iraqi citizenship, 1980</p>	Crimes of the Baath regime according to the law of the Iraqi Supreme Criminal Court	8	2
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	<p>The first level: the legislative level</p> <p>Second level: Executive level</p>	Psychological and social crimes and their effects, and the most prominent violations of the Baathist regime in Iraq	8	3

		<p>The third level: the judicial level.</p> <p>Psychological crimes</p> <p>Mechanisms of psychological crimes.</p> <p>Psychological effects of crimes.</p>			
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	<p>The Baath regime's methods of suppressing thinkers and religious scholars in Iraqi society: 25 methods,</p> <p>The goals and objectives of the Baath regime's crimes directed at religious scholars, pulpit preachers, and thinkers</p> <p>Results of the 1977 Safar uprising.</p>	<p>Social crimes: their methods and effects</p> <p>militarization of society,</p> <p>The Baathist regime's position on religion.</p>	8	4
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Pictures of human rights violations and power crimes, 37 points. - Some decisions regarding political and military violations of the Baath regime. 	Violations of Iraqi laws	8	5
Paper attendance test	Exam topics: The subjects mentioned above	First monthly exam	First monthly exam	8	6

Discussions, posts, and daily attendance recording	Individual cases, individual and group discussions	Military and radioactive contamination and mine explosions: methods and forms.	Environmental crimes of the Baath regime in Iraq	8	7
Participations with daily attendance records.	Lecture with case studies and individual and group discussions	Bombing cities and villages Bombing of holy shrines, mosques and Husseiniyas Battle of Jassim River Burning oil wells.	Environmental crimes of the Baath regime in Iraq: destruction of cities and villages (scorched earth policy): methods and forms	8	8
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	-The effects resulting from the drying of the marshes	Environmental crimes of the Baath regime: draining the marshes	8	9
	Lecture with individual and group discussions	Some of the environmental effects and damage caused by the phenomenon of bulldozing palm groves, trees and crops.	Environmental crimes of the Baath regime: bulldozing palm groves, trees, and crops: methods and forms	8	10
Participations with daily attendance recording.	Lecture with case studies and individual and group discussions	Incidents of genocide graves committed by the Baathist regime in Iraq.	Mass grave crimes	8	11
Participations with daily attendance recording	Lecture with case studies and individual and group discussions	The events of 1963 and their relationship to mass graves The events extending from 1979 until the fall of the Baath Party and their relationship to mass graves	Chronological stages of genocide graves in Iraq	8	12

Participations with daily attendance recording.	Lecture with case studies and individual and group discussions	Genocide graves in: The Iran-Iraq War 1980-1988 and the names of its most important cemeteries. Graves of the genocide of the Barzanian Kurds in 1983 Genocide graves for victims of the Anfal massacre 1987-1988 Genocide graves for the victims of the 1991 Shaabani uprising, their most important locations and names.	Continuing the topic of chronological division of genocide graves and mentioning the names of the most important sites and names of genocide graves	8	13
		The second monthly exam for the course	The second monthly exam on the above topics.	8	14
		Exam assistance for those who fail.	Solving exam questions, comprehensive and general review of the subject, and submitting exam grades and assignments	8	15

11. Course evaluation

15Exam scoreFirst monthly1

15degreeThe second monthly exam

10Degrees of discussions and referencesKat and daily attendance

60Final exam score

12. Learning and teaching resources	
The crimes of the Baath regime in Iraq, a course for all public and private universities.	Required textbooks (methodology, if any)
nothing	Main references (sources)
nothing	Recommended supporting books and references (scientific journals, reports....)
nothing	Electronic references, Internet sites

Course description form

158.	Course name
Intellectual capital	
159.	codeThe decision
1222	
160.	the chapter /Sunnah
Second semester/year 2023–2024	
161.	Date this was preparedDescription
1/9/2023	
162.	Attendance forms available
Attending a traditional class (in-person)	
163.	Number of study hours (total)/number of units (total)

45/3

164. Name of the course administrator (If more than one name is mentioned)

the name: Prof. Maysoon Ali Hussein Al-Obaidi Email:

165. Course objectives

<p>Behavioral goals:</p> <p>A1- That the learner knows the importance and objectives of managing intellectual capital</p> <p>A2- That the learner knows the importance of measuring intellectual capital</p> <p>A3- That the learner understands the basic elements of investing in intellectual capital</p> <p>A4- That the learner knows and understands the stages of the process of creating intellectual capital</p> <p>A5- That the learner knows and understands the challenges facing intellectual capital management</p>	<p>Adopting a simplified approach to explain the concepts of intellectual capital management to help the student become familiar with this important administrative field.</p> <p>2. Identify the concept and historical development of intellectual capital management, its importance, objectives, and relationship to strategic planning, knowledge management, human capital management, and the information system and human resources management.</p>
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166. Teaching and learning strategies

<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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167. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Historical development of the concept of		3	1

		intellectual capital management			
Posts with a semester exam	Lecture with case studies and individual and group discussions			3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	– The concept of intellectual capital management		3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions			3	4
		– Components of intellectual capital management		3	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	–		3	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Human capital		3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	–		3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Structural capital		3	9

		-		3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Customer capital		3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	-		3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Social capital		3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions			3	14
		exam		3	15
		An appropriate climate for intellectual capital			

168. Course evaluation

15 marks for semester exam 1
15 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

169. Learning and teaching resources

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Intellectual Capital Management Dr. Saad Al-Anazi		
Accessing approved websitesHuman resources management.		Special requirements: These include, for example, workshopsHuman resourcesperiodicals, software, and websites)
Attending lectures and seminars		Social services: These include, for example, guest lectures, professional training, and field studies.

Course description form

170.	Course name
Organizational behavior	
171.	codeThe decision
1223	
172.	the chapter /Sunnah
Second semester/year 2023–2024	
173.	Date this was preparedDescription
1/9/2023	
174.	AAttendance forms available
Attending a traditional class (in-person)	
175.	Number of study hours (total)/number of units (total)

45/3

176. Name of the course administrator (If more than one name is mentioned)

Name: Dr. Amna Abdel Karim Mahdi
Email: Amenah.a.mahdi@aliraqia.edu.iq

177. Course objectives

Behavioral goals:

- Shedding light on the issues of organizational behavior, in particular the individual and collective behavior of employees, in order to understand the behavior of employees and how management deals with them.
- An attempt to link the theoretical framework of organizational behavior to the organizational reality in the Iraqi environment by simulating what happens in reality through some case studies and observations.

Overall goal: Providing students with a theoretical framework for the development of organizational behavior and its theories.

178. Teaching and learning strategies

Learning strategies (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice
- Listening skills.
- Groupthink.

Teaching strategies (used by the teacher)

- Discussions
- Knowledge and understanding
- Brainstorming
- Case studies
- Partition to Groups (cooperative learning)
- Concept maps

179. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
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Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	The concept of organizational behavior and its models	Defining organizational behavior and explaining its types	3	1
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Development of behavioral sciences Organizational behavior in major administrative theories	Explaining how to develop behaviors for employees and the most important components of behavior in administrative theories	3	2
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Motives Theories based on work satisfaction as a driver of motivation Theories based on reward and punishment as a driver of motivation	Identifying the motivations of workers in organizations, such as satisfaction and punishment	3	3
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Cognitive theories Incentives and their problems	Identifying the basic cognitive theories that constitute one of the motivations for work, such as incentives and their various types	3	4
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Individual incentives Material incentives. Group incentives Moral incentives	Identify the types of incentives, their pros and cons, and their necessity for business	3	5

Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Personality: concept and theories Personality determinants	Identifying personality types and how to deal with them is important within the framework of work	3	6
		Test A	Exam 1 for the second semester	3	7
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Self-concept and ways to protect it	Identify the concept of the self and how to protect it and deal with it in work conditions	3	8
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	The process of perception Mechanics of the perception process Types of perception, its stages and problems	Explaining the meaning of perception, the mechanism of working with it, its types, and how to deal with its problems	3	9
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Groups and their impact on organizational behavior	Identify the types of work groups and how they impact positively or negatively on organizational behavior	3	10
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise	Organizational culture Organizational climate Values and trends	Identify each of the following concepts (culture, organizational climate, values and trends) and their impact on	3	11

	questionsIntellectual		organizational behavior and the work environment		
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questionsIntellectual	Administrative leadership Administrative communications	Interest in learning about the concept of administrative leadership and the benefit of administrative communications at work	3	12
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questionsIntellectual	For organizational conflict Managing stress and work pressures	Identify the risks of organizational conflict and how to manage stress and deal with worker pressures	3	13
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questionsIntellectual	Organizational creativity Non-organizational	Learn about supporting organizational creativity and how to deal with organizational change	3	14
		Test 2	Exam 2 for the second semester	3	15

180. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks Discussions and posts

60 marks final exam

181. Learning and teaching resources

- Al-Anazi, Saad Ali (2016), Organization theory and organizational behavior.

