

Ministry of Higher Education and Scientific Research
Scientific supervision and evaluation device
Department of Quality Assurance and Academic Accreditation
Accreditation Department



Description of The Academic Program and Description of The Curriculum

Description of The Academic Program

University name: University of Kufa

College/Institute: College of Management and Economics

Scientific Department: Department of Business Administration

Name of the academic or professional program: Bachelor of Science in Business Administration

Name of final degree: Bachelor of Science in Business Administration

Academic system: courses

Date of preparing the description: 2-10-2024

Date of filling the file: 2-10-2024



Signature :

Prof. Phd . Rafid Hameed Abbas Al-Hadrawi
Head of Department

Date:



Signature:

Prof. Phd. Ahmed Jassim Al-Yasiri
Assistant Dean for Practical Affairs

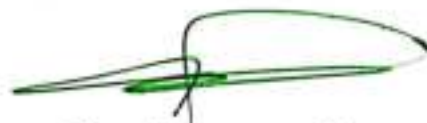
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Division of Quality Assurance and University Performance:

Date:

Signature:



Dean's approval

1. Program vision
We look forward to developing the characteristics and skills of administrative creativity in future business leaders in accordance with the needs of the labor market.
2. Program message
That the Business Administration Department should have a distinguished center in the teaching and learning process, preparing research, and providing specialized consultations in the field of business administration in order to prepare human capital with a high degree of efficiency to serve the Iraqi community and all of humanity.
3. Program objectives
<ul style="list-style-type: none"> A. Creating, acquiring, sharing and disseminating administrative knowledge. B. Developing the skills of faculty members and providing the latest scientific technologies in a way that positively affects the graduate and the educational process in order to achieve the quality of higher education. C. Qualifying and developing professional administrative and leadership competencies capable of leading public and private organizations to contribute to economic development and achieving social justice in Iraq. D. Providing initial academic programs to grant a bachelor’s degree in business administration. I. Providing higher academic programs to grant doctoral degrees, master’s degrees in business administration, and higher diplomas in strategic planning and local administration. E. Providing courses for all state departments and various specializations in order to advance the reality of those departments. F.And. Support and encourage faculty members to attend scientific conferences and seminars and conduct studies and research in the field of business administration to develop this field and its professional practices. G. Providing consulting services to Iraqi public and private organizations
4. Programmatic accreditation
nothing
5. Other external influences
nothing

6. Program structure				
Program structure	Number of courses	Study unit	percentage	Notes
Enterprise requirements	8	16	%14	
College requirements	5	14	%9	
Department requirements	45	119	%77	
summer training	-	-	-	
Total	58	149	%100	

7- Program description				
Credit hours for each curriculum		Curriculum name	Curriculum symbol	Year/level
practical	theoretical			
zero	2	Arabic language1	ARAG103	The first stage / first course
zero	2	English language1	ENGL101	The first stage / first course
2	2	Computer	COMP101	The first stage / first course
zero	3	Accounting principles 1	ACTG 101	The first stage / first course
zero	3	Principles of business management 1	BADM101	The first stage / first course
zero	2	principles of economics/	ECON101	The first stage / first course
zero	3	Financial Mathematics	BSTA101	The first stage / first course
zero	2	Administrative readings	BM 12	The first stage / first course

7- Program description				
Credit hours for each curriculum		Curriculum name	Curriculum symbol	Year/level
practical	theoretical			
zero	2	E correspondence	BM 12	The first stage / second course
zero	3	human rights	Law112	The first stage / second course
zero	3	Principles of economics	ECON109	The first stage / second course
zero	3	Principles of statistics	SP12	The first stage / second course
zero	3	Accounting principles	ACTG 102	The first stage / second course
zero	3	Principles of business management	BADM102	The first stage / second course
2	2	Computer 2	CM12	The first stage / second course
zero	3	Marketing Management	B M 21	The second stage / first course
zero	3	Human Resource Management	HM21	The second stage / first course
zero	3	structured theory	MB21	The second stage / first course
zero	2	Store management	MS21	The second stage / first course
zero	3	Commercial law	LT21	The second stage / first course
2	2	Computer 1	MB 28	The second stage / first course
zero	2	Intermediate Accounting1	MB26	The second stage / first course
zero	2	Marketing research	MR22	The second stage / second course
zero	3	Organizational behavior	OB22	The second stage / second course
zero	2	Intermediate Accounting2	MA22	The second stage / second course

7- Program description				
Credit hours for each curriculum		Curriculum name	Curriculum symbol	Year/level
practical	theoretical			
zero	2	English language	EL22	The second stage / second course
2	2	Computer 2	CM22	The second stage / second course
zero	2	Supply management	MB22	The second stage / second course
zero	2	electronic trade	AT22	The second stage / second course
zero	2	Baath Party crimes		The second stage / second course
zero	2	Financial management 1	FM31	The third stage / first course
zero	3	Cost accounting 1	AC31	The third stage / first course
zero	3	Bank management	BM31	The third stage / first course
zero	3	Strategic management	SM31	The third stage / first course
zero	3	Project management 1	PM31	The third stage / first course
zero	2	Operations research	OR31	The third stage / first course
zero	2	Business economics	BC31	The third stage / first course
zero	2	English language	EL31	The third stage / first course
zero	3	Feasibility study	MM32	The third stage / second course
zero	3	Project management 2	PM32	The third stage / second course
zero	2	Strategic thinking	STH32	The third stage / second course
zero	3	Financial management 2	FM32	The third stage / second course

7- Program description				
Credit hours for each curriculum		Curriculum name	Curriculum symbol	Year/level
practical	theoretical			
zero	3	Quantitative applications	QA32	The third stage / second course
zero	3	Insurance management	MS32	The third stage / second course
zero	3	Cost accounting 2	AC32	The third stage / second course
zero	3	Production and operations management	PM41	Fourth stage/first course
zero	3	International management	MI41	Fourth stage/first course
zero	3	information technology	IT41	Fourth stage/first course
zero	2	Methods and ethics of scientific research	AR41	Fourth stage/first course
zero	2	Government contracts management	GC41	Fourth stage/first course
zero	3	Quality Management	QM41	Fourth stage/first course
zero	2	Risk Management	MR42	Fourth stage/second course
zero	3	knowledge management	MK42	Fourth stage/second course
zero	2	Corporate governance	GC42	Fourth stage/second course
zero	2	Negotiation management	MN42	Fourth stage/second course
zero	3	Investment portfolio management	MP42	Fourth stage/second course
zero	2	English language	EL42	Fourth stage/second course
zero	1	Graduation research project	PR42	Fourth stage/second course

8. Expected learning outcomes of the program

Knowledge

1. Enabling the student to develop his abilities and contribute to society as a qualification to create his own project
2. It enables students to learn about administrative theories and methods.
3. Using management thinking tools in analyzing administrative phenomena and problems.
4. Understanding advanced topics in administrative sciences and extrapolating these sciences from economic sciences in general.
5. It enables students to learn about administrative theories and approaches.
6. Developing management thinking tools in analyzing administrative phenomena and problems.

Skills

- 1 Describe administrative phenomena and analyze the relationships specific to the investigated problem.
2. Analyze problems using computer techniques and ready-made software packages
- 3) Enabling the student to have the ability to monitor and evaluate performance
- 4) The ability to diagnose cases of administrative problems and find appropriate solutions for them
- 5). Interpreting the results of quantitative analysis according to statistical, mathematical, and econometric methods.
- 6) Employing skills in writing the graduation research

Value

- 1) Developing students' abilities to present and share new ideas
- 2) Processing data and converting it into useful information in making administrative decisions
- 3) The ability to discover and identify administrative problems and seek to address them in scientific ways

- 4) Enabling students to know human behaviors at work and the ability to analyze and control them
- 5) Developing students' leadership skills

9. Teaching and learning strategies

- 1. Explaining the scientific material to students in detail.
- 2- Students participate in solving administrative problems by presenting and discussing case studies
- 3- Discussion and dialogue about vocabulary related to the topic
- 4) Scientific field visits to commercial projects and companies in order to blend academic knowledge with practical reality

10- Evaluation methods

- 1. Written exams
- 2. Oral exams.
- 3. Discussion committees for graduation research.
- 4. Oral presentations.

11- Faculty members

Faculty members

Number of Faculty members		Special requirements/s kills (if any)		Specialization		Scientific ranks
University's Lecturer	University's staff			special	General	
	3			Organizational behavior	Business Management	Professor
	2			Production and operations management	Business Management	Professor
	3			marketing management	Business Management	Professor
	4			Strategic management	Business Management	Professor
	2			Financial management	Business Management	Professor
	2			HR management	Business	Professor

					Management	
	1			information technology	Business Management	Professor
	2			Quality management	Business Management	Professor
	3			Organizational behavior	Business Management	Assistant Professor
	2			marketing management	Business Management	Assistant Professor
	2			HR management	Business Management	Assistant Professor
	2			Strategic management	Business Management	Assistant Professor
	1			Financial management	Business Management	Assistant Professor
	2			Strategic planning	Business Management	lecturer
	1			Human resources	Business Management	lecturer
	1			Law	Law	Assistant Lecturer
	1			English Literature	English language	Assistant Lecturer
	1			literature	Arabic Language	Assistant Lecturer
	1			Cost accounting	accounting	Assistant Lecturer

Professional development
Orienting new faculty members
Professional development for faculty members

12- Acceptance standard
Central acceptance standard

13. The most important sources of information about the program

Central admission guide

Business Administration Department Guide for the 2023/2024 academic year

Document of the sectoral committee for business administration specialization

The college's website is <http://mng.uokufa.edu.iq>

14– Program development plan

Program development: In the Department of Business Administration, we seek to transform the department into a college specialized in administrative sciences that will supply the labor market with qualified graduates in the fields of (human resources management and organizational behavior, marketing management, financial management).

Developing and training faculty members: Working to provide professional development opportunities for faculty members in order to develop their skills and stay in touch with knowledge of developments in the field of business administration.

Continuous evaluation and improvement: Evaluating students' performance by accurately defining learning standards in order to know the effectiveness of the program and the extent to which it meets the requirements of the labor market, and to benefit from feedback from graduates and employers.

Program skills chart															
Learning outcomes required from the progame												Basic or elective	Course name:	Course code	Year/level
values				skills				Knowledge							
4ج	3ج	2ج	1ج	4ب	3ب	2ب	1ب	4أ	3أ	2أ	1أ				
			√			√	√			√	√	Basic	Accounting principles	ACTG 101	First / C1
		√	√			√				√	√	Basic	Principles of business management 1	BADM101	First / C1
		√	√			√	√			√		Basic	principles of economics/	ECON101	First / C1
			√			√	√			√	√	Basic	Administrative readings	BM 12	First / C1
		√	√			√	√			√	√	Basic	E correspondence	BM 12	First / C2
		√	√		√	√	√		√	√		Basic	Marketing Management	B M 21	Second / C1
		√	√			√	√			√	√	Basic	Human Resource Management	HM21	Second / C1
		√	√		√	√	√			√	√	Basic	structured theory	MB21	Second / C1
		√	√			√	√			√	√	Basic	Store management	MS21	Second / C1
		√	√			√	√			√	√	Basic	Commercial law	LT21	Second / C1
	√	√			√	√	√		√	√	√	Basic	Computer 1	MB 28	Second / C1

	√	√			√	√				√	√	Basic	Intermediate Accounting1	MB26	Second / C1
		√		√	√	√			√	√	√	Basic	Financial management 1	FM31	Third / C1
		√	√			√	√			√	√	Basic	Cost accounting 1	AC31	Third / C1
		√	√				√	√		√	√	Basic	Bank management	BM31	Third / C1
	√	√			√	√	√		√	√	√	Basic	Strategic management	SM31	Third / C1
	√	√					√	√		√	√	Basic	Project management 1	PM31	Third / C1
√		√	√			√	√			√	√	Basic	Operations research	OR31	Third / C1
		√	√	√			√	√		√	√	Basic	Production and operations management	PM41	Fourth / C1
		√	√			√	√			√	√	Basic	International management	MI41	Fourth / C1
		√	√		√	√			√	√		Basic	information technology	IT41	Fourth / C1
	√	√				√	√			√	√	Basic	Methods and ethics of scientific research	AR41	Fourth / C1
	√	√			√	√				√	√	Basic	Government contracts management	GC41	Fourth / C1
		√	√			√	√		√	√	√	Basic	Quality Management	QM41	Fourth / C1
	√	√				√	√			√	√	Basic	Risk Management	MR42	Fourth / C2

Course Description

1 Course Title :Arabic
2 Course Code: ARAG103
Arabic Language
3 Semester/Year
One course
4 Date of preparation of this description
1/5/2023
5 Available Forms of Attendance
Classroom attendance
6 Number of study hours (total) Number of units (total)
Two hours at 30 hours for the course /1
7 Course Administrator Name ()
Name: Eng. Raghad Ali Sattam Email:raghada.algzaly@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> 1- Enabling students with Arabic language skills and issues at all levels of phonetic, grammatical, semantic, stylistic and written 2- Developing students' skills in listening, reading and expression 3- Providing students with the skills of expression in the classical language 4- Developing students' positive attitudes and values towards their language associated with religion and Arab heritage 5- The student should be morally disciplined through memorizing some Quranic texts and their wisdom and training to adhere to principles and values. 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 1- Cooperative education and brainstorming in the development of some divergent thinking strategies and fun learning strategies. 2- Developing the teaching skills of first-stage students for non-specialists. 3- Discussions and dialogues. 4- Submit scientific reports. 5- Approving rapid exams. 6- Assigning students homework related to the vocabulary of the curriculum. 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Original parsing signs	About the Arabic language, its characteristics and elements	2	The first
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Hamza writing primary,) intermediate and (extreme	How to write correctly	2	Second
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Writing (Dhad and Zaa) and (Alif cabin (and extended	Learn about the styles of the Arabic language and the sources of its development	2	Third
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Nominal sentence	Identify the concept of the Arabic language and its basic sections	2	Fourth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Imperfect verbs	Writing by pronunciation and context	2	V
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Already suspicious characters	Fundamentals of the Arabic language	2	Sixth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Present tense verb parsing	How to express verbs	2	Seventh
Attendance tests	Came	test	test	2	Eighth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Kan and her sisters	The doors of the beginning	2	Ninth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Arabized and built	How to distinguish between verbs	2	X
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Prohibited from exchange	How to put questions related to the Arabic language	2	Eleventh

Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	A poetic text from pre-Islamic literature	About the literary ages	2	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	A text from the Islamic era	Literary eras	2	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Preparation and methods of writing them	Orthography rules	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
General Arabic language book for non-specialty departments	Required textbooks (methodology, if any)
The Manual in Arabic Language by Prof. Dr. Farah Al-Fadhli, 2023 AD.	Main references (sources)
The Sahih Book in Administrative Correspondence, authored by Prof. Dr. Sirwan Abdul Zahra Al-Janabi, i: 2022 AD.	Supporting books and references recommended by (scientific journals, reports ...)
Noor Library / Comprehensive Library / Wikipedia website.	Electronic References, Websites

Course Description

1 Course Name English for the first stage
2 Course Code ENGL101
3 Semester / Year Course for the second year of the academic year 2023 - 2024
Date of preparation of this description 25/1/2024 4
5 Available Forms of Attendance Classroom Lectures
(2) Number of credit hours (30) / Number of units 6
7 Course administrator's name (if more than one name is mentioned)
الاسم: الاميل: Odaya.Abdullamir@ukufa.edu.aik Dr. Uday Abbas Abdel Amir Al-Kriti Eng. Farah Ali

8 Course Objectives	
The course aims to: <ol style="list-style-type: none"> 1. Introducing students to the basics of the English language 2. Providing students with knowledge of grammar, literary quotations and academic writing methods 3. Linking the academic knowledge of the English language course with the practical and social reality. 	Course Objectives

9 Teaching and Learning Strategy	
Follow the strategy of focus, dialogue and repetition to achieve the goals of education	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Getting to know you	Tenses know you Present, past, future Questions Questions words Who ... ?, Why ... ?, How much ... ?	2	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	The way we live	Present tenses Present Simple Present Continuous have/have got	2	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	It all went wrong	Past tenses Past Simple He heard a noise. What did you do last night?	2	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			Past Continuous		
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Let's go shopping!	Quantity much and many How much butter? How many some and any some apples, any grapes something, anyone, nobody, everywhere a few, a little, a lot Articles	2	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	What do you want to do?	Verb patterns 1 looking forward to doing, 'd like to Future intentions going to and will She's going.	2	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Tell me! What's it like?	Comparative and superlative adjectives	2	Sixth
Written exam	Theoretical test with exam papers	Theoretical test with exam papers	Theoretical test with exam papers	2	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Going places	Time and conditional clauses	2	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Scared to death	Verb patterns 2 manage to do, used to do, go walking Infinitives	2	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Things that the world.	Passive It was Invented In	2	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Dreams and reality	Second conditional reality If I were a princess, I'd live In a castle might I might go	2	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Earning a living	Present Perfect Continuous Present Perfect Simple versus Continuous	2	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Love you and leave you	Past Perfect They had met only one week earlier, Reported statements	2	Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Tense revision	Tense revision	2	Fourteenth
Written exam	Theoretical test with exam papers	Theoretical test with exam papers	Theoretical test with exam papers	2	Fifteenth

11 Course Evaluation	
Distributing the grade out of 100 according to the tasks assigned to the student, such as: Daily preparation 10, daily and oral exams 10, monthly written exams 60, reports 10, and research paper 10 Total score = 100 /2 = (Pursuit of 50)	
12 Learning and Teaching Resources	
Student's Book Headway (2020) by John and Liz Soars OXFORD UNIVERSITY PRESS	Required textbooks (methodology, if any)
Sencar, E. (2021). The New Headway Coursebook Review. <i>International Journal of All Research Education and Scientific Methods (IJARESM)</i>, 9(7), 2117-2121.	Main references (sources)
All English language references from the Internet	Electronic References, Websites

Course Description

1 Course Title: Computer Skill Applications
:Course Code 2COMP101
3 Semester/Year :(Semester / one course (
4 Date of preparation of this description: 1/9/2023
5 forms of attendance available: Physical classroom and laboratory
6 Number of study hours (total) / number of units (total): 2 hours by 30 hours for the course
7 Course administrator's name (if more than one name is mentioned): Name: Eng. Hiam Hassan Zubr Al-Mousawi Email: hiamh.almoussawi@uokufa.edu.iq

Course Objectives 8	
1- Introducing students to scientific concepts, computer material. 2. Students acquire knowledge of computer use and application . Word 3. Linking academic knowledge of computers and how to apply it to practical reality .	Course Objectives

9 Teaching and Learning Strategy	
The course strategy focuses on holding panel discussions in addition to brainstorming sessions and reviewing and discussing opinions	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Main parts of the computer - the physical component of the system unit	2	The first
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Main Memory Module	2	Second
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Volumes	2	Third
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Input Tools Output Tools	2	Fourth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Software Component - Operating Systems	2	V

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Information Security	2	Sixth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Applications How to create a password - encryption - data compression - antivirus programs	2	Seventh
Attendance tests	Came	test	test	2	Eighth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Explanation of the components of Word	2	Ninth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Explanation of edit commands	2	X
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Explanation of formatting commands	2	Eleventh
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Explain how tables work	2	Twelfth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Explain how to set up and print a page layout	2	Thirteenth
Tests and discussions in the classroom	Blackboard captions and presentations	Computer Subject	Apply a practical Word program	2	Fourteenth
Attendance tests		test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
Sami Ahmed Al-Omari – University of Jordan com.yahoo@92003sao -	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
Lectures from the Internet on the basics of the computer, components and computer abbreviations	Electronic References, Websites

