



Description of the Academic Program and Course for the Bachelor's Degree in Business Administration

**وصف البرنامج الأكاديمي
والمقرر الدراسي
لدرجة البكالوريوس في إدارة الأعمال**



**Prepared by :
A.L. Ahmed Neama Al-Juhaishi**

**إعداد :
م.م. احمد نعمة الجحيشي**



Ministry of Higher Education & Scientific Research
University of Babylon
College of Administration & Economics
Department of Business Administration

وزارة التعليم العالي والبحث العلمي
جامعة بابل
كلية الإدارة والاقتصاد
قسم إدارة الأعمال

Academic Program Description For the Department of Business Administration

Prepared By

A.L. Ahmed Neama AL-Juhaishi
Department Quality Liaison Member

University of Babylon - College of Administration & Economics
Iraq - Babylon - Hilla/ Al-Jazaer neighborhood - near Babylon railway station.

<https://business.uobabylon.edu.iq>

2025م

Note: The first stage has not been mentioned in the current description (2024-2025) because the department has begun working in this academic year according to the Bologna process (as there is another model for describing the academic program and course description for the Bologna system).



Introduction

The Department of Business Administration represents one of the leading academic departments at the University of Babylon. Its Bachelor's program aims to prepare graduates who are scientifically and practically qualified, capable of meeting the demands of the labor market in fields such as management, leadership, entrepreneurship, strategic analysis, and more. The academic program in the Department of Business Administration is an integrated system of courses taught to students by a group of competent faculty members holding diverse academic degrees and specializations that align with the nature and requirements of the curricula.

The Business Administration program constitutes an approved study plan designed in accordance with the instructions and regulations of the Ministry of Higher Education and Scientific Research, combining theoretical knowledge with practical applications. Its courses are structured to help students acquire various skills in business administration, qualifying them for the labor market. The department implements, monitors, and periodically updates the program to ensure its alignment with changes in the educational environment and the needs of the public and private sectors, contributing to enhancing community productivity and achieving sustainable economic development.

All faculty members in the department, according to their specializations and scientific expertise, contribute to preparing the academic program description and course syllabi in a manner that achieves their objectives and enhances the skills that students will acquire by improving the quality of expected learning outcomes. This represents one of the essential requirements for program accreditation. The department implements the program under the supervision of the specialized academic committees within the department and the college, taking into account the latest developments in the educational system in Iraq to ensure the quality and sustainability of education and to graduate specialized personnel who meet labor market needs efficiently and effectively.

The description outlines the vision, mission, and objectives of the department's Bachelor's program, the study components and courses, the adopted study system (courses), the teaching methods employed, as well as the learning outcomes and skills that students will acquire throughout their years of study, along with other relevant sections.



وصف البرنامج الأكاديمي Description of Academic Program



Academic Program Information

University Name	University of Babylon
College Name	College of Administration and Economics
Department Name	Department of Business Administration
Academic Program Name	Bachelor of Business Administration
Final Degree Name	Bachelor in Business Administration
Study System	Courses
Approved Program	Approved curricula and syllabuses according to the instructions of the Ministry of Education
Other External Influences	Summer training in government institutions + scientific cooperation agreements with similar departments in private universities
Date of Description Preparation	7/3/2024
Date of File Completion	16/2/2025

Department Quality Liaison Member:

A.L. Ahmed Neama AL-Juhaishi

Signature:

Head of Department:

A.Pr.Dr. Fatimah Hussein Al-Bakry

The file is checked by:

Director of the Quality Assurance Division:

Prof. Dr. Kamil Shakeer AL-Watifi

Signature:

Scientific Associate:

Pr.Dr. Bashar Abbas Alhimyari

Approval of the Dean of the College

Pr.Dr. Zainab Abdulrazzaq Al-Hindawy



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1. Program Vision

Excellence and leadership in providing high-quality education in the field of business administration, qualifying cadres capable of leading change and academic excellence and contributing to sustainable development locally and globally.

2. Program Mission

To provide innovative and comprehensive academic programmer in the field of business administration, with a focus on developing leadership and innovative skills and enhancing scientific research and community partnerships to meet the needs of the labor market and contribute to achieving the vision of sustainable development.

3. Program Objectives

- 1/ Improving the educational process in various academic programmes in accordance with Iraqi and international quality standards.
- 2/ Providing a learning environment of academic excellence for students in order to provide them with knowledge, skills and expertise within continuously updated educational plans.
- 3/ Build and develop students' cognitive abilities in a way that enables them to work in governmental and private institutions efficiently and effectively and meet the requirements of the labour market.
- 4/ Graduation of specialised human resources in the field of business administration sciences that will contribute to the service of the educational process and positively impact the productivity of the national economy.
- 5/ Enhancing the spirit of competitiveness among faculty members and attracting competencies from highly qualified professors and employing them in the service of the educational process.
- 6/ Activating social partnerships and joint cooperation with various institutions in the country in order to invest them in serving the community and contributing to achieving the goals of sustainable development.

4. Program Accreditation

In the process of submission.

5. Other External Influences

Summer training in government institutions + scientific cooperation agreements with similar departments in private universities

6. Program Structure				
Program Structure	Number of Courses	Credit hours	Percentage	Reviews*
Institution Requirements	5/43	9	11.6%	Course Classification (Basic, optional)
College Requirements	4/43	10	9.3%	
Department Requirements	34/43	85	79.1%	
Summer Training	(for one month during the summer vacation)			Satisfied
Other				

7. Program Description					
Note: The first Stage follows the Bologna path, starting from the current year 2024-2025 AD.					
Year/Level	Course Code	Course Name	Credit Hours		Total Number of Units
			Theo-	Prac-	
The Second Stage/ Course 1 (2024-2025)	AeBaMmA215	Marketing Management	3	-	3
	AeBaHrmA216	Human Resources Management	3	-	3
	AeBaOmA217	Organization Theory	3	-	3
	AeBaIaA218	Intermediate Accounting (1)	2	-	2
	AeBaCcA219	The Commercial Code	3	-	3
	AeBaImA220	Inventory Management	2	-	2
	AeBaBsA221	Business Spreadsheet by Microsoft Excel in English	1	2	2
	AeBaBpcA255	Baath Party Crimes	2	-	2
The Second Stage/ Course 2 (2024-2025)	AeBaMrA222	Marketing Research	2	-	2
	AeBaIcmA223	Intellectual Capital Management	2	-	2
	AeBaObA224	Organizational Behavior	3	-	3
	AeBaIaA225	Intermediate Accounting (2)	2	-	2
	AeBaEcA226	E-Commercial	2	-	2
	AeBaScmA227	Supply Chain Management	2	-	2
	AeBaAbsA228	Advanced Business Spreadsheet by Microsoft Excel in English	1	2	2
	AeBaAlA256	Arabic Language	2	-	2
	AeBaElA257	English Language	2	-	2
The Third Stage/ Course 1 (2024-2025)	AeBaFmA329	Financial Management (1)	3	-	3
	AeBaSmA330	Strategic Management	3	-	3
	AeBaBmA331	Banking Management	3	-	3
	AeBaCaA332	Cost Accounting (1)	3	-	3
	AeBaBqmA333	Business Quantitative Methods by QSB	1	2	2



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	AeBaPmA334	Project Management	3		3
	AeBaBeA335	Business Economics	2		2
The Third Stage/ Course 2 (2024-2025)	AeBaFmA336	Financial Management (2)	3	-	3
	AeBaStA337	Strategic Thinking	2	-	2
	AeBaImA338	Insurance Management	3	-	3
	AeBaBoRA339	Business Operations Research by WQSB	1	2	2
	AeBaCaA340	Cost Accounting (2)	3	-	3
	AeBaMpA341	Microsoft Project	1	2	2
	AeBaFsA342	Feasibility Studies	2	-	2
The Fourth Stage/ Course 1 (2024-2025)	AeBaOpmA443	Operations & Production Management	3	-	3
	AeBaIbA444	International Business Management	3	-	3
	AeBaMiA445	Managerial Information Technology	3	-	3
	AeBaRmA446	Research Methodologies Approaches	2	-	2
	AeBaGcA447	Government Contracts Management	2	-	2
	AeBaRmA448	Risk Management	2	-	2
The Fourth Stage/ Course 2 (2024-2025)	AeBaQmA449	Quality Management	3	-	3
	AeBaKmA450	Knowledge Management	3	-	3
	AeBaCgA451	Corporate Governance	2	-	2
	AeBaGpA452	Graduate Project	-	2	1
	AeBaNmA453	Negotiation Management	2	-	2
	AeBaIpMA445	Investment Portfolio Management	3	-	3

8. Expected learning Outcomes of the Program

A. Knowledge

- A1-** Introducing the student to the concept and objectives of the business administration program and the administrative functions of the organization.
- A2-** The student gets to know the management of working capital in the facility.
- A3-** The student gets to know the evaluation of projects and short-term sources of financing and their characteristics.
- A4-** The student understands the types and characteristics of long-term investments.
- A5-** The student understands the methods and methods of scientific research.

B. Skills

- | | |
|----------------------------------|---|
| ❖ Subject-specific Skills | B1- The student learns mathematical methods and techniques.
B2- Understand analysis and reasoning skills.
B3- Learn the tools and means of planning, organizing, evaluating & controlling. |
| ❖ Thinking Skills | B4- Brainstorming Ideas.
B5- Study case.
B6- Discussion questions.
B7- Exchange views. |



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8. Expected learning Outcomes of the Program

C. Ethics

- C1- Mutual respect and social responsibility.
- C2- Enhancing the spirit of cooperation and teamwork.
- C3- Discipline and tolerance.
- C4- Love of learning.

9. Teaching and Learning Strategies

- | | |
|---------------------------|-------------------------------------|
| 5/ Brainstorming Ideas. | 1/ Method of giving lectures. |
| 6/ E-Learning on Campus. | 2/ Solve examples and case studies. |
| 7/ Experiential Learning. | 3/ Student Groups. |
| 8/ Education application. | 4/ Workshops. |

10. Evaluation Methods

- 1/ Monthly and quarterly exams.
- 2/ Learning Matrix.
- 3/ Feedback.
- 4/ Learning Triangle.

11. Faculty

S.	Academic Rank	Specialization		Special Requirements /Skills (if applicable)	Nu. of the teaching staff	
		General	Special		Staff	Lec
1	Pr. Dr. Kamil Shakeer Al-Watifi	Business Administration	Human Resources	Division Manager	/	
2	Pr.Dr. Zainab Abdulrazzaq Al-hindawy	Business Administration	Organization Theory & Organizational Behavior	Dean of the College	/	
3	Pr.Dr. Thamir Hadi Abod Algenaibi	Business Administration	Marketing		/	
4	Pr.Dr. Mahdi Attia Al-Jubouri	Business Administration	Financial Management		/	
5	Pr.Dr. Bashar Abbas Alhimyari	Business Administration	Strategic management	Assistant Dean for Scientific Affairs	/	
6	A.Pr.Dr. Fatimah Hussein Al-Bakry	Business Administration	Production and operations management	Head of Department	/	
7	A.Pr.Dr. Rasha Abbas Al-Rubaye	Business Administration	Human Resources		/	
8	A.Pr.Dr. Ibtihal Fares Ali	Business Administration	Production and operations management		/	
9	A.Pr.Dr. Aqeel Kassim Hashim	Business Administration	Management of Tourism Institutions	Unit Official	/	
10	A.Pr.Dr. Sura Saleem AbdulShahid	Arabic Language	Literature		/	
11	A.Pr. Dhafer Naser Hussein	Business Administration	Strategic management		/	
12	A.Pr. Rihab Hussein	Business	Comprehensive Quality	Unit Official	/	



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11. Faculty

S.	Academic Rank	Specialization		Special Requirements /Skills (if applicable)	Nu. of the teaching staff	
		General	Special		Staff	Lec
	Jawad	Administration	Management			
13	L.Dr. Emad Wahab Abd AlAmeer	Business Administration	Production and operations management		/	
14	L.Dr. Basma Mahdi Hamad	Business Administration	Production and operations management	Department Rapporteur	/	
15	L.Dr. Ahmed Hadi Talib	Business Administration	Marketing			/
16	L.Dr. Ahmed Raad AbdUlkaifi	Economy	Economic development		/	
17	L. Shafaa Turki Ayyez	Business Administration	Marketing		/	
18	L. Alyaa Abd Almunaem	Computer Science	Computer Science		/	
19	L. Farah Hussein Mohammed	Information Technology	Information Technology		/	
20	A.L. Marwa Kareem Toman	Computer Science	Multimedia			/
21	A.L. Haider Harbi Hussein	Industrial Management	Strategic Management	Division Manager	/	
22	A.L. Zahraa Yaseen Alwan	Industrial Management	Organizational Behavior	Unit Official	/	
23	A.L. Mohammed Fakhri Berto	Industrial Management	Industrial Management	Division Manager	/	
24	A.L. Israa Faleh Fadhel	Statistics	Statistics	Dep. Rapporteur (Postgraduate Studies)	/	
25	A.L. Humam Ali Hamzah	Business Administration	Financial Management		/	
26	A.L. Rana Zahir Salman ALjanabi	Business Administration	Strategic Management		/	
27	A.L. Jaafar Mahmood Abd AL-Abass	English Language	Teaching Methods			/
28	A.L. Ahmed Neama Dhahir	Financial & Banking Sciences	Financial & Banking Sciences	Quality Liaison Member	/	

12. Professional Development

Mentoring New Faculty Members

New faculty members are guided at the department level by holding courses and workshops related to their specialization, and also introducing them to teaching methods courses and introductory lectures on the type of leadership that may be spiritual leadership in the department and how to deal with it.

Professional Development of Faculty Members

The Department of Business Administration is one of the leading departments that is keen on the professional development of faculty members, in addition to its diligent follow-up to consolidate teaching and learning among this leading group in the department for the purpose of them reaching high-quality levels of learning and teaching.



13. Acceptance Criterion

We have two types of admission: 1- Central admission. 2- Evening study.

14. The Most Important Sources of Information about the Program

The program description is stated and published on the university, college and department websites by our ministries "The Ministry of Higher Education and Scientific Research" and is followed up by the respected department head.

15. Program Development Plan

A comprehensive future development plan for the Business Administration Department:

It aims to enhance the quality of academic programs, keep pace with labor market requirements, and build strategic partnerships with various sectors:

The First Axis: Developing Academic Programs

1. Modernizing The Curriculum: introducing modern specializations such as:

- Managing digital transformation.
- Artificial intelligence in making administrative decisions.
- Integrating realistic case studies from the local and global market.

2. Strengthening The Applied Aspect:

- Establishing simulation laboratories for crisis management and decision-making. (Business Simulation Labs).
- Strengthening cooperation links with local companies to provide practical training opportunities.

3. Blended Learning: Developing interactive electronic platforms to provide lectures remotely while maintaining direct interaction.

The Second Axis: Scientific Research And Innovation

1. Establishing Specialized Research Centers: such as the Center for Comprehensive Quality Studies and Operations Management.

2. Stimulating Scientific Research:

- Funding research projects focusing on local market challenges (such as unemployment, digital transformation).
- Publishing scientific papers in classified international journals.

3. Research Partnerships:

- Cooperating with local universities in joint research projects.
- Holding annual conferences on emerging business management issues (such as crisis management in light of climate change).

The Third Axis: Partnership With The Public And Private Sectors

1. Consulting Programs: Designing intensive training programs for employees in government sectors.

Fourth Axis: Development Of Students And Graduates

1. Leadership Programs:

- Launching annual business plan competitions with financial prizes.
- Organizing field visits to leading companies locally and internationally.



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15. Program Development Plan

2. Follow-Up Of Graduates:

- Establishing an electronic platform to track graduates' paths and evaluate the suitability of programs for the labor market.
- Holding workshops on employment skills (such as CV writing, job interviews).

Fifth Axis: Infrastructure And Technology

1. **Transforming The Department Into A “Smart Department”:** Providing classrooms equipped with virtual reality (VR) technologies to simulate work environments.
2. **Developing The Digital Library:** Providing modern electronic resources (books, periodicals, databases) in management specializations.

Sixth axis: Quality assurance and accreditations

1. **Accreditation:** This consists of obtaining programmatic accreditation to enhance the credibility and academic standing of the department locally.
2. **Periodic Evaluation:** Conduct regular surveys with students and employers to measure their satisfaction with the programs.

The Seventh Axis: Social Responsibility

1. Community Programs:

- Organizing awareness campaigns about financial culture and small business management.
- Providing free courses to community members in basic business management skills.

Proposed time plan for development:

The Axis	The Expected Period
Curriculum Update	Continuously (According to the instructions and within the framework of the permitted percentage of 20%), taking into account the requirements of the labor market.
Establishment Of Laboratories	12-18 months
Obtaining Program Accreditation	6-18 months

Expected results:

- ❖ Increase employment opportunities for graduates by 40% within 3 years.
- ❖ Transforming the department into a knowledge center that contributes to solving community problems.