Required textbooks (methodology, if any)

• Al-Qaryouti' Muhammad Qasim (2012) Organizational Behavior: Study of individual and collective human behavior in business organizations.	
Organizational behavior books, research and studies in organizational behavior.	Main references (sources)
Foreign references and research published reputable journals	Recommended supporting books and references (scientific journals, reports....)
Websites of institutions and companies whose data are used as case studies	Electronic references, Internet sites

Course description form

182. Course name:	
Logistics supply managementOh	
183. codeDecision:	
1226	
184. the chapter /Sunnah	
quarterly	
185. Date this was preparedDescription:	
7/23/2024	
186. Attendance forms available:	
Lectures	
187. Number of study hours (total)/number of units (total)	
8 hours/week 15* per week 120 hours	
188. Name of the course administrator(if more than one name is mentioned)	
Name: M. Mr. Omar R. Sheid Kazem Al Dul	
Email:omarasheed1974@gmail.com	
189. Course objectives	

<p>12- Students learned about the main areas of planning for supplies.</p> <p>13- Students learned about the organizational development of supply management.</p> <p>14- Students learn about the importance and types of supervision.</p> <p>15- Students learn about green supply and the contrast with the environment.</p> <p>16- Students learned about the reasons for organizations' interest in supply chains.</p> <p>17- Students learn about the purchasing function, its objectives, and its importance.</p> <p>18- Students learn about electronic purchasing.</p> <p>19- Students learned about storage management and the function and objectives of storage.</p> <p>20- Students learned about materials management, its goals, its importance, and the advantages of materials management.</p> <p>21- Students learned about the concept of customer service and the standards for providing the best customer service.</p> <p>22- Students get to know international supplies.</p>	<p>Objectives of the study subject</p> <p>1- Introducing students to the concept of supply and historical development at the organization level.</p> <p>2- Introducing students to the reasons for the emergence of logistics in the business organization.</p> <p>3- Introducing students to the component of logistics supply management.</p> <p>4- Introducing students to the concept of supply chain.</p> <p>5- Introducing students to the difference between supply management and supply chain management.</p> <p>6- Introducing students to the importance of supplies.</p> <p>7- Introducing the students to the objectives of the supplies.</p> <p>8- Students' definition of reverse supply.</p> <p>9- Introducing students to the relationship between supply and production.</p> <p>10- Introducing students to the relationship between supply and financial management.</p> <p>11- Students know how to plan supplies.</p>
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190. Teaching and learning strategies

<p>StrategyTLearning (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>StrategyTEducation (used by profes or)</p> <ul style="list-style-type: none"> • StrategyDiscussions • Brainstorming • Divide into groups (cooperative learning) theIllustrations toFor concepts
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191. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watch es	week
Posts with daily quiz	Lecture with case studies and individual and group discussions	Supply concept	UnderstandablySupply and historical developmentAt the organization level	2	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	- Supply concept	Reasons for the emergence of	2	2

			logistics in the business organization		
Posts with daily quiz	Lecture with case studies and individual and group discussions	Logistics supply components	With components of logistics supply management , in the concept of supply chain	2	3
Posts with daily quiz	Lecture with case studies and individual and group discussions	Supply chain concept	The difference between supply management and supply chain management, the importance of supplies	2	4
Posts with daily quiz	Lecture with case studies and individual and group discussions	Supply chain concept	Supply management objectives, The relationship between supply and production,	2	5
Posts with daily quiz	Lecture with case studies and individual and group discussions	First test	First exam	2	6
Posts with daily quiz	Lecture with case studies and individual and group discussions	Planning levels	Master planning of supplies. Organizational development of management	2	7
Posts with daily quiz	Lecture with case studies and individual and group discussions	Organizing supplies	Importance of supplies and types of control	2	8
Posts with daily quiz	Lecture with case studies and individual and group discussions	Organizing supplies	Green supply and the contrast with the environment	2	9

Posts with daily quiz	Lecture with case studies and individual and group discussions	Supply chain management and its importance	Reasons for organizations' interest in supply chains.	2	10
Posts with daily quiz	Lecture with case studies and individual and group discussions	Purchasing season	The function of purchasing, its objectives and importance	2	11
Posts with daily quiz	Lecture with case studies and individual and group discussions	Storage management	Storage management, function and objectives of storage	2	12
Posts with daily quiz	Lecture with case studies and individual and group discussions	Material and warehouse management	Materials management, its objectives, importance, and advantages of materials management/the concept of customer service and standards for providing the best customer service	2	13
Posts with daily quiz	Lecture with case studies and individual and group discussions	Second test	Second exam	2	14
Posts with daily quiz	Lecture with case studies and individual and group discussions	Review the article	Review the article	2	15
192. Course evaluation					
5Exam gradesdaily1					
5Exam gradesdaily2					
15Exam gradesThe first is my semester					
15gradesThe second semester exam					
60 marks final exam					

Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc.	
193. Learning and teaching resources	
There is no systematic book for the subject, and the information v collected from modern and factual sources.	Required textbooks (metho any)
Preparing a binding	Main references (sources)
Dr. Ibrahim Muhammad Hassan Ajam Professor at Ensour College 2015	Recommended supporting and references (scientific journals reports....)
Foreign references and research published in reputable journals	Electronic references, Intern t site

Course description form

194.	Course name
Electronic commerce law	
195.	codeThe decision
1225	
196.	the chapter /Sunnah
Second course/year 2023–2024	
197.	Date this was preparedDescription
9/1/2023	
198.	AAttendance forms available
Attending a traditional class (in-person)	
199.	Number of study hours (total)/number of units (total)
30/2	
200.	Name of the course administrator(If more than one name is mentioned)
Name: A.M.D. Firas Bahr Mahmoud email:Dr.firasbahar72@gmail.com	

201. Course objectives					
Behavioral goals: 1. Definition of electronic commerce 2. Knowledge of the components of e-commerce 3. Explaining the elements of electronic commerce		Overall goal: 1. Know how to deal with e-commerce 2. Knowing the nature of traders in global and local financial markets 3. Defining the concept of electronic commerce, its types and objectives			
202. Teaching and learning strategies					
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 			Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps 		
203. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	1. History of trade and electronic commerce 2. Characteristics of trade and electronic commerce 3. Types of trade and electronic commerce 4. Trade tools and electronic commerce 5. Benefits of electronic commerce 6. A history of trade and electronic commerce	Introducing electronic commerce and explaining its characteristics and tools	2	1

Posts with a semester exam	Lecture with case studies and individual and group discussions	Disadvantages and problems of e-commerce Pre-contract problems Post-contract problems	Identify the disadvantages and problems of e-commerce	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	AFor electronic means used in electronic commerce 1-Electronic signature 2-Electronic fingerprint 3-Electronic document 4-Electronic agent	Identify the methods used in electronic commerce	2	3
		exammonthly	a test	2	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	Electronic government First: The concept of electronic government Second: Requirements for the success of e-government Third: Advantages of electronic government	Explaining what e-government is	2	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	FirstlyObjectives of e-government secondlyTrade insurance Electronic Third:Requirements for building e-government Fourth: The secure entity for electronic government	Identifying the requirements for building e-government and its legal entity	2	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	Ensuring electronic commerce Firewall Encryption	Identify the methods used to secure electronic commerce	2	7
Posts with a semester exam	Lecture with case studies and individual	Regulating contracts in the electronic environment	Electronic contract	2	8

	and group discussions	Firstly: Electronic affirmation			
		Monthly exam	a test	2	9
Posts with a semester exam	Lecture with case studies and individual and group discussions	Electronic admission	Learn how to conclude an electronic contract	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	In the past, the electronic contract was concluded: contracting between those present/contracting between absent persons	The time and place of holding the electronic contract	2	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	The location of the electronic contract Benefits of specifying the time and place of holding the electronic contract	Different laws determine the time and place of holding an electronic contract	2	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	The law applicable to the electronic commerce contract	The position of comparative legislation regarding determining the time and place of the electronic contract	2	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	Rules for backup backup in Iraqi law Rules for backup attribution in international agreements	Identify the rules of attribution in Iraqi law and international agreements	2	14
		Monthly exam	a test	2	15

204. Course evaluation

15 marks for the first month exam
15 marks for the second month exam
10 marks for attendance and participation
60 final exam score

205. Learning and teaching resources

Binding electronic commerce law Money Markets Book by Dr. Samir Abdel Hamid Radwan	Required textbooks (methodology, if any)
All books on e-commerce Paper and electronic	Main references (sources)
Research and articles published in reputable scientific journals	Recommended supporting books and references (scientific journals, reports....)