Course Description

1 Course Name / Principles of Accounting for the first stage - first course
2 Course Code / ACTG 101
3 (First Semester of the Academic Year 2023 - 2024)
4 Date of preparation of this description 1/9/2023
5 Available Forms of Attendance / Class Lectures
6 Number of academic hours (total) / number of units (total) 3 hours by 45 hours for the course
7 Course administrator's name (if more than one name is mentioned) Name: Dr. Uday Abbas Abdel Amir Al-Kreiti الاميل: Odayah.AbdulAmir@Ukkuba.edu.ik Dr. Mohammed Sadiq Al-Madani

8 Course Objectives	
<p>The course aims to:</p> <ol style="list-style-type: none"> 4. Introducing students to the scientific concepts of financial accounting principles 5. Students gain knowledge of the types of calculations, calculators and mathematical equations and indicate their importance in practical reality 6. Linking academic knowledge of understanding the material with the practical reality of the contemporary business environment. 	Course Objectives

9 Teaching and Learning Strategy	
Follow the strategy of teamwork, brainstorming and design thinking to achieve the goals of education	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Accounting at work	Introduction to Accounting	3	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Objectives, principles and assumptions of accounting	Explanation of the most important accounting principles and assumptions	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Single constraint	Statement of the most important daily restrictions, including the single entry	3	Third
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Accounting Operations	Addressing issues related to the single constraint with examples and exercises explained	3	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Double Entries	Mathematical formula for the objective double constraint model with explanation of examples and exercises	3	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Double Entries Accounting Operations	Explanation of examples and exercises	3	Sixth
Tests and discussions in the classroom	Exam	Exam	Exam	3	Seventh
		Accounting cycle	Explanation of the accounting cycle	3	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Income Statement	A statement of what is the income statement list with examples and solutions	3	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Balance sheet Operations on budget equivalency	A statement of what the balance sheet is with examples and solutions	3	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Trial Balance	Explanation of trial balance examples and exercises	3	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Personal withdrawals	Explanation of examples and exercises of personal withdrawals	3	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Expenses and revenues	Explain examples and exercises on expenses and revenues	3	Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations PowerPoint	Sales and returns	Explain sales examples and exercises and their returns	3	Fourteenth
Exam	Exam	Exam	Exam	3	Fifteenth

11 Course Evaluation	
Distribution of the grade out of 100 according to the tasks assigned to the student: Daily preparation 10, daily and oral exams 10, monthly written exams 60, reports 10, and research paper 10 Total score = 100 /2 = (Pursuit of 50)	
12 Learning and Teaching Resources	
Book of Principles of Accounting- Wijant, Kiso, Camille 2012 ACCOUNTING PRINCIPLES. WEYGANDT, KIMMEL 2012. KIESO ; TENTH EDITION)	Required textbooks (methodology, if any)
Book of Principles of Accounting- Wijant, Kiso, Camille 2012	Main references (sources)
Financial accounting according to the financial system of the author Hawass Salah - Dar Abdul Latif for Printing and Distribution <u>Accounting Made Simple: Accounting Explained in 100 Pages or Less</u>	Supporting books and references recommended by (scientific journals, reports ...)
Scientific journals in the specializations of accounting	Electronic References, Websites

Course Description

1 Course: Principles of Business Administration
2 Course Code:
3 Semester / Year: Semester / (one course)
4 Date of preparation of this description 1/9/2022
5 forms of attendance available: Classroom Attendance
6 Number of credit hours (total) / number of units (total) 3 hours with 45 hours per course
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Yousef Hajeem Sultan Al-Taie Email: yousefh.altaie@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> • Introducing students to administrative concepts and how to benefit from them in knowing the importance practiced by the manager. • Providing students with special knowledge of how to develop plans and organize the work of the organization • Identify the most important leadership styles that enable the organization to survive and grow. • Know the most important functions of the organization and how they can be led to achieve efficiency and effectiveness 	Course Objectives

9 Teaching and Learning Strategy	
Work on developing theoretical and practical concepts for the subject of management, which are clear, dealing with students through the lecture, focusing on the student's role in it, creating an atmosphere of discussion, and preparing students for brainstorming sessions through which we can review opinions and discuss them scientifically.	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Management	Identify the basic concepts associated with administrative organization	3	The first

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Basic principles of administrative organization	Identify the principles of organization, types of organization, organizational structure, formal and informal organization ... etc	3	Second
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Leadership and Direction	Identify (the concept of leadership, the importance of leadership, leadership theories, leadership styles)	3	Third
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Motivation and motivation	Identify the concept of motivation and the concept of motivation, the importance of incentives for working individuals, incentive theories.	3	Fourth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Administrative Control	Getting to know The most important methods of control in administrative work	3	V
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Production Management)	Getting to know Production and Operations Management Jobs and Production and Operations Manager Jobs	3	Sixth
Tests and discussions in the classroom	Came	test	test	3	Seventh
Attendance tests including multiple-choice questions and yes/no questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Human Resources Management)	Getting to know Human resource management functions and their role in achieving efficiency	3	Eighth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Marketing Management)	Getting to know Marketing Management Jobs (Product, Pricing, Promotion and Distribution)	3	Ninth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Finance Management)	Getting to know The concept of financial management and what are the most important budgets used by business organizations	3	X
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Research, Development & Innovation)	Identify the concepts of scientific research and organizational development methods, and creativity methods	3	Eleventh
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Total Quality Management)	Identify the most important principles of total quality management, quality scientists and quality systems	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Quantitative Planning Tools	Identify the most important quantitative planning tools	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Strategic management and management of information and knowledge systems	Identify the concept of strategic management and management information systems in business organizations and the concept and importance of knowledge	3	Fourteenth
Attendance tests including multiple-choice questions and yes/no questions	Came	test	test	3	Fifteenth

11 Course Evaluation
<p>Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper</p> <ol style="list-style-type: none"> Daily preparation : 5. Daily exams: 5 Monthly exams: Sh1: 15 + S2: 15

4. Student Discussion: 5 5. Article related reports: 5. Quest becomes = 50 6. Final Exam = 50	
12 Learning and Teaching Resources	
Book (Principles of Management... Contemporary Entrance)	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
1) Al-Anzi, Saad Ali and Al-Majidi, Abdul Razzaq Jabr (2016) Baghdad, Al-Kitab Press, First Edition 2) Shamma, Khalil Mohammed Hassan (2007) Principles of management with a focus on business management. Al-Masirah Publishing House, Jordan.	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

1 Course Title: Principles of Economics
2 Course Code: ECON101
3 Semester / Year: (Semester / One course)
4 Date of preparation of this description: 1/9/2023
5 forms of attendance available: Classroom Attendance
6 Number of academic hours (total) / number of units (total): 2 hours by 30 hours for the course 2 units
7 Course administrator's name (if more than one name is mentioned): Name: Prof. Dr. Abdul Karim Shaaban Email:

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introduce students to the concept of economics and the economic problem. 2. Students acquire knowledge of the relationship of economics with other sciences. 3. Expanding the concept of the economic problem, its nature, pillars and patterns of solving the economic problem. 4. Expand to know the competition and their types. 5. Study of distribution theory and its types. 6. Study the elements of production theory and costs. 	Course Objectives

9 Teaching and Learning Strategy	
<p>The course strategy focuses on holding panel discussions in addition to Review and discussion of views</p> <ul style="list-style-type: none"> - Interactive Lecture 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Introduction to economics	2	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Objectives of the Economic Community	2	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	The economic problem	2	Third
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Patterns of the economic problem	2	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	display	2	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Request	2	Sixth
Attendance tests	Came	test	Elasticity of demand	2	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	test	2	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	The money	2	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Inflation	2	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Theory of consumer behavior	2	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Study of production theory	2	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	Costs and revenues	2	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Principles of Economics	marketplaces	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
(Principles of economics - and principles of economics)	Required textbooks (methodology, if any)

	Main references (sources)
Kamel Allawi Al-Fatlawi, Hassan Latif Al-Zubaidi, Principles of Economics, 4th Edition. 2023	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Principles of Mathematics
2 Course Code: BSTA101
3 Semester / Year : Semester
4 Date of preparation of this description : 1-9-2023
5 forms of attendance available: Live
6 Number of credit hours (total) / number of units (total): 45
7 Course administrator's name (if more than one name is mentioned): Name: Dr. Laith Shaker Mohsen Al-Amil: laiths.abutabeikh@uokufa.edu.iq

8 Course Objectives	
The goal of teaching the principles of mathematics includes the achievement of: developing analytical thinking, providing the necessary mathematical foundations, applying mathematics to real problems, enhancing quantitative and arithmetic skills, developing analytical abilities and decision-making.	Course Objectives

9 Teaching and Learning Strategy	
Active and participatory learning, interactive learning, the use of computers to illustrate mathematical relationships, group education, experiential education, the use of real-life examples.	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Setting, Natural and True Setting, Relative and Non-Relative Setting	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	The first
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Groups and their relationships, types of groups, operations on groups	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Analysis Algebraic expressions Analysis of algebraic expressions	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Third
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Triple Expression Analysis Operations on fractional algebraic expressions	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Fourth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Numerical intervals	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	V
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Determinants and Matrices, Matrices	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Sixth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Parameters	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Seventh
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Functions	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Eighth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Algebraic functions	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Ninth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Even function, odd function, and extracted functions	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	X
Live questions	LECTURE AND USE	Equations and inequalities Plane coordinates	- Understand the basic concepts - Mathematical thinking	3	Eleventh

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
and daily exams	THE DATA SHOW		- Practicality - Mathematical reasoning		
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	First degree equations Equations of a Straight Line	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Twelfth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Second degree equations Linear inequalities	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Thirteenth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Linear equations Methods for solving linear equations	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Fourteenth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Linear inequalities Methods for solving linear inequalities	- Understand the basic concepts - Mathematical thinking - Practicality - Mathematical reasoning	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and making a research paper: (Monthly theoretical and practical exams (80) marks, practical daily exams (10) marks, daily preparation (10) marks).	
12 Learning and Teaching Resources	
Principles of Mathematics for Students of Administration and Economics, University of Baghdad, College of Administration and Economics, 1996. Dr. Dhafer Hussein Alnajjar	Required textbooks (methodology, if any)
Principles of Mathematics and its Applications in Administrative Sciences and Humanities, King Abdulaziz University, 2019.	Main references (sources)
	Supporting books and references recommended by him (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Administrative Readings
2 Course Code: BM 12
3 Semester/Year 2023-2024
4 Date of preparation of this description 1/9/2023
5 Available Forms of Attendance Came
6 Number of credit hours (total) / number of units (total) 30 / 2
7 Course administrator's name (if more than one name is mentioned) Name : Assoc. Prof. Dr. Natalia Ahmed Abd Ali Al-Qusayr Email: Natalya.alkaseer@uokufa.edu.iq

8 Course Objectives	
- Providing students of the Department of Business Administration with skills and knowledge in the field of administrative readings in English, which constitutes a starting point for the student to possess the sufficient stock of vocabulary in this specialization in pronunciation and writing correctly and in accordance with the scientific foundations and standards followed in reputable universities.	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Teaching strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	What is management, management function, managerial roles and management skills	Knowledge of the terminology of what management is, management function, managerial roles and management skills	2	The first
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Manager and Organization, Management Levels	Knowledge of manager terminology and organization, levels of management	2	Second
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Efficiency and effectiveness in management	Knowledge of the terms efficiency and effectiveness in management	2	Third
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	The development of administrative thought in the classical school	Knowledge of the development of administrative thought in the classical school	2	Fourth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	School of Behavior and School of Human Relations	Knowledge of the school of behavior and the school of human relations	2	V
First exam					Sixth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Modern school - definition of planning - plan and the importance of planning	Knowledge of the modern school, definition of planning and plan and the importance of planning	2	Seventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Basic steps in planning, planning levels, goal and goal setting steps	Understand the basic steps in planning, planning levels, goal and goal setting steps	2	Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Organization and steps of the organization process, purposes of organization and organization of structure	Identify the organization and the steps of the organization process, the purposes of organization and the organization of the structure	2	Ninth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Leadership and Delegation Chain, the Four Steps to Successful Delegation from the Manager to his Teams	Learn about the chain of leadership and delegation, the four steps to successful delegation from the manager to his teams	2	X
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Definition of leadership and leadership styles	Knowledge of leadership terminology and leadership styles	2	Eleventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Leadership and strength, the six essential characteristics that the majority of effective leaders possess	Knowledge of leadership and power terms, the six basic characteristics that the majority of effective leaders possess	2	Twelfth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Meaning of control and purposes of control	recognize the meaning of control and the purposes of control	2	Thirteenth
Ability to answer direct and indirect questions, and the ability to discuss and brainstorm	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	The relationship between planning and control, the control process and the types of control	Identify the relationship between planning and control, the control process and the types of control	2	Fourteenth
Second exam					Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
; Principles of Management By Ellen A. Benowitz, M E 2020 Management basics,2010	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
All websites in English for displaying the readings material.	Electronic References, Websites

Course Description

1 Course Title : Business Correspondence
2 Passwords: E-mail
3 Semester/Year 2023-2024
4 Date of preparation of this description 1-9-2023
5 Available Forms of Attendance
6 Number of credit hours (total) / number of units (total)
20 hours at 4 hours per week
7 Course administrator's name (if more than one name is mentioned
Name: Dr. Hakim Ahsouni Al-Mayali Email: Hakemh.almaialy@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to the scientific concepts of commercial correspondence 2. Providing students with knowledge of the objectives of commercial correspondence and its importance in practice 3. Linking academic knowledge of business correspondence to practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1. Students surrounded him with scientific knowledge and intellectual foundations of commercial correspondence 2. Review the challenges facing commercial correspondence and diagnose their causes 3. Recognize the purpose of studying business correspondence 4. View the order message, inquiry and shipping invoice 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	General review of the most important business correspondence terms	4 hours	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Introducing the request letter	4 hours	Second
Tests and discussions	Explanations, whiteboard	Business correspondence	Types of messages	4 hours	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
in the classroom	and presentations				
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Message parts	4 hours	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Rules for writing a letter	4 hours	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Business correspondence forms	4 hours	Sixth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Business Mission Planning	4 hours	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Behavioral skills in the field of employee motivation	4 hours	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Business Message Design	4 hours	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Inquiry Letters	4 hours	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	How to write inquiry letters	4 hours	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	The importance of inquiry messages	4 hours	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Business correspondence between theory and practice	4 hours	Thirteenth
Tests and discussions	Explanations, whiteboard	Business correspondence	Inquiry Letter Design	4 hours	Fourteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
in the classroom	and presentations				
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Business correspondence	Commercial correspondence in light of modern technical development	4 hours	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course: Rights and Freedoms
2 Course Code:
3 Semester/Year: Semester
4 Date of preparation of this description : 24/2/2024
5 forms of attendance available: Presence
6 Number of credit hours (total) / number of units (total): 30
7 Course administrator's name (if more than one name is mentioned):
Name: Eng. Karrar Emad Rahim Al-Asadi Email:karrare.alasadi@uokufa.edu.iq

8 Course Objectives	
Introducing students to human rights and duties towards their community.	Course Objectives

9 Teaching and Learning Strategy	
Blended in-person instruction	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
There isn't any	Lectures	Presenting the vocabulary of the course to students and the study plan in order to commit to its implementation	View the course	2	The first
discussion	Lectures	-The concept of human rights - Characteristics and types of human rights.	Identify the types of rights and their areas of application	2	Second
discussion	Lectures	- The historical development of human rights. - Human rights in ancient times.	Pursuing the historical roots of the concept of human rights	2	Third
Daily exam	Lectures and discussions	- Human rights in the Middle Ages - Human rights in the present era	Sources of supply	2	Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
discussion	Lectures	-Human rights in heavenly laws-	Sources of supply	2	V
Surprise exam	Lectures	The most important human rights stipulated by the laws (Quran and Sunnah), governments and organizations	Sources of supply	2	Sixth
discussion	Lectures and discussions	Human Rights in Islam	Sources of supply	2	Seventh
Written exam	Written exam	Exam 1	Sources of supply	2	Eighth
discussion	Seminar	The message of Imam Al-Sajjad (peace be upon him) on human rights	Explanation and clarification of the most important concepts dealt with in the message of Imam Al-Sajjad (peace be upon him) in rights	2	Ninth
discussion	Lectures and discussion	The concept of citizenship – citizens' rights and duties and the danger of terrorism on human rights	Sources of supply	2	X
discussion	Lectures and discussions	Non-governmental organizations and their role in defending human rights	Sources of supply	2	Eleventh
discussion	Lectures and discussions	Rights and freedoms in the Iraqi Constitution of 2005	Sources of supply	2	Twelfth
discussion	Workshop	Universal Declaration of Human Rights and Freedoms	Introducing the Universal Declaration of Human Rights	2	Thirteenth
discussion	Interviews + Painter	Women's rights to peaceful coexistence and the right of the child in Islam	Sources of supply	2	Fourteenth
Written exam	Written exam	Exam 2	Sources of supply	2	Fifteenth

11 Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper

12 Learning and Teaching Resources	
<ul style="list-style-type: none"> Human Rights and Freedoms a. d. Hamid Hanoun Khalid 	Required textbooks (methodology, if any)
<ul style="list-style-type: none"> Iraqi Constitution 	Main references (sources)
<ul style="list-style-type: none"> Human rights between text and application a.d. Ali Yousef Al , Shukri 	Supporting books and references recommended by (scientific journals, reports ...)
Websites & Workshops	Electronic References, Websites

Course Description

1 Course Title: Principles of Economics
2 Course Code: ECON109
3 Semester / Year: (Semester / One course)
4 Date of preparation of this description: 1/9/2023
5 forms of attendance available: Classroom Attendance
6 Number of academic hours (total) / number of units (total): 3 hours by 45 hours for the course
7 Course administrator's name (if more than one name is mentioned):
Name: Eng. Hiam Hassan Zubr Al-Mousawi Email: hiamh.almoussawi@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> Introduce students to the concept of economics and the economic problem. Students acquire knowledge of the relationship of economics with other sciences. Expanding the concept of the economic problem, its nature, pillars and patterns of solving the economic problem. Expand to know the competition and their types. Study of distribution theory and its types. Study the elements of production theory and costs. Review of the study of growth and development. Study the concept of foreign trade policy and its tools. Study and analysis of national product, national income and national spending. 	Course Objectives

9 Teaching and Learning Strategy

The course strategy focuses on holding panel discussions in addition to brainstorming sessions and reviewing and discussing opinions	Strategy
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10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Basic economic concepts	3	The first
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Objectives of the Economic Community	3	Second
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	The economic problem	3	Third
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Patterns of the economic problem	3	Fourth
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Competition and its types	3	V
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	National Product, National Income and National Expenditure	3	Sixth
Attendance tests	Came	test	Distribution theory, concept and types of distribution	3	Seventh
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	test	3	Eighth
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Foreign Trade Study	3	Ninth
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Commercial and Central Banks	3	X

Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Growth and development	3	Eleventh
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Study of production theory, its elements and costs	3	Twelfth
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Study of production theory, its elements and costs	3	Thirteenth
Tests and discussions in the classroom	Blackboard captions and presentations	Principles of Economics	Study of production theory, its elements and costs	3	Fourteenth
Attendance tests	Came	test	test	3	Fifteenth

11 Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper

12 Learning and Teaching Resources

(Principles of economics - and principles of economics)	Required textbooks (methodology, if any)
	Main references (sources)
Kamel Allawi Al-Fatlawi, Hassan Latif Al-Zubaidi, Principles of Economics, 4th Edition. 2023	Supporting books and references recommended by (scientific journals, reports ...)
Abd al-Ghafoor Ibrahim Ahmad, Economics Foundation , https://kolalkotob.com	Electronic References, Websites