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Description of Academic Program



Program Skills Plan																			
				Required Program Learning Outcomes															
Year/ Level	Course Code	Course Name	Basic or Optional	Knowledge					Skills							Ethics			
				A 1	A 2	A 3	A 4	A 5	B 1	B 2	B 3	B 4	B 5	B 6	B 7	C 1	C 2	C 3	C 4
Second Stage Course 1 (2024- 2025)	AeBaMmA215	Marketing Management	Basic	*	*	*			*	*	*		*	*	*	*	*	*	*
	AeBaHmA216	Human Resources Management	Basic	*	*	*		*		*	*		*	*	*	*	*	*	*
	AeBaOmA217	Organization Theory	Basic	*	*		*	*		*	*	*	*		*	*	*	*	*
	AeBaIaA218	Intermediate Accounting (1)	Optional	*	*	*	*		*	*	*	*		*	*	*	*	*	*
	AeBaCcA219	The Commercial Code	Optional	*	*	*	*			*			*		*	*	*	*	*
	AeBaImA220	Inventory Management	Optional	*	*	*	*		*	*	*	*		*	*	*	*	*	*
	AeBaBsA221	Business Spreadsheet by Microsoft Excel in English	Optional	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*
	AeBaBpcA255	Baath Party Crimes	Optional	*						*			*	*	*	*	*	*	*
Second Stage/ Course 2 (2024- 2025)	AeBaMrA222	Marketing Research	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaIcmA223	Intellectual Capital Management	Basic	*		*	*		*	*	*		*	*	*	*	*	*	*
	AeBaObA224	Organizational Behavior	Basic	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
	AeBaIaA225	Intermediate Accounting (2)	Optional	*	*	*	*		*	*	*	*		*	*	*	*	*	*
	AeBaEcA226	E-Commercial	Optional	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
	AeBaScmA227	Supply Chain Management	Optional	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
	AeBaAbsA228	Advanced Business Spreadsheet by Microsoft Excel in English	Optional	*				*	*	*	*	*			*	*	*	*	*



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	AeBaAlA256	Arabic Language	Optional	*				*	*			*		*	*	*	*	*	*
	AeBaElA257	English Language	Optional	*				*	*			*		*	*	*	*	*	*
Third Stage/ Course 1 (2024-2025)	AeBaFmA329	Financial Management (1)	Basic	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*
	AeBaSmA330	Strategic Management	Basic	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaBmA331	Banking Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaCaA332	Cost Accounting (1)	Basic	*	*	*	*		*	*		*		*	*	*	*	*	*
	AeBaBqmA333	Business Quantitative Methods by QSB	Optional	*				*	*	*	*	*		*	*	*	*	*	*
	AeBaPmA334	Project Management	Optional	*	*	*	*	*	*	*	*	*	*	*		*	*	*	*
	AeBaBeA335	Business Economics	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Third Stage/ Course 2 (2024-2025)	AeBaFmA336	Financial Management (2)	Basic	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*
	AeBaStA337	Strategic Thinking	Basic	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaImA338	Insurance Management	Basic	*		*	*	*	*	*	*	*	*	*		*	*	*	*
	AeBaBorA339	Business Operations Research by WQSB	Optional	*				*	*	*	*	*	*	*	*	*	*	*	*
	AeBaCaA340	Cost Accounting (2)	Basic	*	*	*	*		*	*	*	*		*	*	*	*	*	*
	AeBaMpA341	Microsoft Project	Optional	*	*	*	*	*	*	*	*	*	*	*		*	*	*	*
	AeBaFsA342	Feasibility Studies	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Fourth	AeBaOpmA443	Operations & Production Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*



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Stage/ Course 1 (2024- 2025)	AeBaIbaA444	International Business Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaMitA445	Managerial Information Technology	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaRmaA446	Research Methodologies Approaches	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaGcmA447	Government Contracts Management	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaRmA448	Risk Management	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Fourth Stage/ Course 2 (2024- 2025)	AeBaQmA449	Quality Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaKmA450	Knowledge Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaCgA451	Corporate Governance	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaGpA452	Graduate Project	Optional	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaNmA453	Negotiation Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
	AeBaIpMA445	Investment Portfolio Management	Basic	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*



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قسم إدارة الأعمال

Course Description

For the Department of Business Administration

Prepared By

A.L. Ahmed Neama AL-Juhaishi
Department Quality Liaison Member

University of Babylon - College of Administration & Economics
Iraq - Babylon - Hilla/ Al-Jazaer neighborhood - near Babylon railway station.

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Course Description

1. Course Name					
Marketing Management					
2. Course Code					
AeBaMmA215					
3. Semester / Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
11/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Dr. Ahmed Hadi Talib Email: bus.ahmed.hady@uobabylon.edu.iq					
8. Course Objectives					
Definition of marketing, tracing the roots of marketing and the emergence of the marketing concept, identifying marketing management & its importance in contemporary organizations, studying market segmentation and the strategies followed in it.					
9. Teaching and Learning Strategies					
Strategy Participation and Test with Case Study.					
10. Course Structure					
Wee k	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	General objective: To enable the student to understand and know marketing and its related concepts.	Introduction to Marketing	Theoretical	Participation, attendance and tests
2 nd	3	Specific objective: To introduce the student to the historical dimensions of marketing	Introduction to Marketing	Theoretical	Participation, attendance and tests
3 rd	3	To introduce marketing management and its importance in contemporary organizations	Marketing Management	Theoretical	Participation, attendance and tests
4 th	3	To introduce marketing management and its importance	Marketing Management	Theoretical	Participation, attendance and tests

		in contemporary organizations			
5 th	3	Study the possibility of applying marketing strategies in target markets	Marketing strategies	Theoretical	Participation, attendance and case study
6 th	3	Study the possibility of applying marketing strategies in target markets	Marketing strategies	Theoretical	Participation, attendance and tests
7 th	3		First test	Theoretical	Participation, attendance and tests
8 th	3	Definition of market segmentation and how to deal with market segments	Market segmentation	Theoretical	Participation, attendance and tests
9 th	3	Definition of market segmentation and how to deal with market segments	Market segmentation	Theoretical	Participation, attendance and tests
10 th	3	Student's understanding of the marketing environment	Marketing environment	Theoretical	Participation, attendance and case study
11 th	3	Student's understanding of the marketing environment	Marketing environment	Theoretical	Participation, attendance and tests
12 th	3	Identification of consumer markets and purchasing behavior	Consumer markets and purchasing behavior	Theoretical	Participation, attendance and tests
13 th	3	Identification of consumer markets and purchasing behavior	Marketing strategies	Theoretical	Participation, attendance and tests
14 th	3		Second test	Theoretical	Participation, attendance and tests
15 th	3	Review	Theoretical	Participation, attendance and tests	Review

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	Marketing Management / Marketing Management Author Thamer Al-Bakri 2020
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

Course Name					
Inventory Management					
Course Code					
AeBaImA220					
Semester – Year					
1 nd semester – 2024/2025					
Description Preparation Date					
13/11/2024					
Available Attendance Forms					
Weekly/Theoretical					
Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
Course administrator's name (mention all, if more than one name)					
Name: A.L. Haider Harbi Hussein Email: haider.harbi@uobabylon.edu.iq					
Course Objectives					
Course Objectives		Learn about the purchasing and storage process.			
Teaching and Learning Strategies					
Strategy		Focusing on cooperative education, the method of discussions, and providing feedback with the aim of providing students with the cognitive skills necessary to enter the labor market.			
. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	Purchase function	Theoretical	Daily activity and quiz
2 nd	2	The student's understanding of the topic	Organization of the purchasing function	Theoretical	Exam
3 rd	2	The student's understanding of the topic	Purchasing Strategies	Theoretical	Exam
4 th	2	The student's understanding of the topic	Purchasing Strategies	Theoretical	Exam
5 th	2	The student's	Economic Purchase	Theoretical	Exam

		understanding of the topic			
6 th	2	The student's understanding of the topic	Economic Purchase	Theoretical	Exam
7 th	2	The student's understanding of the topic	Test	Theoretical	Exam
8 th	2	The student's understanding of the topic	Choosing the right source of purchase	Theoretical	Exam
9 th	2	The student's understanding of the topic	Tenders & Negotiation	Theoretical	Exam
10 th	2	The student's understanding of the topic	Inspection and receipt	Theoretical	Exam
11 th	2	The student's understanding of the topic	warehousing	Theoretical	Exam
12 th	2	The student's understanding of the topic	Warehousing	Theoretical	Exam
13 th	2	The student's understanding of the topic	Test	Theoretical	Exam
14 th	2	The student's understanding of the topic	Purchase	Theoretical	Exam
15 th	2	The student's understanding of the topic	Purchase	Theoretical	Exam

.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

.Learning and Teaching Resources

Required textbooks (curricular books)	Methodological book
Main references	
Recommended books and references (scientific journals, reports...)	None
Electronic References (Websites if any)	None

Course Description

Course Name					
Human Resources Management					
Course Code					
AeBaHrmA216					
Semester / Year					
1 nd semester – 2024/2025					
Description Preparation Date					
11/11/2024					
Available Attendance Forms					
Theoretical / Weekly					
Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
Course administrator's name (mention all, if more than one name)					
Name: Prof. Dr. Kamil Shakeer Obeis Al-Watifi Email: bus.kamil.shakeer@uobabylon.edu.iq					
Course Objectives					
The Objectives	It aims to introduce students to the most important objectives of human resources management and its basic components, as well as the functions carried out by this important administration, including planning, recruitment, organization, control, performance evaluation, motivation, training, and maintenance of human resources in organizations.				
Teaching and Learning Strategies					
Strategy	Giving lectures with practical examples and experiences of countries and companies that have paid attention to human resources, while identifying the most important results obtained by these countries and companies.				
I. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The Concept of Human Resources management	Theoretical	Daily Activity + Quiz
2 nd	3	The student's understanding of the topic	Planning for Human Resources	Theoretical	Quiz
3 rd	3	The student's understanding of the topic	Strategic Management of Human Resources	Theoretical	Daily Activity + Quiz
4 th	3	The student's understanding of the topic	Planning Steps of Human Resources	Theoretical	Discussion



وصف المقرر الدراسي

Course Description



5 th	3	The student's understanding of the topic	Employment Predicting methods	Theoretical + Practical	Daily Activity
6 th	3	The student's understanding of the topic	Jobs Analyzing	Theoretical	Quiz
7 th	3	The student's understanding of the topic	Jobs Designing	Theoretical	Test
8 th	3	The student's understanding of the topic	Attracting Human Resources	Theoretical	Discussion+ Quiz
9 th	3	The student's understanding of the topic	Testing and Recruitment	Theoretical	Daily Activity
10 th	3	The student's understanding of the topic	Incentives and Wages	Theoretical	Quiz
11 th	3	The student's understanding of the topic	Bases for Granting Incentives	Theoretical	Daily Activity+ Discussion
12 th	3	The student's understanding of the topic	Employee benefits and Services	Theoretical	Quiz
13 th	3	The student's understanding of the topic	Training	Theoretical	Daily Activity
14 th	3	The student's understanding of the topic	Performance Evaluation	Theoretical + Practical	Daily Activity+ Quiz
15 th	3	The student's understanding of the topic	End of Course Test	Test	Test

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Human Resources Management 2025 by Dr. Qhani Daham and Dr. Ali Razaq
Recommended books and references (scientific journals, reports...)	Human Resources Management by Dr. Suheila Mohamed Abbas
Electronic References (Websites if any)	

Course Description

1. Course Name					
Business Spreadsheet by Microsoft Excel in English					
2. Course Code					
AeBaBsA221					
3. Semester / Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
14/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours (15 Theoretical + 30 Practical) / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: ImunaeAlyaa abd am			Name: Marwa Kareem Toman		
Email: .alyaaalnajar@gmail.com			Email: marwa.toman@uobabylon.edu.iq		
8. Course Objectives					
Course Objectives	The course aims to: 1. Enable the student to know the use of the EXCEL program. 2. Enable the student to use the program in the design of simple administrative systems . 3. Enable the student to design simple accounting systems or inventories and sales lists.				
9. Teaching and Learning Strategies					
Strategy	The teaching strategies in this course focus on trying to achieve educational goals through the use of various teaching methods by integrating technology into education and using computer software for this purpose.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	General introduction of Excel and its functions	Theoretical & practical	Theoretical / practical daily exam
2 nd	3	The student's understanding of the topic	Excel program interface	Theoretical & practical	Theoretical / practical daily exam
3 rd	3	The student's understanding of the topic	Create, save and format a workbook for texts	Theoretical & practical	Theoretical / practical daily exam



وصف المقرر الدراسي

Course Description



4 th	3	The student's understanding of the topic	Excel program interface	Theoretical & practical	Theoretical / practical daily exam
5 th	3	The student's understanding of the topic	Entering data, selecting cells and formatting tables	Theoretical & practical	Theoretical / practical daily exam
6 th	3	The student's understanding of the topic	Automatic gluing and filling options	Theoretical & practical	Theoretical / practical daily exam
7 th	3	The student's understanding of the topic	Freeze, search and replace order	Theoretical & practical	Theoretical / practical daily exam
8 th	3	The student's understanding of the topic	Functions	Theoretical & practical	Theoretical / practical daily exam
9 th	3	The student's understanding of the topic	Logical functions	Theoretical & practical	Theoretical / practical daily exam
10 th	3	The student's understanding of the topic	Inserting and formatting images	Theoretical & practical	Theoretical / practical daily exam
11 th	3	The student's understanding of the topic	Structural schemes	Theoretical & practical	Theoretical / practical daily exam
12 th	3	The student's understanding of the topic	Charts references	Theoretical & practical	Theoretical / practical daily exam
13 th	3	The student's understanding of the topic	Protect the worksheet	Theoretical & practical	Theoretical / practical daily exam
14 th	3	The student's understanding of the topic	Protection of the workbook	Theoretical & practical	Theoretical / practical daily exam
15 th	3	The student's understanding of the topic	Page setup and print formats	Theoretical & practical	Theoretical / practical daily exam

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	<ul style="list-style-type: none"> اساسيات الحاسوب وتطبيقاته المكتبية (الجزء الثالث): غسان حميد، زياد محمد، مصطفى ضياء 2014 الخضر علي الخضر بحث : اساسيات الحاسوب 2016
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
The Commercial Code					
2. Course Code					
AeBaCcA219					
3. Semester / Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
14/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.L. Zahraa Yaseen Alwan Email: zahra.yasin@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		The aim of the course is to provide students with the information and skills required in (Commercial Law) at the university level. It provides a strong background for those who will go on to study a related subject (Commercial Law).			
9. Teaching and Learning Strategies					
Strategy		The main strategy used in teaching this unit is to encourage students to participate in the practice and to improve and expand their critical thinking skills. This will be achieved through teaching classes and interactive educational programs of simple types of experiments that include some student activities.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Obligations, their types and sources	Lectures	Test
2 nd	3	The student's understanding of the topic	Algebraic operations on groups , venn diagram	Lectures	Test
3 rd	3	The student's understanding of the topic	Reasons for the existence of commercial law and determining its scope	Lectures	Test



وصف المقرر الدراسي

Course Description



4 th	3	The student's understanding of the topic	Importance of differentiating between commercial and civil work	Lectures	Test
5 th	3	The student's understanding of the topic	Sole commercial business	Lectures	Test
6 th	3	The student's understanding of the topic	Commercial business in the form of a project	Lectures	Test
7 th	3	The student's understanding of the topic	The merchant and his conditions and duties	Lectures	Test
8 th	3	The student's understanding of the topic	Semester exam		
9 th	3	The student's understanding of the topic	Distinguishing between a trade name and some commercial formulas	Lectures	Test
10 th	3	The student's understanding of the topic	Companies and their types	Lectures	Test
11 th	3	The student's understanding of the topic	Characteristics of the company and how to share profits and losses	Lectures	Test
12 th	3	The student's understanding of the topic	Invalidation of the company contract and transfer of ownership of shares and stakes	Lectures	Test
13 th	3	The student's understanding of the topic	Pledging and seizing shares and stakes	Lectures	Test
14 th	3	The student's understanding of the topic	Company management	Lectures	Test
15 th	3	The student's understanding of the topic	Semester exam		

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams.

12.Learning and Teaching Resources

- 1 Mohamed Abdel Ghaffar, A study in commercial business, merchant and commercial papers.
 - 2 Akram Yamalki, Commercial Law, Companies, Comparative Study.
 - 3 Munir Ali Halil, Principles of Commercial Law.
 - 4 Amer Abu Mughli, Commercial Law.
- Aziz Al-Akili, The Mediator in Explaining Commercial Legislation.