Stage curriculum Third/chorusthe first

- Financial Management(1)
- Strategic management
- Bank management
- Cost Accounting (1)
- Quantitative applications for business management using computers
- project management
- Business economics

Curriculum for the third stage/second course

- Financial Management (2)
- Strategic thinking
- Insurance management
- Operations research
- Cost Accounting (2)

- Project management applications using computers
- Feasibility studies

Course description

206.	Course name
Financial management 1	
207.	codeThe decision
1311	
208.	the chapter /Sunnah
The first and second courses / year 2023–2024	
209.	Date this was preparedDescription
1/9/2023	
210.	AAttendance forms available
Attending a traditional class (in-person)	
211.	Number of study hours (total)/number of units (total)
45/3	
212.	Name of the course administrator(If more than one name is mentioned)
Name: A. M. D. Jinan Ismail Saleh Email: ayad.k.mahdi@aliraqia.edu.iq	

213. Course objectives

<p>Behavioral goals:</p> <p>1–Introducing the student to the scientific foundations of financial management and its basic functions.</p> <p>2– Enabling the student to understand financing, investment and dividend decisions of all kinds.</p> <p>3– Introducing the student to the most important contemporary issues in the field of financial management.</p>	<p>General goal: Understand what an investment portfolio is and how to manage it.</p>
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214. Teaching and learning strategies

<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the professor)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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215. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
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Posts with a semester exam	Lecture with case studies and individual and group discussions	<u>Introduction to financial management</u> -The nature of financial management -The relationship of financial management to other fields of knowledge.	Conceptual understanding of financial management	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Financial management jobs	Conceptual understanding of financial management	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Duties and role of the financial manager -Financial management objectives	Conceptual understanding of financial management	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Changing the role of financial management -The impact of inflation on financial management decisions	Conceptual understanding of financial management	3	4
		<u>Types of business establishments and the tax environment</u> Legal forms for companies	Understanding the types of business establishments and their relationship to	3	5

			the tax environment		
Posts with a semester exam	Lecture with case studies and individual and group discussions	Tax environment -Tax procedures and their impact on companies' financial decisions	Understanding the types of business establishments and their relationship to the tax environment	3	6
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Extinction and tax savings	Understanding the types of business establishments and their relationship to the tax environment	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Extinction and tax savings	Understanding the types of business establishments and their relationship to the tax environment	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	<u>Financial statements and financial analysis</u> -Financial statements Financial analysis -Stages of financial analysis	Financial analysis concepts	3	9

		Financial ratio analysis	Financial analysis concepts	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	Financial ratio analysis	Financial analysis concepts	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Detecting the sources and uses of funds and vertical and horizontal analysis	Financial analysis concepts	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Vertical and horizontal analysis	Financial analysis concepts	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	<u>Forecasting financial needs</u> -Financial planning and forecasting	Financial forecasting methods	3	14
		Methods of forecasting financial needs	Financial forecasting methods	3	15

216. Course evaluation

217.

15 marks for semester exam 1

15 marks for semester exam 2

10 marks Discussions and posts

60 marks final exam

218. Learning and teaching resources

Al-Amiri, MohammedAli Ibrahim:(Financial management–First edition - Press of the Ministry of Higher Education and Scientific Research 2001)

Required textbooks (methodology, if any)

All literature and publications on financial management that can be used to reinforce the lectures

All literature on financial management that can be used to reinforce lectures

Main references (sources)

Foreign references and research published in reputable journals

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

Financial markets websites

Electronic references, Internet sites

Course description

219. Course name

Financial management 2

220. codeThe decision

1311

221. the chapter /Sunnah

The first and second courses / year 2023–2024

222. Date this was preparedDescription

1/9/2023

223. Attendance forms available

Attending a traditional class (in-person)

224. Number of study hours (total)/number of units (total)

45/3

225. Name of the course administrator (If more than one name is mentioned)

Name: A. M. D. Jinan Ismail Saleh Email: ayad.k.mahdi@aliraqia.edu.iq

226. Course objectives

Behavioral goals:

1-Introducing the student to the scientific foundations of financial management and its basic functions.

2- Enabling the student to understand financing, investment and dividend decisions of all kind

3- Introducing the student to the most important contemporary issues in the field of financial management.

General goal: Understand what an investment portfolio is and how to manage it.

227. Teaching and learning strategies

Learning strategies (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts

Teaching strategies (used by the professor)

- Discussions
- Brainstorming
- Partition to Groups (cooperative learning)

- Practice

- Concept maps

228. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Discussions with semester exam	My theory with my application	<u>Break-even analysis and operating leverage</u> Financial planning and control Break-even analysis	Financial planning	3	16
Discussions with semester exam	My theory with my application	Break-even analysis Break-even analysis assumptions	Financial planning	3	17
Discussions with semester exam	My theory with my application	Break-even analysis methods	Financial planning	3	18
Discussions with semester exam	My theory with my application	Break-even analysis methods Operating leverage	Financial planning	3	19
Discussions with semester exam	Theory with discussions	<u>Working capital management</u> -The nature of working capital management	Operating capital management	3	20

Discussions with semester exam	Theory with discussions	Net working capital Working capital management decisions Managing the cash flow cycle	Operating capital management	3	21
Discussions with semester exam	Theory with discussions	Investment policies for working capital	Operating capital management	3	22
Discussions with semester exam	Theory with discussions	Financing policies for working capital	Operating capital management	3	23
Discussions with semester exam	Theoretical with practical discussions	The concept and factors affecting the time value of money	The time value of money	3	24
Discussions with semester exam	Theoretical with practical discussions	The future value of a single payment Regular payments and due payments	The time value of money	3	25
Discussions with semester exam	Theoretical with practical discussions	The present value of a single payment Regular payments and due payments	The time value of money	3	26
Discussions with semester exam	My theory with my application	<u>Capital budgeting under certain conditions</u> -Basics of capital budgeting	Evaluating projects from the financial aspect	3	27

Discussions with semester exam	My theory with my application	Capital budgeting methods or standards	Evaluating projects from the financial aspect	3	28
Discussions with semester exam	My theory with my application	Cash management and motivations for holding cash	Cash management	3	29
Discussions with semester exam	My theory with my application	CelebrateZIn stock and economic payment	Inventory management	3	30
Discussions with semester exam	My theory with my application	<u>Capital budgeting under certain conditions</u> -Basics of capital budgeting	Evaluates projects from the financial aspect	3	27
Discussions with semester exam	My theory with my application	Capital budgeting methods or standards	Evaluates projects from the financial aspect	3	28
Discussions with semester exam	My theory with my application	Cash management and motivations for holding cash	Cash management	3	29
Discussions with semester exam	My theory with my application	CelebrateZIn stock and economic payment	Inventory management	3	30
229. Course evaluation					
230.					

15 marks for semester exam 1
 15 marks for semester exam 2
 10 marks Discussions and posts
 60 marks final exam

231. Learning and teaching resources

Al-Amiri, MohammedAli Ibrahim:(Financial management–First edition - Press of the Ministry of Higher Education and Scientific Research 2001) All literature and publications on financial management that can be used to reinforce the lectures	Required textbooks (methodology, if any)
All literature on financial management that can be used to reinforce lectures	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
Financial markets websites	Electronic references, Internet sites

ModelCourse description

232.	Course name
Cost accounting 1	
233.	codeThe decision
3314	
234.	the chapter /Sunnah
Second semester/year 2023–2024	
235.	Date this was preparedDescription
1/9/2023	
236.	AAttendance forms available
Attending a traditional class (in-person)	
237.	Number of study hours (total)/number of units (total)
45/3	
238.	Name of the course administrator(If more than one name is mentioned)
Name: M. Alaa Yahya Younis Saeed Email: alaa_yahia@aliragia.edu.iq	
239.	Course objectives
Behavioral goals: 1. Identify the basic principles of cost accounting. 2. Allocation of direct and indirect costs and research into the relationship of cost, volume and profit. 3. Adding the cost to the final production unit, whether within the order system or the production stages.	Familiarity with the basic principles of cost accountingAnd allocate direct costsIndirect and research into the relationship of cost, volume and profit, in addition to determining the cost per unit of the final product, whether under order systems or production stages, a

4. Control and control cost elements through standard costs and analysis of deviations.	controlling and controlling cost elements through standard costs..
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240. Teaching and learning strategies

<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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241. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with daily quiz	Lecture with case studies and individual and group discussions	Introduction to cost accounting	Definition of cost accounting and its most important objectives and functions	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions		Explain the various uses of cost accounting	3	2
Posts with daily quiz	Lecture with case studies and individual and group discussions		Similarities and differences between cost accounting and financial accounting	3	3

Posts with daily quiz	Lecture with case studies and individual and group discussions		Explaining the most important concepts and terminology of cost accounting	3	4
Posts with daily quiz	Lecture with case studies and individual and group discussions	Control of materials	Material control (economic quantity and reorder point)	3	5
Posts with daily quiz	Lecture with case studies and individual and group discussions		Methods for evaluating issued materials (fifo_lifo_w.A)	3	6
		First month exam	First month exam	3	7
Posts with daily quiz	Lecture with case studies and individual and group discussions	Wages	Control of the wage component	3	8
Posts with daily quiz	Lecture with case studies and individual and group discussions		Methods of calculating wages	3	9
Posts with daily quiz	Lecture with case studies and individual and group discussions		Methods of calculating incentive wages	3	10
Posts with daily quiz	Lecture with case studies and individual and group discussions		How to calculate monthly wages	3	11
Posts with daily quiz	Lecture with case studies and individual and group discussions	Oversight of services	Oversight of services	3	12

Posts with daily quiz	Lecture with case studies and individual and group discussions		The traditional system and distribution methods (total, unilateral, regressive, reciprocal)	3	13
Posts with daily quiz	Lecture with case studies and individual and group discussions		Distribution of costs based on activities	3	14
		Second month exam	Exam 2 for the first semester	3	15

242. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks for discussions, participation and daily attendance