Course Description

1 Course Name Principles of Statistics
2 Course Code SP12
3 Semester / Year 2024
4 Date of preparation of this description
5 Forms of attendance available live
6 Number of credit hours (total) / number of units (total) 45
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Dr. Abdul Karim Shaaban Al-Amil:

8 Course Objectives	
<p>1- Familiarizing the student with the basic pillars and concepts in statistics.</p> <p>2- Explain the importance of statistics and its vital role.</p> <p>3- Reviewing the link between statistics and other scientific fields.</p> <p>4- Demonstrate how to exploit statistics in analyzing events and addressing issues across different sectors.</p> <p>5- Clarifying the methods of using statistics in scientific exploration and data analysis.</p> <p>6- Guiding the student to ways to understand and handle numerical data.</p>	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Self-Assessment / Tests / Oral / Enrichment	Lecture and discussion	The emergence and development of statistics	Basic concepts / definitions	3	The first
Self-Assessment / Tests / Oral / Enrichment	Lecture and discussion	Collection, classification and tabulation of data	data collection	3	Second
Self-Assessment / Tests / Oral / Enrichment	Lecture and discussion	Sampling method	Preview	3	Third
Self-Assessment / Tests / Oral / Enrichment	Lecture and discussion	Survey work	Questionnaire	3	Fourth
Self-Assessment / Tests / Oral	Lecture and discussion	Data classification and tabulation	Data classification	3	V
Self-Assessment / Tests / Oral	Lecture and discussion	Types of frequency distributions and curves	Frequency distributions	3	Sixth
Self-Assessment / Tests / Oral	Lecture and discussion	Types of random variables and types of error	Stochastic variables	3	Seventh
Self-Assessment / Tests / Oral	Lecture and discussion/exam	Mathematical symbols and terms/exam	General Codes + Monthly Test	3	Eighth
Self-Assessment / Tests / Oral	Lecture and discussion	Measures of central tendency / arithmetic mean	Metrics/Properties	3	Ninth
Self-Assessment / Tests / Oral	Lecture and discussion	Arithmetic/weighted media	Scales and properties	3	X

Self-Assessment / Tests / Oral	Lecture and discussion	Harmonic/quadratic/geometric	Scales and properties	3	Eleventh
Self-Assessment / Tests / Oral	Lecture and discussion	Mode /advantages and disadvantages	Other Central Scales	3	Twelfth
Self-Assessment / Tests / Oral	Lecture and discussion	Broker / advantages and disadvantages	Central Scales / Other	3	Thirteenth
Self-Assessment / Tests / Oral	Lecture and discussion	Springs and hairs/exercises	Fractional scales	3	Fourteenth
Self-Assessment / Tests / Oral	Lecture and discussion	Dispersion Meters	The concept of dispersion	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Quantitative methods Prof. Dr. Abdul Karim Shaaban	Required textbooks (methodology, if any)
1- Jalal Al-Sayyad and Mohammed Al-Desouki Habib. "Introduction to Statistical Methods". Cairo: Hafez Publishing House, 2009.	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Name
Financial Accounting
2 Course Code
1
3 Semester/Year
2023-2024
4 Date of preparation of this description
1-2-2024
5 Available Forms of Attendance
6 Number of credit hours (total) / number of units (total)
30 hours at 6 hours per week
7 Course administrator's name (if more than one name is mentioned)
Name: Dr. Hakim Ahsouni Al-Mayali and Eng. Mohammed Sadiq Al-Madani Phone: Hakemh.almaialy@uokufa.edu.iq Mohamed.Khadim@Ukuba.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to the scientific concepts of financial accounting 2. Providing students with knowledge of the objectives of financial accounting and its importance in practice 3. Linking academic knowledge of financial accounting to practical reality 	Course Objectives

9 Teaching and Learning Strategy

<p>5. Students surrounded him with scientific knowledge and intellectual foundations of financial accounting in our contemporary world</p> <p>6. Review the challenges facing financial accounting and diagnose their causes</p> <p>7. Learn about the financial accounting course and the statement of the financial position of the project</p> <p>8. Review of final accounts at the end of the fiscal year</p>	Strategy
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10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	The historical development of financial accounting	6 hours	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Elements of financial accounting	6 hours	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Registration of financial operations	6 hours	Third
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Types of financial operations	6 hours	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Tabulation and classification	6 hours	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Commercial Papers	6 hours	Sixth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Migration to the competent professor's accounts	6 hours	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Trial Balance	6 hours	Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Final Accounts and Locking Restrictions	6 hours	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Trading Account	6 hours	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Profit & Loss Account	6 hours	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Balance sheet	6 hours	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Examples of Final Accounts	6 hours	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Comprehensive examples	6 hours	Fourteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Financial Accounting	Income Statement	6 hours	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Principles of Business Administration
2 Course Code : BADM102
3 Semester / Year: Semester / (Second Course)
4 Date of preparation of this description 1/9/2022
5 forms of attendance available: Classroom Attendance
6 Number of academic hours (total) / number of units (total) 3 hours by 45 hours for the course
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Yousef Hujaim Sultan Al-Taie Email: yousefh.altaie@uokufa.edu.iq

9 Course Objectives	
<ul style="list-style-type: none"> • Introducing students to administrative concepts and how to benefit from them in knowing the most important practices by the manager. • Providing students with special knowledge of how to develop plans and organize the work of the organization • Identify the most important leadership styles that enable the organization to survive and grow. • Know the most important functions of the organization and how they can be led to achieve efficiency and effectiveness 	Course Objectives

9 Teaching and Learning Strategy	
<p>Work on developing theoretical and practical concepts for the subject of management, which are clear, dealing with students through the lecture, focusing on the student's role in it, creating an atmosphere of discussion, and preparing students for brainstorming sessions through which we can review opinions and discuss them scientifically.</p>	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Management	Identify the basic concepts associated with administrative organization	3	The first
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Basic principles of administrative organization	Identify the principles of organization, types of organization, organizational structure, formal and informal organization ... etc	3	Second
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Leadership and Direction	Identify (the concept of leadership, the importance of leadership, leadership theories, leadership styles)	3	Third
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Motivation and motivation	Identify the concept of motivation and the concept of motivation, the importance of incentives for working individuals, incentive theories .	3	Fourth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Administrative Control	Getting to know The most important methods of control in administrative work	3	V
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Production Management)	Getting to know Production and operations management functions, and production and operations manager functions)	3	Sixth
Tests and discussions in the classroom	Came	test	test	3	Seventh

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Attendance tests including multiple-choice questions and yes/no questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Human Resources Management)	Getting to know Human resource management functions and their role in achieving efficiency	3	Eighth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Marketing Management)	Getting to know Marketing Management Jobs (Product, Pricing, Promotion & Distribution)	3	Ninth
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Finance Management)	Getting to know The concept of financial management and what are the most important budgets used by business organizations	3	X
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Research, Development & Innovation)	Identify the concepts of scientific research and organizational development methods, and creativity methods	3	Eleventh
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Business Organizations Jobs (Total Quality Management)	Identify the most important principles of total quality management, quality scientists and quality systems	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Quantitative Planning Tools	Identify the most important quantitative planning tools	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Strategic management and management of information and knowledge systems	Identify the concept of strategic management and management information systems in business organizations and the concept and importance of knowledge	3	Fourteenth
Attendance tests including	Came	test	test	3	Fifteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
multiple-choice questions and yes/no questions					

11 Course Evaluation	
<p>Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral , monthly and written exams, reports, and the work of a research paper</p> <p>7. Daily preparation: 5. 8. Daily exams: 5 9. Monthly exams: Sh1: 15 + S2: 15 10. Student Discussion: 5 11. Reports related to the article: 5. Quest becomes = 50 12. Final Exam = 50</p>	
12 Learning and Teaching Resources	
<p>Book (Principles of Management... Contemporary Entrance)</p>	<p>Required textbooks (methodology, if any)</p>
<p>Various Arabic and English Resources</p>	<p>Main references (sources)</p>
<p>3) Al-Anzi, Saad Ali and Al-Majidi, Abdul Razzaq Jabr (2016) Baghdad, Al-Kitab Press, First Edition 4) Shamma, Khalil Mohammed Hassan (2007) Principles of management with a focus on business management. Al-Masirah Publishing House, Jordan.</p>	<p>Supporting books and references recommended by (scientific journals, reports ...)</p>
<p>Research and periodicals through the Internet according to the topics of the course.</p>	<p>Electronic References, Websites</p>

Course Description

1 Course Name:	Marketing Management
2 Course Code	B M 21
3 Semester/Year	Quarterly
4 Date of preparation of this description	2024/3/20
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	45
7 Course administrator's name (if more than one name is mentioned)	Name: Dr. Amir Nima Al-Kalabi Email:ameern.alkulabi@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of marketing management and its importance in the business environment. Introducing the methods used in marketing management and the marketing mix. .Identify the concepts of the marketing environment, its types and concepts Addressing the concepts of making a purchase decision for the customer. Study and analyze decisions related to the organization and their impact on the customer. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	<u>Introduction to Marketing Management</u> *What is marketing and its definition * The importance and objectives of marketing *Marketing Study Entrances	Understand the basic concepts of marketing	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept, importance and types of marketing environment	Understand the basic concepts of marketing	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Marketing information system concept, importance, objectives and components	Understanding the marketing information system	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept, importance and objectives of the marketing research system	Understanding the marketing research system	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Strategy concept The concept, importance and steps of marketing management strategy	Understanding marketing strategy	3	V
Tests and discussions in the classroom	,Explanations - blackboard and presentations PowerPoint	Basic concepts of market segmentation and target market identification	Understand market segmentation and targeting	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Basic concepts of products Product lifecycle Causes of product failure	Understand the concepts of product planning	3	Seventh
Tests and discussions in the classroom	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept, importance and characteristics of services Difference between goods and services	Understand the concepts of marketing services	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Fake concept, objectives and elements of promotion	Understand the basic principles of promotion	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Concept, importance, objectives and methods of pricing	Understand the basic principles of pricing	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	,The concept importance, types and factors affecting the distributive channel	Understand the basic distribution	3	Twelfth
Tests and discussions in the classroom Impactful Principles	- Explanations, blackboard and presentations PowerPoint	The concept, importance and reasons for entering international markets, and the problems of international marketing	Understand the basic principles of international marketing	3	Thirteenth
Tests and discussions in the classroom	,Explanations - blackboard and presentations PowerPoin	Concept, importance, decision-making methods and the difference between them	Understand the basic principles of consumer and organizational purchasing decision	3	Fourteenth
Attendance tests	Came	test	test	3	Fifteenth

Course Evaluation 11	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Marketing Management Written by Prof. Dr. Khalil Shamma	Required textbooks (methodology, if any)
Research and periodicals through the Internet according to the topics of the course.	Main references (sources)
Marketing management books in Arabic.	Supporting books and references ,recommended by (scientific journals (... reports
.E-marketing management books in Arabic	Electronic References, Websites

Course Description

1 Course: Human Resources Management	
2 Course Code: BADM 201	
Semester / Year: Semester / First Course 3	
4 Date of preparation of this description: 1/9/2023	
5 forms of attendance available: Classroom	
Number of credit hours (total) / Number of units (total): 2 hours with 45 hours per course 6	
7 Course administrator's name (if more than one name is mentioned)	
Name: Prof. Ali Razzaq Jiyad Al-Abdi Email: alir.alabed@uokufa.edu.iq	
8 Course Objectives	
- Providing students of the Department of Business Administration with skills and knowledge in the field of human resources management in accordance with the scientific principles and standards followed in reputable universities. - Distinguishing students in the Department of Management with scientific experience in the field of practicing the profession in the public and private sectors by understanding the theoretical aspects and applying them in those sectors and benefiting from the experiences of Arab and foreign countries in this field.	Course Objectives
Teaching and Learning Strategy 9	
1- Interactive Learning 2- Discussions and dialogues 3- Review problems and analyze their causes 4- Discussing the experiences of successful international companies 5- Practical Case Studies 6- Submission of scientific reports	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom Participation	Discussions and dialogues	A look at human resource management	Historical review of the concept	3	The first
Classroom Participation	,Discussions and dialogues case study	Responsibilities and roles of the Human Resources Department	Recognize the responsibilities and roles of the Human	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			Resources Department		
Classroom Participation	Discussions and dialogues, experiences of countries	Work Analysis and Job Design	Providing the student with the skills of analysis and job descriptions	3	Third
Reports & Case Studies	Discussions, dialogues and presentation of methods	Human Resource Planning	Know how to need human resources	3	Fourth
Multiple tests, scientific discussion	Monthly / Physical Questions	First exam	test	3	V
Classroom participation explanation and presentation of practical case studies	Discussions and dialogues, case studies of international companies, brainstorming	Recruitment (Recruitment, Selection and Appointment)	Know how to put the right person in the right place	3	Sixth
Participation and interaction between students	Classroom discussions and dialogues, benefiting from corporate experiences	Staff Training & Development	Knowledge of internal and external training and development methods	3	Seventh
Participation and interaction between students	Classroom discussions and dialogues, PowerPoint presentation	Employee Performance Management	Know how to evaluate the performance of employees	3	Eighth
Participation and interaction between students	Classroom discussions and dialogues	Remuneration and Compensation Management	Learn how to manage your remuneration and compensation profile	3	Ninth
Tests and discussions in the classroom	Discussions and dialogues, PowerPoint presentation	Job Evaluation	Learn how to evaluate jobs	3	X
Tests and discussions in the classroom	Discussions and dialogues	Establishment of a wage and salary structure	Learn how to create a pay and salary structure	3	Eleventh
Multiple tests, scientific discussion	Monthly / Physical Questions	Second exam	test	3	Twelfth
Classroom interaction and discussions	Discussions and dialogues, PowerPoint presentation	Employee Benefits & Services	Know the benefits and services provided to employees	3	Thirteenth
Classroom interaction and discussions	Discussions and dialogues, PowerPoint presentation	Work accidents and occupational health and safety	Identify the causes of work accidents and how to prevent them	3	Fourteenth
Multiple and different tests	Face-to-face questions	Final Exam	test	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, attendance, daily, oral, monthly and written exams, work reports, assignments and practical activities.	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
Al-Zubaidi, Ghani Daham, and Al-Abdi, Ali Razzaq, (2023), Human Resources Management, Dar Al-Sadiq Cultural for Publishing and Distribution, Babylon, Iraq.	Key references (sources)
Zubaidi, Ghani Daham and Zaidi, Nazem Jawad and Abbas, Hussein Walid. (2016)." Human Resources Management - Contemporary Concepts and Trends", Dar Al-Hamid for Publishing and Distribution, Amman, Jordan. Al-Salem, Muayad Saeed. (2009)." Human Resources Management - An Integrative Strategic Approach", Ithra Publishing and Distribution, Amman, Jordan. Al-Abdi, Ali Razzaq Jiyad. (2020), "Human Resource Management: Incursion into the Nature of Employee Behavior", Dar Al-Yazuri for Publishing and Distribution, Amman, Jordan. Noe, Raymond A. (2019)." Fundamentals of human resource management", Seventh Edition, McGraw-Hill Education.	Supporting books and references recommended by him (scientific journals, reports ...)
Research and periodicals by viewing the World Wide Web by course topics	Electronic References, Websites

1 Course Name	Organization theory
2 Course Code	MB21
3 Semester/Year	First Semester 2023/2024
4 Date of preparation of this description	15/9/2023
5 Available Forms of Attendance	Direct attendance in the classroom
6 Number of credit hours (total) / number of units (total)	3 hours per week 45 hours 45 units
7 Course administrator's name (if more than one name is mentioned)	Name :Prof. Rafid Hamid Abbas Al-Hadrawi Prof. Adel Hadi Al-Baghdadi Email: rafidh.alhadrawi@uokufa.edu.iq adelh.albaghdadi@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> Introducing students to the scientific concepts of organization theory Providing students with knowledge of the types of organizations and their importance in practice Linking academic knowledge of organization theory to practical reality. 	Course Objectives

9 Teaching and Learning Strategy	
<p style="text-align: center;">Teaching and Learning Strategy Lectures and case studies Discussion and interaction strategy Strategy for preparing research papers and discussing them collectively</p>	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Features of thinking about the theory of organization	Understanding organizations, their characteristics and elements	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Features of thinking about the theory of organization	Learn about the classification of organizations and their main challenges	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Features of thinking about the theory of organization	Recognize the concept of organization theory and the sources of its development	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organization in a changing business environment	Identify the concept of the organization's environment and its basic classifications	3	Fourth
Tests and discussions in the classroom	,Explanations - blackboard and presentations PowerPoint	Organization in a changing business environment	Analysis of external environmental factors and sources of environmental assurance	3	V

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organization life cycle	Intellectual approach to the life cycle of the organization	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organizational Structure	The concept of the organizational structure, its principles and main dimensions	3	Seventh
Attendance tests	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organizational Structure	Forms of organizational structures	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Power in organizations	The concept of power and its models within organizations	3	X
Tests and discussions in the classroom	,Explanations - blackboard and presentations PowerPoint	Power in organizations	Ways to improve power in contemporary organizations	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Change Management	The concept of change and the main reasons for change	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Change Management	Areas of change and reasons for resistance to change	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organization Success: Efficiency and Effectiveness	Learn ways to measure organizational efficiency	3	Fourteenth
Attendance tests	Came	test	test	3	Fifteenth

Course Evaluation 11	
The score out of (100) is distributed according to the following: - 50 degrees for the quest distributed according to the tasks assigned to the student such as attendance, daily preparation, daily, oral, monthly and written exams, reports, and the work of a research paper	
50 Final Exam Marks	
12 Learning and Teaching Resources	
Organization Theory - written by Prof. Dr. Khalil Shamma	Required textbooks (methodology, if any)
Organization Theory by Prof. Dr. Saad Al-Enezi (2015).	Main references (sources)
Organization Theory by Prof. Dr. Adel Al-Baghdadi (2021)	Supporting books and references recommended by (scientific journals, reports ...)
Electronic References, Websites	

Course Description

1 Course Name	Materials & Warehouse Management
2 Course Code	

MS21	
3 Semester/Year	
2024-2023	
4 Date of preparation of this description	
1/9/2023	
5 Available Forms of Attendance	
Came	
6 Number of credit hours (total) / number of units (total)	
	45 / 3
7 Course administrator's name (if more than one name is mentioned)	
Name: Prof. Azhar Aziz Jassim Al-Obaidi Email: azhar.aziz@uokufa.edu.iq	

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of materials and warehouse management and their importance in the business environment. Introducing the methods used in developing materials and warehouse management skills Identify the conditions, principles, elements and strategies of materials and warehouse management. Identify the methods of warehouse management in various organizations. Study and analyze decisions and strategies related to the management of materials and stores. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training). (through case studies) Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Basic concepts in warehouse management	Providing students with modern knowledge in the field of materials and warehouse management.	2	The first
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Characterization, tabulation and coding of materials	Raising students' awareness to understand how to make decisions about materials and stores and how to achieve integration between them.	2	Second
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Storage procedures	Preparing students to deal with the labor market by focusing on field applications in the field of materials and stores.	2	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Storage planning	Developing students' competencies to meet the needs of service and industrial organizations in the field of materials and warehouse management.	2	Fourth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Inventory Control	Raising students' awareness to understand how to make decisions about materials and stores and how to achieve integration between them.	2	V
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Inventory handling	Preparing students to deal with the labor market by focusing on field applications in the field of materials and stores.	2	Sixth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Inventory	Providing students with modern knowledge in the field of materials and warehouse management.	2	Seventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Procedures for dealing with the inventory teams	Raising students' awareness to understand how to make decisions about materials and stores and how to achieve integration between them.	2	Eighth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Inventory methods	Preparing students to deal with the labor market by focusing on field applications in the field of materials and stores.	2	Ninth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Reasons for the decrease in the value of inventory items	Developing students' competencies to meet the needs of service and industrial organizations in the field of materials and warehouse management.	2	X
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Material Transportation	Raising students' awareness to understand how to make decisions about materials and stores and how to achieve	2	Eleventh