Course Description

1. Course Name					
Intermediate Accounting (1)					
2. Course Code					
AeBaIaA218					
3. Semester / Year					
First semester – 2024/2025					
4. Description Preparation Date					
13/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Emad Wahab AbdAlameer Email: bus569.emad.whab@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Consolidating the foundations of accounting knowledge regarding the intellectual framework of financial accounting and deepening the understanding of accounting problems related to the measurement, presentation and disclosure of assets in financial reports in light of accounting standards			
9. Teaching and Learning Strategies					
Strategy		Introducing the student to all accounting treatments related to accounting work procedures, developing the student's skill abilities in addressing measurement and delivery problems in financial accounting, and settling the final accounts at the end of the accounting period			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	Definition of accounting, its information, and its intellectual framework:	Theoretical	Theoretical exam
2 nd	2	The student's understanding of the topic	Definition of accounting, its information, and its intellectual framework	Theoretical	Theoretical exam
3 rd	2	The student's	Definition of accounting, the role	Theoretical	Theoretical



وصف المقرر الدراسي

Course Description



		understanding of the topic	of accounting information in decision-making, and the intellectual framework of financial accounting.		exam
4 th	2	-	First exam	Theoretical	
5 th	2	The student's understanding of the topic	Accounting for cash in hand (deficit and excess) and the petty cash fund Accounting for cash in the bank	Theoretical	Theoretical exam
6 th	2	The student's understanding of the topic	matching the bank statement using the three methods	Theoretical	Theoretical exam
7 th	2	The student's understanding of the topic	Accounting for prepaid and accrued expenses	Theoretical	Theoretical exam
8 th	2	The student's understanding of the topic	Accounting for debtors: the concept of debtors, disclosure of debtors in financial reports, the concept of written off debts, and methods of writing them off and collecting them.	Theoretical	Theoretical exam
9 th	2	The student's understanding of the topic	Methods for estimating doubtful debts, their accounting treatment, and the basis for increasing and decreasing the allowance for doubtful debts.	Theoretical	Theoretical exam
10 th	2	The student's understanding of the topic	Accounting for prepaid and accrued expenses	Theoretical	Theoretical exam
11 th	2	-	Second exam	Theoretical	
12 th	2	The student's understanding of the topic	Accounting for prepaid and accrued expenses	Theoretical	Theoretical exam
13 th	2	The student's understanding of the topic	Accounting for debtors: the concept of debtors, disclosure of debtors in financial reports, the concept of written off debts, and methods of writing them off and collecting them	Theoretical	Theoretical exam
14 th	2	The student's understanding of the topic	Accounting for debtors: the concept of debtors, disclosure of debtors in financial reports, the concept of written off debts, and methods of writing them off and collecting them	Theoretical	Theoretical exam
15 th	2	The student's understanding of the topic	Questions and exercises	Theoretical	Theoretical exam



وصف المقرر الدراسي

Course Description



11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Al-Din Mustafa Al-Dahrawi, 2015, A contemporary approach to intermediate accounting in accordance with financial accounting standards
Main references	
Recommended books and references (scientific journals, reports...)	Intermediate financials in accordance with international financial reporting standards KIESO, D. E., WEYGANDT, J. J., WARFIELD, T. D., YOUNG, N. M., WIECEK, I. M., & MCCONOMY, B. J. (2013). INTERMEDIATE ACCOUNTING,
Electronic References (Websites if any)	



Course Description

1. Course Name	
Organization Theory	
2. Course Code	
AeBaOmA217	
3. Semester / Year	
1 st semester – 2024/2025	
4. Description Preparation Date	
12/11/2024	
5. Available Attendance Forms	
Weekly	
6. Number of Credit Hours (Total) / Number of Units (Total)	
45 hours / 3 units	
7. Course administrator's name (mention all, if more than one name)	
Name: Dr. Zainab Abdulrazzaq Al-hindawy Email: bus.zainab.abdulrazzaq@uobabylon.edu.iq	Name: Dr. Basma Mahdi Hamad Email: basma.mahdi@uobabylon.edu.iq
8. Course Objectives	
Course Objectives	<ol style="list-style-type: none"> 1. Students' awareness of the importance of studying the organization and how to apply its academic scientific systems and establish them in our Iraqi organizations. 2. Students' awareness that the era in which we live is the era of contemporary organizations and beyond, meaning that work, whether on a personal level or on the organizational level, requires the scientific level of managing the advanced and renewed organization, as all businesses are constantly changing with the change in technology and its inclusion in business. 3. Knowledge of the contributions of management pioneers in each of the traditional and modern behavioral theories. 4. Students' awareness that the organization is the success in the reality of business towards contemporary work through which competitive advantage can be achieved, whether on a personal level or on the organizational level.
9. Teaching and Learning Strategies	



وصف المقرر الدراسي

Course Description



Strategy	The following teaching and learning strategies were adopted: 1. Lecture method 2. Discussion and dialogue method 3. Brainstorming 4. Critical thinking skill strategy in learning
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student understands the meaning of the organization.	The concept of the organization, its characteristics and elements	Lecture Discussion and Dialogue	Quick tests
2 nd	3	Introducing the student to the organization's approaches	Organization study approaches	Lecture Discussion and Dialogue	Quick tests
3 rd	3	The student should be aware of the classifications of organizations.	Classification of organizations and their main challenges	Lecture Discussion and Dialogue	Quick tests
4 th	3	The student understands the environmental challenges affecting the work of organizations.	Environmental challenges affecting the work of organizations	Lecture Discussion and Dialogue	Quick tests
5 th	3	The student should be able to know the reasons for interest in the theory of organization.	Organization theory	Lecture Discussion and Dialogue	Quick tests
6 th	3	The student understands the extent of the relationship between organizational theory and organizational behavior.	The relationship between organization theory and organizational behavior	Lecture Discussion and Dialogue	Quick tests
7 th	3	Explaining of what this theory includes and what assumptions it is based on.	Scientific management theory	Lecture Discussion and Dialogue	Quick tests
8 th	3	Explaining the concept of behavioral and humanistic theory and the principles of the human relations movement.	Behavioral and Humanistic Theory	Lecture Discussion and Dialogue	Quick tests
9 th	3	The student should understand the concept of the organization's environment, the nature of the external environment, its types,	Organizational environment	Lecture Discussion and Dialogue	Quick tests



وصف المقرر الدراسي

Course Description



		and its impact on the organization.			
10 th	3	Introducing students to the general environmental factors and the extent to which they affect the organization's work.	General environmental factors analysis	Lecture Discussion and Dialogue	Quick tests
11 th	3	Increase students' understanding of the specific environmental factors that influence an organization.	Analysis of specific environmental factors	Lecture Discussion and Dialogue	Quick tests
12 th	3	Understand the concept of organizational structure and its importance in achieving the organization's goals, and understand the types of organizational structures.	Organizational structure	Lecture Discussion and Dialogue	Quick tests
13 th	3	Explain the importance of administrative change	Administrative change	Lecture Discussion and Dialogue	Quick tests
14 th	3	Introducing students to the decision-making mechanism.	Decision making	Lecture Discussion and Dialogue	Quick tests
15 th	3	End of course exam			Examination

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	Organization / Dr. Saad Hamoud Al-Anzi / 2015
Main references	Project Management Using Microsoft Project
Recommended books and references (scientific journals, reports...)	Organization Management / Dr. Saad Hamoud Al-Anzi 2016 / Amman Organizational Behavior / Dr. Ahmed Maher 2003 Organizational Theory / Dr. Fatima Badr Dr. Moaz Al-Sabbagh 2022
Electronic References (Websites if any)	

Course Description

1. Course Name					
Baath Party Crimes					
2. Course Code					
AeBaBpcA255					
3. Semester / Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
11/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr Sura Saleem Abdul Shahid Almeamar					
Email: bus.Sura.Saleem@uobabylon.edu.iq					
8. Course Objectives					
Introducing students to the nature, size and type of crimes that characterize the Baath Party regime towards the Iraqi people, promoting the spirit of revolution and belonging towards the homeland, correcting many misconceptions and opinions towards that era of Iraq's history.					
9. Teaching and Learning Strategies					
Diction, discussion, dialogue, problem solving, question and answer					
10. Course Structure					
We ek	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	The concept of crimes and their divisions	Dumping Dialog Solution to the problem Discussion Question & Answer	Classroom and extra- curricular activities, daily and monthly exams
2 nd	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	The crimes of the Baath regime according to the law of the Supreme Iraqi Criminal Tribunal in 2005		
3 rd	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	The crimes of the Baath regime according to the law of the Supreme Iraqi Criminal Tribunal in 2005		
4 th	2	Identify the mentality of the	Psychological and social		



وصف المقرر الدراسي

Course Description



		regimes ruling Iraq and their tools in governing the country	crimes and their effects and the most prominent violations of the Baathist regime in Iraq		
5 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Psychological and social crimes and their effects and the most prominent violations of the Baathist regime in Iraq		
6 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Psychological and social crimes and their effects and the most prominent violations of the Baathist regime in Iraq		
7 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Exam		
8 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Environmental crimes of the Baath regime in Iraq		
9 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Environmental crimes of the Baath regime in Iraq		
10 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Environmental crimes of the Baath regime in Iraq		
11 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Mass grave crimes		
12 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	The events of the genocide graves committed by the Baathist regime in Iraq		
13 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Chronological classification of genocide graves in Iraq for the period 1963-2003 AD		
14 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Chronological classification of genocide graves in Iraq for the period 1963-2003 AD		
15 th	2	Identify the mentality of the regimes ruling Iraq and their tools in governing the country	Exam		

11.Course Evaluation

The grade is distributed out 50 according to tasks assigned to the student such as daily



وصف المقرر الدراسي

Course Description



preparation ,daily and monthly exams , reports, extracurricular activities, attendance, ethics in the classroom.... Etc.

12. Learning and Teaching Resources

Required textbooks (curricular books)	Methodological book
Main references	
Recommended books and references (scientific journals, reports...)	None
Electronic References (Websites if any)	None

Course Description

1. Course Name					
Supply Chain Management					
2. Course Code					
AeBaScmA227					
3. Semester / Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
22/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 ours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.L. Haider Harbi Hussein Email: haider.harbi&uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	Understand the concept of supply and its importance.				
9. Teaching and Learning Strategies					
Strategy	It aims to clarify the importance of good management of international and local supply activities as one of the most important basic features for the success of institutions in the market and the major role that supply plays in creating competitive advantages for the institution.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	The concept of supply and its importance	Theoretical	Daily activity and quiz
2 nd	2	The student's understanding of the topic	Historical development of equipment	Theoretical	Exam
3 rd	2	The student's understanding of the topic	Distribution logistics concept	Theoretical	Exam
4 th	2	The student's understanding of the topic	Distribution logistics concept	Theoretical	Exam
5 th	2	The student's understanding of the topic	Transport	Theoretical	Exam
6 th	2	The student's understanding of the topic	Reverse logistics concept	Theoretical	Exam



وصف المقرر الدراسي

Course Description



7 th	2	The student's understanding of the topic	Test	Theoretical	Exam
8 th	2	The student's understanding of the topic	Areas of reverse logistics	Theoretical	Exam
9 th	2	The student's understanding of the topic	Reverse logistics challenges	Theoretical	Exam
10 th	2	The student's understanding of the topic	Reverse Logistics Organizational Structure	Theoretical	Exam
11 th	2	The student's understanding of the topic	The concept of waste	Theoretical	Exam
12 th	2	The student's understanding of the topic	Types of waste	Theoretical	Exam
13 th	2	The student's understanding of the topic	Test	Theoretical	Exam
14 th	2	The student's understanding of the topic	Industrial waste	Theoretical	Exam
15 th	2	The student's understanding of the topic	Types of industrial waste	Theoretical	Exam

11. Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12. Learning and Teaching Resources

Required textbooks (curricular books)	Methodological book
Main references	
Recommended books and references (scientific journals, reports...)	None
Electronic References (Websites if any)	None

Course Description

1.Course Name					
Intellectual Capital Management					
2.Course Code					
AeBaIcmA223					
3.Semester / Year					
2 nd semester – 2024/2025					
4.Description Preparation Date					
29/1/2025					
5.Available Attendance Forms					
Theoretical / Weekly					
6.Number of Credit Hours (Total) / Number of Units (Total)					
30 ours / 2 units					
7.Course administrator's name (mention all, if more than one name)					
Name: A.L. Rana Zahir Salman ALjanabi Email: rana.z@s.uokerbala.edu.iq					
8. Course Objectives					
Strategic (Long-Term) Objectives: Achieving sustainable competitive advantage, enhancing innovation and creativity, increasing market value, achieving sustainable growth, and building a strong organizational culture; Tactical (Short-Term) Objectives: Improving operational performance, increasing customer satisfaction, improving human resources management, improving knowledge management, and fostering collaboration and communication.					
9. Teaching and Learning Strategies					
Strategy	<div>1. Active Learning and Engagement:<ul style="list-style-type: none">Discussions and dialogues. Case studies. Group work & projects. Presentations.</div> <div>2. Bridging Theory and Practice:<ul style="list-style-type: none">Practical examples. Field visits. Inviting guest speakers Business simulations.</div> <div>3. Use of Technology:<ul style="list-style-type: none">Learning platforms. Online collaboration tools .Educational games. Multimedia.</div> <div>4. Focus on Critical Thinking and Analysis:<ul style="list-style-type: none">Case analysis. Questioning .Evaluating different perspectives. Strategic thinking.</div> <div>5. Self-Directed Learning and Guidance:<ul style="list-style-type: none">Providing educational resources. Guiding students. Continuous assessment.</div>				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	Conceptual Introduction to Intellectual Capital Management	Lecture	Daily activity and jugs

2 nd	2	The student's understanding of the topic	The Favorable Climate for Intellectual Capital	Lecture	Daily activity and jugs
3 rd	2	The student's understanding of the topic	Measuring Intellectual Capital	Lecture	Daily activity and jugs
4 th	2	The student's understanding of the topic	Intellectual Capital Management	Lecture	Daily activity and jugs
5 th	2	The student's understanding of the topic	The Emergence of Social Capital	Lecture	Daily activity and jugs
6 th	2	The student's understanding of the topic	The Role of Intellectual Capital in Achieving a Competitive Advantage for the Organization	Lecture	Daily activity and jugs
7 th	2	----	Monthly Exam (1)	---	---
8 th	2	The student's understanding of the topic	Structural (Organizational) Capital	Lecture	Daily activity and jugs
9 th	2	The student's understanding of the topic	Intellectual Capital and Intellectual Property	Lecture	Daily activity and jugs
10 th	2	The student's understanding of the topic	Psychological Capital	Lecture	Daily activity and jugs
11 th	2	The student's understanding of the topic	Organizational Culture and Intellectual Capital	Lecture	Daily activity and jugs
12 th	2	The student's understanding of the topic	Intellectual Capital and Sustainability	Lecture	Daily activity and jugs
13 th	2	The student's understanding of the topic	Information Technology and Intellectual Capital	Lecture	Daily activity and jugs
14 th	2	The student's understanding of the topic	Intellectual Capital Strategies	Lecture	Daily activity and jugs
15 th	2	----	Monthly Exam (2)	---	---

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular book)	<ul style="list-style-type: none"> - الرفاعي، و. م. (2008). إدارة رأس المال الفكري. دار الصفاء للنشر والتوزيع. - العكيدى، وائل فاضل حسان، 2019، رأس المال الفكري وأثره في تحقيق الميزة التنافسية المستدامة، الطبعة الاولى، دار امجد للنشر والتوزيع، عمان، الاردن.
Main references	Carayannis, E. G., Grigoroudis, E., Askounis, D. T., & Arabatzis, A. (Eds.). (2017). Knowledge management and intellectual capital: Establishing a research agenda. Springer.
Recommended books and references (scientific journals, reports...)	Carayannis, E. G., Grigoroudis, E., & Askounis, D. T. (Eds.). (2020). Intellectual capital and value creation in the digital economy. Springer.
Electronic References (Websites if any)	عصام أبو النعمان جلال. (2024). رأس المال الفكري بوحدات الإدارة المحلية. المجلة العلمية للخدمة الاجتماعية، 26(3)، 42-65.

Course Description

1. Course Name					
Marketing Research					
2. Course Code					
AeBaMrA222					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
26/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Ahmed Hadi Talib Email: bus.ahmed.hady@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Study of marketing information management and marketing research, definition of marketing mix elements, highlighting the product, pricing, promotion, and distribution.			
9. Teaching and Learning Strategies					
Strategy		Participation, attendance and tests.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	How to manage marketing information and marketing research procedures	Marketing information management	Theoretical	Participation, attendance and tests
2 nd	2	Learn about marketing research procedures	Marketing information management	Theoretical	Participation, attendance and tests
3 rd	2	Product definition	Product	Theoretical	Participation, attendance and tests
4 th	2	Steps to develop a new product	Product	Theoretical	Participation, attendance and tests
5 th	2	Knowledge of the product life cycle	Product	Theoretical	Participation, attendance and tests
6 th	2	First test	First test	Theoretical	-



وصف المقرر الدراسي

Course Description



7 th	2	Definition of Promotion and Marketing Communications	Promotion	Theoretical	Participation, attendance and tests
8 th	2	Promotional Mix	Promotion	Theoretical	Participation, attendance and tests
9 th	2	Highlighting Pricing and Understanding Pricing	Pricing	Theoretical	Participation, attendance and tests
10 th	2	Understanding Pricing Objectives	Pricing	Theoretical	Participation, attendance and tests
11 th	2	Understanding Pricing Methods and Their Issues	Pricing	Theoretical	Participation, attendance and tests
12 th	2	Second test	Second test	Theoretical	-
13 th	2	Definition of marketing channels and the concept of distribution	Distribution	Theoretical	Participation, attendance and tests
14 th	2	Factors affecting the choice of marketing channel	Distribution	Theoretical	Participation, attendance and tests
15 th	2	Review	Review	Theoretical	Participation, attendance and tests

11. Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12. Learning and Teaching Resources

Required textbooks (curricular books)	Marketing Management Author Thamer Al-Bakri 2020
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1.Course Name					
E-Commercial					
2.Course Code					
AeBaEcA226					
3.Semester / Year					
2 st semester – 2024/2025					
4.Description Preparation Date					
17/1/2025					
5.Available Attendance Forms					
Theoretical / Weekly					
6.Number of Credit Hours (Total) / Number of Units (Total)					
30 ours / 2 units					
7.Course administrator's name (mention all, if more than one name)					
Name: A.L. Zahraa Yaseen Alwan Email: zahra.yasin@uobabylon.edu.iq					
8.Course Objectives					
Course Objectives		The aim of the course is to provide students with the information and skills required in (Electronic commerce) at the university level. It provides a strong background for those who will go on to study a related subject (Electronic commerce).			
9. Teaching and Learning Strategies					
Strategy		The main strategy used in teaching this unit is to encourage students to participate in the practice and to improve and expand their critical thinking skills. This will be achieved through teaching classes and interactive educational programs of simple types of experiments that include some student activities.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The concept of e-commerce	Lectures	Test
2 nd	3	The student's understanding of the topic	The origin and development of e-commerce	Lectures	Test
3 rd	3	The student's understanding of the topic	Characteristics of e-commerce	Lectures	Test



وصف المقرر الدراسي

Course Description



4 th	3	The student's understanding of the topic	Objectives of e-commerce	Lectures	Test
5 th	3	The student's understanding of the topic	Advantages and disadvantages of e-commerce	Lectures	Test
6 th	3	The student's understanding of the topic	Types of e-commerce	Lectures	Test
7 th	3	The student's understanding of the topic	Stages of e-commerce	Lectures	Test
8 th	3	The student's understanding of the topic	Semester exam		
9 th	3	The student's understanding of the topic	Problems of e-commerce	Lectures	Test
10 th	3	The student's understanding of the topic	Economic effects of e-commerce	Lectures	Test
11 th	3	The student's understanding of the topic	Requirements of e-commerce	Lectures	Test
12 th	3	The student's understanding of the topic	Securing e-commerce transactions	Lectures	Test
13 th	3	The student's understanding of the topic	Obstacles to e-commerce	Lectures	Test
14 th	3	The student's understanding of the topic	Email and web pages	Lectures	Test
15 th	3	The student's understanding of the topic	Semester exam		

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams.