60 marks final exam

243. Learning and teaching resources

Cost Accounting Book:
StudyOhTheory and applied procedures, Muhammad Ali Ahmed. (methodical book) Publication year 1987, Dar Al-Kutub Library for Printing and Publishing, University of Mosul, available in the Free Education College of Administration and Economics, Iraqi University

Required textbooks (methodology, if any)

All literature on financial management that can be used to reinforce lectures	Main references (sources)
Cost Accounting, Nassif Jassim Al-Jubouri and Abdul KhalQAI-Janabi(Auxiliary book) Publication year 1440 AH/2018 AD, available in the libraries of the College of Administration and Economics Complex, Iraqi University	Recommended supporting books and references (scientific journals, reports....)
Financial markets websites	Electronic references, Internet sites

Course description form

244.	Course name
Insurance management	
245.	codeThe decision
1323	
246.	the chapter /Sunnah
Second semester/year 2023-2024	
247.	Date this was preparedDescription
1/9/2023	
248.	Attendance forms available
Attending a traditional class (in-person)	
249.	Number of study hours (total)/number of units (total)

45/3

250. Name of the course administrator(If more than one name is mentioned)

Name: Prof. Dr. Rabei Yassin Saud Email:rabsod_2006@yhoo.com

251. Course objectives

Behavioral goals: <ul style="list-style-type: none"> • Ability to know insurance management • The ability to distinguish between types of insurance. 	General goal: Understand insurance management and how to manage it.
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252. Teaching and learning strategies

<p style="text-align: center;">Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p style="text-align: center;">Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
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253. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	-concept Insurance - The concept and importance of management Insurance - Types Insurance	Defining insurance, explaining its importance, types, and organizing insurance management	3	1

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Practical steps Insurance in insurance management	Identify the factors affecting insurance management	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Basis of contracting operations with insurance companies	Learn about the process of dealing with insurance companies	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Types of administrative contracts	Identify the types of contracts	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Types and forms of insurance	Clarification and concepts of insurance management for persons and property	3	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - The believer - The insured - Insurance policy 	Identify the elements of insurance	3	6
		Exam 1 for the second semester	a test	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Collaborative goals - Economic goals 	Insurance objectives	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Binding contracts - Optional contracts 	Familiarity with the characteristics of insurance	3	9

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Life insurance - Property and goods insurance	Insurance on persons and property	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Investment jobs - Economic jobs	Insurance company jobs	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Pricing methods - Basic principles of underwriting - Production and investment function	Pricing and underwriting function	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	The principles used in settling claims	Claims settlement function	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	- The importance of reinsurance - Positive and negative aspects of reinsurance	Reinsurance	3	14
		Exam 2 for the second semester	a test	3	15

254. Course evaluation

15 marks for semester exam 1
 15 marks for semester exam 2
 10 marks Discussions and posts
 60 marks final exam

255. Learning and teaching resources

Internet sources and references

The books are unsystematic

Model Course description

256. Course name

Strategic thinking

257. code The decision

1322

258. the chapter /Sunnah

Second semester/year 2023–2024

259. Date this was prepared Description

1/9/2023

260. Attendance forms available

Attending a traditional class (in-person)

261. Number of study hours (total)/number of units (total)

30/ 2

262. Name of the course administrator (If more than one name is mentioned)

263. Course objectives

Behavioral goals:

- A1– That the learner understands and recognizes the principles of strategic thinking and their application areas**
- A2– That the learner understands the features of strategic thinking.**
- A3– That the learner understands the ten steps of strategic thinking.**
- A4– That the learner understands strategic thinking techniques, scenarios, scenario purposes, and steps for preparing and building scenarios**
- A5– That the learner understands strategic thinking skills.**
- A6– That the learner understands the competencies of strategic thinking.**
- A7– That the learner recognizes models of strategic thinking.**
- A8– The learner understands how to analyze external and internal environmental factors and work with the SWAT matrix.**

- 1-Learning about the subject of strategic thinking, its importance and its applied practice as an “intellectual” approach characterized by modern leadership and an inevitable necessity in the progress of organizations regardless of their activities.
- 2- Introducing students to the characteristics of strategic thinking as it is one of the important topics in management science.
- 3- Enhancing students' abilities to analyze the elements of strategic thinking and its external and internal environmental factors, strengths, weaknesses, opportunities and threats.
- 4- Enhancing students' abilities to understand the purposes of strategic thinking to meet future needs.
- 5- Introducing students to the importance of strategic thinking and its benefits.
- 6- Introducing students to the principles of strategic thinking and the ten steps for practicing it.

264. Teaching and learning strategies

Learning strategies (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice

Teaching strategies (used by the teacher)

- Discussions
- Brainstorming
- Divide into groups (cooperative learning)
- Concept maps

265. Course structure

Evaluation method	Teaching method	Name of the unit/course or subject	Required learning outcomes	Watches
The ability to		Introduction and overview of the topic of	Get to know the	1
				2
				3
		Introduction and overview of the topic of		4
				5
				6
The ability to		The difference between strategic	Understanding	7
				8
				9
	The	The importance of strategic thinking, elements of	Understanding	10
				11
				12
Ability to discuss		Principles of strategic thinking. pillars	Understanding,	13
				14
				15
				16

		Review First , monthly		17
				18
The ability to	The	The ten steps of	Understanding,	19
				20
				21
The ability to	The	Obstacles facing strategic thinking,		22
				23
				24
Ability to discuss	Lecture and	Strategic thinking skills	Lecture and	25
				26
				27
Ability to discuss	Lecture and	Patterns of strategic thinking, some patterns		28
				29
				30
The ability to	Lecture and	The Six Hats, how to deal with		31
				32
				33
Ability to discuss	Lecture and	Models strategic thinking and	Discrimination	34
				35
				36
The ability to	Lecture and	Strategic thinking techniques,	Understanding	37
				38
				39

		Analysis of internal factors, analysis of		40
				41
				42
		Review A second monthly test for the second semester A comprehensive review of the topic	Application and auditing	43
266. Course evaluation				
15 marks for semester exam 1				
15 marks for semester exam 2				
10 marks for discussions, participation and daily attendance				
60 marks final exam				
267. Learning and teaching resources				
			Required readings:	
			For basic texts	

	<p>Course books Other</p> <p>There is no spelling book</p> <p>Relying on other lectures</p>
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Course description form

268.	Course name		
Quantitative applicationsQSB			
269.	code	The decision	
6315			
270.	the chapter	/Sunnah	
Second/2024			
271.	Date this was prepared	Description	
9/1/2024			
272.	A	Attendance forms available	
Classrooms			
273.	Number of study hours (total)/number of units (total)		
30/2			
274.	Name of the course administrator(If more than one name is mentioned)		
Name: A.M.D. Nassif Abdel Latif Nassif Email: nsseif.latif@aliraqia.edu.iq			
275.	Course objectives		
<ul style="list-style-type: none"> • Gaining different knowledge about the foundations and methods of analysisThe athleteFor administrative problems • Understand the curriculum Collect and analyze data 		Objectives of the study subject	

<ul style="list-style-type: none"> Knowledge of differentiation, derivatives and their laws 					
276. Teaching and learning strategies					
<ul style="list-style-type: none"> Teaching the student and raising his ability to solve mathematical problems. The ability to find alternative solutions and then choose the best possible solution. The ability to link the theoretical aspect to practical reality. 					Strategy
277. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Daily exam	a lecturepractical	Introduction to the program	Develop the ability to evaluate and choose optimal management decisions	2	the first
Daily exam	a lecturepractical	Introduction to linear programming	Develop the ability to evaluate and choose optimal management decisions	2	the second
Daily exam	a lecturepractical	Addressing the linear programming problem	Develop the ability to evaluate and choose optimal management decisions	2	the third
Daily exam	a lecturepractical	Solve the initial problem using simplex steps	Develop the ability to evaluate and choose optimal management decisions	2	Fourth
		exam	Develop the ability to evaluate and choose optimal management decisions	2	Fifth
Daily exam	a lecturepractical	Introduction to network	Develop the ability to evaluate and choose optimal management decisions	2	Sixth
Daily exam	MPresentpractical	Definitions and basic concepts about the issue of transportation	Develop the ability to evaluate and choose optimal management decisions	2	Seventh
Daily exam	a lecturepractical	Addressing the transportation issue	Develop the ability to evaluate and choose optimal management decisions	2	Eighth
Daily exam	a lecturepractical	Definitions and basic concepts about the issue of privatization	Develop the ability to evaluate and choose optimal management decisions	2	Ninth
Daily exam	a lecturepractical	Addressing the issue of allocation	Develop the ability to evaluate and choose optimal management decisions	2	tenth
Daily exam	a lecturepractical	Methods of processing network analysis	Develop the ability to evaluate and choose optimal management decisions	2	eleventh

		exam	Develop the ability to evaluate and choose optimal management decisions	2	twelfth
Daily exam	a lecturepractical	Introduction to Bert st	Develop the ability to evaluate and choose optimal management decisions	2	thirteenth
Daily exam	a lecturepractical	BERT style network processing	Develop the ability to evaluate and choose optimal management decisions	2	fourteenth
Daily exam	a lecturepractical	Critical path	Develop the ability to evaluate and choose optimal management decisions	2	fifteenth