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			integration between them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	How to compare between freight forwarders	Preparing students to deal with the labor market by focusing on field applications in the field of materials and stores.	2	Twelfth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Quantitative means of solving transport problems	Providing students with modern knowledge in the field of materials and warehouse management.	2	Thirteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Warehouse Management Performance Evaluation	Raising students' awareness to understand how to make decisions about materials and stores and how to achieve integration between them.	2	Fourteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Performance evaluation criteria in the field of warehouses	Preparing students to deal with the labor market by focusing on field applications in the field of materials and stores.	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Aqili, Omar Wasfi et al.: Materials Management - Procurement and Storage from a Quantitative Perspective, 2012.	Required textbooks (methodology, if any)
Hussein, Jassim Nasser and others: Storage Planning and Control, 2008. Al-Alaq, Bashir and Ashraf El-Din, Mahmoud: Materials Management - Administrative and Accounting Introduction, 2008.	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
All websites in Arabic and English for displaying materials and warehouse management and their applications.	Electronic References, Websites

Course Description

1 Course: Commercial Law
2 Course Code:
LT21
3 Semester/Year: Semester

4 Date of preparation of this description : 24/2/2024	
5 forms of attendance available: Presence	
6 Number of credit hours (total) / number of units (total): 45	
7 Course administrator's name (if more than one name is mentioned): Name: Eng. Karrar Emad Rahim Al-Asadi Email:karrare.alasadi@uokufa.edu.iq	

8 Course Objectives	
The student's knowledge of the study of commercial law and - the student's acquisition of the ability to conduct a business, whether at home or across borders.	Course Objectives

9 Teaching and Learning Strategy	
Blended in-person instruction	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
There isn't any	Lectures	The concept of commercial law	View the course	3	The first
discussion	Lectures	Scope of application of commercial law	Sources of supply	3	Second
discussion	Lectures	Sources of Commercial Law	Follow-up of the foundations of commercial law	3	Third
Daily exam	Lectures and discussions	Business Introduction	Sources of supply	3	Fourth
discussion	Lectures	Business Types	Identify the types of business and their areas of application	3	V
Surprise exam	Lectures	The legal system of business	Sources of supply	3	Sixth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
discussion	Lectures and discussions	Dealer Profile	Sources of supply	3	Seventh
Written exam	Written exam	Duties of the merchant	Sources of supply	3	Eighth
discussion	Seminar	Definition of commercial contracts	Explain and clarify the most important concepts addressed by commercial contracts	3	Ninth
discussion	Lectures and discussion	Contract of carriage	Sources of supply	3	X
discussion	Lectures and discussions	Commission Agency	Sources of supply	3	Eleventh
discussion	Lectures and discussions	Insurance Contract	Sources of supply	3	Twelfth
discussion	Workshop	Marine Sales	Introducing the Universal Declaration of Human Rights	3	Thirteenth
discussion	Interviews + Painter	Current Account	Sources of supply	3	Fourteenth
Written exam	Written exam	Bank Credit	Sources of supply	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
• Commercial Law Dr. Bassem Muhammad Saleh	Required textbooks (methodology, if any)
• The corpus of the Commercial Law	Main references (sources)
• Comparative studies of Iraqi commercial law	Supporting books and references recommended by (scientific journals, reports ...)
Websites & Workshops	Electronic References, Websites

Course Description

1 Course Name
Intermediate Accounting
2 Course Code
MB26
3 Semester/Year
First course + second course
4 Date of preparation of this description
1/9/2023
5 Available Forms of Attendance
Classroom
6 Number of credit hours (total) / number of units (total)
2 hours with 30 hours for the course
7 Course administrator's name (if more than one name is mentioned)
Name: Hamida Karim Shaalan Email: hameedak.alhadrawi@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> - Introducing students to the scientific concepts of accounting - Providing students with knowledge of everything related to intermediate accounting and accounting information, its characteristics and types - Identify the financial statements (income statement and statement of financial position) - The student's knowledge of the importance of inventorying the box and preparing the conformity statement - Enable the student to prepare and photograph the trading account and profit and loss account 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> - Lecture strategy, which includes the delivery of scientific material to the student to acquire information - Discussion strategy by asking questions and opening the door for discussion for students - Brainstorming strategy by presenting students with many ideas to be encouraged to focus and freedom of expression, which helps to generate new ideas and develop creative thinking and self-confidence 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Definition of accounting as an information system and the role of accounting information in the decision-making process	Understand the intellectual framework of accounting	2	The first
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Commercial Establishments Industrial Facilities	Final accounts and financial statements in commercial and industrial establishments	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Income Statement Statement of Financial Position	Final accounts and financial statements in commercial and industrial establishments	2	Third
Questions and discussions in the classroom	- Annotation and painting	Questions, exercises and applications for preparing financial statements	Final accounts and financial statements in commercial and industrial establishments	2	Fourth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Worksheet in Commercial and Industrial Establishments	Working papers and constraint adjustments	2	V
Questions, quizzes and discussions in the classroom	- Explanations, blackboard and presentations	Adjustment restrictions for expenses and revenues	Working papers and constraint adjustments	2	Sixth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Bank Statement Matching Overdraft	Cash	2	Seventh
Questions, quizzes and discussions in the classroom	Came	test	test	2	Eighth
Tests and discussions in the classroom	- Explanation, painting and presentations	Fund Inventory Reconciliation of differences	Cash	2	Ninth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Short-term investments Shares sold and converted to long-term	Investments	2	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Valuation of short-term investments Reduction of the provision for falling prices Bond	Investments	2	Eleventh
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Definition of receivables and showing debtors in financial statements	Debtors	2	Twelfth
Questions, quizzes and discussions in the classroom	- Explanations, blackboard and presentations	Composition of the provision for doubtful debts and the treatment of bad debts	Debtors	2	Thirteenth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Define inventory, its nature, and show it in lists Recording entries under periodic and continuous inventory system	Commodity inventory	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Intermediate Financial Accounting	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
Financial Accounting Book	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the World Wide Web and according to the topics of the course	Electronic References, Websites

Course Description

1 Course Name:	Marketing Research
2 Course Code	MR22
3 Semester/Year	Quarterly
4 Date of preparation of this description	20/3/2024
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	30
7 Course administrator's name (if more than one name is mentioned)	Name: Dr. Amir Nima Al-Kalabi Email:ameern.alkulabi@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of marketing research and its importance in the business environment. Introducing the methods used in marketing research. Learn about the concepts of marketing information management. Addressing the concepts of the marketing information system. Study and analyze decisions related to second and primary data and methods of processing them. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Marketing Information System	Understanding the marketing information system	2	1
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Introduction to Marketing Research	Understanding Marketing Research	2	2
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Ethics of Marketing Research	Understand the ethics of marketing research	2	3
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Marketing Research Design	Understand how to design marketing research	2	4
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Steps to conduct marketing research	Understand how to set up the steps of	2	5

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
	PowerPoint		conducting marketing research		
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Secondary data	Understanding secondary data	2	6
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Raw data	Understanding raw data	2	7
Tests and discussions in the classroom	Came	test	test	2	8
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Data collection methods	Understand data collection methods	2	9
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Questionnaire	Understanding the questionnaire	2	10
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Sample and population	Sample and population understanding	2	11
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Measurement and measurement in marketing research	Understanding measurement and scale in marketing research	2	12
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Data processing	Understand data preparation	2	13
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Marketing Research Report	Understand how to write the final report for marketing research	2	14
Attendance tests	Came	test	test	2	15

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Marketing Research by Prof. Dr. Khalil Shamma	Required textbooks (methodology, if any)
Research and periodicals through the Internet according to the topics of the course.	Main references (sources)
Marketing research books in Arabic.	Supporting books and references recommended by (scientific journals, reports ...)
E-marketing research books in Arabic.	Electronic References, Websites

Course Description

1 Course Name
Organizational Behavior
2 Course Code
OB22
3 Semester/Year
2023-2024
4 Date of preparation of this description
1-2-2024
5 Available Forms of Attendance
6 Number of credit hours (total) / number of units (total)
30 hours at 6 hours per week
7 Course administrator's name (if more than one name is mentioned)
Name:) Dr. Hakim Ahsouni Al-Mayali and Dr. Fadel Abbas Al-Saidi Al-Amil: Hakemh.almaialy@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to the scientific concepts of organizational behavior 2. Providing students with knowledge of the objectives of organizational behavior and its importance in practice 3. Linking academic knowledge of organizational behavior to practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1. Students surrounded him with scientific knowledge and the intellectual foundations of organizational behavior in our contemporary world 2. Review the challenges facing organizational behavior and diagnose their causes 3. Learn about organizational behavior strategies 4. Review of the dimensions of organizational behavior 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Historical review of organizational behavior	6 hours	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Motivational behavior and frustrating behavior	6 hours	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Perception	6 hours	Third
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Trends	6 hours	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Values	6 hours	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Learning	6 hours	Sixth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Work stress	6 hours	Seventh

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Behavioral skills in the field of employee motivation	6 hours	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Behavioral skills in the field of motivating administrative leadership	6 hours	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Behavioral skills in the field of change and organizational development	6 hours	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Behavioral skills in the field of management of work groups	6 hours	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Administrative Communications	6 hours	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Training & Development	6 hours	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Personality	6 hours	Fourteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Organizational Behavior	Organizational conflict	6 hours	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Organizational behavior of the author Dr. Zahid Muhammad Deiri	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Name
Intermediate Accounting
2 Course Code
MA22
3 Semester/Year
First course + second course
4 Date of preparation of this description
1/9/2023
5 Available Forms of Attendance
Classroom
6 Number of credit hours (total) / number of units (total)
2 hours with 30 hours for the course
7 Course administrator's name (if more than one name is mentioned)
Name: Hamida Karim Shaalan Email: hameedak.alhadrawi@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> - Introducing students to the scientific concepts of accounting - Providing students with knowledge of everything related to intermediate accounting and accounting information, its characteristics and types - Identify the financial statements (income statement and statement of financial position) - The student's knowledge of the importance of inventorying the box and preparing the conformity statement - Enable the student to prepare and photograph the trading account and profit and loss account 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> - Lecture strategy, which includes the delivery of scientific material to the student to acquire information - Discussion strategy by asking questions and opening the door for discussion for students - Brainstorming strategy by presenting students with many ideas to be encouraged to focus and freedom of expression, which helps to generate new ideas and develop creative thinking and self-confidence 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Definition of accounting as an information system and the role of accounting information in the decision-making process	Understand the intellectual framework of accounting	2	The first
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Commercial Establishments Industrial Facilities	Final accounts and financial statements in commercial and	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			industrial establishments		
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Income Statement Statement of Financial Position	Final accounts and financial statements in commercial and industrial establishments	2	Third
Questions and discussions in the classroom	- Annotation and painting	Questions, exercises and applications for preparing financial statements	Final accounts and financial statements in commercial and industrial establishments	2	Fourth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Worksheet in Commercial and Industrial Establishments	Working papers and constraint adjustments	2	V
Questions, quizzes and discussions in the classroom	- Explanations, blackboard and presentations	Adjustment restrictions for expenses and revenues	Working papers and constraint adjustments	2	Sixth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Bank Statement Matching Overdraft	Cash	2	Seventh
Questions, quizzes and discussions in the classroom	Came	test	test	2	Eighth
Tests and discussions in the classroom	- Explanation, painting and presentations	Fund Inventory Reconciliation of differences	Cash	2	Ninth
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Short-term investments Shares sold and converted to long-term	Investments	2	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Valuation of short-term investments Reduction of the provision for falling prices Bond	Investments	2	Eleventh
Questions, quizzes and discussions in the classroom	- Explanation, painting and presentations	Definition of receivables and showing debtors in financial statements	Debtors	2	Twelfth
Questions, quizzes and discussions in the classroom	- Explanations, blackboard and presentations	Composition of the provision for doubtful debts and the treatment of bad debts	Debtors	2	Thirteenth
Questions, quizzes and	- Explanation, painting and presentations	Define inventory, its nature, and show it in lists	Commodity inventory	2	Fourteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
discussions in the classroom		Recording entries under periodic and continuous inventory system			
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Intermediate Financial Accounting	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
Financial Accounting Book	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the World Wide Web and according to the topics of the course	Electronic References, Websites

Course Description

1 Course Name English for the second stage
2 Course Code ENG102
3 Semester / Year First Semester for the academic year 2023 - 2024
4 Date of preparation of this description 1 / 9 / 0232
5 Available Forms of Attendance Classroom Lectures
6 Number of credit hours (30) / Number of units (2)
7 Course Administrator Name
Name: Email: faraha.hashim@uokufa.edu.iq Eng. Farah Ali

8 Course Objectives	
<p>The course aims to:</p> <ol style="list-style-type: none"> 1. Introducing students to the basics of the English language 2. Providing students with knowledge of grammar, literary quotations and academic writing methods 3. Linking the academic knowledge of the English language course with the practical and social reality. 	Course Objectives

9 Teaching and Learning Strategy	
Follow the strategy of focus, dialogue and repetition to achieve the goals of education	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	No place like home	The tense system Simple and Continuous Spoken English Informal language	2	The first

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Been there, done that	Present Perfect Simple and continuous Spoken English	2	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations	What a Story	Past Simple ,Past Continuous , Past Perfect Spoken English The use of like	2	Third
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Nothing but the truth	Questions and negative Spoken English The question How come?	2	Fourth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	An eye to the future	Future forms Spoken English	2	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Making it big	Expressions of quantity Spoken English Informal expressions of quantity	2	Sixth
Written exam	Theoretical test with exam papers	Theoretical test with exam papers	Theoretical test with exam papers	2	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Getting on together	Modals and related verbs 1 Spoken English Declarative question Questions expressing surprise	2	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Going to extremes	Relative clauses Participles Spoken English	2	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Things ain't what they used to be	Expressing habit Be used to doing	2	X

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			Spoken English Intensifying compounds		
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Risking life and limb	Modal auxiliary verbs 2Spoken English Expressions with modal verbs	2	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	In your dreams	Hypothesizing Spoken English Expressions with if	2	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	It's never too late	Articlesa/an, the, one ,zero article Determiners	2	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	Tense revision	Tense revision	2	Fourteenth
Written exam	Theoretical test with exam papers	Theoretical test with exam papers	Theoretical test with exam papers	2	Fifteenth

11 Course Evaluation	
Distributing the grade out of 100 according to the tasks assigned to the student, such as: Daily preparation 10, daily and oral exams 10, monthly written exams 60, reports 10, and research paper 10 Total score = 100 / 2 = (pursuit of 50)	
12 Learning and Teaching Resources	
Student's Book Upper-Intermediate New Headway Plus by John and Liz Soars OXFORD UNIVERSITY PRESS	Required textbooks (methodology, if any)
Sencar, E. (2021). The New Headway Coursebook Review. <i>International Journal of All Research Education and Scientific Methods (IJARESM)</i> , 9(7), 2117-2121.	Key references (sources)
All English language references from the Internet	Electronic References, Websites

Course Description

1 Course Title : Computer Applications (Excel)
2 Course Code: M28
3 Semester / Year : Semester
4 Date of preparation of this description : 1-9-2023
5 forms of attendance available: Live
6 Number of credit hours (total) / number of units (total): 45
7 Course administrator's name (if more than one name is mentioned): Name: Dr. Laith Shaker Mohsen Al-Amil: laiths.abutabeikh@uokufa.edu.iq

8 Course Objectives	
The goal of teaching Excel is to teach students and learners how to use and utilize the capabilities of this popular data processing and information management software.	Course Objectives

9 Teaching and Learning Strategy	
Active learning, progressive training, practical use, cooperative learning, support and personal assistance	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Basics of Excel application	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	The first
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Format worksheets	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Second
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Number format	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Conditional formatting	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Fourth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Document handling	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	V
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Templates & Forms	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Sixth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Principles of Equations	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Seventh
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Introduction to functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data management and tables t 	3	Eighth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Equations and text functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Ninth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Date and time functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	X

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Mathematical and statistical functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Eleventh
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Conditional and logical functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Twelfth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Financial functions	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Thirteenth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	creeks	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Fourteenth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Graphs	<ul style="list-style-type: none"> - Understand and apply basic concepts - Create and format data - Calculations and formulas - Data Analysis and Statistics - Create charts - Data and table management 	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and making a research paper: Monthly theoretical and practical exams (80) marks, practical daily exams (10) marks, daily preparation (10) marks.	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
BasicsExcel 2019	Main references (sources)
Full in Excel 2019 learning	Supporting books and references recommended by him (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Name:	Supply Management
2 Course Code	MB22
3 Semester/Year	Quarterly
4 Date of preparation of this description	20/3/2024
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	48
7 Course administrator's name (if more than one name is mentioned)	Name: Dr. Fadel Radi Al-Ghazali Email:fadelr.algazilai@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of supply management and its importance in business management. Introducing the methods used in the supply chain and logistics supply management systems. Identify the concepts of the main activities of the ink. Addressing the special concepts on customer service and satisfaction and supporting the logistics information system. Processing customer requests, steps, standards, and knowledge of the inventory of work under operation in the production process of organizations. 	Course Objectives

9 Teaching and Learning Strategy	
<p>7. Teaching strategy through direct teaching (lecture, discussion, training through case studies).</p> <p>8. Teaching strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy)</p>	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	<ul style="list-style-type: none"> The concept of supply chain Supply Chain Management Smooth processing structure The importance of the supply chain Supply chain objectives Some terms used to describe management are different parts of the processing chain. 	Supply chain management (definition, importance, objectives)	2	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	<ul style="list-style-type: none"> Select items Identify key elements 	Elements of the supply chain, its	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
		. Characteristics and supply chain strategies	activities, characteristics and strategies		
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Concept, importance, objectives, components	Fundamentals of Logistics Supply Management	2	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Supply Strategies. The difference between supply chain and supply chain . Market types, goods and services	Logistics Supply Management Strategies and Activities	2	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Classification of storage in warehouses Total product stock. Parts and service support. . Warehousing & Inventory	. Storage Management	2	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept, characteristics and dimensions of service quality	Customer service and satisfaction	2	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept of customer satisfaction is important. Customer satisfaction recognition	satisfaction	2	Seventh
Tests and discussions in the classroom	Came	test	test	2	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The concept, importance and functions of strategic information systems elements of the information system	Logistics Information Systems and Order Processing	2	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Processing steps, plant performance measurement standards Inventory of work in operation	Customer Request Processing	2	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Delay time Due date criterion	Total completion time	2	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The rule of what he replies first serves first Shortest Completion Time Rule Early Maturity Rule Processing Time Rule	Early/late completion time, number of late works	2	Twelfth
Tests and discussions in the classroom Impactful Principles	- Explanations, blackboard and presentations PowerPoint	The basics of transportation, the importance of transportation Criteria for differentiation between means of transportation	Transport activity and decisions	2	Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
		Elements and components of the transport function Division / classification of means of transport			
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoin	The concept and importance, determining factors in the choice of means of transport Private Transportation	The impact of the means of transport on logistics costs	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Marketing Management Written by Prof. Dr. Khalil Shamma	Required textbooks (methodology, if any)
Research and periodicals through the Internet according to the topics of the course.	Main references (sources)
Supply management books in Arabic.	Supporting books and references recommended by (scientific journals, reports ...)
Electronic Supply Management Books in Arabic.	Electronic References, Websites

Course Description

1 Course Name / E-Commerce / Second Stage Department of Business Administration
2 Course Code / E-Commerce
3 Semester / Year / Semester Second Course - 2024
4 Date of preparation of this description / 15/2/2024
5 Forms of Attendance Available / Theoretical / Classroom
6 Number of study hours (total) / number of units (total) / 2 hours by 45 hours for the course
7 Course Administrator Name / Afnan Abd Ali Mohammed Al-Asadi Name: Assistant Professor Afnan Abd Ali Mohammed Al-Asadi Emil / afnana.alasady@uokufa.edu.iq

8 Course Objectives
The course aims to:
1. Introducing students to the scientific concepts of e-commerce
2- Providing students with knowledge of the characteristics, benefits and importance, and future directions of e-commerce in practice.
3- Introducing students to e-commerce patterns, and electronic payment methods
4- Linking academic knowledge of e-commerce with practical reality.