12.Learning and Teaching Resources

- 1- Ibrahim Al-Eisawi, Electronic Commerce, 1st ed., Academic Library, Cairo 2003.
- 2- Ahmed Khaled Al-Aljoui, Contracting via the Internet, 1st ed., International Scientific House for Publishing and Distribution and Dar Al-Thaqafa for Publishing and Distribution, Amman, 2002.
- 3- Alfat Tawfir, translated by Lubna Al-Zaidi, Power Transformation: Knowledge, Revolution and Violence in the Twenty-First Century, Egyptian General Book Authority, Egypt, 1995.
- 4- Bashir Abbas Al-Alaq, Internet Marketing, 1st ed., Al-Warraq Foundation for Publishing and Distribution, Amman, 2002
- 5- Bahaa Shaheen, The Internet and Globalization, 1st ed., Alam Al-Kutub for Publishing, Cairo, 1999.



Course Description

1. Course Name	
Organizational Behavior	
2. Course Code	
AeBaObA224	
3. Semester – Year	
2 nd semester – 2024/2025	
4. Description Preparation Date	
25/1/2025	
5. Available Attendance Forms	
Weekly	
6. Number of Credit Hours (Total) / Number of Units (Total)	
45 hours / 3 units	
7. Course administrator's name (mention all, if more than one name)	
Name: Dr. Zainab Abdulrazzaq Abood Email: bus.zainab.abdulrazzaq@uobabylon.edu.iq	Name: Dr. Basma Mahdi Hamad Email: basma.mahdi@uobabylon.edu.iq
8. Course Objectives	
Course Objectives	<p>This course aims to provide students with the basic knowledge and skills to understand human behavior within organizations and its impact on organizational performance. Accordingly, the course seeks to achieve the following objectives:</p> <ol style="list-style-type: none"> 1. Understand the basics of organizational behavior: Introduce students to the basic concepts and theories related to organizational behavior, such as personality, perception, motivation, and attitudes. 2. Analyze the impact of diversity management in the workplace: Explore the importance of cultural, gender, and ethnic diversity in organizations, and how to promote an inclusive work environment that supports innovation and collaboration. 3. Develop the concept of organizational trust: Study the role of trust between employees and management in improving organizational performance and enhancing organizational commitment and loyalty to the institution. 4. Understand the concept of organizational citizenship and citizenship behavior: Analyze positive voluntary behaviors of employees that go beyond formal job requirements and their impact on the work environment and institutional development. 5. Enhance organizational commitment at its various levels: Understand the types of organizational commitment (affective, continuance, and normative) and their impact on employee stability and performance within the organization.
9. Teaching and Learning Strategies	



وصف المقرر الدراسي

Course Description



Strategy

The following teaching and learning strategies were adopted:

1. Lecture method
2. Discussion and dialogue method
3. Brainstorming
4. Critical thinking skill strategy in learning

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student should be familiar with the philosophy and concept of organizational behavior.	Introduction to Organizational Behavior	Lecture Discussion and Dialogue	Quick tests
2 nd	3	The student should realize the extent of the relationship between organizational theory and organizational behavior.	The relationship between organization theory and organizational behavior	Lecture Discussion and Dialogue	Quick tests
3 rd	3	Explaining the philosophy and characteristics of diversity and the importance of studying it.	Organizational diversity	Lecture Discussion and Dialogue	Quick tests
4 th	3	Learn about the forms of diversity and how to manage diversity in organizations.	Organizational diversity	Lecture Discussion and Dialogue	Quick tests
5 th	3	Understand the concept of organizational trust and the benefits of trust for organizations.	Organizational trust	Lecture Discussion and Dialogue	Quick tests
6 th	3	The student should understand the concept of work teams and explain the formation and building of work teams.	Work teams	Lecture Discussion and Dialogue	Quick tests
7 th	3	The student understands the work team processes and learns about their types.	Work teams	Lecture Discussion and Dialogue	Quick tests
8 th	3	The student should be familiar with the concept of organizational citizenship behavior, its dimensions, and importance.	Citizenship behavior	Lecture Discussion and Dialogue	Quick tests
9 th	3	The student will understand the factors affecting organizational citizenship behavior and explain the motives for organizational citizenship behavior.	Citizenship behavior	Lecture Discussion and Dialogue	Quick tests
10 th	3	The student should be familiar	Organizational	Lecture	Quick tests



وصف المقرر الدراسي

Course Description



		with the nature of organizational commitment, its approaches and characteristics.	commitment	Discussion and Dialogue	
11 th	3	The student understands the dimensions of organizational commitment and the influencing factors and recognizes misconduct and non-compliance.	Organizational commitment	Lecture Discussion and Dialogue	Quick tests
12 th	3	Reviewing the concept of organizational development, exploring its characteristics, identifying its advantages, and explaining organizational development models	Organizational development	Lecture Discussion and Dialogue	Quick tests
13 th	3	The student will learn about the concepts of power, control, and conflict.	Power, control, and conflict	Lecture Discussion and Dialogue	Quick tests
14 th	3	The student will understand the vertical and horizontal sources of power and explain contemporary theories of control.	Power, control and conflict	Lecture Discussion and Dialogue	Quick tests
15 th	3	End of course exam			Examination

11. Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12. Learning and Teaching Resources

Required textbooks (curricular books)	Organization / Dr. Saad Hamoud Al-Anzi / 2015
Main references	Project Management Using Microsoft Project
Recommended books and references (scientific journals, reports...)	<p>Organization Management / Dr. Saad Hamoud Al-Anzi 2016 / Amman</p> <p>Organizational Behavior / Dr. Ahmed Maher 2003</p> <p>Organizational Theory / Dr. Fatima Badr Dr. Moaz Al-Sabbagh 2022</p> <p>Organizational Behavior / Prof. Dr. Muhammad Qasim Al-Qaryouti 2009</p> <p>Organizational Behavior / Prof. Dr. Muhammad Al-Fateh Al-Maghribi 2016</p>
Electronic References (Websites if any)	

Course Description

1. Course Name					
Intermediate Accounting (2)					
2. Course Code					
AeBaIaA225					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
22/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Emad Wahab AbdAlameer Email: bus569.emad.whab@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Consolidating the foundations of accounting knowledge regarding the intellectual framework of financial accounting and deepening the understanding of accounting problems related to the measurement, presentation and disclosure of assets in financial reports in light of accounting standards.			
9. Teaching and Learning Strategies					
Strategy		Introducing the student to all accounting treatments related to accounting work procedures, developing the student's skill abilities in addressing measurement and delivery problems in financial accounting, and settling the final accounts at the end of the accounting period.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Accounting for debtors: the concept of debtors, disclosure of debtors in financial reports, the concept of written off debts, and methods of writing them off and collecting them:	Theoretical	Theoretical exam
2 nd	3	The student's understanding	Accounting for debtors: the concept of debtors, disclosure of debtors in	Theoretical	Theoretical exam



وصف المقرر الدراسي

Course Description



		of the topic	financial reports, the concept of written off debts, and methods of writing them off and collecting them framework of financial accounting.		
3 rd	3	The student's understanding of the topic	Methods for estimating doubtful debts, their accounting treatment, and the basis for increasing and decreasing the allowance for doubtful debts	Theoretical	Theoretical exam
4 th	3	The student's understanding of the topic	First exam	Theoretical	Theoretical exam
5 th	3	The student's understanding of the topic	Methods for estimating doubtful debts, their accounting treatment, and the basis for increasing and decreasing the allowance for doubtful debts	Theoretical	Theoretical exam
6 th	3	The student's understanding of the topic	matching the bank statement using the three methods	Theoretical	Theoretical exam
7 th	3	The student's understanding of the topic	Accounting for prepaid and accrued expenses	Theoretical	Theoretical exam
8 th	3	The student's understanding of the topic	Accounting for debtors: the concept of debtors, disclosure of debtors in financial reports, the concept of written off debts, and methods of writing them off and collecting them.	Theoretical	Theoretical exam
9 th	3	The student's understanding of the topic	Methods for estimating doubtful debts, their accounting treatment, and the basis for increasing and decreasing the allowance for doubtful debts.	Theoretical	Theoretical exam
10 th	3	The student's understanding of the topic	Accounting for inventory: The concept of accounting for inventory in commercial and industrial companies	Theoretical	Theoretical exam
11 th	3	The student's understanding of the topic	Second exam	Theoretical	
12 th	3	The student's understanding of the topic	Accounting for inventory according to the periodic inventory system, first-in, first-out and weighted average methods	Theoretical	Theoretical exam
13 th	3	The student's understanding of the topic	Accounting for inventory according to the perpetual inventory system, first-in, first-out and weighted ratio methods	Theoretical	Theoretical exam



وصف المقرر الدراسي

Course Description



14 th	3	The student's understanding of the topic	Methods of valuing inventory and disclosing it in the financial statements	Theoretical	Theoretical exam
15 th	3	The student's understanding of the topic	Questions and exercises	Theoretical	Theoretical exam

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Al-Din Mustafa Al-Dahrawi, 2015, A contemporary approach to intermediate accounting in accordance with financial accounting standards
Main references	
Recommended books and references (scientific journals, reports...)	Intermediate financials in accordance with international financial reporting standards KIESO, D. E., WEYGANDT, J. J., WARFIELD, T. D., YOUNG, N. M., WIECEK, I. M., & MCCONOMY, B. J. (2013). INTERMEDIATE ACCOUNTING,
Electronic References (Websites if any)	

Course Description

13.Course Name					
Advanced Business Spreadsheet by Microsoft Excel in English					
14.Course Code					
AeBaAbsA228					
15.Semester – Year					
2 st semester – 2024/2025					
16.Description Preparation Date					
11/1/2025					
17.Available Attendance Forms					
Theoretical / Weekly					
18.Number of Credit Hours (Total) / Number of Units (Total)					
45 hours (15 Theoretical + 30 Practical) / 2 units					
19.Course administrator's name (mention all, if more than one name)					
Name: A. Alyaa Abd Almunaem	Name: A.L. Marwa Kareem Toman				
Email: .alyaaalnajar@gmail.com.	Email: marwa.toman@uobabylon.edu.iq				
20. Course Objectives					
Course Objectives	1. Provide the student with an introduction to networks, their types and uses. 2. Provide the student with information about the internet and its applications.				
21. Teaching and Learning Strategies					
Strategy	The teaching strategies in this course focus on trying to achieve educational goals through the use of various teaching methods by integrating technology into education and using computer software for this purpose.				
22. Course Structure					
Wee k	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Introduction to computer networks	Theoretical & practical	Theoretical / practical daily exam
2 nd	3	The student's understanding of the topic	Computer networking applications	Theoretical & practical	Theoretical / practical daily exam
3 rd	3	The student's understanding of the topic	Components of networks	Theoretical & practical	Theoretical / practical daily exam
4 th	3	The student's understanding of the topic	The World Wide Web	Theoretical & practical	Theoretical / practical daily exam
5 th	3	The student's understanding of the topic	Internet protocols	Theoretical & practical	Theoretical / practical daily exam



وصف المقرر الدراسي

Course Description



6 th	3	The student's understanding of the topic	Cloud computing applications	Theoretical & practical	Theoretical / practical daily exam
7 th	3	The student's understanding of the topic	Components of cloud computing	Theoretical & practical	Theoretical / practical daily exam
8 th	3	The student's understanding of the topic	Areas of internet use	Theoretical & practical	Theoretical / practical daily exam
9 th	3	The student's understanding of the topic	Pros and cons of the internet	Theoretical & practical	Theoretical / practical daily exam
10 th	3	The student's understanding of the topic	Technology ethics	Theoretical & practical	Theoretical / practical daily exam
11 th	3	The student's understanding of the topic	Information security	Theoretical & practical	Theoretical / practical daily exam
12 th	3	The student's understanding of the topic	Vulnerabilities of the internet	Theoretical & practical	Theoretical / practical daily exam
13 th	3	The student's understanding of the topic	Security problems	Theoretical & practical	Theoretical / practical daily exam
14 th	3	The student's understanding of the topic	The effects of passive internet use	Theoretical & practical	Theoretical / practical daily exam
15 th	3	The student's understanding of the topic	Types of infringements in the digital space	Theoretical & practical	Theoretical / practical daily exam

23.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

24.Learning and Teaching Resources

Required textbooks (curricular books)	<ul style="list-style-type: none"> اساسيات الحاسوب وتطبيقاته المكتبية (الجزء الثالث): غسان حميد، زياد محمد، مصطفى ضياء 2014 الخضر علي الخضر بحث : اساسيات الحاسوب 2016
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
Arabic Language					
2. Course Code					
AeBaAlA256					
3. Semester / Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
4/2/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr Sura Saleem Abdul Shahid Almeamar					
Email: bus.Sura.Saleem@uobabylon.edu.iq					
8. Course Objectives					
Raising the level of student, developing literary talent among students and preserving the health of Arabic language from errors					
9. Teaching and Learning Strategies					
Delivering , discussing , dialogue					
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	Quranic text :the best stories ,surat Yosuf as an example	Diction	Daily activity ,Daily and monthly exam and activities extracurricular
2 nd	2	The student's understanding of the topic	Quranic text : the story of the people of the cave	Dialogue	
3 rd	2	The student's understanding of the topic	Accusative nouns/obiect	Discussion	
4 th	2	The student's understanding of the topic	Effects	Brainstorming	
5 th	2	The student's understanding of the topic	Effects	Discussion	
6 th	2	The student's understanding of the topic	The situation	Discussion	
7 th	2	The student's	discrimination	Discussion	



وصف المقرر الدراسي

Course Description



		understanding of the topic			
8 th	2	The student's understanding of the topic	Exam		
9 th	2	The student's understanding of the topic	The crier	Discussion	Daily activity ,Daily and monthly exam and activities extracurricular
10 th	2	The student's understanding of the topic	Conjunctions	Discussion	
11 th	2	The student's understanding of the topic	Adjective	Discussion	
12 th	2	The student's understanding of the topic	Emphasis	Discussion	
13 th	2	The student's understanding of the topic	The importance of punctuation marks in enriching the text	Discussion	
14 th	2	The student's understanding of the topic	Some common linguistic errors	Discussion	
15 th	2	The student's understanding of the topic	Exam		

11.Course Evaluation

The grade is distributed out 50 according to tasks assigned to the student such as daily preparation ,daily and monthly exams ,extracurricular activities and ethics in the classroom

12.Learning and Teaching Resources

Required textbooks (curricular books)

Main references

Recommended books and references recommended for university theses and dissertation, scientific journals, reports...etc)

Electronic References (Websites if any)

Course Description

1. Course Name					
English Language					
2. Course Code					
AeBaElA257					
3. Semester / Year					
2 st semester – 2024/2025					
4. Description Preparation Date					
24/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.L. Jaafar Mahmood Abd Al-Abass Email: bas289.jafar.mahmood@uobabylon.edu.iq					
8. Course Objectives					
<p>Defines the definitions of the English language.</p> <ul style="list-style-type: none"> - Explains the types of sentences and phrases in the language. - Explains the importance of the connection between meaning and grammar in language - Distinguish between types of sentences, words and syllables - Describes the steps in forming conversations in English - Defines the table of additions in English. 					
9. Teaching and Learning Strategies					
Strategy Collaborative Learning Strategy.					
10. Course Structure					
Wee k	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	Defines the definitions of the English language.	Sentences and phrases	Problem Solving Strategy	Short questions
2 nd	2	Explains the types of sentences and phrases in the language.	Overlapping meaning in sentence structure	Idea Harvesting Strategy.	Written test
3 rd	2	Explains the importance of the connection between meaning and grammar in language	Types of words	Collaborative Learning Strategy	Objective test
4 th	2	Distinguish between types of sentences, words and syllables	Types of phrases	Dialogue and discussion strategy	Short questions



وصف المقرر الدراسي

Course Description



5 th	2	Describes the steps in forming conversations in English	Types of sentences	Brainstorming strategy.	written test
6 th	2	Demonstrates the steps to forming conversations in the English language	Conversations in English	Focusing strategy.	Objective test
7 th	2	Defines the table of conjunctions in English	Composing conversations for the initial stages	Problem solving strategy	Short questions
8 th	2	Gives examples of events in English	Types of verbs and nouns	Idea harvesting strategy.	Written test
9 th	2	Analyse and analyse texts in English.	For verbs and nouns	Focus strategy.	Objective test
10 th	2	Demonstrates the steps to forming conversations in English	Literary and Social Language Texts	Problem Solving Strategy	Short questions
11 th	2	Defines the table of conjugations in English.	For verbs and nouns	Idea Harvesting Strategy.	Short questions
12 th	2	Gives examples of events in English.	Literary and Social Language Texts	Collaborative Learning Strategy	Short questions
13 th	2	Analyses and performs texts in English.	English Language Acquaintance	Dialogue and discussion strategy	Short questions
14 th	2	Explains the types of sentences and phrases in the language.	Sentences and phrases	Brainstorming strategy.	Short questions
15 th	2	Monthly exam	Monthly exam	-	-

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	headway beginner
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	https://apoyanblog.wordpress.com/wp-content/uploads/2017/08/new_headway_beginner_-_student_39_s_book.pdf