278. Course evaluation

- ت- The two testsTThe pan.
- ث- Objective tests.
They take the form of daily, monthly, quarterly, or final tests.
- C-Homework

279. Learning and teaching resources

Quantitative system applications and analyzes businessQSB/ Dr. Khaled Al-Dhari and others	Required textbooks (methodology, if any)
Supportive methodological books on the basics mathematics	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
YouTube, artificial intelligence websites	Electronic references, Internet sites

Course description form

280. Course name
Operations research
281. codeThe decision
4324
282. the chapter /Sunnah
2024-2025

283. Date this was prepared					
Description					
9/1/2024					
284. A Form of attendance					
Available Weekly attendance in the halls					
285. Number of study hours (total)/number of units (total)					
45 hours / 3 units					
286. Name of the course administrator(If more than one name is mentioned)					
Name: Dr. Aseel Nasser Hussein Sabti Email: aseelnassersabti@gmail.com					
287. Course objectives					
<ul style="list-style-type: none"> Identify the uses of operations research in administrative fields Building students' administrative ability to solve various administrative problems Make decisions about the optimal solution in the work environment 			Objectives of the study subject Overall goal: Introducing students to operations research methodology		
288. Teaching and learning strategies					
Learning strategies (used by students) <ul style="list-style-type: none"> memory Take notes Summing up Focus on the important parts Practice 			Teaching strategies (used by the professor) <ul style="list-style-type: none"> Discussions Brainstorming Divide into groups (cooperative learning) Concept maps 		
289. Course structure					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Daily exam	The lecture	- The origins and stages of development of operations research	Defining operations research and explaining its importance	1	the first
				2	
		- Definition of operations research and its		3	

		distinctive characteristics			
Daily exam	The lecture	<ul style="list-style-type: none"> - Uses of operations research in management - Characteristics of operations research 	Learn about the uses of operations research and its benefits in management	4	the second
				5	
				6	
Daily exam	The lecture	<ul style="list-style-type: none"> - Mathematical models and their uses in operations research - Definition of models - Benefits of models - Types of models 	How to use mathematical models	7	the third
				8	
				9	
Daily exam	The lecture	<ul style="list-style-type: none"> - Formulate a linear programming model - Standard formula - Graphical formula 	How to formulate a linear programming model	10	Fourth
				11	
				12	
Daily exam	The lecture	<ul style="list-style-type: none"> - Simplex method 	How to use the simplex method and its usefulness in making administrative decisions	13	Fifth
				14	
				15	
Daily exam	The lecture	<ul style="list-style-type: none"> - Synthetic variables method 	How to use Synthetic variables method Its usefulness in making administrative decisions	16	Sixth
				17	
				18	
	The lecture	Solve daily assignments		19	Seventh
			20		
			21		
		First month exam		22	Eighth

				23	
				24	
Daily exam	The lecture	- Special cases in operations research	Illustration of special cases in operations research	25	Ninth
				26	
				27	
Daily exam	The lecture	- The binary problem	How to use the binary method	28	tenth
				29	
				30	
Daily exam	The lecture	- Transport models - Northwest corner method - Less expensive method	Recognizing the importance of transportation models in management	31	eleventh
				32	
				33	
Daily exam	The lecture	- Vogel's approximate method	How to use the best transportation model	34	twelfth
				35	
				36	
Daily exam	The lecture	- Customization forms	The importance of allocation models in management	37	thirteenth
				38	
				39	
Daily exam	The lecture	- Business networks	The importance of business networks in management	40	fourteenth
				41	
				42	
		Second month exam		43	fifteenth
				44	
				45	

290. Course evaluation

Semester exam grades 1
Semester exam grades 2
Discussion grades
Daily exam grades
Final exam score

291. Learning and teaching resources	
1. Operations research concept and application Professor Dr.: Hamed Saad Nour Al-Shammari (2010)	Required textbooks (methodology, if any)
1. Hamdy A. Taha, Operations Research An Introduction, Third edition (1982). 2. An Introduction to Operations Research, Hillier & Lieberman, Fifth edition (1990). 3. An Introduction to Operations Research, Hillier & Lieberman, Ninth edition (2010).	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
	Electronic references, Internet sites

Model Course description

292.	Course name
Cost accounting 2	
293.	codeThe decision
3325	
294.	the chapter /Sunnah
Second semester/year 2023–2024	
295.	Date this was preparedDescription
1/9/2023	
296.	Attendance forms available
Attending a traditional class (in-person)	

297. Number of study hours (total)/number of units (total)	
45/3	
298. Name of the course administrator(if more than one name is mentioned)	
Name: M. Alaa Yahya Younis Saeed Email: alaa_yahia@aliraqia.edu.iq	
299. Course objectives	
<p>Behavioral goals:</p> <ol style="list-style-type: none"> 1. Identify the basic principles of cost accounting. 2. Allocation of direct and indirect costs and research into the relationship of cost, volume and profit. 3. Adding the cost to the final production unit, whether within the order system or the production stages. 4. Control and control cost elements through standard costs and analysis of deviations. 	<p>Familiarity with the basic principles of cost accounting And allocate direct costs Indirect and research into the relationship of cost, volume and profit, in addition to determining the cost per unit of the final product, whether under order systems or production stages, a controlling and controlling cost elements through standard costs..</p>
300. Teaching and learning strategies	
<p>Learning strategies (used by students)</p> <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<p>Teaching strategies (used by the teacher)</p> <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
301. Course structure	

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with daily quiz	Lecture with case studies and individual and group discussions		Explaining the concept of the production stages system	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions		How costs flow under the production stages system	3	2
			Calculate equivalent production and production costs under the weighted average method	3	3
Posts with daily quiz	Lecture with case studies and individual and group discussions		Calculate equivalent production and production costs according to the method FIFO	3	4
Posts with daily quiz	Lecture with case studies and individual and group discussions		Damaged during production stages	3	5
Posts with daily quiz	Lecture with case studies and individual and group discussions		Accounting accounting restrictions under the production stages system	3	6
Posts with daily quiz	Lecture with case studies and individual and group discussions		Practical examples of the production stages system	3	7
		First month exam	First month exam	3	8

Posts with daily quiz	Lecture with case studies and individual and group discussions		Explaining the concept of the production orders system and how costs flow	3	9
Posts with daily quiz	Lecture with case studies and individual and group discussions		How to calculate costs under the order system	3	10
Posts with daily quiz	Lecture with case studies and individual and group discussions		Accounting restrictions under the production orders system	3	11
Posts with daily quiz	Lecture with case studies and discussions		How to prepare lists of costs and income under the total method	3	12
Posts with daily quiz	Lecture with case studies and individual and group discussions		How to prepare statements of costs and income under the variable method	3	13
Posts with daily quiz	Lecture with case studies and individual and group discussions		How to prepare lists of costs and income according to the exploitation theory	3	14
		Second month exam	Exam 2 for the first semester	3	15

302. Course evaluation

15 marks for semester exam 1

15 marks for semester exam 2

10 marks for discussions, participation and daily attendance

60 marks final exam

303. Learning and teaching resources	
<p>Cost Accounting Book: StudyOhTheory and applied procedures, Muhammad Ali Ahmed. (methodical book) Publication year 1987, Dar Al-Kutub Library for Printing and Publishing, University of Mosul, available in the Free Education College of Administration and Economics, Iraqi University</p>	<p>Required textbooks (methodology, if any)</p>
<p>All literature on financial management that can be used to reinforce lectures</p>	<p>Main references (sources)</p>
<p>Cost Accounting, Nassif Jassim Al-Jubouri and Abdul KhalQAI-Janabi(Auxiliary book) Publication year 1440 AH/2018 AD, available in the libraries of the College of Administration and Economics Complex, Iraqi University</p>	<p>Recommended supporting books and references (scientific journals, reports....)</p>
<p>Financial markets websites</p>	<p>Electronic references, Internet sites</p>

Course description form

304. Course name
Project management using Microsoft Project

305. codeThe decision	
6326	
306. the chapter /Sunnah	
First semester/year 2024–2025	
307. Date this was preparedDescription	
9/1/2024	
308. Attendance forms available	
Attending a traditional class (in-person)	
309. Number of study hours (total)/number of units (total)	
30/2	
310. Name of the course administrator(If more than one name is mentioned)	
Name: Dr. Aseel Nasser Hussein Sabti Email: aseelnassersabti@gmail.com	
311. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> • Ability to use Project software • Ability to prepare budget reports. 	Overall goal: <ul style="list-style-type: none"> • Understand what project management is and how to use Microsoft Project • Knowing the costs of projects before implementing them into reality.
312. Teaching and learning strategies	
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts 	Teaching strategies (used by the professor) <ul style="list-style-type: none"> • Discussions • Brainstorming • PartitiontoGroups (cooperative learning)