9 Teaching and Learning Strategy
Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Introduction to e-commerce business and its requirements	Deep and cognitive understanding of e-business	2	The first
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Introduction to the concept of e-commerce and its requirements	Learn about e-commerce and its requirements.	2	Second
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	E-commerce patterns and how to apply them in practice	Identify patterns for e-commerce		Third
Class engagements,	Interactive learning, discussions and dialogues	Customer Relationship	Learn about customer		Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
daily quizzes and assignments		Management (CRM) electronically	relationship management electronically		
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	The effects of e-commerce on the structure of markets	Identify the effects of e-commerce on the markets		V
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Future trends for e-commerce	Learn about the future trends of e-commerce		Sixth
Indoor attendance test	Attendance test	test	test		Seventh
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Electronic payment methods in e-commerce	Learn about electronic payment methods		Eighth
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Electronic markets in light of e-commerce	Learn about electronic markets		Ninth
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	E-Commerce Strategies	Learn about e-commerce strategies		X
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Electronic Exchange Techniques	Learn about electronic exchange techniques		Eleventh
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	E-Government	Learn about the concepts and requirements of e-government		Twelfth
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	E-Management	Identify the concepts of electronic management		Thirteenth
Class engagements, daily quizzes and assignments	Interactive learning, discussions and dialogues	Electronic Banking	Identify electronic banks		Fourteenth
Indoor attendance test	Attendance test	test	test		Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written and written exams , and making a research paper (daily preparation 10 + daily exams 10 + monthly exams number 2 for each exam 15 = 50 and the final exam 50.	
12 Learning and Teaching Resources	
E-Commerce and Globalization Book Publishing House Egypt 2009 Author Ahmed Abdel Khaleq	Supporting books and references recommended by (scientific journals, reports ...)
And research and periodicals through the Internet according to the topics of the course.	
Websites . https://www.alrab7on.com/electronic-payment/	Electronic References, Websites

Course Description

1 Course Name	Baath Party Crimes
2 Course Code	DMR2
3 Semester/Year	One course
4 Date of preparation of this description	1/1/2024
5 Available Forms of Attendance	Classroom attendance
6 Number of study hours (total) Number of units (total)	Two hours at 30 hours for the course /1
7 Course Administrator Name ()	Name: Eng. Raghad Ali Sattam Email:raghada.algzaly@uokufa.edu.iq

8 Course Objectives	
<p>1. Introducing students to the authoritarian violations of the former Baathist regime</p> <p>2- Students acquire knowledge of the political systems in Iraq</p> <p>3- Training students on rights and freedoms by inferring the aforementioned documents.</p> <p>4- Briefing students on the history of the banned former Baathist regime</p> <p>5- Presenting the problems facing students about the concept of crimes followed by the Baath Party</p> <p>6- The skill of analysis and deduction of the variables surrounding the Baath Party's crimes platform</p>	Course Objectives

9 Teaching and Learning Strategy	
<p>1- Cooperative education and brainstorming in the development of some divergent thinking strategies and fun learning strategies.</p> <p>2- Developing the teaching skills of first-stage students for non-specialists.</p> <p>3- Discussions and dialogues.</p> <p>4- Submit scientific reports.</p> <p>5- Approving rapid exams.</p> <p>6- Assigning students homework related to the vocabulary of the curriculum.</p>	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Violations of public rights and freedoms	A descriptive overview of the political systems in Iraq, their characteristics and elements	2	The first
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	The Baathist regime's domination of the state	The psychological impact of violations	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	The impact of the transitional period in the fight against authoritarian politics	The transitional phase and its sources of development	2	Third
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Psychological field	Psychological crimes (mechanisms and effects)	2	Fourth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Social field	Social crimes and the militarization of society	2	V
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Violations Against Religious Scholars	The position of the Baath regime on religion	2	Sixth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Violations against culture and media	Repression of the press and culture	2	Seventh
Attendance tests	Came	test	test	2	Eighth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Forced displacement	Scorched Earth Policy	2	Ninth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Drainage of marshes	How to destroy infrastructure	2	X
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Use of internationally prohibited weapons	War pollution	2	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Mass graves	Genocide	2	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Destruction of the agricultural environment	Destruction of towns and villages	2	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard, and Power Point presentations	Bombing of places of worship	Effects of war crimes on the land of Iraq	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
The platform for the crimes of the defunct Baath Party	Required textbooks (methodology, if any)
Baath Party Crimes	Main references (sources)
Book of International Responsibility for the Crime of Genocide. Dr. Ayman Abdel Aziz Salama, 1st floor, Dar Al Uloom 2006	Supporting books and references recommended by (scientific journals, reports ...)
Noor Library / Comprehensive Library / Wikipedia website.	Electronic References, Websites

Course Description

1 Course Title : Financial Management
Course Code 2
FM32
3 Semester/Year 2023- 2024
Date of preparation of this description 18/3/2024 4
5 forms of attendance available: Classroom
6 Number of credit hours (total) / number of units (total): 45 hours
7 Course administrator's name (if more than one name is mentioned): Name: Prof. Dr. Haider Jassim Obaid Al-Amil: Haiderg.abed@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to the concepts and vocabulary of financial management 2. Providing students with knowledge and how to address financial problems 3. Linking academic knowledge of financial management with practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1. Briefing students with scientific knowledge and intellectual foundations of financial management. 2. Practical application of real-life examples related to financial management in companies. 3. c. Diagnosis of the relationship of correlation and application between .financial management and related sciences 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Definition of financial management	Knowledge understanding of financial management and CFO	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The relationship of financial management with other sciences	Increasing the student's awareness of the course and the justifications for his study	3	Second

Course Evaluation 11	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
.Financial Management: A Contemporary View Authored by Prof. Dr Muhammad Al-Ameri	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Cost Accounting
2 Course Code
AC31
3 Semester/Year 2023- 2024
4 Date of preparation of this description 17/3/2024
forms of attendance available: Classroom 5
6 Number of credit hours (total) / number of units (total): 45 hours
7 Course administrator's name (if more than one name is mentioned): Name: Lecturer Ali Jassim Obaid Al-Amil: alij.algburi@uokufa.edu.iq

Course Objectives 8	
<ul style="list-style-type: none"> 4. Introduce students to the concepts and vocabulary of cost accounting 5. Providing students with knowledge and how to address financial problems in cost accounting 6. Linking academic knowledge of cost management to practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 4. Familiarize students with scientific knowledge and intellectual foundations of cost accounting 5. Practical application of real-life examples related to cost accounting in companies. 6. c. Diagnose the correlation and application between cost accounting and related sciences. 	Strategy

Course Structure 10					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	,Explanations - blackboard and presentations PowerPoint	Theoretical framework	Cognitive understanding of cost accounting and its relationship to other sciences	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Understand the theory of total costs and related ideas	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Statement of income under the theory of total costs	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Understand variable cost theory and related ideas	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Learn how to prepare income statement under the theory of variable costs	3	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Understand direct cost theory and related ideas	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Learn how to prepare income statement under direct cost theory	3	Seventh
test	test	test	test		Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint		Control of cost elements	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Analyze materials into direct and indirect with solving exercises	Control of the material cost element	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Wage analysis to direct and indirect with the solution of exercises	Control over the wage cost element	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Analysis of industrial costs to direct and indirect with	Control of the cost element of indirect industrial costs	3	Twelfth

Course Structure 10					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
		solution exercises			
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Measure and quantify costs through stages with solving exercises	Production Stages System	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Measure and limit costs through orders with the solution of exercises	Production order system	3	Fourteenth
test	test	test	test	test	Fifteenth

Course Evaluation 11	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Cost Accounting: Written by Prof. Dr. Nassif Al-Jubouri	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Banking Management
2 Course Code: M45
Semester / Year : Semester 3
4 Date of preparation of this description : 1-9-2023
5 forms of attendance available: Live
Number of credit hours (total) / number of units (total): 45 6
7 Course administrator's name (if more than one name is mentioned): Name: Dr. Laith Shaker Mohsen Al-Amil: laiths.abutabeikh@uokufa.edu.iq

8 Course Objectives	
The aim of teaching banking management is to provide the knowledge and skills necessary to understand, analyze and manage the operations of banks and financial institutions. This course aims to provide students with a deep understanding of the theoretical foundations and practical concepts involved in the management of banks and financial services.	Course Objectives

9 Teaching and Learning Strategy	
Case Study, Group Discussions, Practical Application, Research and Reports	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Privacy of banking	<ul style="list-style-type: none"> - Understand the role and - functions of banks - Knowledge of financial concepts and tools - Banking Risk Management Ability to analyze financial - statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	The first
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Commercial banks – types of commercial banks	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation Ability to solve problems and - make decisions 	3	Second

Live questions and daily exams	LECTURE AND USE THE DATA SHOW	The concept of deposits and their types Mechanism of generating deposits in commercial banks	<ul style="list-style-type: none"> - Understand the role and functions of banks Knowledge of financial - concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation Ability to solve problems and - make decisions 	3	Third
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Commercial Bank Income Statement and Balance Sheet	<ul style="list-style-type: none"> Understand the role and - functions of banks - Knowledge of financial concepts and tools - Banking Risk Management Ability to analyze financial - statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Fourth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Bank Liquidity Management	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management Ability to analyze financial - statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	V
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Managing the bank's profitability	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools Banking Risk Management - - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Sixth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Bank Risk Management	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Seventh
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Nature of bank deposits Calculation of interest on deposits	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools Banking Risk Management - 	3	Eighth

			<ul style="list-style-type: none"> - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 		
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	The nature of bank credit	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Ninth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Bank loan repayment methods	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	X
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Investment Banking	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Eleventh
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	ROI Investment Banking	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation - Ability to solve problems and make decisions 	3	Twelfth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Investment Banking	<ul style="list-style-type: none"> - Understand the role and functions of banks - Knowledge of financial concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation 	3	Thirteenth

			Ability to solve problems and - make decisions		
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Islamic Banking Specialized Banking	- Understand the role and functions of banks Knowledge of financial - concepts and tools - Banking Risk Management - Ability to analyze financial statements - Understand banking regulations and legislation Ability to solve problems and - make decisions	3	Fourteenth
Live questions and daily exams	LECTURE AND USE THE DATA SHOW	Electronic Banking Comprehensive Banking Green Banking	Understand the role and - functions of banks - Knowledge of financial concepts and tools - Banking Risk Management Ability to analyze financial - statements - Understand banking regulations and legislation - Ability to solve problems and make decisions	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral , monthly, written exams, reports, and making a research paper: Monthly exams (60) marks, daily exams (10) marks, oral exams (10) marks, reporting (10) marks, research paper (10) marks	
12 Learning and Teaching Resources	
Banking Management Dr. Reda Sahib Abu Hamad, Dr. Faiq Meshaal Qaddouri, University of Baghdad, College of Administration and .Economics, 2002	Required textbooks (methodology, if any)
Banking Management Dr. Mohammed Ghiath Sheikha, Raslan Establishment House for Printing, Publishing and Distribution, 2023	Main references (sources)
	Supporting books and references recommended by him (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title : Strategic Management
Course Code 2SM31
3 Semester / Year: Semester / (one course)
4 Date of preparation of this description 1/9/2023
5 forms of attendance available: E-classroom
Number of academic hours (total) / number of units (total) 3 hours by 45 hours for the course 6
7 Course administrator's name (if more than one name is mentioned) Name: Prof. Hashem Fawzi Dabbas Al-Abadi Email: hashimf.dabbass@uokufa.edu.iq

Course Objectives 8	
<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Introduce students to the philosophical concepts of strategic management and how to benefit from them in drawing successful strategies that serve institutions. <input checked="" type="checkbox"/> Providing students with knowledge of how to develop strategic plans and how to implement them in projects. <input checked="" type="checkbox"/> Widen the competitive gap among competitors and learn how to reach the .top of the pyramid of success in business and entrepreneurship 	Course Objectives

9 Teaching and Learning Strategy	
The teacher adopts a clear strategy on how to deal with students by addressing lectures, focusing on panel discussions, and working to prepare students for brainstorming sessions through which we can review opinions and discuss them .scientifically	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Introduction to Strategy	Recognize the basic concepts associated with strategy	3	The first
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Concepts in Strategic Management	Identify the concepts of strategic management, its benefits, aspects, characteristics and stages... etc	3	Second
Tests and discussions in the classroom through the	- Explanations, blackboard	Strategic Direction	Addressing (Vision, Mission	3	Third

presentation of recall and recall questions	and presentations		and Objectives) Strategy		
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations PowerPoint	Strategic Analysis	Identify the subject of strategic analysis, which includes internal and external analysis of the environment.	3	Fourth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Industry and competition analysis	Getting to know Industry and competition analysis	3	V
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Strategic Choice	Getting to know Strategic Choice and Strategic Decisions	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Strategic Implementation	Strategic implementation, as this topic is devoted to explaining the concept, importance, requirements and mechanisms of implementation.	3	Seventh
Attendance tests including multiple-choice questions and yes/no questions	Came	test	test	3	Eighth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Strategic Follow-up	Getting to know Strategic Control	3	Ninth
Tests and discussions in the classroom Reflection and opinion questions	- ,Explanations blackboard and presentations	Gap Strategy	Getting to know Strategic Assessment	3	X
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Scenario formulation	Learn about the concepts of the strategic scenario	3	Eleventh
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Stakeholder Management	Identify the types of stakeholders	3	Twelfth
Tests and discussions in the classroom	- ,Explanations blackboard and presentations	Managing Future Success	Recognize strategic success	3	Thirteenth

Tests and discussions in the classroom	- Explanations, blackboard and presentations	Organizational performance	Learn about strategic performance	3	Fourteenth
Attendance tests including multiple-choice questions and yes/no questions	Came	test	test	3	Fifteenth

Course Evaluation 11	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
<ol style="list-style-type: none"> 1. Daily preparation: 5. 2. Daily exams: 5 3. Monthly exams: Sh1: 15 + S2: 15 4. Duties: 5 5. Reports and discussion: 5. 	
Quest becomes = 50	
6. = Final Exam 50	
12 Learning and Teaching Resources	
Book (Strategic Management - Concepts and Principles)	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
<ol style="list-style-type: none"> 1) Rashid, Saleh Abdul Redha, and Jallab, Ihsan Dahsh, (2008), (Strategic Management: An Integrative Approach), Dar Al-Manhaj for Publishing and Distribution, Amman, Jordan. 2) Yassin, Saad Ghaleb, (2010), (Strategic Management), Dar Al-Yazuri for Publishing and Distribution, Amman, Jordan. 	Supporting books and references recommended by (scientific (... journals, reports
Research and periodicals through the Internet according to the .topics of the course	Electronic References, Websites

Course Description : Project Management First Course

1 Course Title: Project Management First Theoretical Course
Course Code: Project Management 2
PM32
3 Semester / Year: Semester First Course
4 Date of preparation of this description 1/9/2023
forms of attendance available in person and electronically 5
6 Number of academic hours (total) / number of units (total) 15 weeks (45) hours
7 The name of the course administrator (if more than one name is mentioned) Prof. Hakim Jubouri Al-Khafaji
:Name: Prof. Hakim Jubouri Al-Khafaji Al-Amilhaking.alkhafaji@uokufa.edu.iq

8 Course Objectives: 1. Introduce students to the scientific concepts of project management in the business environment. 2- Providing students with knowledge and methods related to how to choose projects, scheduling, conflict, control and termination of projects. 3- Linking academic knowledge related to project management with the business environment	
Provide students with knowledge related to project management, increase skills related to project selection	Course Objectives

Teaching and Learning Strategy 9	
The course skills development strategy includes <ul style="list-style-type: none"> - Consolidate the skill of selecting successful projects over others. Consolidate learning skills regarding projects through access to – <ul style="list-style-type: none"> -different experiences – The skill of analysis and conclusion of the variables surrounding the organization, projects and competition - The skill of monitoring environmental changes and their impact on projects. 	Strategy: The knowledge strategy includes: - Briefing students with scientific knowledge for project management. <ul style="list-style-type: none"> - Review ideas and applications and how to apply them in the business environment Identify the views of - researchers and regarding .project management <ul style="list-style-type: none"> - Review the successful experiences of contemporary organizations

Course Structure 10					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Projects in the business environment	Understand project management, objectives and project characteristics	3	The first

Course Structure 10					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
	PowerPoint				
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Projects in the business environment	Learn about the project life cycle, project parties and documents	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Selection	Identify the concept, the foundations, criteria and qualitative models for selecting the project	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Management	Identify the concept, functions, stages and parties to the project management. Comparison between a functional manager and a project manager	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Management	Identify the career path, the ethical compass of the project manager, the project team and its construction stages, and the characteristics of a successful team	3	V
Written test	Came	test	First month exam	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project organization	The concept and importance of organization Types of organizational forms, and the advantages and disadvantages of each form Choosing the organizational formula for the project	3	Seventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project scheduling	Project Scheduling Principles, Project Scheduling Benefits, Project Scheduling Stages	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Budget	Concept and budget mechanism, benefits of project budgeting, methods of preparing the estimated budget, method of estimated allocations	3	Ninth
Tests and discussions in the classroom Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Budget	How to prepare the budget from top to bottom, how to prepare the budget from the bottom to the top, the basics of choosing the	3	X

Course Structure 10					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			method of preparing the estimated budget, financing unprofitable projects		
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Conflict Management	The concept of conflict and its limits, conflict in projects, conflict through different stages of project life Conflict resolution tools	3	Eleventh
Written test	Came	test	Second month exam	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Control	The concept of control, the objectives of control operations 1- Control of the project objectives (time, cost, specifications)	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Control	2- Control of project assets (physical, human, financial) 3- Types of control (control using linking and control, during the process, subsequent control)	3	Fourteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Termination of the project	The concept of project termination, factors that lead to project termination, project termination methods, project termination process Application of termination Preparation of the final report	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Contemporary project management is an integrated approach to project management Dr. Mousa Ahmed Khairuddin (2014)	Required textbooks (methodology, if any)
Contemporary project management is an integrated approach to project management Dr. Mousa Ahmed Khairuddin (2014)	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

Course Description

1 Course Name
Operations Research
2 Course Code
OR31
3 Semester/Year
Semester / (one course)
4 Date of preparation of this description
1/9/2023
5 Available Forms of Attendance
Classroom
6 Number of credit hours (total) / number of units (total)
3 hours at 45 hours per course
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Dr. Enaam Abdel Zahra Dosh Al-Amil: anaama.meteb@uokufa.edu.iq

8 Course Objectives	
1. Introduce students to the concept of operations research 2- Introducing students to modern applied sciences through operations research 3- A scientific method to link practical problems in all military and civilian fields	Course Objectives