Course Description

1. Course Name					
Banks Management					
2. Course Code					
AeBaBmA331					
3. Semester – Year					
1 nd semester – 2024/2025					
4. Description Preparation Date					
12/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Thamir Hadi Abod Algenaibi Email: thamirhadi@yahoo.com					
8. Course Objectives					
Course Objectives		Preparing students for the labor market by introducing them to the basic concepts in bank management, developing the necessary skills and capabilities in making effective banking decisions, as well as highlighting the role of innovation and technology in developing the banking sector.			
9. Teaching and Learning Strategies					
Strategy		Using the interactive learning strategy through the method of discussions on banking issues, and using the method of continuous evaluation by conducting daily tests to measure the extent of students’ understanding, and working to provide the necessary feedback to enhance banking skills that enable students to enter the labor market.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	History of Banking	Theoretical	Classroom Activity & Quiz
2 nd	3	The student's understanding of the topic	The Banking Objectives	Theoretical	Classroom Activity & Quiz
3 rd	3	The student's understanding of the topic	Banks classification	Theoretical	Classroom Activity & Quiz
4 th	3	The student's	Specialized Banks	Theoretical	Classroom

		understanding of the topic			Activity & Quiz
5 th	3	The student's understanding of the topic	The Central Bank	Theoretical	Classroom Activity & Quiz
6 th	3	The student's understanding of the topic	Central Bank Functions	Theoretical	Classroom Activity & Quiz
7 th	3	Monthly Exam	Monthly Exam	Theoretical	Monthly Exam
8 th	3	The student's understanding of the topic	Banking Information Systems	Theoretical	Classroom Activity & Quiz
9 th	3	The student's understanding of the topic	Banking Transaction And Operating Systems	Theoretical	Classroom Activity & Quiz
10 th	3	The student's understanding of the topic	The Design Structure Of The Banking Transaction	Theoretical	Classroom Activity & Quiz
11 th	3	The student's understanding of the topic	Banking Management Information Systems	Theoretical	Classroom Activity & Quiz
12 th	3	The student's understanding of the topic	The Design Structure Of The Banking Management Information System	Theoretical	Classroom Activity & Quiz
13 th	3	The student's understanding of the topic	The Decision Support System Of The Banking	Theoretical	Classroom Activity & Quiz
14 th	3	The student's understanding of the topic	The Concept Of Banking Artificial Intelligence	Theoretical	Classroom Activity & Quiz
15 th	3	The student's understanding of the topic	Banking Experience System	Theoretical	Classroom Activity & Quiz

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	A book by Dr. Muhammad Al-Sayrafi entitled Banking Management 2021
Main references	Dr. Mahmoud Ezzat, "Banking Department" 2022.
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
Financial Management (1)					
2. Course Code					
AeBaFmA329					
3. Semester – Year					
1 nd semester – 2024/2025					
4. Description Preparation Date					
15/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Pr.Dr. Mahdi Atiyah mohi					
Email: bus.mahdi.atiyah@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Providing the student with concepts and knowledge about financial management and its applications in the labor market.			
9. Teaching and Learning Strategies					
Strategy					
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	• The nature of financial management	• The nature of financial management	Theoretical	Daily Activity + Quiz
2 nd	3	• The relationship of financial management to other fields of knowledge	• The relationship of financial management to other fields of knowledge	Theoretical	Daily Activity + Quiz
3 rd	3	Functions of financial management	Functions of financial management		Daily Activity + Quiz
4 th	3	• Tasks and role of the financial manager	• Tasks and role of the financial manager	Theoretical	Daily Activity + Quiz



وصف المقرر الدراسي

Course Description



5 th	3	• Objectives of financial management	• Objectives of financial management		Daily Activity + Quiz
6 th	3	• Changing the role of financial management	• Changing the role of financial management	Theoretical	Daily Activity + Quiz
7 th	3	• The impact of inflation on financial management decisions	• The impact of inflation on financial management decisions	Theoretical	Daily Activity + Quiz
8 th	3	• Forms of business establishments and the tax environment	• Forms of business establishments and the tax environment	Theoretical	Daily Activity + Quiz
9 th	3	Legal forms of companies	Legal forms of companies	Theoretical	Daily Activity + Quiz
10 th	3	The tax environment	The tax environment	Theoretical	Daily Activity + Quiz
11 th	3	• Tax procedures and their impact on financial decisions of companies	• Tax procedures and their impact on financial decisions of companies		Daily Activity + Quiz
12 th	3			Theoretical	Daily Activity + Quiz
13 th	3	Extinction and tax savings	Extinction and tax savings	Theoretical	Daily Activity + Quiz
14 th	3	Financial statements and analysis	Financial statements and analysis	Theoretical	Daily Activity + Quiz
15 th	3	Financial	Financial		Daily Activity + Quiz

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Financial Management Mohammed Ali Al-Omari
Main references	Advanced Financial Management
Recommended books and references (scientific journals, reports...)	Financial Management Barkham
Electronic References (Websites if any)	



وصف المقرر الدراسي

Course Description



Course Description

1.Course Name	
Project Management	
2.Course Code	
AeBaPmA334	
3.Semester – Year	
1 st semester – 2024/2025	
4.Description Preparation Date	
15/11/2024	
5.Available Attendance Forms	
Theoretical / Weekly	
6.Number of Credit Hours (Total) / Number of Units (Total)	
45 ours / 3 units	
7.Course administrator's name (mention all, if more than one name)	
Name: A.Pr.Dr. Ibtiha Fares Ali Email: bus.ebtihal.faris@uobabylon.edu.iq	
8. Course Objectives	
Course Objectives	<p>Understanding Project Management Concepts</p> <ul style="list-style-type: none"> • Identifying the Core Principles of Project Management and Its Importance Across Various Industries Understanding the fundamental principles of project management and recognizing their significance in different sectors. • Understand the project stages from start to finish. Gaining knowledge of the stages a project goes through, from initiation to closure. <p>Developing Planning and Organizational Skills</p> <ul style="list-style-type: none"> • Learning How to Define Project Goals, Create Timelines, and Allocate Resources Effectively Acquiring skills to set clear project objectives, develop detailed schedules, and allocate necessary resources. • Learning How to Define and Manage Project Scope to Ensure Goal Achievement Understanding how to define the scope of a project and manage it to ensure that the project stays on track and achieves its intended outcomes
9. Teaching and Learning Strategies	



وصف المقرر الدراسي

Course Description



Strategy	<p>Active and Practical Learning</p> <ul style="list-style-type: none"> • Simulating Real Projects: Using real-life scenarios and project simulations to apply theories and concepts in practical settings. • Training on Project Management Tools and Techniques: Enhancing skills by using tools like Microsoft Project, Asana, and Jira to plan, execute, and monitor projects. <p>Case-Based Learning</p> <ul style="list-style-type: none"> • Real Case Studies: Analyzing case studies from companies and organizations to enable students to explore real challenges in project management. • Problem-Solving: Discussing issues that may arise during project execution and how to address them using effective management strategies. <p>Collaborative Learning</p> <ul style="list-style-type: none"> • Collaborative Learning: Encouraging teamwork and collaboration to enhance learning experiences and promote shared problem-solving.
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The concept of the project and the characteristics of business projects	Theoretical	Daily Activities and Quizzes
2 nd	3	The student's understanding of the topic	Types, advantages and benefits of business projects	Theoretical	Daily Activities and Quizzes
3 rd	3	The student's understanding of the topic	The development and importance of business projects	Theoretical	Daily Activities and Quizzes
4 th	3	The student's understanding of the topic	Factors leading to the failure of small business projects	Theoretical	Daily Activities and Quizzes
5 th	3	The student's understanding of the topic	Advantages and disadvantages of existing and new projects	Theoretical	Daily Activities and Quizzes
6 th	3	The student's understanding of the topic	The concept and characteristics of entrepreneurship in business projects and the foundations of their success	Theoretical	Daily Activities and Quizzes
7 th	3	The student's understanding of the topic	The concept and importance of studying the economic and technical feasibility of	Theoretical	Daily Activities and Quizzes

			projects		
8 th	3	The student's understanding of the topic	Stages and evaluation of investment projects	Theoretical	Daily Activities and Quizzes
9 th	3	The student's understanding of the topic	First month test	Theoretical	Daily Activities and Quizzes
10 th	3	The student's understanding of the topic	The concept of project planning, its importance and the stages of preparing plans	Theoretical	Daily Activities and Quizzes
11 th	3	The student's understanding of the topic	The concept and importance of organization for business projects	Theoretical	Daily Activities and Quizzes
12 th	3	The student's understanding of the topic	Types of organizational structures for business projects	Theoretical	Daily Activities and Quizzes
13 th	3	The student's understanding of the topic	The concept and importance of control for business projects	Theoretical	Daily Activities and Quizzes
14 th	3	The student's understanding of the topic	The concept of performance evaluation and common mistakes in project failure	Theoretical	Daily Activities and Quizzes
15 th	3	The student's understanding of the topic	second month test	Theoretical	Daily Activities and Quizzes

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Professional Project Management / Nasser Ibrahim, 2017
Main references	Project Management: A Strategic Approach to Competition and Excellence 2016
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
Strategic management					
2. Course Code					
AeBaSmA330					
3. Semester – Year					
1 nd semester – 2024/2025					
4. Description Preparation Date					
14/11/2024					
5. Available Attendance Forms					
Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 unit					
7. Course administrator's name (mention all, if more than one name)					
Name: Pr.Dr. Bashar Abbas Alhimyari Email: Bus.bashar.abbas@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Introducing the student to the basic concepts, intellectual foundations, and main processes of strategic management, represented by methods and tools for formulating, implementing, and evaluating strategy at various levels.			
9. Teaching and Learning Strategies					
Strategy		Lecture/ Discussion.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	Introducing the stages of strategic management	The concepts of strategic management and its stages of development	The Lecture	Testing
2 nd	3	Introducing the stages of strategic management	The concept of the external environment for strategic management	The Lecture	Testing
3 rd	3	Introducing the stages of strategic management	The concept of the internal environment for strategic management	The Lecture	Testing
4 th	3	Introducing the stages of strategic management	Strategic direction	The Lecture	Testing
5 th	3	Introducing the stages of strategic management	Formulating the organizational vision and	The Lecture	Testing



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Course Description



			mission		
6 th	3	Introducing the stages of strategic management	Strategic position	The Lecture	Testing
7 th	3	Introducing the stages of strategic management	Strategic choice	The Lecture	Testing
8 th	3	Introducing the stages of strategic management	Portfolio analysis models	The Lecture	Testing
9 th	3	Introducing the stages of strategic management	Alternatives at the organization's strategy level	The Lecture	Testing
10 th	3	Introducing the stages of strategic management	Alternatives at the business unit level	The Lecture	Testing
11 th	3	Introducing the stages of strategic management	Job-level alternatives	The Lecture	Testing
12 th	3	Introducing the stages of strategic management	Strategy implementation	The Lecture	Testing
13 th	3	Introducing the stages of strategic management	McKinsey Model	The Lecture	Testing
14 th	3	Introducing the stages of strategic management	Strategic oversight	The Lecture	Testing
15 th	3	Introducing the stages of strategic management	Problems associated with strategic control	The Lecture	Testing

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Books
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	Virtual Library

Course Description

1. Course Name					
Business Quantitative Methods by QSB					
2. Course Code					
AeBaBqmA333					
3. Semester – Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
13/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours (15 Theoretical + 30 practical) / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Dr. Basma Mahdi Hamad			Name: A.L. Marwa Kareem Toman		
Email: basma.mahdi@uobabylon.edu.iq			Email: marwa.toman@uobabylon.edu.iq		
8. Course Objectives					
Course Objectives	The course aims to provide students with the knowledge and skills in mathematics necessary for the university level. It seeks to build a strong foundation for those who will continue to study subjects related to mathematics.				
9. Teaching and Learning Strategies					
Strategy	The main strategy to be adopted in delivering this unit involves encouraging student participation in exercises while simultaneously enhancing and expanding their critical thinking skills. This will be achieved through interactive classes and educational programs, considering the types of simple experiments that include sampling activities relevant to students' interests.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Introduction to the program WINQSB	Theoretical+ practical	Daily activity and chores
2 nd	3	The student's understanding of the topic	How to use the program	Theoretical+ practical	Daily activity and chores
3 rd	3	The student's understanding of the topic	Linear programming	Theoretical+ practical	Daily activity and chores
4 th	3	The student's	Addressing the	Theoretical+	Daily activity

		understanding of the topic	problem of linear programming	practical	and chores
5 th	3	The student's understanding of the topic	Linear target programming	Theoretical+ practical	Daily activity and chores
6 th	3	The student's understanding of the topic	Addressing the issue of goal programming Sin	Theoretical+ practical	Daily activity and chores
7 th	3	The student's understanding of the topic	Network models	Theoretical+ practical	Daily activity and chores
8 th	3	The student's understanding of the topic	Semester exam	-----	Daily activity and chores
9 th	3	The student's understanding of the topic	Allocation issue	Theoretical+ practical	Daily activity and chores
10 th	3	The student's understanding of the topic	The question of the shortest path	Theoretical+ practical	Daily activity and chores
11 th	3	The student's understanding of the topic	Network flow issue	Theoretical+ practical	Daily activity and chores
12 th	3	The student's understanding of the topic	The issue of maximum possible flow	Theoretical+ practical	Daily activity and chores
13 th	3	The student's understanding of the topic	Exercises	Practical	Daily activity and chores
14 th	3	The student's understanding of the topic	Network analysis	Theoretical+ practical	Daily activity and chores
15 th	3	The student's understanding of the topic	Semester exam	-----	

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (curriculum books)	Applications and analysis of the quantitative system for business WINQSB, Khaled Dhari, Marwan Abdel Hamid, Omar Mohamed
Main references	
Recommended books and references (scientific journals, reports...)	Higher education curricula according to modern software, WINQSB program, Daden Abdel Ghani, Rajm Khaled, Koushi Hallam, Journal of Humanities and Social Sciences
Electronic References (Website, any)	https://www.scribd.com/document/629082052/d8a8d8a3d8b3d8aad8aed8afd8a7d985-d8a8d8b1d986d8a7d985d8ac-winqsb-1

Course Description

1. Course Name					
Cost Accounting (1)					
2. Course Code					
AeBaCaA332					
3. Semester – Year					
First semester – 2024/2025					
4. Description Preparation Date					
11/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Emad Wahab AbdAlameer					
Email: bus569.emad.whab@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	Consolidating the foundations of accounting knowledge regarding the intellectual framework of financial accounting and deepening the understanding of accounting problems related to the measurement, presentation and disclosure of assets in financial reports in light of accounting standards				
9. Teaching and Learning Strategies					
Strategy	Introducing the student to all accounting treatments related to accounting work procedures, developing the student's skill abilities in addressing measurement and delivery problems in financial accounting, and settling the final accounts at the end of the accounting period				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The concept of cost accounting	Lecture & Discussion	Theoretical exam
2 nd	3	The student's understanding of the topic	Cost Accounting Objectives	Lecture & Discussion	Theoretical exam
3 rd	3	The student's understanding of the topic	Cost Accounting Jobs	Lecture & Discussion	Theoretical exam
4 th	3	-	First exam	-	-



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Course Description



5 th	3	The student's understanding of the topic	Preparation of the worksheet	Lecture & Discussion	Theoretical exam
6 th	3	The student's understanding of the topic	The relationship of cost accounting with financial accounting	Lecture & Discussion	Theoretical exam
7 th	3	The student's understanding of the topic	Cost definition and advantages	Lecture & Discussion	Theoretical exam
8 th	3	The student's understanding of the topic	Cost definition and advantages	Lecture & Discussion	Theoretical exam
9 th	3	The student's understanding of the topic	The difference between cost, expense and loss.	Lecture & Discussion	Theoretical exam
10 th	3	The student's understanding of the topic	Some definitions associated with the term cost	Lecture & Discussion	Theoretical exam
11 th	3	-	Second exam	-	-
12 th	3	The student's understanding of the topic	Cost elements tab	Lecture & Discussion	Theoretical exam
13 th	3	The student's understanding of the topic	Control of Materials	Lecture & Discussion	Theoretical exam
14 th	3	The student's understanding of the topic	Material Pricing Methods	Lecture & Discussion	Theoretical exam
15 th	3	The student's understanding of the topic	Questions and exercises	Lecture & Discussion	Theoretical exam

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (curricular books)	Cost Accounting Book Prof. Salah Mahdi Al-Kawwaz 2025
Main references	
Recommended books and references (scientific journals, reports...)	Intermediate financials in accordance with international financial reporting standards Kieso, D. E., Weygandt, J. J., Warfield, T. D., Young, N. M., Wiecek, I. M., & Mcconomy, B. J. (2013). Intermediate Accounting, 1
Electronic References (Websites if any)	

Course Description

1. Course Name					
Business Economics					
2. Course Code					
AeBaBeA335					
3. Semester – Year					
1 nd semester – 2024/2025					
4. Description Preparation Date					
8/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. Aqeel Kassim Hashim Alkhallidy Email: bus.aqeel.kassim@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Providing the student with academic information about the concept of business economics and the concept of the relationship between economics Management, intertwining economic issues with the economy, and achieving economic balance through effective management For economic projects.			
9. Teaching and Learning Strategies					
Strategy		Highlighting the importance of economic concepts that the organization faces within the practical environment and how decisions are made Administrative and rationalizing it to achieve its goals and achieve a balance between local, regional and global opportunities and threats.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	Student understanding of the subject and explanation of its components	The economic problem esand scarcity of resourc	Theoretical	Daily activity and Cose
2 nd	2	Student understanding of the subject and explanation of its components	Objectives of the establishment, administrative functions and decision-making	Theoretical	tudent's daily S activity, direct dialogue and analysis of economic activity



وصف المقرر الدراسي

Course Description



			process Economic theory and business economics		
3 rd	2	Student understanding of the subject and clarification of its most important courses topic	The importance of studying and analyzing demand in business economics	Theoretical	aily activity andDcos
4 th	2	Student understanding of the subject and clarification of its most important requirements	The importance of studying and analyzing the application and administrative decision	Theoretical	Scientific groups for students and ssions with discu everyone
5 th	2	Student understanding of the subject and clarification of its requirements	Demand law, demand function and demand .curve	Theoretical	Direct discussion with students and scientific analysis of the subject with the student
6 th	2	Student understanding of the subject and clarification of its most important requirements for the student	Types of demand and exceptional cases of the law of demand	Theoretical	Cos and daily activity
7 th	2	Student understanding of the topic and clarification of its most important requirements	Types of presentation, its law, forms and its importance at the present time	Theoretical	Direct activity by the student and listening to modern ideas for the topic
8 th	2	Student understanding of the topic and explaining its requirements to the student	Types of presentation, significance of presentation and its curve	Theoretical	Discussions with students and listening to student points of view
9 th	2	Student understanding of the topic and clarification of its most important cases	Types of demand and exceptional cases of the law of demand	Theoretical	Cose and daily discussions
10 th	2	Student understanding of the topic A detailed explanation of the most important types	Demand flexibility, its importance and the administrative decision, its determinants, and its types	Theoretical	Student activities and discussion of daily reports
11 th	2	Student understanding of the topic and clarifying the relationship with details of the most important scientific courses	The relationship between the law and price elasticity of demand	Theoretical	Listening directly to students' scientific ideas