- Practice

- Concept maps

313. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Introduction to project management.	Defining project management and explaining its importance	2	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Project management elements	Get to know Project management elements	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Project scheduling methods	Get to know Project scheduling methods	2	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Introduction to Microsoft Project	Learn how to install Microsoft Project and the main interface of the program	2	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Create a new project.	Explain how to create a new project	2	5
Posts with a semester exam	Lecture with case studies and individual	– Create a new calendar	How to create a new calendar for the project	2	6

	and group discussions				
		examquarterly	a test	2	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Determine working days	Learn about determining working days	2	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Determine holidays	Learn about determining holidays	2	9
		–Change the holiday day	Identify the tools used to change holidays	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Link tasks	Learn how to link tasks	2	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Project cost calculation	Learn how to calculate the cost of projects	2	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	– Preparing the project budget report	Learn how to prepare a project budget	2	13
		– practical exam	Solve a group of exercises on Microsoft Project	2	14
		examMy semester is final	a test	2	15

314. Course evaluation	
15 marks for semester exam 1	
15 marks for semester exam 2	
10 marks Discussions and posts	
60 marks final exam	
315. Learning and teaching resources	
All literature and publications on project management that can be used to reinforce the lectures	Required textbooks (methodology, if any)
nBill Ibrahim, Al-Sawalhi"Project management using Microsoft Project"	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
http://dx.doi.org/10.21474/IJAR01/4394 MS in Project Management	Electronic references, Internet sites

Course description form

316.	Course name
feasibility	
317.	codeThe decision
2327	
318.	the chapter /Sunnah

Year 2023–2024

319. Date this was prepared Description

1/9/2023

320. Attendance forms available

Attending a traditional class (in-person)

321. Number of study hours (total)/number of units (total)

45/3

322. Name of the course administrator (If more than one name is mentioned)

A. M. Farid Hussein Ahmed Email

323. Course objectives

Behavioral goals:

- The learner should know the terminology used in project management.
- A2– That the learner understands what is meant by project management.
- A3– That the learner knows and understands what are the standards adopted in project management.
- A4– That the learner knows and understands what internal project management is.
- A5– That the learner knows and understands what external project management is.

- A. Knowledge of project management of all types.
- for. Knowledge of project functions.
- T. Know the financial sources of the project.
- Th. Knowledge of planning in project management.
- C. Knowledge of local project management.
- H. Knowledge of external project management.

324. Teaching and learning strategies

Learning strategies (used by students)

- memory

Teaching strategies (used by the teacher)

- Discussions

- Take notes
- Summing up
- Focus on the important parts
- Practice

- Brainstorming
- Partition to Groups (cooperative learning)
- Concept maps

325. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	Project management concept		3	1.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Definition of project management and project characteristics		3	2.
Posts with a semester exam	Lecture with case studies and individual and group discussions	The concept of project planning and its environment		3	3.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Historical development of project management		3	4.
		- Project planning tools		3	5.
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Project specifications		3	6.

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Project life cycle		3	7.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Project organizational structure		3	8.
Posts with a semester exam	Lecture with case studies and individual and group discussions	External and internal influences of the project		3	9.
		Obligations on the project implementer		3	10.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Project implementation methods		3	11.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Work planning for the project		3	12.
Posts with a semester exam	Lecture with case studies and individual and group discussions	The concept of business checks		3	13.
Posts with a semester exam	Lecture with case studies and individual and group discussions	Rules for understanding business networks Types of business networks		3	14.

		A Questions and exercises		3	15.
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326. Course evaluation

- 10 marks for semester exam 1
- 10 marks for semester exam 2
- 10 marks for semester exam 2
- 10 marks Discussions and posts
- 60 marks final exam

327. Learning and teaching resources

Matar, Muhammad: (Investment Management - Theoretical Framework and Practical Applications) 2nd edition, 1999 All literature and publications on investment portfolio management that can be used to reinforce the lectures	Required textbooks (methodology, if any)
All literature on financial management that can be used to reinforce lectures	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)

○ Curriculum for the fourth stage/first course

- Production and operations management

- International Business Administration
- Management information technology
- Methods and ethics of scientific research*
- Government contracts management
- Risk management

Curriculum for the fourth stage/second course

- Quality management
- Knowledge management
- Corporate governance
- Graduation research project
- Negotiation management
- Investment portfolio management

Course description form

328.	Course name
	information technology
329.	codeThe decision

1413	
330. the chapter /Sunnah	
First semester/year 2023–2024	
331. Date this was preparedDescription	
1/9/2023	
332. Attendance forms available	
Attending a traditional class (in-person)	
333. Number of study hours (total)/number of units (total)	
45/3	
334. Name of the course administrator(If more than one name is mentioned)	
Name: M.M. Ibrahim Aliwi Hussein Email: ibrahim.o.hussin@aliraqia.edu.iq	
335. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> • Ability to understand information technology • The ability to distinguish between information technology (IT) • and information technology systems (ITS). • and management information systems (IS M) 	General goal: Understand what information technology is (IT) and understand – Information technology systems (ITS) and management information systems (IS M). As well as the concept of communication networks and the Internet
336. Teaching and learning strategies	
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming

- Focus on the important parts
- Practice

- PartitiontoGroups (cooperative learning)
- Concept maps

337. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	wee
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Entrance to information technology -The origins of information technology - - importanceinformation technology	Definition and origin of information technology	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Information technology basics	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Introduction to information systems	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Management information systems	3	4
Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Types of management information systems	3	5

Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Information systems development methodology	3	6
		Exam 1 for the first semester	The first achievement test	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Understood–importance–ingredients–Types	Database management	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	concept–importance–ingredients–Types	Database systems	3	9
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Understood–importance–ingredients–Types	Information technology applications in organizations	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Understood–importance–ingredients–Types	Communications	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Understood–importance–ingredients–Types	networks	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Development - Concept - Benefits - Applications	Internet	3	13
		Exam 2 for the first semester	The second achievement test	3	14

		A summary explanation of the curriculum that was adopted throughout the semester	Intensive revision of the curriculum	3	15
338. Course evaluation					
15 marks for semester exam 1					
15 marks for semester exam 2					
10 marks Discussions and posts					
60 marks final exam					
339. Learning and teaching resources					
All literature and publications about information technology that can be used to enhance lectures			Required textbooks (methodology, if any)		
Technology and information systems in contemporary organizations perspective(administrative-Technology) written by M. Haider Shaker Al-Barzanji-Mahmoud Hassan Jumaa (2013)			Main references (sources)		
All literature on information technology that can be used to enhance lectures					
Foreign references and research published in reputable journals			Recommended supporting books and references (scientific journals, reports....)		
https://scholar.google.com			Electronic references, Internet sites		

Course description form

340.	Course name
Government contracts management	
341.	codeThe decision
1415	
342.	the chapter /Sunnah
First semester / 2023–2024	
343.	Date this was preparedDescription
1/9/2023	
344.	Attendance forms available
Traditional class attendance (in-person)	
345.	Number of study hours (total)/number of units (total)
2/ 45	
346.	Name of the course administrator(If more than one name is mentioned)
Name: Prof. Dr. Rabie Yassin Saud Al-Amil:rabsod_2006@yahoo. Com	
347.	Course objectives
Behavioral goals: <ul style="list-style-type: none"> • Ability to know contract management • The ability to distinguish between types of contracts. 	General goal: Understand the management of government contracts and how to manage them.

348. Teaching and learning strategies	
Learning strategies (used by students) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming • PartitiontoGroups (cooperative learning) • Concept maps

349. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	- conceptAdministrative or government contract - The concept and importance of managementContract - TypesContracts	Defining the administrative contract, explaining its importance, types, and organizing contract management	2	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Practical stepsContracting in the management of government contracts	Identify the factors affecting the contracting process	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Fundamentals of contracting processes with companies and individuals	Learn how to deal with contracts with others	2	3
Posts with a semester exam	Lecture with case studies and individual	- Types of administrative contracts	Identify the types of contracts	2	4

	and group discussions				
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Types and forms of contracts	Clarification and concepts of administrative contract management	2	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - One of the government parties - Managing a public facility - It benefits the public interest 	Identify the elements of the administrative contract	2	6
		Exam 1 for the first semester	a test	2	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Collaborative goals - Economic goals 	Contract objectives	2	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Binding contracts - Optional contracts 	Identify the characteristics of administrative contracts -	2	9
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Contracting contracts - Consulting and service contracts - Supply 	Types of government contracts	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - Principles governing bids - Principles governing tenders 	Auctions and tenders	2	11
Posts with a semester exam	Lecture with case studies and individual	<ul style="list-style-type: none"> - Types of bot contracts - Terms of the bot contract 	Bot contracts	2	12

	and group discussions				
Posts with a semester exam	Lecture with case studies and individual and group discussions	General laws governing government contracts	General practices of administrative contracts in public law	2	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	<ul style="list-style-type: none"> - The usual ending - The unusual ending 	End of the administrative contract	2	14
		Exam 2 for the first semester	a test	2	15
350. Course evaluation					
15 marks for semester exam 1					
15 marks for semester exam 2					
10 marks Discussions and posts					
60 marks final exam					
351. Learning and teaching resources					
Internet sources and references			The books are unsystematic		