9 Teaching and Learning Strategy	
Learn by reviewing the problems of organizations and discussing successful experiences in reviewing problems through the use of practical mathematical methods and concluding results Learning through interaction with problem solutions based on discussion and brainstorming among stakeholders	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Steps to study operations research	Understand the subject of operations research in theory	3	The first
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Linear Programming Model	Learn about operations research models	3	Second
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Simplex Model	Recognize the construction of the mathematical model	3	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Simplex Model	Mathematical model construction	3	Fourth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Graphical method	Mathematical model construction	3	V
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Graphical method	Mathematical model construction	3	Sixth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Transportation Model Northwest Corner Method	Mathematical model construction	3	Seventh
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Transportation Model Minimum Cost Method	Mathematical model construction	3	Eighth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Transport model Rock jumping method	Mathematical model construction	3	Ninth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Specialization through melasma	Mathematical model construction	3	X
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Specialization through profitability	Mathematical model construction	3	Eleventh
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Network work through critical path	Mathematical model construction	3	Twelfth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Game theory	Mathematical model construction	3	Thirteenth
Tests to solve questions in the classroom	Explanation through the blackboard with solving examples	Game theory	Mathematical model construction	3	Fourteenth
Tests to solve questions in the classroom	test	test	Mathematical model construction	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Various lectures from different sources	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
Operations Research Book by Hamdi Taha	Supporting books and references recommended by (scientific journals, reports ...)
Research gate	Electronic References, Websites

Course Description

1 Course Name	Business Economics
2 Course Code	BC31
3 Semester/Year	2023-2024
4 Date of preparation of this description	1/9/2023
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	30 / 2
7 Course administrator's name (if more than one name is mentioned)	Name : Assoc. Prof. Dr. Natalia Ahmed Abd Ali Al-Qusayr Email: Natalya.alkaseer@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of business economics and their importance in the business environment Definition of the basic principles of economic theory Identify production decisions and costs used in making administrative decisions Addressing the use of economic tools for administrative decision-making Study and analyze decisions related to the policies of the economic establishment 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	An introduction to business economics and its relationship to both economics and management	Developing students' competencies to meet the needs of service and industrial organizations in the field of business economics management.	2	The first
The ability to answer direct and	Lecture, discussion, brainstorming, self-	Economic systems and	Raising students' awareness to	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
indirect questions, and the ability to discuss and put forward ideas.	learning, cooperative learning, case studies	solving the economic problem	understand how to make decisions about solving the economic problem.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Rationalization of decision-making	Preparing students to deal with the labor market by focusing on field applications in the decision-making process .	2	Third
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Production decisions	Providing students with up-to-date knowledge in the field of business economics through production decisions .	2	Fourth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Maximizing outputs under cost constraints	Raising students' awareness to realize how to maximize outputs in light of the cost constraint and how to achieve integration between them.	2	V
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Cost Analysis	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the economic system.	2	Sixth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Price concept	Developing students' competencies to meet the needs of service and industrial organizations in the field of business economics.	2	Seventh
The ability to answer direct and indirect questions,	Lecture, discussion, brainstorming, self-	Facility objectives and pricing process	Raising students' awareness to understand how to	2	Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
and the ability to discuss and put forward ideas.	learning, cooperative learning, case studies		make decisions about production and operations and how to integrate them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Vertical integration decisions	Preparing students to deal with the labor market by focusing on field applications in the field of economics.	2	Ninth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Economic Establishment Policies	Providing students with up-to-date knowledge in the field of business economics management.	2	X
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	The nature of prices in the free and planned economic system	Raising students' awareness to understand how to make decisions about the nature of prices.	2	Eleventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Product Transportation and Distribution Policy	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of business economics.	2	Twelfth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Profit Analysis	Developing students' competencies to meet the needs of service and industrial organizations in the field of business economics.	2	Thirteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Profit theories	Raising students' awareness to understand how to make decisions about production and operations and how to integrate them.	2	Fourteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	The week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Profits in socialist and capitalist economists	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the economic system.	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
The Fundamentals of Business Economics book by Dr. Reda Sahib Abu Hamad and Dr. Muayad Al-Fadl.	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
All websites in Arabic and English for the presentation of business economics and its applications.	Electronic References, Websites

Course Description

1 Course Name
English Language
2 Course Code
THE31
3 Semester/Year
2023-2024
4 Date of preparation of this description
1-9-2023
5 Available Forms of Attendance
6 Number of credit hours (total) / number of units (total)
20 hours at 4 hours per week
7 Course administrator's name (if more than one name is mentioned)
Name: Dr. Hakim Ahsouni Al-Mayali Phone: Hakemh.almaialy@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to the scientific concepts and grammar of the English language 2. Providing students with knowledge of the objectives of learning the English language and its importance in practical and scientific reality 3. The importance of learning English in our contemporary world 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1. Students surrounded him with scientific knowledge and the intellectual foundations of the English language 2. Review the challenges facing the English language and diagnose their causes 3. Identify the purpose of studying English 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Basics of English	4 hours	The first
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Pronouns	4 hours	Second
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Auxiliary verbs	4 hours	Third
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Rules of verbs	4 hours	Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	English names	4 hours	V
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	English adjectives	4 hours	Sixth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Tools of denial and knowledge	4 hours	Seventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Prepositions	4 hours	Eighth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Passive	4 hours	Ninth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Negative	4 hours	X
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Question composition	4 hours	Eleventh
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Additional rules	4 hours	Twelfth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Irregular verbs	4 hours	Thirteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Writing in English	4 hours	Fourteenth
Tests and discussions in the classroom	Explanations, whiteboard and presentations	English language	Common words	4 hours	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Title: Feasibility Study
2 Course Code
3 Semester/Year: Semester Course
4 Date of preparation of this description 10-3-2024
5 forms of attendance available: Classroom
6 Number of credit hours (total) / number of units (total)
7 Course administrator's name (if more than one name is mentioned) Name: Prof. Dr. Muhammad Thabet Al-Karawi Al-Amil:

8 Course Objectives	
<ul style="list-style-type: none"> - Providing students of the Department of Business Administration with skills and knowledge in the field of feasibility study in accordance with the scientific foundations and standards followed in reputable universities. - Empowering students in the Department of Management with scientific experience in the field of practicing the profession in the public and private sectors by understanding the theoretical aspects and applying them in those sectors and benefiting from the experiences of Arab and foreign countries in this field. 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 1- Interactive learning 2- Discussions and dialogues 3- Review problems and analyze their causes 4- Discussing the experiences of successful international companies 5- Practical case studies 6- Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom Participation	Discussions and dialogues, case study	Feasibility Study	Understanding the feasibility study		The first
Participation and interaction between students	Discussions and dialogues	Feasibility Study	Feasibility study for the investment project		Second
Classroom Participation	Discussions and dialogues	Feasibility Study	Identify the types of feasibility study		Third
Participation and interaction between students	Discussions and dialogues, experiences of countries	Feasibility Study	Getting to know the investment project		Fourth
Classroom Participation	Discussions and dialogues, case studies of international companies, brainstorming	Feasibility Study	Feasibility Study Criteria		V
Participation and interaction between students	Discussions and dialogues, case study	Feasibility Study	Feasibility Study Indicators		Sixth
Classroom Participation	Discussions and dialogues	Feasibility Study	Commercial profitability standards		Seventh
Multiple tests, scientific discussion	Monthly / Physical Questions	test	test		Eighth
Classroom Participation	Discussions and dialogues, experiences of countries	Feasibility Study	National profitability criteria		Ninth
Participation and interaction between students	Discussions and dialogues, a case study of international companies,	Feasibility Study	Evaluating the efficiency of performance in investment projects		X
Classroom Participation	Discussions and dialogues, experiences of countries	Feasibility Study	Project Evaluation		Eleventh
Participation and interaction between students	Discussions and dialogues, by international companies, brainstorming	Feasibility Study	Disappearing		Twelfth
Classroom Participation	Discussions and dialogues, experiences of countries	Feasibility Study	Disappearing		Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Participation and interaction between students	Discussions and dialogues, a case study of international companies,	Feasibility Study	Methods for calculating extinction		Fourteenth
Multiple tests, scientific discussion	Monthly / Physical Questions	test	test		Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Feasibility Study Book	Required textbooks (methodology, if any)
Research and periodicals through the Internet according to the topics of the course.	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description: Project Management Second Year Third Year

1 Course: Project Management Second Course Quantitative Applications
2 Course Code: Project Management PM32
3 Semester / Year: Second Semester Course
4 Date of preparation of this description: 1/9/2023
5 forms of attendance available: physical and electronic
6 Number of Credit Hours (Total) / Number of Units (Total): 15 Weeks (45) Hours
7 Name of the course administrator (if more than one name is mentioned): Prof. Hakim Jubouri Al-Khafaji Name: Prof. Hakim Jubouri Al-Khafaji Al-Amil: haking.alkhafaji@uokufa.edu.iq

The course aims to: 1. Introduce students to the scientific concepts of project management. 2- Providing students with knowledge of how to select, schedule, budget and deliver projects to the beneficiary in practice. 3- Linking academic knowledge of project management with practical reality.	
Providing students with knowledge related to project management according to quantitative methods, increasing skills related to selecting projects, diagnosing successful ones, calculating their costs, profits and completion time.	Course Objectives

9 Teaching and Learning Strategy	
<p>The course skills development strategy includes</p> <ul style="list-style-type: none"> - Consolidate the skill of selecting successful projects over others. – Consolidate learning skills regarding projects through access to different experiences. – The skill of analysis and conclusion of the variables surrounding the organization, projects and competition - The skill of monitoring environmental changes and their impact on projects. 	<p>Strategy:</p> <p>The cognitive strategy includes: -</p> <ul style="list-style-type: none"> - Briefing students with scientific knowledge for project management. - Applied knowledge of quantitative ideas and applications and how to apply them in the business environment - Identify the various quantitative methods of researchers to calculate costs, profits and sufficient time to completion. - Review the successful experiences of contemporary organizations

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Selection	Identify the concept, the foundations, criteria and quantitative models for selecting the project	3	The first
Tests and discussions in the classroom	Quantitative workout solutions	Project Selection	Weighted Points Model	3	Second
Tests and discussions in the classroom	- Explanation and blackboard Quantitative workout solutions	Project Selection	Sample payback period at discount rate	3	Third
Tests and discussions in the classroom	Quantitative applications and solutions for other examples	Project Selection	Sample payback period at discount rate	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project scheduling	Project Scheduling Principles, Project Scheduling Benefits, Project Scheduling Stages	3	V
Tests and discussions in the classroom	- Explanation and blackboard Quantitative Solutions	Project scheduling	Gantt Maps	3	Sixth
Tests and discussions in the classroom	- Explanation and blackboard Quantitative Solutions	Project scheduling	Network Programming Critical path	3	Seventh
Tests and discussions in the classroom	- Explanation and blackboard quantitative solutions	Project scheduling	Network Programming Critical path	3	Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Written test	Came	test	test	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Budget	The concept and mechanism of the budget, the benefits of the project budget, methods of preparing the estimated budget.	3	X
Tests and discussions in the classroom	- Explanation and blackboard quantitative solutions	Project Budget	Preparation of the estimated budget	3	Eleventh
Written test	Came	test	test	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Project Control	2- Control of project assets (physical, human, financial) 3- Types of control (control using linking and control, during the process, subsequent control)	3	Thirteenth
Tests and discussions in the classroom	- Explanation and blackboard quantitative solutions	Project Control	Calculate cost, schedule and time deviation	3	Fourteenth
Tests and discussions in the classroom	- Explanation and blackboard other quantitative solutions	Project Control	Calculate cost, schedule and time deviation	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
Contemporary project management is an integrated approach to project management Dr. Mousa Ahmed Khairuddin (2014)	Required textbooks (methodology, if any)
Contemporary project management is an integrated approach to project management Dr. Mousa Ahmed Khairuddin (2014)	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

Course Description

1 Course Title : Strategic Thinking
2 Course Code STH32
3 Semester / Year: Semester / (one course)
4 Date of preparation of this description 1/9/2023
5 forms of attendance available: E-classroom
6 Number of academic hours (total) / number of units (total) 2 hours by 30 hours for the course
7 Course administrator's name (if more than one name is mentioned) Name: Prof. Hashem Fawzi Dabbas Al-Abadi Email: hashimf.dabbass@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Introducing students to the subject of strategic thinking and how to implement it, which aims to identify the mentality of strategic thinking, the characteristics of the mentality, develop and nurture it, and the steps to implement strategic thinking and its activities. <input checked="" type="checkbox"/> Students were introduced to the relationship of strategic atonement to strategic terminology, including the difference between thinking and planning and the difference between foresight and strategic planning. <input checked="" type="checkbox"/> Students were introduced to the six hats as a tool for strategic thinking and a statement of strategic thinking from a multi-level perspective. 	Course Objectives

9 Teaching and Learning Strategy	
The teacher adopts a strategy whose main goal is to manage the strategic mentality as a successful method in the current century to represent a real addition and originality in this scientific effort by addressing lectures, focusing on discussion panels, and working to prepare students for brainstorming sessions through which we can review opinions and discuss them scientifically.	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Definition and importance of strategic thinking	Identify the basic concepts associated with strategic thinking	2	The first
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Strategic Thinking Concepts	Recognize the benefits and features of strategic thinking	2	Second
Tests and discussions in the classroom through the	- Explanations, blackboard and presentations	Strategic thinking mindset	Addressing (mentality and characteristics) of strategic thinking	2	Third

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
presentation of recall and recall questions					
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations PowerPoint	Implement a strategic thinking mindset	Learn about the development and nurturing of the strategic mindset and the steps to implement strategic thinking	2	Fourth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Relationships of strategic thinking with strategic management practices	Getting to know Strategic Management Concepts	2	V
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	The difference between strategic thinking and strategic planning	Getting to know Strategic Planning Concepts	2	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The difference between strategic thinking and strategic foresight	Getting to know Strategic Foresight Concepts	2	Seventh
Attendance tests including multiple-choice questions and yes/no questions	Came	test	test	2	Eighth
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Selected Topics in Strategic Thinking	Getting to know Strategic thinking motivators and characteristics of strategic thinking leaders	2	Ninth
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Selected Topics in Strategic Thinking	Getting to know Strategic thinking capabilities and elements of strategic thinking	2	X
Tests and discussions in the classroom through the presentation of recall and recall questions	- Explanations, blackboard and presentations	Selected Topics in Strategic Thinking	Recognize strategic thinking skills and strategic thinking options	2	Eleventh
Tests and discussions in the classroom Reflection and opinion questions	- Explanations, blackboard and presentations	Philosophy of Strategic Thinking	Learn about strategic thinking techniques and build an environment to support the team and innovate new ideas	2	Twelfth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Strategic thinking from a multi-level perspective	Recognize the levels of strategic thinking and profusion of thinking in organizational leaders	2	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The Six Hats as a Tool for Strategic Thinking	Learn about the concept, importance and objectives of strategic thinking hats	2	Fourteenth
Attendance tests including multiple-choice questions and yes/no questions	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
7. Daily preparation: 5.	
8. Daily exams: 5	
9. Monthly Exams: First Month: 15 + Second Month: 15	
10. Duties: 5	
11. Reports and discussion: 5.	
Quest becomes = 50	
12. Final Exam = 50	
12 Learning and Teaching Resources	
Book (Strategic Thinking)	Required textbooks (methodology, if any)
Various Arabic and English Resources	Main references (sources)
3) Al-Abadi, Hashem Fawzi, and Al-Issawi, Muhammad Hussein (2014), (Strategic Scenario), Dar Safa for Publishing and Distribution, Amman, Jordan.	Supporting books and references recommended by (scientific journals, reports ...)
4) Baloch ,QadarBakhsh, &Inam , Maria, (2011) ," Strategic Thinking: Catalyst to Competitive Advantage" Journal of Managerial Sciences, Volume I, Number 2.	
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

Course Description

1 Course Title : Financial Management
2 Course Code
FM32
3 Semester / Year 2023- 2024 Second Course
4 Date of preparation of this description 2/2/2024
5 forms of attendance available: Classroom
6 Number of credit hours (total) / number of units (total): 45 hours
7 Course administrator's name (if more than one name is mentioned):
Name: Prof. Dr. Haider Jassim Obaid Al-Amil: Haiderg.abed@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> 7. Introducing students to the concepts and vocabulary of working capital 8. Providing students with knowledge related to operational leverage and its degree 9. Linking academic knowledge of financial management with practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 7. Briefing students with scientific knowledge and intellectual foundations of financial management. 8. Practical application of real-life examples related to financial management in companies. 9. . Diagnose the relationship of correlation and application between financial management and related sciences. 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Definition of vocabulary and its relationship to other sciences	Increasing the student's awareness of the course and the justifications for his study	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Current Asset Management	Cognitive understanding of working capital management	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Operating Leverage: A Theoretical Framework	Identify the nature of companies dependent on operational leverage	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Learn how to calculate the degree of operational leverage	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Identify the nature of cash management	3	V

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cash models	Demonstrate how cash level processing	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Credit Management	How to manage short-term financing	3	Seventh
test	test	test	test		Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Management of Earned Trade Credit	Disclosure of the nature of trade credit	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Enhance cognitive understanding of trade credit	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Practical application of bank credit	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Portfolio theories	Identify the nature of return and risk	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Capital Asset Pricing Models	Learn about the capital asset pricing model	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Solve exercises	Learn about solving return and risk problems	3	Fourteenth
test	test	test	test	test	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Financial Management: A Contemporary View Authored by Prof. Dr. Muhammad Al-Ameri	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course Name / WINQSB Quantitative System Applications and Analytics
2 Course Code / QA32
3 (Second Semester of the Academic Year 2023 - 2024)
4 Date of preparation of this description 25/1/2024
5 Available Forms of Attendance / Classroom Lectures and Computer Labs
6 Number of academic hours (total) / number of units (total) 3 hours by 45 hours for the course
7 Course administrator's name (if more than one name is mentioned) Name: Dr. Uday Abbas Abdul Amir Al-Kriti Email: odaya.abdulameer@uokufa.edu.iq

8 Course Objectives	
<p>The course aims to:</p> <ol style="list-style-type: none"> 1. Introducing students to the scientific concepts of computer applications for WINQSB 2. Students gain knowledge of the types of applied programs and their importance in practice 3. Linking academic knowledge of computer application programs with practical reality. 	Course Objectives

9 Teaching and Learning Strategy	
Follow the strategy of teamwork, brainstorming and design thinking to achieve the goals of education	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Introduction to the program WINQSB	Understanding WINQSB software, its characteristics and elements	3	The first
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Use the program, toolbar	Learn how to use the program, toolbar	3	Second
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Linear Programming	Identify the presented linear programming and basic definitions	3	Third
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Linear Programming	Addressing linear programming problems with examples and exercises explained	3	Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Target Programming	Mathematical formula for the target programming model with explanation of examples and exercises	3	V
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Transportation model	Illustrate the transport model with explanations of examples and exercises	3	Sixth
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Model shortest route m	Explanation of the shortest method model with explanation of examples and exercises	3	Seventh
Theoretical and practical test	Theoretical and practical test	Theoretical and practical test	Theoretical and practical test	3	Eighth
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Shortest Tree Measure	Clarify the concept of the shortest measuring tree	3	Ninth
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Shortest Tree Measure	The issue of the shortest tree measurement with an explanation of examples and exercises	3	X
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Networking Flow	The issue of network flow with examples and exercises explained	3	Eleventh
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Networking Flow	The maximum flow issue with examples and exercises explained	3	Twelfth
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Network Analysis	Networking analysis processing methods with examples and exercises explained	3	Thirteenth
Classroom and computer lab tests and discussions	Explanations, whiteboard and presentations PowerPoint	Critical path	Critical path style with explanations of examples and exercises	3	Fourteenth
Theoretical and practical test	Theoretical and practical test	Theoretical and practical test	Theoretical and practical test	3	Fifteenth

11 Course Evaluation
Distribution of the grade out of 100 according to the tasks assigned to the student: Daily preparation 10, daily and oral exams 10, monthly written exams 40, practical monthly exams 20, reports 10, and research paper work 10 Total score = $100 / 2 = (\text{Pursuit of } 50)$
12 Learning and Teaching Resources