12 th	2	The student's understanding of the topic and clarification of the most important cases and their details	Forecasting demand (sales), its importance and steps.	Theoretical	Coz and discuss daily ideas and treatments
13 th	2	The student's understanding of the topic	Methods of forecasting demand and sales	Theoretical	Student activities, a live scientific session, and listening to students' ideas
14 th	2	Student understanding of the topic and direct explanation of the most important cases	Short-run production function and the law of diminishing returns	Theoretical	Cose and student activities
15 th	2	Student understanding of the subject and the most important factors affecting it	Factors affecting the choice of production site and production art	Theoretical	Scientific seminars and listening to students' ideas and scientific and artistic treatments of the general situation

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	-d Dr. Rabie AlDr. Jamal Daoud Salman an -Administrative Economics -Hashemi Baghdad – House of Wisdom
Recommended books and references (scientific journals, reports...)	Prof. Salem Abdul Hussein and Dr. □ -Business Economics -Murad Faleh Murad ‘Third Edition 2023
Electronic References (Websites if any)	https://ru.scribd.com/document/707693709

Course Description

1. Course Name					
Insurance Management					
2. Course Code					
AeBaImA338					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
28/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Pr.Dr. Thamir Hadi Abod Algenaibi Email: thamirhadi@yahoo.com					
8. Course Objectives					
Course Objectives		Introducing students to the concept of insurance and its importance, and highlighting the different types of insurance whose services can be used to hedge against the possibility of the insured risks occurring in the future.			
9. Teaching and Learning Strategies					
Strategy		Focusing on interactive education, the method of discussions, and providing feedback with the aim of providing students with the cognitive skills necessary to enter the labor market.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Insurance concept	Theoretical	Daily Activity + Quiz
2 nd	3	The student's understanding of the topic	Legal principles of a contract	Theoretical	Daily Activity + Quiz
3 rd	3	The student's understanding of the topic	Insurance brokers	Theoretical	Daily Activity + Quiz
4 th	3	The student's understanding of the topic	Internal organization of insurance companies	Theoretical	Daily Activity + Quiz
5 th	3	The student's understanding of the topic	Liability insurance	Theoretical	Daily Activity + Quiz



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Course Description



6 th	3	The student's understanding of the topic	Insurance company investments	Theoretical	Daily Activity + Quiz
7 th	3	The student's understanding of the topic	Fire insurance & Measure fire risk	Theoretical	Daily Activity + Quiz
8 th	3	Monthly Exam (1)	Monthly Exam (1)	Theoretical	Monthly Exam (1)
9 th	3	The student's understanding of the topic	Theft insurance	Theoretical	Daily Activity + Quiz
10 th	3	The student's understanding of the topic	Reinsurance	Theoretical	Daily Activity + Quiz
11 th	3	The student's understanding of the topic	life insurance	Theoretical	Daily Activity + Quiz
12 th	3	The student's understanding of the topic	Types of life insurance	Theoretical	Daily Activity + Quiz
13 th	3	The student's understanding of the topic	Popular insurance	Theoretical	Daily Activity + Quiz
14 th	3	The student's understanding of the topic	health insurance & Marine insurance	Theoretical	Daily Activity + Quiz
15 th	3	Monthly Exam (2)	Monthly Exam (2)	Theoretical	Monthly Exam (2)

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Dr. Mohammed Gouda Nasser, 2021, Insurance Management.
Main references	D. Salman Zidane, 2022, Insurance Management.
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
Financial Management (2)					
2. Course Code					
AeBaFmA336					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
28/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Pr.Dr. Mahdi Atiyah Mohi					
Email: bus.mahdi.atiyah@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Providing the student with concepts and knowledge about financial management and its applications in the labor market.			
9. Teaching and Learning Strategies					
Strategy					
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	• The nature of financial management	Financial Forecasting Methods	Theoretical	Daily Activity + Quiz
2 nd	3	• The relationship of financial management to other fields of knowledge	Financial Planning as a Percentage of Sales	Theoretical	Daily Activity + Quiz
3 rd	3	Functions of financial management	Regression Method		Daily Activity + Quiz
4 th	3	• Tasks and role of the financial manager	Estimated Cash Budget	Theoretical	Daily Activity + Quiz
5 th	3	• Objectives of financial management	Break-even Analysis		Daily Activity + Quiz
6 th	3	• Changing the role of financial management	Break-even Analysis Assumptions	Theoretical	Daily Activity + Quiz
7 th	3	• The impact of inflation	Break-even Analysis	Theoretical	Daily Activity + Quiz



وصف المقرر الدراسي

Course Description



		on financial management decisions	Methods		
8 th	3	• Forms of business establishments and the tax environment	Operating Leverage	Theoretical	Daily Activity + Quiz
9 th	3	Legal forms of companies	Working Capital Management Nature of Working Capital Management	Theoretical	Daily Activity + Quiz
10 th	3	The tax environment	Net Working Capital	Theoretical	Daily Activity + Quiz
11 th	3	• Tax procedures and their impact on financial decisions of companies	Working Capital Management Decisions		Daily Activity + Quiz
12 th	3		Cash Flow Cycle Management	Theoretical	Daily Activity + Quiz
13 th	3	Extinction and tax savings	Working Capital Investment Policies	Theoretical	Daily Activity + Quiz
14 th	3	Financial statements and analysis	Working Capital Financing Policies		Daily Activity + Quiz
15 th	3	Financial	Capital Budgeting in Conditions of Uncertainty	Theoretical	Daily Activity + Quiz

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Financial Management Mohammed Ali Al-Omari
Main references	Advanced Financial Management
Recommended books and references (scientific journals, reports...)	Financial Management Barkham
Electronic References (Websites if any)	

Course Description

1. Course Name					
Strategic Thinking					
2. Course Code					
AeBaStA337					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
29/1/2025					
5. Available Attendance Forms					
Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 unit					
7. Course administrator's name (mention all, if more than one name)					
Name: Pr.Dr. Bashar Abbas Alhimyari Email: Bus.bashar.abbas@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Introducing the student to the basic concepts, approaches/models, patterns, and main processes of strategic thinking.			
9. Teaching and Learning Strategies					
Strategy		Lecture/ Discussion.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	Introducing the stages of strategic management	The concepts of strategic management and its stages of development	The Lecture	Testing
2 nd	2	Introducing the stages of strategic management	The concept of the external environment for strategic management	The Lecture	Testing
3 rd	2	Introducing the stages of strategic management	The concept of the internal environment for strategic management	The Lecture	Testing
4 th	2	Introducing the stages of strategic management	Strategic direction	The Lecture	Testing
5 th	2	Introducing the stages of strategic management	Formulating the organizational vision and mission	The Lecture	Testing



وصف المقرر الدراسي

Course Description



6 th	2	Introducing the stages of strategic management	Strategic position	The Lecture	Testing
7 th	2	Introducing the stages of strategic management	Strategic choice	The Lecture	Testing
8 th	2	Introducing the stages of strategic management	Portfolio analysis models	The Lecture	Testing
9 th	2	Introducing the stages of strategic management	Alternatives at the organization's strategy level	The Lecture	Testing
10 th	2	Introducing strategic thinking skills	Alternatives at the business unit level	The Lecture	Testing
11 th	2	Introducing strategic thinking skills	Job-level alternatives	The Lecture	Testing
12 th	2	Introducing strategic thinking skills	Strategy implementation	The Lecture	Testing
13 th	2	Introducing strategic thinking skills	McKinsey 7-S Model	The Lecture	Testing
14 th	2	Introducing strategic thinking skills	Strategic oversight	The Lecture	Testing
15 th	2	Introducing strategic thinking skills	Problems associated with strategic control	The Lecture	Testing

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Books
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	Virtual Library



Course Description

1.Course Name	
Business Operations Research by WQSB	
2.Course Code	
AeBaBorA339	
3.Semester – Year	
2 nd Second semester– 2024/2025	
4.Description Preparation Date	
27/1/2025	
5.Available Attendance Forms	
Theoretical / Weekly	
6.Number of Credit Hours (Total) / Number of Units (Total)	
45 hours (15 Theoretical + 30 Practical) / 2 units	
7.Course administrator's name (mention all, if more than one name)	
Name: A.Pr.Dr. Ibtiha Fares Ali Email: bus.ebtihal.faris@uobabylon.edu.iq	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> • Understand the concepts of operations research • Learn the basic principles of operations research and the importance of applying it in various industries. • Understand how to solve problems using modern scientific methods • Develop students' skills in how to deal with modern mathematical methods. • Learn how to use scientific methods to solve mathematical models.
9. Teaching and Learning Strategies	



وصف المقرر الدراسي

Course Description



Strategy

Active and Practical Learning

Simulating Real Projects: Using real-life scenarios and project simulations to apply theories and concepts in practical settings.

Case-Based Learning

- **Real Case Studies:** Analyzing case studies from companies and organizations to enable students to explore real challenges in project management.
- **Problem-Solving:** Discussing issues that may arise during project execution and how to address them using effective management strategies.

Collaborative Learning

- **Collaborative Learning:** Encouraging teamwork and collaboration to enhance learning experiences and promote shared problem-solving.

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The concept of operations research, its importance and benefits	Theoretical	Daily Activities and Quizzes
2 nd	3	The student's understanding of the topic	Linear programming by graphical method	Theoretical	Daily Activities and Quizzes
3 rd	3	The student's understanding of the topic	Linear programming by simplified method	Theoretical	Daily Activities and Quizzes
4 th	3	The student's understanding of the topic	Sensitivity analysis	Theoretical	Daily Activities and Quizzes
5 th	3	The student's understanding of the topic	Transportation models	Theoretical	Daily Activities and Quizzes
6 th	3	The student's understanding of the topic	Allocation models	Theoretical	Daily Activities and Quizzes
7 th	3	The student's understanding of the topic	Network models	Theoretical	Daily Activities and Quizzes
8 th	3	The student's understanding of the topic	Game theory	Theoretical	Daily Activities and Quizzes
9 th	3	The student's understanding of the topic	First month test	Theoretical	Daily Activities and Quizzes
10 th	3	The student's understanding of the topic	Opposite model	Theoretical	Daily Activities and Quizzes
11 th	3	The student's understanding of the topic	Probability theory	Theoretical	Daily Activities and Quizzes
12 th	3	The student's understanding of the topic	Queuing theory	Theoretical	Daily Activities and Quizzes
13 th	3	The student's	Reliability method	Theoretical	Daily Activities

		understanding of the topic			and Quizzes
14 th	3	The student's understanding of the topic	Availability theory	Theoretical	Daily Activities and Quizzes
15 th	3	The student's understanding of the topic	second month test	Theoretical	Daily Activities and Quizzes

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	
Recommended books and references (scientific journals, reports...)	Operations Research / Models and Applications 2014 Introduction to Operations Research 2015 Operations Research 2016
Electronic References (Websites if any)	

Course Description

1. Course Name					
Cost Accounting (2)					
2. Course Code					
AeBaCaA340					
3. Semester – Year					
Second semester – 2024/2025					
4. Description Preparation Date					
2/2/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: L.Dr. Emad Wahab AbdAlameer Email: bus569.emad.whab@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	Consolidating the foundations of accounting knowledge regarding the intellectual framework of financial accounting and deepening the understanding of accounting problems related to the measurement, presentation and disclosure of assets in financial reports in light of accounting standards.				
9. Teaching and Learning Strategies					
Strategy	Introducing the student to all accounting treatments related to accounting work procedures, developing the student's skill abilities in addressing measurement and delivery problems in financial accounting, and settling the final accounts at the end of the accounting period.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Time recording and production	Lecture & Discussion	Theoretical exam
2 nd	3	The student's understanding of the topic	Methods of determining the wage	Lecture & Discussion	Theoretical exam
3 rd	3	The student's understanding of the topic	Accounting for the cost of work (wages)	Lecture & Discussion	Theoretical exam
4 th	3	-	First exam	-	-

5 th	3	The student's understanding of the topic	Preparation of the worksheet	Lecture & Discussion	Theoretical exam
6 th	3	The student's understanding of the topic	Accounting problems related to the wage cost component	Lecture & Discussion	Theoretical exam
7 th	3	The student's understanding of the topic	The concept of indirect industrial costs	Lecture & Discussion	Theoretical exam
8 th	3	The student's understanding of the topic	Steps to load production with indirect industrial costs	Lecture & Discussion	Theoretical exam
9 th	3	The student's understanding of the topic	Accounting for indirect industrial costs.	Lecture & Discussion	Theoretical exam
10 th	3	The student's understanding of the topic	Need for unit cost data	Lecture & Discussion	Theoretical exam
11 th	3	-	Second exam	-	-
12 th	3	The student's understanding of the topic	Definition of the production order cost system	Lecture & Discussion	Theoretical exam
13 th	3	The student's understanding of the topic	Accounting for production orders	Lecture & Discussion	Theoretical exam
14 th	3	The student's understanding of the topic	The concept of the system of costs of production stages	Lecture & Discussion	Theoretical exam
15 th	3	The student's understanding of the topic	Questions and exercises	Lecture & Discussion	Theoretical exam

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Cost Accounting Book Prof. Salah Mahdi Al-Kawwaz 2025
Main references	
Recommended books and references (scientific journals, reports...)	Intermediate financials in accordance with international financial reporting standards KIESO, D. E., WEYGANDT, J. J., WARFIELD, T. D., YOUNG, N. M., WIECEK, I. M., & MCCONOMY, B. J. (2013). INTERMEDIATE ACCOUNTING, 1
Electronic References (Websites if any)	

Course Description

1. Course Name					
Microsoft Project					
2. Course Code					
AeBaMpA341					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
2/2/2025					
5. Available Attendance Forms					
Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Dr. Basma Mahdi Hamad Email: basma.mahdi@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives					
9. Teaching and Learning Strategies					
Strategy		The following teaching and learning strategies were adopted: Teaching strategies: 1. Lecture, 2. Project-based learning 3. Problem solving 4. E-learning Learning strategies: 1. Switching ideas 2. Inference 3. Studying			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	Project Management	Introduction	Lectures	examination
2 nd	2	Learn how to enter basic project data	Entering project information	Lectures	Examination
3 rd	2	Managing various and different tasks	Task management	Lectures	examination
4 th	2	Estimate the time duration for each activity	Determine the time durations	Lectures	Examination
5 th	2	Learn how to create summary tasks	Create summary tasks	Lectures	Examination
6 th	2	Learn how to create subtasks	Create subtasks	Lectures	Examination
7 th	2	Linking tasks with the four	Linking tasks with each	Lectures	Examination



وصف المقرر الدراسي

Course Description



		relationships	other		
8 th	2	Determine the resources required for each task	Resource allocation	Lectures	Examination
9 th	2	Save the project in more than one format and export it	Save the basic project	Lectures	Examination
10 th	2	Learn how to change the currency used by country	Changing currencies	Lectures	Examination
11 th	2	Preparing reports and achievement rates	Preparing the necessary reports	Lectures	Examination
12 th	2	Track Project Implementation	Track Project Implementation	Lectures	Examination
13 th	2	Create a special calendar for each project that specifies the start and end of work	Create a special calendar for the project	Lectures	Examination
14 th	2	Determine holidays and religious and national occasions	Determine holidays	Lectures	Examination
15 th	2	End of course test	Test		Examination

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Project Management Using Microsoft Project
Recommended books and references (scientific journals, reports...)	Microsoft Office 365 Learning Book
Electronic References (Websites if any)	

Course Description

1. Course Name					
Feasibility studies					
2. Course Code					
AeBaFsA342					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
2/2/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. Aqeel Kassim Hashim Alkhallidy Email: bus.aqeel.kassim@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Preparing functional cadres with knowledge and skills capable of managing and implementing economic investment project plans.			
9. Teaching and Learning Strategies					
Strategy		Encouraging and supporting the investment strategy, preparing future economic plans and studies, and drawing the features of the modern Iraqi economy.			
10. Course Structure					
We ek	Hou rs	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	The nature of investment and the elements of making an investment decision for the project	Theoretical	Daily student activity and discussion reports
2 nd	2	The student's understanding of the topic	The concept of investment, its importance and objectives at the project level	Theoretical	Scientific discussions with students
3 rd	2	The student's understanding of the topic	Studying investment opportunities from a comprehensive perspective	Theoretical	Daily discussions and quz
4 th	2	The student's understanding of the topic	Economic project basics and feasibility studies	Theoretical	quz and student report discussions
5 th	2	Monthly exam 1	. Monthly exam 1	Monthly exam 1	Monthly exam 1
6 th	2	The student's understanding of the topic	Conceptual and intellectual introduction and economic and	Theoretical	Daily student activity and



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Course Description



			technical feasibility studies		discussion reports
7 th	2	The student's understanding of the topic	Initial feasibility studies and detailed feasibility	Theoretical	Daily activity and discussion reports
8 th	2	The student's understanding of the topic	Methods of comparing economic projects	Theoretical	Discussions with students
9 th	2	The student's understanding of the topic	Components of the economic feasibility study	Theoretical	Student report discussions and scientific dialogue
10 th	2	The student's understanding of the topic	Types of feasibility studies	Theoretical	quz and student report discussions
11 th	2	Monthly exam 2	Monthly exam 2	Monthly exam 2	Monthly exam 2
12 th	2	The student's understanding of the topic	Criteria, concept and indicators for evaluating the efficiency of economic performance and addressing various investment risks	Theoretical	Daily student activity and discussion reports
13 th	2	The student's understanding of the topic	Objectives and foundations for evaluating the efficiency of performance in international investment management to achieve strategic success	Theoretical	Daily student activity and discussion reports
14 th	2	The student's understanding of the topic	Criteria and indicators for evaluating the efficiency of economic performance of a successful investment project	Theoretical	Daily student report discussions and scientific dialogue
15 th	2	The student's understanding of the topic	Problems and obstacles to economic evaluation of successful economic investment projects in Iraq	Theoretical	quz and student report discussions