Course description form

352. Course name

Risk management

Risk management	
353. codeThe decision	
1416	
354. the chapter /Sunnah	
First semester/year 2023–2024	
355. Date this was preparedDescription	
1/9/2023	
356. AAttendance forms available	
Attending a traditional class (in-person)	
357. Number of study hours (total)/number of units (total)	
45/3	
358. Name of the course administrator(If more than one name is mentioned)	
Name: Prof. Iyad Khaled Mahdi Email: ayad.k.mahdi@aliraqia.edu.iq	
359. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> • Ability to analyze risks • The ability to distinguish between types risks. • Knowledge of risk measurement method 	General goal: Understand what risks are and how to manage them.
360. Teaching and learning strategies	
Learning strategies (used by student) <ul style="list-style-type: none"> • memory • Take notes 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions • Brainstorming

- Summing up
- Focus on the important parts
- Practice

- Partition to Groups (cooperative learning)
- Concept maps

361. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Concept of risk - The concept and importance of risk management - Types of risk management - Structure and organization of risk management	Defining the risk, explaining its importance and types, and organizing risk management	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Internal and external factors affecting risks - Steps in the risk management process - Description of risks	Identify the influencing factors On the risks And clarify Steps in the risk management process	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Risk analysis	Learn how Risk analysis And its foundations	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Risk measurement	Learn about methods Risk measurement	3	4

Posts with a semester exam	Lecture with case studies and individual and group discussions	-Investment risks - The concept of investment risk - Types of investment risks	clarificationInvestment risksandconceptHa andTypesHa	3	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Types of investment risks-Risks associated with stocks	Get to knowRisks associated with stocks	3	6
		Exam 1 for the first semester	a test	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Types of investment risks -Risks associated with bonds	Get to knowRisks associated withBonds	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	-Risk management tools in addressing financial risks	Statement and clarification of the tools usedIn treating financial risks	3	9
		-Methods of measuring risks - Graphical method for measuring risks	Learn about measuring risks according to the graphical method	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Quantitative method for measuring risks	Learn about measuring risks according to the quantitative method	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Range method for measuring risk	Learn about measuring risks according to the range method	3	12

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Standard deviation method for measuring risk	Learn about measuring risk according to the standard deviation method	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	- Exercises on risk measurement methods	Solve a set of exercises on risk measurement methods	3	14
		Exam 2 for the first semester	a test	3	15

362. Course evaluation

15 marks for semester exam 1
15 marks for semester exam 2
10 marks Discussions and posts
60 marks final exam

363. Learning and teaching resources

Shaqiri, Nouri Moussa, 2012, Dar Al Masirah for Publishing, Distribution and Printing. All literature and publications on risk management that can be used to reinforce the lectures	Required textbooks (methodology, if any)
All literature on insurance and risk management that can be used to reinforce the lectures	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)

noor-book.com/ypg1kr Financial markets and risk management websites	Electronic references, Internet sites
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Course description form

364.	Course name	
Corporate governance		
365.	codeThe decision	
1423		
366.	the chapter /Sunnah	
First semester/year 2023–2024		
367.	Date this was preparedDescription	
1/9/2023		
368.	AAttendance forms available	
Attending a traditional class (in-person)		
369.	Number of study hours (total)/number of units (total)	
45/3		

370. Name of the course administrator (If more than one name is mentioned)

Name: A.Dr. Qais Ibrahim Hussein Email: qays.hussain@aliraqia.edu.iq

371. Course objectives

Behavioral goals:

- Possessing scientific and intellectual knowledge and adapting it to actual reality.
- Understanding and simulating the problems of contemporary organizations and what is related to the shortcomings resulting from the absence of application of management theories in organizations.
- Deepening the intellectual aspect regarding schools of administrative thought

Overall goal: Providing students with scientific foundations and Deepening academic knowledge of the subject and trying to link it to field reality.

372. Teaching and learning strategies

Learning strategies (used by students)

- memory
- Take notes
- Summing up
- Focus on the important parts
- Practice
- Listening skills.
- Groupthink.

Teaching strategies (used by the teacher)

- Discussions
- Knowledge and understanding
- Brainstorming
- Case studies
- Partition to Groups (cooperative learning)
- Concept maps

373. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Weeks	Weeks
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Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	concept Governance	Introducing the principles of governance	3	1
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Importance and goals	Learn about administrative theories	3	2
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Detailed explanation of theories in various settings	Learn about corporate governance theories	3	3
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Governance controls	What are the mechanisms that govern governance in companies?	3	4
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Determinants and parties of governance	Identify governance challenges	3	5
		First monthly exam	Test students' understanding	3	6
		Regulatory and institutional	Understanding administrative	3	7

		framework for governance	techniques of governance		
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Efficiency and effectiveness of the corporate governance system	How to measure the effectiveness of the governance system	3	8
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Ethical and behavioral framework of governance	Discussing the concept of governance through the basics of organizational behavior	3	9
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	The role of governance in risk and crisis management	Recognize the benefit of governance in unexpected circumstances	3	10
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Decision making, purposeful and non-purposeful decision making	Get to know How to make decisions that are in the interest of the organization And its types	3	11
Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Censorship	Interest in learning about the types of control and its benefit to business organizations	3	12

Posts and Tests With a semester exam	Lecture with case studies and individual and group discussions And raise questions Intellectual	Efficiency and effectiveness	Identify both the concepts of efficiency and effectiveness of business organizations	3	13
		Second monthly exam	Identify the development of students' knowledge in the field of governance	3	14
		Social responsibility of corporate governance	Linking the concept of governance with the concept of social responsibility	3	15
374. Course evaluation					
15 marks for semester exam 1					
15 marks for semester exam 2					
10 marks Discussions and posts					
60 marks final exam					
375. Learning and teaching resources					
• Research papers, letters to University, various research sources		Required textbooks (methodology, if any)			
Specialized studies		Main references (sources)			
Foreign references and research published in reputable journals		Recommended supporting books and references (scientific journals, reports....)			
Websites specialized in publishing studies on corporate governance applications		Electronic references, Internet sites			

Course description form

376.	Course name:	
Knowledge management		
377.	code/Decision:	
2112		
378.	the chapter /Sunnah	
quarterly		
379.	Date this was prepared	Description:
7/23/2024		
380.	Attendance forms available:	
Lectures		
381.	Number of study hours (total)/number of units (total)	
8 hours/week 15* per week 120 hours		
382.	Name of the course administrator(If more than one name is mentioned)	
	Name:	Prof. Dr. Ahmed Hashem Salman Al-Sa
	Email:	dr.ahmedalsaqal@aliraqia.edu.iq
383.	Course objectives	
	<p>That DrThis course contributes to preparing students to be able to apply knowledge management concepts effectively in real work environments.</p>	<p>Objectives of the study subject</p> <p>Understanding the basic concepts of knowledge management: Introducing students to the concept of knowledge, its types (tacit and explicit), and the importance of knowledge management in achieving a competitive advantage for organizations.</p> <p>Developing knowledge analysis skills: enabling students to analyze knowledge flows within organizations and how to transform tacit knowledge into explicit knowledge that can be easily shared.</p> <p>Apply knowledge management tools and techniques: Learn to use knowledge management tools and applications such as document management systems, databases, and knowledge networks.</p> <p>Understanding the role of technology in knowledge management: examining how technology can be used to improve the knowledge management process and facilitate knowledge exchange between individuals within an organization.</p> <p>Stimulate creativity and innovation: Understand how to use knowledge management to enhance innovation by encouraging idea sharing and knowledge exchange among employees.</p>

	Evaluating the role of organizational culture in knowledge management: studying the impact of organizational culture on the effectiveness of knowledge management and how to promote a culture that encourages knowledge sharing. Analyzing knowledge management strategies: Learn how to design and apply knowledge management strategies that are appropriate to the organization's goals.
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384. Teaching and learning strategies

Strategy Learning (used by students)	Strategy Education (used by professor)
<ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	<ul style="list-style-type: none"> • StrategyDiscussions • Brainstorming • Divide into groups (cooperative learning) the illustrations to For concepts

385. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Weeks	Week
Posts with daily quiz	Lecture with case studies and individual and group discussions	The emergence and development of knowledge historically, In addition to studying Knowledge development according to organizational schools.	Get to know The emergence and development of knowledge according to organizational schools. First: the traditional school Second: School of Human Relations. Third: Modern organizational schools.	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	entrance To study Knowledge	Get to know the Concepts Ano Fundamental to knowledge like that Types and sources of	3	2

			<p>knowledge. And from her</p> <p>First: the concept of knowledge.</p> <p>Second: The importance of knowledge...</p> <p>Third: Characteristics of knowledge.</p> <p>Fourth: Theories of knowledge...</p>		
Posts with daily quiz	Lecture with case studies and individual and group discussions	<p>Study</p> <p>AKnowledge management basic concepts.</p>	<p>Identify the origins and development of the concept of knowledge management.</p> <p>First: origin and development</p> <p>Second: Stages of knowledge management development</p> <p>Third: The factors that contributed to the development of knowledge management.</p> <p>Fourth: The concept of knowledge management.</p> <p>Fifth: The importance of knowledge management.</p> <p>Sixth: Objectives of knowledge management</p>	3	3
		<p>study Introductions and justifications for knowledge management.</p>			4