WINQSB Quantum System Applications and Analytics Author : Altai, Khalid Dhari	Required textbooks (methodology, if any)
Quantitative Analysis Methods with Winqsb -Spss Systems - Author: Raad Fadel Hassan Al-Tamimi, Dar Al-Fajr for Publishing and Distribution 2016	Main references (sources)
Operations Research - Written by Mr. Majid Abdullah Bakaya and Dr. Farouk Rassam	Supporting books and references recommended by (scientific journals, reports ...)
Scientific journals in the specializations of operations research	Electronic References, Websites

1 Course Name	Insurance Management
2 Course Code	MS32
3 Semester/Year	Second Semester 2023/2024
4 Date of preparation of this description	15/9/2023
5 Available Forms of Attendance	Direct attendance in the classroom
6 Number of credit hours (total) / number of units (total)	3 hours per week 45 hours 45 units
7 Course administrator's name (if more than one name is mentioned)	Name :Prof. Rafed Hamid Abbas Al-Hadrawi Email: rafidh.alhadrawi@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to scientific concepts, not risk management and insurance 2. Providing students with knowledge of the types of insurance and its importance in practice 3. Linking academic knowledge of insurance to practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<p>Teaching and Learning Strategy Lectures and case studies Discussion and interaction strategy Strategy for preparing research papers and discussing them collectively</p>	Strategy

10 Course Structure					
Evaluation method	Method of education	Unit / Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	General background on risk management and insurance	Identify the concept of risk, types of risks and characteristics of insurance risk	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	General background on risk management and insurance	Learn about the history and development of insurance and an overview of the development of insurance companies in Iraq	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	General background on risk	Identify the concept of insurance management and the role of insurance in	3	Third

10 Course Structure					
Evaluation method	Method of education	Unit / Subject Name	Required Learning Outcomes	Hours	Week
		management and insurance	development and the insurance contract and its parties		
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Insurance Companies Jobs	Learn about the insurance services pricing function and the underwriting function	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Insurance Companies Jobs	Production and claims settlement functions	3	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Insurance Companies Jobs	Reinsurance and investment functions	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Marketing of insurance services	Learn about the marketing of insurance services	3	Seventh
Tests and discussions in the classroom	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Liability Insurance	Learn about the types of liability insurance	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Reinsurance	Learn about reinsurance	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Life Insurance	Learn about the concept of life insurance and the parties to the life insurance contract	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Life Insurance	Types of life insurance and terms of contract in life insurance	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Fire Insurance	Learn about fire and general accident insurance policies	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Car Insurance	Learn about car insurance and personal accident	3	Fourteenth

10 Course Structure					
Evaluation method	Method of education	Unit / Subject Name	Required Learning Outcomes	Hours	Week
Attendance tests	Came	test	test	3	Fifteenth

11 Course Evaluation	
<p>The score out of (100) is distributed according to the following:</p> <ul style="list-style-type: none"> - 50 degrees of endeavor distributed according to the tasks assigned to the student such as attendance, daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper <p>50 Final Exam Marks</p>	
12 Learning and Teaching Resources	
Risk Management and Insurance Book written by Prof. Dr. Yousef Al-Taie	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course	Electronic References, Websites

Course Description

1 Course Title : Cost Accounting
2 Course Code
AC32
3 Semester/Year 2023- 2024
4 Date of preparation of this description 17/3/2024
5 forms of attendance available: Classroom
6 Number of credit hours (total) / number of units (total): 45 hours
7 Course administrator's name (if more than one name is mentioned): Name: Lecturer Ali Jassim Obaid Al-Amil: alij.algburi@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> 10. Introduce students to the concepts and vocabulary of cost accounting 11. Providing students with knowledge and how to address financial problems in cost accounting 12. Linking academic knowledge of cost management to practical reality 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 10. Familiarize students with scientific knowledge and intellectual foundations of cost accounting. 11. Practical application of real-life examples related to cost accounting in companies. 12. c. Diagnose the correlation and application between cost accounting and related sciences. 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Theoretical framework	Cognitive understanding of cost accounting and its relationship to other sciences	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Understand the theory of total costs and related ideas	3	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Cost theories	Statement of income under the theory of total costs	3	Third

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Cost Accounting: Written by Prof. Dr. Nassif Al-Jubouri	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

Course Name 1	Production & Operations Management
2 Course Code	PM41
3 Semester/Year	2023-2024
Date of preparation of this description 4	1/9/2023
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	45 / 3
Course administrator's name (if more than one name is mentioned) 7	Name: Prof. Laith Ali Yousef Al-Hakim Al-Amil: laitha.alhakim@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of production management and processes and their importance in the business environment Introduce the methods used in planning and developing new and innovative products and services Identify the concepts and tools of process design to achieve high productivity Addressing the concepts and tools used in choosing the factory site, energy planning, internal arrangement of the factory and forecasting demand Study and analyze decisions related to scheduling operational operations, inventory management, maintenance management, total production planning and real-time production system 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy cooperative learning strategy, self-learning strategy, simulation (strategy 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Introduction to Production and Operations Management	Developing students' competencies to meet the needs of service and industrial organizations in the field of production and operations management.	3	The first
The ability to answer direct and indirect questions, and the ability to	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Strategic Operations Planning	Raising students' awareness to understand how to make decisions about production and	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
discuss and put forward ideas.			operations and how to integrate them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Choosing a factory location	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the production system	3	Third
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Balancing production lines and internal arrangement of the plant	Providing students with up-to-date knowledge in the field of production and operations management.	3	Fourth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Power Planning	Raising students' awareness to understand how to make decisions about production and operations and how to integrate them.	3	V
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Process planning and design	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the production system.	3	Sixth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	,Lecture, discussion brainstorming, self-learning, cooperative learning, case studies	Demand forecasting	Developing students' competencies to meet the needs of service and industrial organizations in the field of production and operations management.	3	Seventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	,Lecture, discussion brainstorming, self-learning, cooperative learning, case studies	Scheduling operations	Raising students' awareness to understand how to make decisions about production and operations and how to integrate them.	3	Eighth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	,Lecture, discussion brainstorming, self-learning, cooperative learning, case studies	Maintenance & Reliability	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the production system.	3	Ninth
The ability to answer direct and indirect questions, and the ability to	,Lecture, discussion brainstorming, self-learning, cooperative learning, case studies	Total production planning	Providing students with up-to-date knowledge in the field of production and operations management.	3	X

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
discuss and put forward ideas.					
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Product/Service Planning & Development	'Raising students awareness to understand how to make decisions about production and operations and how to integrate them	3	Eleventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Material Requirements Planning	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the production system.	3	Twelfth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Production System Real-time production	Developing students' competencies to meet the needs of service and industrial organizations in the field of production and operations management.	3	Thirteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Lean Production System	Raising students' awareness to understand how to make decisions about production and operations and how to integrate them.	3	Fourteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Hybrid Production System	Preparing students to deal with the labor market by focusing on field applications in the field of planning, organization and control of the production system.	3	Fifteenth

11 Course Evaluation	
,Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Mohsen, Abdulkarim, & Najjar, Sabah Majeed, (2009). Production and Operations Management, Memory Library, Third Edition, Amman.	Required textbooks (methodology, if any)
Krajewski, L.J., Malhotra, M.K. and Ritzman, L. (2015) Operations Management: Processes and Supply Chains Plus. 11th Edition, Prentice Hall, Upper Saddle River.	Main references (sources)

Najm, Najm Abboud, (2013), "Operations Management: Modern Systems, Methods and Trends", vol. 1-c2, (Saudi Arabia: Institute of Public Administration).	Supporting books and references recommended by (scientific (... journals, reports
All websites in Arabic and English for displaying production and operations management and its applications.	Electronic References, Websites

Course Description

1 Course Name International Business
Course Code 2
MI41
3 Semester/Year First Semester 2023-2024
4 Date of preparation of this description 1/9/2023
Forms of attendance available Live attendance 5
6 Number of credit hours (total) / number of units (total)
hours per week 3 Hours (45) Units 45
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Abbas Mizal Al-Sahlani Email: abbasm.mwshref@uokufa.edu.iq
Name : Prof. Afnan Abd Ali Al-Asadi

Course Objectives 8	
<ul style="list-style-type: none"> Introducing students to the scientific concepts of international management <p>Student Acquisition</p> <ul style="list-style-type: none"> Knowledge of the concepts, nature and importance of international management in actual reality Linking academic knowledge of international management with practical reality. 	Course Objectives

Teaching and Learning Strategy 9	
<ol style="list-style-type: none"> Interactive Learning Discussions and dialogues Review of problems and analysis of their causes Discuss successful experiences Field visits Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Identify the basic concepts of international management and discuss the reasons for contemporary growth	Introduction to International Business Administration	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The reasons why companies do international	Reasons for doing international	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
		business and the multiplicity of roles and skills of international managers	business and comparing between international and local works		
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Analysis of the political and legal environment	International Business Environment	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Analysis of the economic and legal environment	International Business Environment	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Define the concept of culture and the phenomenon of multiculturalism in different business environments	Cultural dimensions of international management	3	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The role of cultural differences in the success or failure of international management	The multiplicity of elements of culture and understanding its role	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Organizational Structure	Cross-cultural negotiation and the difference between bargaining and negotiation	3	Seventh
Tests and discussions in the classroom	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Environmental analysis of the internal and external environment	Strategic Management	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The mechanism of setting the mission, goals, objectives and purpose	Strategy formulation	3	X

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	How to draw policies and develop a mechanism for modifying deviations during implementation	Strategy implementation	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Continuous monitoring mechanism through feedback for each stage of implementation	Evaluation and performance control	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Economic and financial risks and currency differential	Risks of external and internal environmental factors	3	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Political, social and legal risks	Risks faced by international organizations	3	Fourteenth
Attendance tests	Came	test	test	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
International Administration of Prof. Dr. Jamal Al-Dabbagh 2007	Required textbooks (methodology, if any)
Principles of International Management (Hold David) 2017	Main references (sources)
Strategic management book Yassin Ghalib Yassin 2007	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

Course Description

1 Course Name Information Technology
2 Course Code
3 Semester / Year First Semester / 2024
4 Date of preparation of this description 15/3/2024
5 Forms of attendance available in person
6 Number of credit hours (total) / number of units (total) 3 weekly / 45 total
7 The name of the course administrator (if more than one name is mentioned) Prof. Dr. Hamed Karim Al-Hadrawi Name: Prof. Hamed Karim Al-Hadrawi Email: hamadk.hadrawi@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Introducing students to scientific concepts of information technology 2. Providing students with knowledge of information technology, its tools and types 3. Identify the best technological tools and employ them in the field of business administration 4. Identify the extent to which MIT contributes to simplifying administrative work procedures 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 7- Interactive learning about technical literacy 8- Discussions and dialogues about the best technological tools 9- Reviewing problems and analyzing their causes in employing technology 10- Discuss successful experiences in reviewing the use of advanced technology 11- Field visits to state institutions <p>Providing scientific reports on the employment of technology in the service of management</p>	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The concept of information technology, its types and elements	Understanding IT	3	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Hardware and software components of technology	IT Components	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Knowledge, its types and knowledge management processes	Knowledge	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Computer Technology & Networks	Computer Technology	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The Internet, its importance, origins, components and e-mail	Internet	3	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Website & Email Building	Website	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	E-Business & E-Management	E-Business	3	Seventh
Tests and discussions in the classroom	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Information systems, types, components and importance to the organization	Management Information Systems	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The concept, origin and importance of information technology	Information Technology	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Indicators and pillars of the knowledge economy	Knowledge Economy	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The understanding of the origin and development of artificial intelligence and its types and fields	Artificial Intelligence	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The concept, importance and types of expert systems	Expert Systems	3	Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Application encryption, procurement management, and inventory management	QR and barcode encryption	3	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
Management Information Systems and Information Technology - Dr. Saad Ghaleb Yassin-2012 It Using Information Technology, Brain K. William/ Stacey 2014 Management Information Technology Dr. Hamed Al-Hadrawi 2018	Main references (sources)
Research and periodicals through the Internet according to the topics of the course.	Supporting books and references recommended by (scientific journals, reports ...)
Iraqi Court Journals Website All Arab and foreign articles, researches and studies in the field of technology available on websites	Electronic References, Websites

Course Description

1 Course Name Methods and Ethics of Scientific Research
2 Course Code AR41
3 Semester / Year 2024
4 Date of preparation of this description 1/9/2024
5 Forms of attendance available live
6 Number of credit hours (total) / number of units (total) 45
7 Course administrator's name (if more than one name is mentioned)
Name: Fadel Abbas Karim Al-Saidi Al-Amil: fadhila.alsaidie@uokufa.edu.iq

8 Course Objectives	
The course is designed to enable students to acquire the basic competencies and knowledge necessary to conduct scientific research, with a focus on teaching them the basic principles and requirements of scientific research. This includes learning how to identify a research problem, developing a solid research strategy, collecting and analyzing data effectively, and finally writing and presenting research in a structured and elaborate manner.	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1. Interactive Learning: Encourages students to actively participate in classroom discussions and workshops, allowing them to exchange ideas and ask questions, and this enhances understanding and critical analysis of the topics at hand. 2. Project-based learning: Apply concepts and theories through real research projects, where students identify a research problem, collect data, analyze it, and then write a comprehensive research report. This method deepens understanding and enhances practical research skills. 3. Self-directed learning: Students are encouraged to take the lead in their learning through self-research and additional reading, enabling them to develop their ability for independent learning and expand their knowledge. 4. Interactive Lectures: Using presentations, videos, and modern technological tools to make lectures more engaging and interactive, contributing to increasing student engagement and interest. 5. Case Use: Case analysis helps students understand how concepts and theories are applied in practical contexts, enhancing critical thinking skills and problem-solving ability. 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Foundations of scientific research	Sober scientific research	2	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Foundations of scientific research	Sober scientific research	2	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Foundations of scientific research	Sober scientific research	2	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Steps to prepare scientific research	Sober scientific research	2	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Steps to prepare scientific research	Sober scientific research	2	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Steps to prepare scientific research	Sober scientific research	2	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Scientific Research Methods	Sober scientific research	2	Seventh
Tests and discussions in the classroom	Came	test		2	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Scientific Research Methods	Sober scientific research	2	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Samples and information collection tools	Sober scientific research	2	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Samples and information collection tools	Sober scientific research	2	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Samples and information collection tools	Sober scientific research	2	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The final form of research and statistical analysis according to the SPSS program	Sober scientific research	2	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	The final form of research and statistical analysis according to the SPSS program	Sober scientific research	2	Fourteenth
Attendance tests	Came	test		2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course: Government Contracts Department
2 Course Code
GC41
3 Semester/Year: Semester Course
4 Date of preparation of this description 10-3-2024
5 forms of attendance available: Classroom
6 Number of credit hours (total) / number of units (total)
7 Course administrator's name (if more than one name is mentioned)
Name: Prof. Dr. Mohammed Thabet Al-Karawi Email: mohammedt.jard@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> - Providing students of the Department of Business Administration with skills and knowledge in the field of government contract management in accordance with the scientific principles and standards followed in reputable universities. - Empowering students in the Department of Management with scientific experience in the field of practicing the profession in the public and private sectors by understanding the theoretical aspects and applying them in those sectors and benefiting from the experiences of Arab and foreign countries in this field. 	Course Objectives

9 Teaching and Learning Strategy	
<ul style="list-style-type: none"> 1- Interactive learning 2- Discussions and dialogues 3- Review problems and analyze their causes 4- Discussing the experiences of successful international companies 5- Practical case studies 6- Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom Participation	Discussions and dialogues, case study	Government Contracts Department	Understanding Government Contract Management		The first
Participation and interaction between students	Discussions and dialogues	Government Contracts Department	Government Contracts Department for the Investment Project		Second
Classroom Participation	Discussions and dialogues	Government Contracts Department	Identify the types of government contract management		Third
Participation and interaction between students	Discussions and dialogues, experiences of countries	Government Contracts Department	Getting to know the investment project		Fourth
Classroom Participation	Discussions and dialogues, case studies of international companies, brainstorming	Government Contracts Department	Government Contracts Management Standards		V
Participation and interaction between students	Discussions and dialogues, case study	Government Contracts Department	Government Contracts Management Indicators		Sixth
Classroom Participation	Discussions and dialogues	Government Contracts Department	Commercial profitability standards		Seventh
Multiple tests, scientific discussion	Monthly / Physical Questions	test	test		Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Classroom Participation	Discussions and dialogues, experiences of countries	Government Contracts Department	National profitability criteria		Ninth
Participation and interaction between students	Discussions and dialogues, a case study of international companies,	Government Contracts Department	Evaluating the efficiency of performance in investment projects		X
Classroom Participation	Discussions and dialogues, experiences of countries	Government Contracts Department	Project Evaluation		Eleventh
Participation and interaction between students	Discussions and dialogues, by international companies, brainstorming	Government Contracts Department	Disappearing		Twelfth
Classroom Participation	Discussions and dialogues, experiences of countries	Government Contracts Department	Disappearing		Thirteenth
Participation and interaction between students	Discussions and dialogues, a case study of international companies,	Government Contracts Department	Methods for calculating extinction		Fourteenth
Multiple tests, scientific discussion	Monthly / Physical Questions	test	test		Fifteenth

11 Course Evaluation
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper
12 Learning and Teaching Resources

Government Contracts Management Book	Required textbooks (methodology, if any)
Research and periodicals through the Internet according to the topics of the course.	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
	Electronic References, Websites

Course Description

1 Course: Quality Management Systems
2 Course Code: QM41
3 Semester/Year First Semester 2023-2024
4 Date of preparation of this description 1/9/2023
5 forms of attendance available: Classroom
6 Number of study hours (total) / number of units (total) 3 hours per week / 45 hours per course
7 Course administrator's name (if more than one name is mentioned) Name: Emil: Prof. Ammar Abdul-Amir Zwain ammara.zwain@uokufa.edu.iq Prof. Dr. Ahmed Abdulhussain Emirate ahmed.imarah@uokufa.edu.iq

8 Course Objectives	
<p>Course objectives include determining what a student should know after completing the course:</p> <ol style="list-style-type: none"> 1. Identify the concepts and principles of quality management. 2. Develop capabilities to apply TQM tools and techniques including statistical process control 3. Identify current trends and reference institutions related to quality management 4. Understand ethical issues related to the quality of services and products. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 12- Interactive Learning 13- Discussions and dialogues 14- Review of problems and analysis of their causes 15- Discuss successful experiences and practices 16- Field visits 17- Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	Quality management and its historical development	Learn about the concept and basics of quality management And know its historical development	3	The first

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	Quality pioneers and their contributions	Identify quality leaders and their knowledge contributions	3	Second
Oral discussion and tests	Interactive lecture with presentations	Quality Assurance	Identify quality assurance systems for industrial and service organizations	3	Third
Oral discussion and tests	Interactive lecture with presentations	Quality Rings	Learn how to manage quality loops and continuous improvement	3	Fourth
Oral discussion and tests	Interactive lecture with presentations	Quality Control	Identify quality control systems in productive organizations	3	V
Oral discussion and tests	Interactive lecture with presentations	Statistical Quality Control	Hands-on training on statistical quality control schemes	3	Sixth
Oral discussion and tests	Interactive lecture with presentations	Total Quality Management	Identify the principles of total quality management	3	Seventh
Attendance exam	Written test	Midterm Exam		3	Eighth
Discussion, discussion tests and oral tests	Interactive lecture with presentations	Quality costs	Identification and training on the classification of quality costs theoretically and practically	3	Ninth
Oral discussion and tests	Interactive lecture with presentations	Quality Management Systems - ISO	Identify quality management systems - ISO and focus on ISO 9001	3	X
Oral discussion and tests	Interactive lecture with presentations	Quality Models and Awards	Learn about international quality models and awards	3	Eleventh
Oral discussion and tests	Interactive lecture with presentations	Quality Tools	Identify quality tools and focus on the seven quality tools	3	Twelfth
Oral discussion and tests	Interactive lecture with presentations	Contemporary quality management systems	Learn about contemporary quality management systems	3	Thirteenth
Oral discussion and tests	Interactive lecture with presentations	Contemporary quality management systems	Learn about contemporary quality management systems (Case Studies)	3	Fourteenth
Attendance exam	Written test	End of course exam		3	Fifteenth