11.Course Evaluation

Distribution of a score out of 100 based on the student's choice of daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Dr. Abdul Aziz Mustafa Abdul Karim (Project Evaluation and Feasibility Studies)
Recommended books and references (scientific journals, reports...)	Diaa Baqer (Feasibility Studies... Their Components and How to Prepare Them)
Electronic References (Websites if any)	Dr. Sabah Saleh Al-Badri (Economic Feasibility Studies for Projects)

Course Description

1.Course Name					
Production and Operations Management					
2.Course Code					
AeBaOpmA443					
3.Semester – Year					
1 nd semester – 2024/2025					
4.Description Preparation Date					
12/11/2024					
5.Available Attendance Forms					
Theoretical / Weekly					
6.Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7.Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. Fatimah Hussein Kadhim Al-Bakry Email: Bus.fatima.hus@uobabylon.edu.iq					
8. Course Objectives					
<ul style="list-style-type: none">• Study the concept of production and operations management and their development, and knowledge of production planning and control (quantitative and qualitative).• Knowing ways to improve productivity, studying work methods, and researching production development.• Familiarity with the use of applied cases in quantitative and qualitative analysis in industrial companies.					
9. Teaching and Learning Strategies					
Strategy		The method of discussion, dialogue, and conducting tests.			
10. Course Structure					
Wee k	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Introduction to production and operations management	Lecture, discussion and dialogue	Daily activity + Quiz
2 nd	3	The student's understanding of the topic	Measuring productivity	Lecture, discussion and dialogue	Daily activity + Quiz
3 rd	3	The student's understanding of the topic	Introduction to company strategies	Lecture, discussion and dialogue	Daily activity + Quiz
4 th	3	The student's understanding of the topic	Demand forecasting	Lecture	Daily activity + Quiz
5 th	3	The student's	Planning and	Lecture, discussion	Daily activity +



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Course Description



		understanding of the topic	developing the new product	and dialogue	Quiz
6 th	3	The student's understanding of the topic	Energy planning	Lecture, discussion and dialogue	Daily activity + Quiz
7 th	3	The student's understanding of the topic	Choose a factory location	Lecture, discussion and dialogue	Daily activity + Quiz
8 th	3	The student's understanding of the topic	First month exam	Theoretical	First month exam
9 th	3	The student's understanding of the topic	Internal arrangement	Lecture, discussion and dialogue	Daily activity + Quiz
10 th	3	The student's understanding of the topic	Overall planning	Lecture, discussion and dialogue	Daily activity + Quiz
11 th	3	The student's understanding of the topic	Scheduling of operational processes	Lecture, discussion and dialogue	Daily activity + Quiz
12 th	3	The student's understanding of the topic	Production systems in time Fitting (JIT)	Lecture, discussion and dialogue	Daily activity + Quiz
13 th	3	The student's understanding of the topic	Maintenance	Lecture, discussion and dialogue	Daily activity + Quiz
14 th	3	The student's understanding of the topic	Contemporary issues in management Production and operations	Lecture, discussion and dialogue	Daily activity + Quiz
15 th	3	The student's understanding of the topic	Second exam	Theoretical	Second exam

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	<ul style="list-style-type: none"> • ادارة الانتاج والعمليات أ.د. حاكم محسن محمد 2006 • ادارة الإنتاج والعمليات أ.د. صباح مجيد النجار وعبد الكريم محسن 2013 • ادارة الإنتاج والعمليات أ.د. عبد الستار العلي 2002 • ادارة الإنتاج والعمليات أ.د. محمد العزاوي 2006 • ا.د صباح النجار 2020
Main references	
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	

Course Description

1. Course Name					
International Business Administration					
2. Course Code					
AeBaIbaA444					
3. Semester – Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
13/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. AMAL GHALIB RASHID					
Email: med.amal.rashid@uobabylon.edu.iq					
8. Course Objectives					
The Objectives		Providing students with knowledge about the concepts and theories of international business administration that will give them the ability To understand the international business environment and its variables, and to enable students to acquire mental skills In analyzing the international business environment. Interpreting local and international market variables.			
9. Teaching and Learning Strategies					
Strategy		International business management strategies aim to achieve success and sustainability in global markets. Market analysis and selection of target markets, adaptation to cultural type, international cooperation and partnerships, technology and innovation			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	Introduction, concept, nature of international business management, relationship in the international business environment	Theoretical	Daily activity and jugs
2 nd	3	The student's understanding of the topic	Administrative definition of international business management Economic definition of	Theoretical	Daily activity and jugs

			international business management International companies		
3 rd	3	The student's understanding of the topic	Multinational Corporation Public Corporations	Theoretical	Daily activity and jugs
4 th	3	The student's understanding of the topic	Types of international business Importance	Theoretical	Daily activity and jugs
5 th	3	The student's understanding of the topic	Economic integration	Theoretical	Daily activity and jugs
6 th	3	The student's understanding of the topic	Local companies	Theoretical	Daily activity and jugs
7 th	3	The student's understanding of the topic	Multinational Corporation Public Corporations	Theoretical	Daily activity and jugs
8 th	3	The student's understanding of the topic	Foreign trade and its importance	Theoretical	Daily activity and jugs
9 th	3	The student's understanding of the topic	Foreign direct investment and its importance	Theoretical	Daily activity and jugs
10 th	3	The student's understanding of the topic	Investments in Arab and non-Arab developing countries	Theoretical	Daily activity and jugs
11 th	3	The student's understanding of the topic	Indirect investments	Theoretical	Daily activity and jugs
12 th	3	The student's understanding of the topic	Other types of international business	Theoretical	Daily activity and jugs
13 th	3	The student's understanding of the topic	Ancient foreign trade theories	Theoretical	Daily activity and jugs
14 th	3	The student's understanding of the topic	Modern Foreign Trade Theories	Theoretical	Daily activity and jugs
15 th	3	The student's understanding of the topic	Free trade policy	Theoretical	Daily activity and jugs

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	There is no
Main references	Ali Ibrahim Al-Khader, 2010
Recommended books and references (scientific journals, reports...)	Reports
Electronic References (Websites if any)	Reports published on news channels

Course Description

1. Course Name					
Government Contracts Management					
2. Course Code					
AeBaGcmA447					
3. Semester – Year					
1 nd semester – 2024/2025					
4. Description Preparation Date					
11/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Rasha Abbas Aboud Al-Rubaye Email: bus238.rasha.abbas@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Develop awareness of corporate governance areas and how to use them to solve problems related to executives, board members and stakeholders.			
9. Teaching and Learning Strategies					
Strategy		Discussions: Organize open discussions on contemporary corporate governance issues.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	1. Concept and definition of government contract 2. Characteristics of administrative contract and its distinguishing standard 3. Pillars of administrative contract.	Theoretical	Daily activity and quiz
2 nd	2	The student's understanding of the topic	1. Elements of administrative contract. 2. Types of administrative contracts arising from tenders.	Theoretical	Daily activity and quiz
3 rd	2	The student's understanding of the topic	1. BOT contract	Theoretical	Daily activity and quiz
4 th	2	The student's	Advantages and types of BOT contract	Theoretical	Daily activity

		understanding of the topic			and quiz
5 th	2	The student's understanding of the topic	Methods and methods of contracting	Theoretical	Daily activity and quiz
6 th	2	The student's understanding of the topic	Cases of excluding offers	Theoretical	Daily activity and quiz
7 th	2	The student's understanding of the topic	Contracts excluded from the general competition method.	Theoretical	Daily activity and quiz
8 th	2	The answer is on the exam paper.	exam half The course Editorial	Theoretical	-
9 th	2	The student's understanding of the topic	Basic principles of public bidding	Theoretical	Daily activity and quiz
10 th	2	The student's understanding of the topic	Procurement and contract management	Theoretical	Daily activity and quiz
11 th	2	The student's understanding of the topic	Roles and responsibilities of the parties concerned	Theoretical	Daily activity and quiz
12 th	2	The student's understanding of the topic	Insurances, late fines and administrative charges	Theoretical	Daily activity and quiz
13 th	2	The answer is on the exam paper.	exam half The course Editorial	Theoretical	-
14 th	2	The student's understanding of the topic	End of administrative contract	Theoretical	Daily activity and quiz
15 th	2	The student's understanding of the topic	End of administrative contract Delivery of the endeavor	Theoretical	Daily activity and quiz

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	A notebook prepared from the literature of the subject
Main references	Administrative Contracts (Administrative Approach) Muhammad Al-Amouri, 2018, 1st ed., Publications of the Syrian Virtual University
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	



Course Description

1.Course Name
Management Information Technology
2.Course Code
AeBaMitA445
3.Semester – Year
1 st semester – 2024/2025
4.Description Preparation Date
14/11/2024
5.Available Attendance Forms
Theoretical / Weekly
6.Number of Credit Hours (Total) / Number of Units (Total)
45 ours / 3 units
7.Course administrator's name (mention all, if more than one name)
Name: RIHAB HUSSEIN JAWAD Email: bus.rihab.hussein@uobabylon.edu.iq
8.Course Objectives
<ol style="list-style-type: none"> 1) Introducing students to the concepts and fundamentals of Information Technology: Understanding the main components of computers, networks, and software. 2) Teaching students how to manage Information Systems: Including data storage, retrieval, & analysis. 3) Enhancing skills in using modern software tools and applications: Such as project management software, databases, and office applications. 4) Providing students with knowledge about Information Security: Understanding cyber security threats and how to protect systems and data. 5) Applying Information Technology techniques to solve practical problems: Designing innovative solutions for technical and administrative challenges using appropriate technologies. 6) Introducing students to the latest developments in the field of Information Technology: Including artificial intelligence, the Internet of Things (IoT), and cloud computing. 7) Encouraging critical thinking and data analysis: Enhancing students' abilities to interpret and process data to support decision-making. 8) Preparing students for job market requirements: Providing the foundational knowledge necessary for success in Information Technology and Communications careers
9.Teaching and Learning Strategies



وصف المقرر الدراسي

Course Description



Strategy	<p>1. Developing the technical infrastructure Investing in modern hardware and software to meet business needs. Improving communication networks and data storage systems to ensure high performance.</p> <p>2. Enhancing cyber security Establishing policies and procedures to protect data and systems from threats. Using encryption technologies, firewalls, and antivirus software.</p> <p>3. Digital transformation Digitizing traditional processes and procedures to increase efficiency and reduce costs. Using technologies such as cloud computing and artificial intelligence to automate tasks.</p>
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10.Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	<input type="checkbox"/> Introduction to Information Technology	Theoretical	Daily Activities and Quizzes
2 nd	3	The student's understanding of the topic	<input type="checkbox"/> Office Automation	Theoretical	Daily Activities and Quizzes
3 rd	3	The student's understanding of the topic	<input type="checkbox"/> Requirements of the Electronic Office	Theoretical	Daily Activities and Quizzes
4 th	3	The student's understanding of the topic	<input type="checkbox"/> Brainstorming for the Previous Topic	Theoretical	Daily Activities and Quizzes
5 th	3	The student's understanding of the topic	<input type="checkbox"/> Databases	Theoretical	Daily Activities and Quizzes
6 th	3	The student's understanding of the topic	<input type="checkbox"/> Types of Databases	Theoretical	Daily Activities and Quizzes
7 th	3	The student's understanding of the topic	<input type="checkbox"/> First Month Test	Theoretical	Daily Activities and Quizzes
8 th	3	The student's understanding of the topic	<input type="checkbox"/> Basics of Network Systems Management	Theoretical	Daily Activities and Quizzes
9 th	3	The student's understanding of the topic	<input type="checkbox"/> What is Information Technology?	Theoretical	Daily Activities and Quizzes
10 th	3	The student's understanding of the topic	<input type="checkbox"/> Types of Technology	Theoretical	Daily Activities and Quizzes
11 th	3	The student's understanding of the topic	<input type="checkbox"/> What are Information Systems?	Theoretical	Daily Activities and Quizzes
12 th	3	The student's understanding of the topic	<input type="checkbox"/> Artificial Intelligence / Brainstorming for the Previous Topic	Theoretical	Daily Activities and Quizzes
13 th	3	The student's	<input type="checkbox"/> What is Educational	Theoretical	Daily Activities

		understanding of the topic	Technology?		and Quizzes
14 th	3	The student's understanding of the topic	<input type="checkbox"/> Telecommunications Technology	Theoretical	Daily Activities and Quizzes
15 th	3	The student's understanding of the topic	<input type="checkbox"/> Second Month Test	Theoretical	Daily Activities and Quizzes

11.Course Evaluation

The grade is distributed out of 100 according to the tasks assigned to the student, such as daily preparation, daily and monthly exams, reports, etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	Management Information Technology / 2019, Dar Al-Ibda'a International
Main references	Management Information Systems / Prof. Dr. Saad Ghaleb Yassin / 2012
Recommended books and references (scientific journals, reports...)	Information Technology Management / 2012, Dr. Khidr Misbah Al-Tayti
Electronic References (Websites if any)	

Course Description

1. Course Name					
Methods and ethics of scientific research					
2. Course Code					
AeBaRmaA446					
3. Semester – Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
15/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: L. Shafaa Turki Ayyez Email: Shifaaturki@uobabylon.edu.iq					
8. Course Objectives					
Course Objective	<div>1. Training the student to understand the nature of the future coin through the coin in the graduation research, the practice of the student also gains experience applying theoretical and scientific information in his research.</div> <div>2. Expanding the student's scientific perception when linking various cognitive information and then applying it in his advanced research study.</div>				
9. Teaching and Learning Strategies					
Strategy	Learning strategies vary according to students' needs, research objectives, and content covered, and one of the most important strategies is group learning among students to share knowledge and concepts, this can include group discussions or problem-based learning. And use a variety of methods.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	The student should understand the meaning of scientific research	Theoretical	Through discussion
2 nd	2	The student's understanding of the topic	To understand the concept of science and scientific research	Theoretical	Daily activity and quizzes
3 rd	2	The student's understanding of the topic	To understand the objectives of scientific	Theoretical	Through discussion

			research		
4 th	2	The student's understanding of the topic	Basic characteristics of scientific research	Theoretical	Through discussion
5 th	2	The student's understanding of the topic	To know the properties of scientific research	Theoretical	Through discussion
6 th	2	The student's understanding of the topic	To master the personal qualities of the researcher	Theoretical	Through discussion
7 th	2	The student's understanding of the topic	To know the ethics of scientific research	Theoretical	Through discussion
8 th	2	The student's understanding of the topic	To know the basics of scientific research	Theoretical	Through discussion
9 th	2	The student's understanding of the topic	Describe the research problem	Theoretical	Through discussion
10 th	2	The student's understanding of the topic	To know the sources of getting the problem	Theoretical	Through discussion
11 th	2	The student's understanding of the topic	Develop a scientific research plan	Theoretical	Through discussion
12 th	2	The student's understanding of the topic	Sample selection and scientific research tools	Theoretical	Through discussion
13 th	2	The student's understanding of the topic	Theoretical part	Theoretical	Through discussion
14 th	2	The student's understanding of the topic	Findings and recommendations	Theoretical	Through discussion
15 th	2	The student's understanding of the topic	Discussion	Theoretical	Through discussion

11.Course Evaluation

Distribution of the score out of 100 according to the tasks assigned to the student such as daily preparation, daily and monthly exams, reports Etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	Scientific Research Methodology An Introduction to Building Research Skills Prof. Dr. Heen Muhammad Jawad Al-Jubouri.2013.
Main references	Depending on the student's subject for his graduation research
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	Specialized websites google search

Course Description

1. Course Name					
Risk management					
2. Course Code					
AeBaRmA448					
3. Semester – Year					
1 st semester – 2024/2025					
4. Description Preparation Date					
11/11/2024					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.L. Humam Ali Hamza					
Email: bus392.humam.ali@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	1- Introducing the student to the subject of financial risk management. 2- Reviewing the most important financial risks facing the organization. 3- The student's understanding of how to use methods to confront financial risks. 4- Knowing how to measure and review results. 5- Reaching a solution to the problems under study and research.				
9. Teaching and Learning Strategies					
Strategy	Understanding the basic principles of risk management: 1- The skill of knowing financial risk management. 2- The skill of determining the appropriate method to confront risks. 3- The skill of measuring financial risks.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	- The concept of risk - The concept and importance of risk management - Types of risk management - Structure and organization of risk management	Theoretical	Daily exam
2 nd	2	The student's understanding of the topic	Internal and external factors affecting risks	Theoretical	Daily exam



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Course Description



			- Steps in the risk management process - Description of risks		
3 rd	2	The student's understanding of the topic	- Risk analysis	Theoretical	Daily exam
4 th	2	The student's understanding of the topic	- Risk measurement	Theoretical	Daily exam
5 th	2	The student's understanding of the topic	- Investment Risks - The Concept of Investment Risks - Types of Investment Risks	Theoretical	Daily exam
6 th	2	The student's understanding of the topic	-Risks associated with stocks	Theoretical	Daily exam
7 th	2	---	First month exam	Theoretical	---
8 th	2	The student's understanding of the topic	- Types of investment risks - Risks associated with bonds	Theoretical	Daily exam
9 th	2	The student's understanding of the topic	- Risk management tools in addressing financial risks	Theoretical	Daily exam
10 th	2	The student's understanding of the topic	- Risk measurement methods	Theoretical	Daily exam
11 th	2	The student's understanding of the topic	- Graphical method for measuring risks	Theoretical	Daily exam
12 th	2	The student's understanding of the topic	-Quantitative approach to risk measurement	Theoretical	Daily exam
13 th	2	The student's understanding of the topic	- Range method for measuring risk	Theoretical	Daily exam
14 th	2	The student's understanding of the topic	Standard deviation method for measuring risk	Theoretical	Daily exam
15 th	2	The student's understanding of the topic	Final Semester Exam	Theoretical	

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Risk Management / Dr. Shaqiri Nouri, Dr. Mahmoud Ibrahim, Dr. Wassim Muhammad, Dr. Suzan Samir
Main references	-
Recommended books and references (scientific journals, reports...)	-
Electronic References (Websites if any)	