Posts with daily quiz	Lecture with case studies and individual and group discussions	studyKnowledge management processes	Get to knowKnowledge management processes.throughDiagnosis of knowledgeandGoalsHa andDistribution of knowledge.andApplication of knowledge.	3	5.
		studyKnowledge management life cycle	Identify the knowledge management life cycle according to the model (Wigg) and the knowledge management life cycle according to the model (Heisig, 2001). And the knowledge management life cycle according to the (Fraunhofer IPK, 2000) model. The knowledge management life cycle according to the 2000 model.Vetshera & Roszegi) The knowledge management life cycle according to the model (1998,Oxbrow & Abell...	3	6.
Posts with daily quiz	Lecture with case studies and individual and group discussions	studyBasic elements of knowledge management And its strategies	Get to knowBasic elements of knowledge management What is itThis and that of itStrategyOtherwiseEthics	3	7.
Posts with daily quiz	Lecture with case studies and individual and group discussions	exam	exam	3	8.
Posts with daily quiz	Lecture with case studies and individual and group discussions	studyKnowledge management requirementsAnd the	Firstly, identify the challenges facing building knowledge societies.	3	9.

		study of TChallenges of knowledge management.	Second: Challenges of implementing knowledge management. Third: Determine who is responsible for knowledge management. Fourth: The role of the main knowledge management manager...		
Posts with daily quiz	Lecture with case studies and individual and group discussions	studyKnowledge management and knowledge economy.	Get to knowBasic concepts of the knowledge economy	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	Study AHouse of knowledge and management Business operations	Get to knowThe role of knowledge management in business process management	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	Study AHouse of knowledge and contemporary management styles	Get to knowThe relationship between knowledge management and organizational creativity.	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	studyGlobal studies and models for knowledge management.	Get to knowPrevious studies in the field of knowledge management	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	studyMeasuring and evaluating knowledge management programs.	Learn about metricsACognitive and financial metrics for knowledge management.	3	1
Posts with daily quiz	Lecture with case studies and individual and group discussions	exam	exam	3	1
386. Course evaluation					

5Exam gradesdaily1	
5Exam gradesdaily2	
15Exam gradesThe first is my semester	
15gradesThe second semester exam	
60 marks final exam	
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc.	
387. Learning and teaching resources	
administration Knowledge written by Prof. Dr. Salah Al-KubaisY	Required textbooks (methodology)
	Main references (sources)
	Recommended supporting books and references (scientific journals, reports....)
Foreign references and research published in reputable journals	Electronic references, Internet sites

Course description form

388.	Course name
Negotiation management	
389.	codeThe decision
1425	
390.	the chapter /Sunnah
Second semester/year 2023–2024	
391.	Date this was preparedDescription
1/9/2023	
392.	AAttendance forms available
Attending a traditional class (in-person)	

393. Number of study hours (total)/number of units (total)	
30/2	
394. Name of the course administrator(If more than one name is mentioned)	
Name: M.M. Ibrahim Aliwi Hussein Email: ibrahim.o.hussin@aliraqia.edu.iq	
395. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> • Knowledge of negotiation management • Characteristics and methods of negotiation • Negotiation policies. • Negotiation management strategies. 	General goal: Understand what negotiation management is.
396. Teaching and learning strategies	
Learning (used by student) <ul style="list-style-type: none"> • memory • Take notes • Summing up • Focus on the important parts • Practice 	Education (used by professor) <ul style="list-style-type: none"> • Discussions • Brainstorming • Partition to Groups (cooperative learning) • Concept maps
397. Course structure	

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	The concept of negotiation and its elements	Introduction to negotiation management	2	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	Explain the concept of negotiation – The concept of negotiation elements	Negotiation basics (concept - elements)	2	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	-The importance of negotiation Types and levels of negotiation -Historical cases - Questions for discussion	(Importance, features, levels and types)	2	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Identify the elements of negotiation	Negotiation elements	2	4
		- Explaining the steps of the negotiation process	Negotiation steps	2	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	Learn about negotiation methods -Learn about negotiation strategies - Explain negotiation policies	Negotiation methods and policies	2	6
			HideRFirst achievement	2	7

Posts with a semester exam	Lecture with case studies and individual and group discussions	- Identify the characteristics of a professional negotiator -Learn about the principles of negotiation	-Characteristics and principles of negotiation and specifications of the contract The professional	2	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Clarifying the steps of the negotiation process -Explaining the pre-negotiation stage	Stages of the negotiation process Pre-negotiation stage	2	9
	Lecture with case studies and discussions	Explain the requirements for planning the negotiation process	Planning for negotiation	2	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	Learn about negotiation management strategies	Negotiation strategies	2	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	Explaining the stage during negotiation and the requirements of this stage	Stage during negotiation	2	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Identify the characteristics of a successful negotiator -Learn about the art of asking questions Oh	Characteristics of a successful negotiator and the art of asking questions	2	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	Learn about the post-negotiation stage and its requirements	Post-negotiation stage	2	14
		Achievement test	Exam 2 for the second semester	2	15

398. Course evaluation	
15 marks for semester exam 1	
15 marks for semester exam 2	
10 marks Discussions and posts	
60 marks final exam	
399. Learning and teaching resources	
Negotiation Management (Bashir Al-Alaq 2010) All literature and publications on negotiation management that can be used to enhance lectures	Required textbooks (methodology, if any)
Negotiation And management Crises (Farouk Al-Sayed Othman) + all books administration Negotiation that can be used to consolidate lectures	Main references (sources)
Foreign references and research published in reputable journals	Recommended supporting books and references (scientific journals, reports....)
https://scholar.google.com	Electronic references, Internet sites

Course description form

400. Course name
Investment portfolio management

401. codeThe decision	
2426	
402. the chapter /Sunnah	
Second semester/year 2023–2024	
403. Date this was preparedDescription	
1/9/2023	
404. Attendance forms available	
Attending a traditional class (in-person)	
405. Number of study hours (total)/number of units (total)	
45/3	
406. Name of the course administrator(If more than one name is mentioned)	
Name: Prof. Iyad Khaled Mahdi Email: ayad.k.mahdi@aliraqia.edu.iq	
407. Course objectives	
Behavioral goals: <ul style="list-style-type: none"> • Knowledge of methods of diversification the investment portfolio • The ability to calculate the returns and risk of investment instruments. • Ability to analyze the investment environment. 	General goal: Understand what an investment portfolio is and how to manage it.
408. Teaching and learning strategies	
Learning strategies (used by students) <ul style="list-style-type: none"> • memory 	Teaching strategies (used by the teacher) <ul style="list-style-type: none"> • Discussions

- Take notes
- Summing up
- Focus on the important parts
- Practice

- Brainstorming
- Partition to Groups (cooperative learning)
- Concept maps

409. Course structure

Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	Watches	week
Posts with a semester exam	Lecture with case studies and individual and group discussions	The concept of investment and its types	Defining investment and explaining its types	3	1
Posts with a semester exam	Lecture with case studies and individual and group discussions	Types of investment decisions	Explaining the investment decision-making mechanism	3	2
Posts with a semester exam	Lecture with case studies and individual and group discussions	Scientific foundations and principles for investment decision making	Learn about investment principles	3	3
Posts with a semester exam	Lecture with case studies and individual and group discussions	Factors affecting investment	Identify the factors affecting the investment process	3	4
		a test	Exam 1 for the first semester	3	5
Posts with a semester exam	Lecture with case studies and individual and group discussions	The emergence of investment portfolios and their types	Definition of investment portfolio	3	6

Posts with a semester exam	Lecture with case studies and individual and group discussions	Investment portfolios and their importance	Explaining the foundations of building an investment portfolio and how to manage it	3	7
Posts with a semester exam	Lecture with case studies and individual and group discussions	Policies used in investment portfolios and optimal portfolio theory	Introducing investment policies and capital asset pricing theories	3	8
Posts with a semester exam	Lecture with case studies and individual and group discussions	Sound diversification foundations	Statement of the principles of diversification of securities	3	9
		a test	Exam 2 for the first semester	3	10
Posts with a semester exam	Lecture with case studies and individual and group discussions	Methods of analyzing stocks and bonds	Definition of return and risk	3	11
Posts with a semester exam	Lecture with case studies and individual and group discussions	Foundations and principles	Measuring return	3	12
Posts with a semester exam	Lecture with case studies and individual and group discussions	Curricula and methods	Risk measurement	3	13
Posts with a semester exam	Lecture with case studies and individual and group discussions	Factors and variables	Investment environment analysis And investment tools	3	14
		a test	Exam 3 for the first semester	3	15

410. Course evaluation					
10 marks for semester exam 1					
10 marks for semester exam 2					
10 marks for semester exam 2					
10 marks Discussions and posts					
60 marks final exam					
411. Learning and teaching resources					
Matar, Muhammad: (Investment Management - Theoretical Framework and Practical Applications) 2nd edition, 1999			Required textbooks (methodology, if any)		
All literature and publications on investment portfolio management that can be used to reinforce the lectures					
All literature on financial management that can be used to reinforce lectures			Main references (sources)		
Foreign references and research published in reputable journals			Recommended supporting books and references (scientific journals, reports....)		
Financial markets websites			Electronic references, Internet sites		