11 Course Evaluation
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper

12 Learning and Teaching Resources	
Quality management systems in production and service organizations (Al-Tai et al., 2008)	Required textbooks (methodology, if any)
	Main references (sources)
Goetsch, D., and Davis, S. (2016) "Quality Management for Organizational Excellence", 7/e. PEARSON and another	Supporting books and references recommended by (scientific journals, reports ...)
Miscellaneous	Electronic References, Websites

Course Description

1 Course: Risk Management
2 Course Code: MR42
3 Semester / Year: Semester / Second Course 2023/2024
4 Date of preparation of this description: 1/2/ 4202
5 forms of attendance available: Classroom
6 Number of credit hours (total) / Number of units (total): 2 hours by 03 hours per course
7 Course admin name (if more than one name is mentioned) Prof. Dr. Ammar Abdul Amir Ali Zwain Assistant Professor Dr. Natalia Ahmed Abd Ali Al-Qusayr ammara.zwain@uokufa.edu.iq natalya.alkaseer@uokufa.edu.iq

8 Course Objectives	
This course aims to provide the student with information about the risk management subject, including introducing the student to what risk management is as a strategic approach to business organizations. The most important methods used to face risks.	Course Objectives
9 Teaching and Learning Strategy	
18- Interactive Learning 19- Discussions and dialogues 20- Review of problems and analysis of their causes 21- Discuss experiences of business organizations and successful practices 22- Field visits 23- Provide scientific reports for case studies	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	The concept of risk management	Risk management in business organizations Strategic concept and application	2	1
Oral discussion and tests	Interactive lecture with presentations	The role of risk management in strategic planning	Study the relationship between risk and expected return from a strategic perspective	2	2
Oral discussion and tests	Interactive lecture with presentations	Risk and expected return	Practical application in how to determine the state of the organization according to the expected risk and return matrix	2	3

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	Risk assessment and management	Identify a comprehensive risk assessment to prevent or minimize their consequences and effects.	2	4
Written exam	Attendance test	First exam		2	5
Oral discussion and tests	Interactive lecture with presentations	Qualitative risk assessment	Training on qualitative risk measurement and assessment procedures	2	6
Oral discussion and tests	Interactive lecture with presentations	Quantitative risk assessment	Training on qualitative risk measurement and assessment procedures	2	7
Oral discussion and tests	Interactive lecture with presentations	Risk assessment methods and tools	Hands-on training on risk assessment methods (quantitative, qualitative and mixed)	2	8
Oral discussion and tests	Interactive lecture with presentations	Banking Risk Management	Learn about banking risk management, and focus on financial risks	2	9
Written exam	Attendance test	Second exam		2	10
Oral discussion and tests	Interactive lecture with presentations	Banking risk management methods and tools	Identify and train banking risk management methods and tools	2	11
Oral discussion and tests	Interactive lecture with presentations	Measuring banking risk	Practical application of banking risk measurement	2	12
Oral discussion and tests	Interactive lecture with presentations	Financial Investment Instruments	Learn about the types and tools of financial investment	2	13
Oral discussion and tests	Interactive lecture with presentations	Measuring financial investment risk	Practical application on measuring the risks of investing in securities	2	14
Attendance exam	Written test	End of course exam		2	15

11 Course Evaluation	
<ol style="list-style-type: none"> 1. Daily Quiz Rapid Written and Oral Tests. 2. Monthly written tests 3. Class Participations 4. Homework 5. Panel Discussions 6. Reports & Case Studies 7. Review and discussion of views 	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)

<p>Risk Management: Concepts, Tools and Applications by Dr. Mohamed Fouad Abdel Aleem (2015)</p> <p>Financial Risk Management Authored by Dr. Mohamed Abdel Rahman Ali, Dr. Mohamed Mahmoud Abdullah, Dr. Hanaa Abdel Rahman Mohamed (2017)</p>	<p>Key references (sources)</p>
<p>Risk Management in Non-Profit Organizations by Dr. Mohamed Fouad Abdel Aleem (2017)</p>	<p>Supporting books and references recommended by him (scientific journals, reports ...)</p>
<ul style="list-style-type: none"> • ISO 31000 Risk Management Standards: https://www.iso.org/isoiec-27001-information-security.html • COSO Risk Management Framework: https://www.coso.org/ 	<p>Electronic References, Websites</p>
<p>Lectures of experts, visiting professors, vocational training and field visits to industrial and service business organizations</p>	<p>Social Services</p>

Course Description

1 Course Name	Knowledge Management
2 Course Code	MB45
3 Semester / Year	Second Semester – 203-2024 Semester / (One course)
4 Date of preparation of this description	15 \ 2 \ 2024
5 forms of attendance available	Classroom
6 Number of academic hours (total) / number of units (total)	4 hours by 60 hours for the course
7 Course administrator's name (if more than one name is mentioned)	Name: Prof. Dr. Abbas Mizal Musharraf Al-Sahlani Email: abbasm.mwshref@uokufa.edu.iq Name : Eng. Karim Latif Al-Zubaidi

8 Course Objectives	
<ul style="list-style-type: none"> - Introducing students to scientific concepts of knowledge management - Providing students with knowledge of the concepts, nature and importance of managing knowledge of the actual reality - Linking academic knowledge of knowledge management with practical reality. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 1- Interactive Learning 2- Discussions and dialogues 3- Review of problems and analysis of their causes 4- Discuss successful experiences 5- Field visits 6- Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Identify the basic concepts of knowledge management and discuss the causes of contemporary growth	Introduction to Knowledge Management	Identify the basic concepts of knowledge management and discuss the causes of contemporary growth	Introduction to Knowledge Management	3	The first
Reasons why companies have new knowledge and the multiple roles of knowledge makers	Reasons for adopting knowledge, knowledge management and comparison	The explicit knowledge gap and tacit knowledge	Distinguishing between knowledge and service and distinguishing between knowledge and good	3	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
	between international and local business				
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	The continuum of knowledge	Knowledge Life Cycle	3	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	From object management to knowledge management	Introduction to Knowledge Management	3	Fourth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Identify the most important knowledge processes and their entrances	Evolution towards knowledge management	3	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	From data to knowledge strategy	Central entrance and decentralization	3	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Knowledge Management Models	Innovation Series Entrances	3	Seventh
Tests and discussions in the classroom	Came	test	test	3	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Environmental analysis of the indoor and outdoor environment	Evolution towards strategy	3	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Intrinsic knowledge-based merit	Knowledge management as a business strategy and functional strategy	3	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	How to draw policies and develop a mechanism for modifying deviations during implementation	Strategy Implementation	3	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Knowledge management problems and failures	Knowledge Gap Analysis	3	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Challenges arising from the	The concept of a knowledge economy	3	Thirteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
	PowerPoint	knowledge economy			
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Practical applications and solutions of mathematical problems	Expected value of information	3	Fourteenth
Attendance tests	Came	test	test	3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper	
12 Learning and Teaching Resources	
Knowledge Management - Concepts - Strategies - and Operations - Dr. Najm Abboud Najm 2006	Required textbooks (methodology, if any)
Knowledge Management and Learning Organizations – Medhat Mohamed Abu Al-Nasr 2017	Main references (sources)
Knowledge Management – Salah Al-Din Al-Kubaisi -2013	Supporting books and references recommended by (scientific journals, reports ...)
Research and periodicals through the Internet according to the topics of the course.	Electronic References, Websites

Course Description

1 Course Title: Corporate Governance
2 Course Code: GC42
3 Semester/Year: Second Semester- 2023-2024
4 Date of preparation of this description: 15/ 1/ 2024
5 Available Forms of Attendance: Descriptive Physical Attendance
6 Number of credit hours (total) / number of units (total): 30
7 Course Administrator Name: Name: Emil Prof. Dr. Ahmed Abdulhussain Al-Emara ahmed.imarrah@uokufa.edu.iq Prof. Qasim Mohammed Al-Anzi kassimm.alenizi@uokufa.edu.iq

8 Course Objectives	
1- Introducing students to the basic concepts and principles of corporate governance 2- Providing students with knowledge of the role of corporate governance and its importance in practice 3- Applications of corporate governance in practice.	Course Objectives

9 Teaching and Learning Strategy	
7- Interactive Learning 8- Discussions and dialogues 9- Review and analysis of challenges 10- Discuss successful experiences 11- Examples from practical reality 12- Preparation of scientific reports	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	The concept and historical development of corporate governance	Establishing the concept of corporate governance in practice	2	The first
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	The importance of corporate governance nowadays	Identify the role of corporate governance in supporting the industrial and	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			commercial sectors		
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Reasons and motives for adopting corporate governance	Identify the results of corporate governance adoption	2	Third
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Objectives and characteristics of corporate governance	Identify the main objectives and related characteristics	2	Fourth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Principles and Ingredients for Successful Corporate Governance	Identify the principles and ingredients for the success of corporate governance in the local and global environment	2	V
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Family Business Governance: Concept and Importance	Learn about family business governance	2	Sixth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Family Business Governance: Pillars and Successive Generations	Identify the governance of family businesses in successive generations	2	Seventh
Measuring the level of results achieved from previous topics	Came	Mid-course test	Mid-course test	2	Eighth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Board of Directors of Corporate Governance	In-depth understanding of how corporate governance works	2	Ninth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Corporate Governance Internal Audit and Audit Committees	Identify the role and work of audit committees and internal audit committees in corporate governance	2	X
Participate in classroom discussions	Review of general concepts, discussions, use of aids	Globally Distinguished	Learn about outstanding corporate	2	Eleventh

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
	(whiteboard, presentations... etc.)	Corporate Governance	governance practices		
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Unsuccessful Corporate Governance	Identify unsuccessful corporate governance practices	2	Twelfth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Browse miscellaneous case studies	Identify real case studies to consolidate governance concepts in an integrated manner	2	Thirteenth
Participate in classroom discussions	Review of general concepts, discussions, use of aids (whiteboard, presentations... etc.)	Discussion of reports	Learn the steps of writing reports and writing recommendations	2	Fourteenth
Attendance tests to determine students' levels	Came	End of course test and the complement to the mid-course test	End of course test	2	Fifteenth

11 Course Evaluation:

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports, and the work of a research paper

12 Learning and Teaching Resources

There are no textbooks	Required textbooks (methodology, if any)
Scientific research	Main references (sources)
Students were given the opportunity to prepare reports from different sources in both Arabic and English to develop their knowledge of this topic.	Supporting books and references recommended by (scientific journals, reports ...)
Multiple and varied	Electronic References, Websites

Course Description

1 Course Name	Negotiation Department
2 Course Code	
3 Semester/Year	2023-2024
4 Date of preparation of this description	1/2/2024
5 Available Forms of Attendance	Came
6 Number of credit hours (total) / number of units (total)	30 / 2
7 Course administrator's name (if more than one name is mentioned)	Name: Prof. Laith Ali Yousef Al-Hakim Al-Amil: laitha.alhakim@uokufa.edu.iq

8 Course Objectives	
<ul style="list-style-type: none"> Introducing the basic concepts of negotiation management and their importance in the business environment Introducing the methods used in developing negotiation skills. Identify the conditions, principles, elements and strategies of negotiation management. Identify conflict management methods in organizations or between them. Study and analyze decisions and strategies related to effective negotiation. 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> Teaching strategy through direct teaching (lecture, discussion, training through case studies). Education strategy through indirect teaching (brainstorming strategy, cooperative learning strategy, self-learning strategy, simulation strategy) 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Introduction to Negotiation Management	Providing students with modern knowledge in the field of negotiation management.	2	The first
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Foundations and principles of the negotiation process	Raising students' awareness to understand how to make negotiation decisions and	2	Second

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			how to integrate them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	The necessity and stages of negotiation	Preparing students to deal with the labor market by focusing on field applications in the field of negotiation.	2	Third
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Elements and conditions of negotiation	Developing students' competencies to meet the needs of service and industrial organizations in the field of negotiation management.	2	Fourth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Negotiation Strategies	Raising students' awareness to understand how to make negotiation decisions and how to integrate them.	2	V
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Negotiation skills and obstacles	Preparing students to deal with the labor market by focusing on field applications in the field of negotiation.	2	Sixth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Negotiating leadership and negotiating team leader	Providing students with modern knowledge in the field of negotiation management.	2	Seventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Scheduling operations	Raising students' awareness to understand how to make negotiation decisions and	2	Eighth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			how to integrate them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Maintenance & Reliability	Preparing students to deal with the labor market by focusing on field applications in the field of negotiation.	2	Ninth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Negotiation and conflict resolution within organizations	Developing students' competencies to meet the needs of service and industrial organizations in the field of negotiation management.	2	X
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Some negotiation tactics	Raising students' awareness to understand how to make negotiation decisions and how to integrate them.	2	Eleventh
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Administrative Decision and Negotiation	Preparing students to deal with the labor market by focusing on field applications in the field of negotiation.	2	Twelfth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Problems and challenges of organizations	Providing students with modern knowledge in the field of negotiation management.	2	Thirteenth
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	The relationship of negotiation to the problems of organizations	Raising students' awareness to understand how to make negotiation decisions and	2	Fourteenth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
			how to integrate them.		
The ability to answer direct and indirect questions, and the ability to discuss and put forward ideas.	Lecture, discussion, brainstorming, self-learning, cooperative learning, case studies	Negotiating Information Systems	Preparing students to deal with the labor market by focusing on field applications in the field of negotiation.	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Amer, Sameh Abdulmutalib, et al., (2020). Negotiation Department, Dar Al-Fikr, Second Edition, Amman.	Required textbooks (methodology, if any)
	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
All websites in Arabic and English for displaying negotiation management and its applications.	Electronic References, Websites

Course Description

1 Course: Portfolio Management
2 Course Code: MP42
3 Semester/Year First Semester 2023-2024
4 Date of preparation of this description 1/9/2023
5 forms of attendance available: Classroom
6 Number of study hours (total) / number of units (total) 3 hours per week / 45 hours per course
7 Course administrator's name (if more than one name is mentioned) Name: Assoc. Prof. Sajjad Mohammed Attia Al-Amil: sajiadm.adatah@uokufa.edu.iq

8 Course Objectives	
<p>Course objectives include determining what a student should know after completing the course:</p> <ol style="list-style-type: none"> 1. Learn about portfolio management concepts and principles. 2. Learn the basics of return and risk 3. Identify current trends and reference institutions related to portfolio management 4. Understand issues related to market efficiency . 	Course Objectives

9 Teaching and Learning Strategy	
<ol style="list-style-type: none"> 13- Interactive Learning 14- Discussions and dialogues 15- Review of problems and analysis of their causes 16- Discuss successful experiences and practices 17- Field visits 18- Submission of scientific reports 	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	Introduction to the basics of investment	Learn about the concept and basics of investment	3	The first
Oral discussion and tests	Interactive lecture with presentations	Introduction to the Investment Portfolio	Learn about the concept of investment portfolio	3	Second
Oral discussion and tests	Interactive lecture with presentations	Fundamentals of Return and Risk	Learn about the concept of return and risk	3	Third
Oral discussion and tests	Interactive lecture with presentations	Valuation of ordinary shares	Learn how to determine the value of a stock	3	Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Oral discussion and tests	Interactive lecture with presentations	Bond Valuation	Learn about the type of bond	3	V
Oral discussion and tests	Interactive lecture with presentations	Market Efficiency	Know the efficiency of capital	3	Sixth
Oral discussion and tests	Interactive lecture with presentations	Financial Markets	Learn about financial market information systems	3	Seventh
Attendance exam	Written test	Midterm Exam		3	Eighth
Discussion, discussion tests and oral tests	Interactive lecture with presentations	Portfolio Management	Learn about general concepts related to portfolio management	3	Ninth
Oral discussion and tests	Interactive lecture with presentations	Diversification	Identify the base of investment diversification	3	X
Oral discussion and tests	Interactive lecture with presentations	Portfolio Return Analysis	Learn about portfolio return measurement tools	3	Eleventh
Oral discussion and tests	Interactive lecture with presentations	Portfolio Risk Analysis	Learn about portfolio risk measurement tools	3	Twelfth
Oral discussion and tests	Interactive lecture with presentations	Portfolio Performance	Learn about portfolio performance metrics	3	Thirteenth
Oral discussion and tests	Interactive lecture with presentations	Introduction to International Portfolios	Learn about international portfolios	3	Fourteenth
Attendance exam	Written test	End of course exam		3	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
	Required textbooks (methodology, if any)
Portfolio Management (Al Shabib 2015), (Al Mousli 2013) and (Al Ameri 2013)	Main references (sources)
	Supporting books and references recommended by (scientific journals, reports ...)
Miscellaneous	Electronic References, Websites

Course Description

1 Course Name English
2 Course Code EL42
3 Semester / Year Second Semester /2024
4 Date of preparation of this description 17/3/2024
5 Forms of attendance available in person
6 Number of academic hours (total) / number of units (total) 2 hours by 30 hours for the course
7 The name of the course administrator (if more than one name is mentioned) Prof. Dr. Hamed Karim Al-Hadrawi Name: Prof. Hamed Karim Al-Hadrawi Email: hamadk.hadrawi@uokufa.edu.iq

8 Course Objectives	
<ol style="list-style-type: none"> 1. Understand and use English as a means of communication and learning in their disciplines 2. Seemed and continue the short and simple conversations 3. Writing a correct and correct sentence structure and meaning 	Course Objectives

9 Teaching and Learning Strategy	
Active interaction and participation Use of technology Focus on language skills Training on self-learning strategies	Strategy

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 1/ introduce your self/ subjects	Knowledge and application	2	The first
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 2/ Questions and adjectives	Knowledge and application	2	Second
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 3/ Verb to be	Knowledge and application	2	Third
Tests and discussions in the classroom	- Explanations, blackboard and presentations PowerPoint	Unit 4/ Passive adjectives	Knowledge and application	2	Fourth

10 Course Structure					
Evaluation method	Learning method	Unit or Subject Name	Required Learning Outcomes	Hours	Week
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 5/ Tenses	Knowledge and application	2	V
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 6/ Tenses	Knowledge and application	2	Sixth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 7/ Question words	Knowledge and application	2	Seventh
Tests and discussions in the classroom	Came	Unit 8+9/ Tense	test	2	Eighth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 10/ Tenses	Knowledge and application	2	Ninth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 11 / Can would like	Knowledge and application	2	X
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 12/ Some any	Knowledge and application	2	Eleventh
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 13/ Tenses	Knowledge and application	2	Twelfth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 14/ Tenses	Knowledge and application	2	Thirteenth
Tests and discussions in the classroom	- Explanations, blackboard and presentations	Unit 14/ Tenses	Knowledge and application	2	Fourteenth
Attendance tests	Came	test	test	2	Fifteenth

11 Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily, oral, monthly, written exams, reports , and the work of a research paper	
12 Learning and Teaching Resources	
Head Way/ Oxford	Required textbooks (methodology, if any)
Head Way/ Oxford	Main references (sources)
Oxford Open Language Source Site	Supporting books and references recommended by (scientific journals, reports ...)
https://elt.oup.com/student/headway	Electronic References, Websites