Course Description

1. Course Name					
Quality Management					
2. Course Code					
AeBaQmA449					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
28/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. Fatimah Hussein Kadhim Al-Bakry Email: Bus.fatima.hus@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	It aims to introduce students to the most important objectives of quality management and total quality management and its basic components, as well as the functions performed by this important management in terms of improving the quality of goods and services provided by organizations to satisfy their customers.				
9. Teaching and Learning Strategies					
Strategy	Giving lectures with practical examples and experiences of countries and companies that have been interested in quality management, ISO, and total quality management, while identifying the most important results obtained by these countries and companies.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	The Concept of total quality management	Theoretical	Daily activity + Quiz
2 nd	3	The student's understanding of the topic	The historical development of quality management	Theoretical	Quiz
3 rd	3	The student's understanding of the topic	Stages of development of modern quality management	Theoretical	Discussion+ Daily activity

4 th	3	The student's understanding of the topic	Quality dimensions	Theoretical	Discussion
5 th	3	The student's understanding of the topic	Factors affecting quality	Theoretical+ Practical	Daily activity
6 th	3	The student's understanding of the topic	The location of quality management within the organization structure	Theoretical	Quiz
7 th	3	The student's understanding of the topic	Quality costs (concept, importance, types)	Theoretical	Test
8 th	3	The student's understanding of the topic	The relation between quality and cost	Theoretical	Discussion+ Quiz
9 th	3	The student's understanding of the topic	Quality circles (concept, goals, advantages)	Theoretical	Daily activity
10 th	3	The student's understanding of the topic	Requirements for implementing quality circles and their obstacles	Theoretical	Quiz
11 th	3	The student's understanding of the topic	Quality control (concept, importance, goals, advantages)	Theoretical	Discussion+ Daily activity+ Quiz
12 th	3	The student's understanding of the topic	Tools for quality control	Theoretical	Quiz
13 th	3	The student's understanding of the topic	Statistical quality control	Theoretical	Daily activity+ Quiz
14 th	3	The student's understanding of the topic	Defect control panel	Theoretical+ Practical	Discussion+ Quiz
15 th	3	The student's understanding of the topic	End of course test	Test	Test

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	
Main references	Total Quality Management 2023, Dr. Sabah Al-Najar
Recommended books and references (scientific journals, reports...)	A collection of lectures by Prof.Dr. Kamil Shakeer
Electronic References (Websites if any)	

Course Description

1. Course Name					
Knowledge Management					
2. Course Code					
AeBaKmA450					
3. Semester – Year					
2 st semester – 2024/2025					
4. Description Preparation Date					
28/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
45 hours / 3 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Prof. Kamil Shakeer Al-Watifi Email: bus.kamil.shakeer@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		Get to know: - Types of knowledge management strategies. - Knowledge management challenges.			
9. Teaching and Learning Strategies					
Strategy		Discussion-based learning, tests, and presentations.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	Understanding the concept of knowledge	Basic concepts of knowledge	Theoretical	Daily activity and Quiz
2 nd	3	Identifying types of knowledge	Types of knowledge	Theoretical	Daily activity and Quiz
3 rd	3	Identify sources of knowledge	Knowledge resources	Theoretical	Daily activity and Quiz
4 th	3	Learn about knowledge management processes	Knowledge management processes (diagnosis, goal setting, generation, storage)	Theoretical	Daily activity and Quiz
5 th	3	Learn about knowledge management processes	Knowledge management processes (distribution, application, organization, retrieval, maintenance)	Theoretical	Daily activity and Quiz



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Course Description



6 th	3	Basic elements of knowledge management	The basic elements of knowledge management (strategy and people)	Theoretical	Daily activity and Quiz
7 th	3	Basic elements of knowledge management	Basic elements of knowledge management (technology and processes)	Theoretical	Daily activity and Quiz
8 th	3	First exam	First exam	Theoretical	Daily activity and Quiz
9 th	3	Knowledge management strategies	Knowledge management strategies	Theoretical	Daily activity and Quiz
10 th	3	Identify the types of knowledge management strategies	Types of knowledge management strategies	Theoretical	Daily activity and Quiz
11 th	3	Identifying the challenges of knowledge management	Challenges facing building knowledge societies	Theoretical	Daily activity and Quiz
12 th	3	Identifying the challenges of knowledge management	Challenges of implementing knowledge management	Theoretical	Daily activity and Quiz
13 th	3	Identifying the challenges of knowledge management	Determine who is responsible for knowledge management	Theoretical	Daily activity and Quiz
14 th	3	Identifying the factors of success and failure in knowledge management	Factors of success and failure in knowledge management	Theoretical	Daily activity and Quiz
15 th	3	Second exam	Second exam	Theoretical	Daily activity and Quiz

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Evaluation Exam (ministerial material)
Main references	Knowledge Management / Salah Al-Kubaisi 2018
Recommended books and references (scientific journals, reports...)	Reports
Electronic References (Websites if any)	Reports published on news channels



Course Description

1.Course Name
Corporate Governance
2.Course Code
AeBaCgA451
3.Semester – Year
2 nd semester – 2024/2025
4.Description Preparation Date
29/1/2025
5.Available Attendance Forms
Theoretical / Weekly
6.Number of Credit Hours (Total) / Number of Units
30 hours / 2 units
7.Course administrator's name (mention all, if more than one name)
Name: A.Pr. RIHAB HUSSEIN JAWAD Email: bus.rihab.hussein@uobabylon.edu.iq
8. Course Objectives
<ol style="list-style-type: none"> 1) Understanding the Concept of Governance: Introducing students to the concept of governance and explaining how it contributes to improving transparency and accountability within companies. 2) Developing Knowledge of Systems and Policies: Equipping students with the necessary knowledge about the laws and regulations that govern corporate management and how to effectively implement these systems. 3) Achieving a Balance of Interests: Studying how to balance the interests of shareholders and other stakeholders such as employees, customers, and society. 4) Enhancing Transparency and Accountability: Learning how to design effective internal control mechanisms to ensure the integrity of operations and reduce risks. 5) Analyzing Organizational Structure and Management: Studying different management structures and the role of boards of directors in making strategic decisions. 6) Understanding Corporate Social Responsibility: Discussing the importance of corporate social responsibility in the context of governance and its impact on the company's reputation and sustainability.
9. Teaching and Learning Strategies
<ol style="list-style-type: none"> 1) Transparency and Disclosure Providing accurate and comprehensive information to investors and shareholders about the company's performance and the decisions made by the - board of directors.



وصف المقرر الدراسي

Course Description



Regularly reporting financial data and operational reports, as well as clarifying any conflicts of interest that may arise.

2) **Accountability**

Ensuring that the board of directors and senior management are accountable for their decisions and performance.

Establishing control mechanisms (such as audit committees) to ensure continuous review of financial operations and strategic decisions.

3) **Independence**

Ensuring the independence of board members from executive management, which helps in making impartial and unbiased decisions.

Forming independent committees, such as the audit committee and governance committee, to evaluate and monitor management's performance.

4) **Effective Shareholder Participation**

Enabling shareholders to influence strategic decisions, such as selecting board members and making decisions related to financial policies.

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	<input type="checkbox"/> Corporate Governance	Theoretical	Daily activity + Quiz
2 nd	2	The student's understanding of the topic	<input type="checkbox"/> Governance Standards	Theoretical	Daily activity + Quiz
3 rd	2	The student's understanding of the topic	<input type="checkbox"/> Governance in the Banking Sector	Theoretical	Daily activity + Quiz
4 th	2	The student's understanding of the topic	<input type="checkbox"/> Brainstorming for the Previous Material	Theoretical	Daily activity + Quiz
5 th	2	The student's understanding of the topic	<input type="checkbox"/> The Role of Governance in Economic Development and Economic Reform	Theoretical	Daily activity + Quiz
6 th	2	The student's understanding of the topic	<input type="checkbox"/> Principles and Bodies of Corporate Governance	Theoretical	Daily activity + Quiz
7 th	2	The student's understanding of the topic	<input type="checkbox"/> Public and Private Governance Bodies	Theoretical	Daily activity + Quiz
8 th	2	---	<input type="checkbox"/> First Month Exam	Theoretical	---
9 th	2	The student's understanding of the topic	<input type="checkbox"/> External Corporate Governance Controls	Theoretical	Daily activity + Quiz
10 th	2	The student's understanding of the topic	<input type="checkbox"/> Internal Corporate Governance Controls	Theoretical	Daily activity + Quiz
11 th	2	The student's understanding of the topic	<input type="checkbox"/> Environmental Governance	Theoretical	Daily activity + Quiz



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Course Description



12 th	2	The student's understanding of the topic	<input type="checkbox"/> GRC Governance	Theoretical	Daily activity + Quiz
13 th	2	The student's understanding of the topic	<input type="checkbox"/> Good Governance	Theoretical	Daily activity + Quiz
14 th	2	The student's understanding of the topic	<input type="checkbox"/> Brainstorming for the Previous Material	Theoretical	Daily activity + Quiz
15 th	2	---	<input type="checkbox"/> Second Month Exam	Theoretical	---

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	<ul style="list-style-type: none"> • Corporate Governance by Abdul Azim bin Mohsen / 2020
Main references	<ul style="list-style-type: none"> • Joint Stock Companies in the Balance of Governance / 2017 / Dr. Hashem Al-Sayed
Recommended books and references (scientific journals, reports...)	<ul style="list-style-type: none"> • Corporate Governance by Abdul Azim bin Mohsen / 2020
Electronic References (Websites if any)	

Course Description

1. Course Name					
Negotiation Management					
2. Course Code					
AeBaNmA453					
3. Semester – Year					
2 nd Second semester – 2024/2025					
4. Description Preparation Date					
24/1/2025					
5. Available Attendance Forms					
Theoretical / Weekly					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours / 2 units					
7. Course administrator's name (mention all, if more than one name)					
Name: A.Pr.Dr. Rasha Abbas Aboud Al-Rubaye Email: : bus238.rasha.abbas@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives		The objectives of negotiation management are to increase students’ knowledge of how to deal with conflicting parties, whether individuals or companies, and the most important negotiation strategies.			
9. Teaching and Learning Strategies					
Strategy		Understanding negotiation management and the role of public opinion, what are the most important principles of effective negotiation, and the basic conditions and main methods of negotiation between individuals and organizations. The conditions required for successful diplomatic negotiations.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	What is negotiation and its importance	Theoretical	Daily activity and exams
2 nd	2	The student's understanding of the topic	Types of formal and informal negotiation	Theoretical	Daily activity and exams
3 rd	2	The student's understanding of the topic	Goals of negotiation	Theoretical	Daily activity and exams
4 th	2	The student's understanding of the topic	Negotiation strategies	Theoretical	Daily activity and exams
5 th	2	The student's understanding of the topic	The role of public opinion in negotiation	Theoretical	Daily activity and exams



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Course Description



6 th	2	The student's understanding of the topic	Principles of effective negotiation	Theoretical	Daily activity and exams
7 th	2	The student's understanding of the topic	Axes on the concept of conflict from the perspective of administrative thinking	Theoretical	Daily activity and exams
8 th	2	The student's understanding of the topic	The importance of consultation	Theoretical	Daily activity and exams
9 th	2	The student's understanding of the topic	First monthly exam	Theoretical	Daily activity and exams
10 th	2	The student's understanding of the topic	Participation and objectivity	Theoretical	Daily activity and exams
11 th	2	The student's understanding of the topic	Basic qualities of a successful negotiator	Theoretical	Daily activity and exams
12 th	2	The student's understanding of the topic	Essential qualities of a successful negotiator	Theoretical	Daily activity and exams
13 th	2	The student's understanding of the topic	Requirements for successful diplomatic negotiations	Theoretical	Daily activity and exams
14 th	2	The student's understanding of the topic	Conflict at the individual and organizational levels	Theoretical	Daily activity and exams
15 th	2	The student's understanding of the topic	Methods of enabling negotiation	Theoretical	Daily activity and exams

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	Nothing
Main references	
Recommended books and references (scientific journals, reports...)	Mustafa Hashem, Negotiation Management
Electronic References (Websites if any)	Websites

Course Description

1. Course Name					
Graduate Project					
2. Course Code					
AeBaGpA452					
3. Semester – Year					
2 nd semester – 2024/2025					
4. Description Preparation Date					
2/2/2025					
5. Available Attendance Forms					
Weekly/ Practical					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 Practical hours / 1 unit					
7. Course administrator's name (mention all, if more than one name)					
Name: L. Shafaa Turki Ayyez Email: Shifaaturki@uobabylon.edu.iq					
8. Course Objectives					
Course Objectives	<div>1. Training the student to understand the nature of the future coin through the coin in the graduation research, the practice of the student also gains experience applying theoretical and scientific information in his research.</div> <div>2. Expanding the student's scientific perception when linking various cognitive information and then applying it in his advanced research study.</div>				
9. Teaching and Learning Strategies					
Strategy	Learning strategies vary according to students' needs, research objectives, and content covered, and one of the most important strategies is group learning among students to share knowledge and concepts, this can include group discussions or problem-based learning. And use a variety of methods.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	2	The student's understanding of the topic	The student should understand the meaning of scientific research	Theoretical	Through discussion
2 nd	2	The student's understanding of the topic	To understand the concept of science and scientific research	Theoretical	Daily activity and quizzes
3 rd	2	The student's understanding of the topic	To understand the objectives of scientific	Theoretical	Through discussion

			research		
4 th	2	The student's understanding of the topic	Basic characteristics of scientific research	Theoretical	Through discussion
5 th	2	The student's understanding of the topic	To know the properties of scientific research	Theoretical	Through discussion
6 th	2	The student's understanding of the topic	To master the personal qualities of the researcher	Theoretical	Through discussion
7 th	2	The student's understanding of the topic	To know the ethics of scientific research	Theoretical	Through discussion
8 th	2	The student's understanding of the topic	To know the basics of scientific research	Theoretical	Through discussion
9 th	2	The student's understanding of the topic	Describe the research problem	Theoretical	Through discussion
10 th	2	The student's understanding of the topic	To know the sources of getting the problem	Theoretical	Through discussion
11 th	2	The student's understanding of the topic	Develop a scientific research plan	Theoretical	Through discussion
12 th	2	The student's understanding of the topic	Sample selection and scientific research tools	Theoretical	Through discussion
13 th	2	The student's understanding of the topic	Theoretical part	Theoretical	Through discussion
14 th	2	The student's understanding of the topic	Findings and recommendations	Theoretical	Through discussion
15 th	2	The student's understanding of the topic	Discussion	Theoretical	Through discussion

11.Course Evaluation

Distribution of the score out of 100 according to the tasks assigned to the student such as daily preparation, daily and monthly exams, reports Etc.

12.Learning and Teaching Resources

Required textbooks (curricular books)	Scientific Research Methodology An Introduction to Building Research Skills Prof. Dr. Heen Muhammad Jawad Al-Jubouri.2013.
Main references	Depending on the student's subject for his graduation research
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	Specialized websites google search



Course Description

1.Course Name
Investment Portfolio Management
2.Course Code
AeBaIpmA454
3.Semester – Year
2 nd semester – 2024/2025
4.Description Preparation Date
3/2/2025
5.Available Attendance Forms
Theoretical / Weekly
6.Number of Credit Hours (Total) / Number of Units (Total)
45 ours / 3 units
7.Course administrator's name (mention all, if more than one name)
Name: A.L. Humam Ali Hamza Email: bus392.humam.ali@uobabylon.edu.iq
8. Course Objectives
<ol style="list-style-type: none"> 1) That the student understands the basic concepts of investment portfolios. 2) Definition of the investment portfolio and its importance in investment management. 3) That the student understands the relationship between return and risk in the investment context. 4) Providing the student with skills of financial performance analysis. 5) That the student learns how to measure the return and risk of the investment portfolio using various financial indicators. 6) Evaluation of investment performance compared with benchmark standards. 7) Risk diversification. 8) Learning diversification strategies to reduce risks and achieve return stability. 9) Providing students with knowledge about the application of Modern Portfolio Theory (MPT). 10) Definition of how to build the investment portfolio. 11) Identifying the different financial instruments such as stocks, bonds, and investment funds. 12) Learning how to design an investment portfolio based on financial goals and acceptable risks. 13) Understanding how to manage the portfolio over time.
9. Teaching and Learning Strategies



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Course Description



1) Case-based learning:

- Presenting real or hypothetical case studies for analysis.
- Discussing investment portfolio management decisions made by actual investors or institutions.
- Evaluating mistakes and successes in diversification and risk management strategies.

2) Experiential learning:

- Using stock market simulations to design and manage virtual investment portfolios.
- Applying software tools for performance analysis, such as Excel or specialized financial analysis programs.
- Assigning group projects to design investment portfolios based on specific objectives.

3) Research- and inquiry-based learning:

- Assigning students to conduct research on specific investment instruments or economic sectors.
- Analyzing company reports or market trends using real data sources.
- Evaluating the impact of economic news on portfolio performance.

4) Collaborative learning:

- Creating working teams to analyze the risks of a specific portfolio and propose improvement plans.
- Conducting discussions on investment decisions based on various scenarios.
- Enhancing the exchange of knowledge and experiences among students

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1 st	3	The student's understanding of the topic	<input type="checkbox"/> The Concept of Investment Portfolios	Theoretical	Daily Activities and Quizzes
2 nd	3	The student's understanding of the topic	<input type="checkbox"/> Steps to Invest in Investment Portfolios	Theoretical	Daily Activities and Quizzes
3 rd	3	The student's understanding of the topic	<input type="checkbox"/> Capital Market and Investment	Theoretical	Daily Activities and Quizzes
4 th	3	The student's understanding of the topic	<input type="checkbox"/> Brainstorming on the Previous Material	Theoretical	Daily Activities and Quizzes
5 th	3	The student's understanding of the topic	<input type="checkbox"/> Investment, Speculation, and Gambling	Theoretical	Daily Activities and Quizzes
6 th	3	The student's understanding of the topic	<input type="checkbox"/> The Importance of Investment	Theoretical	Daily Activities and Quizzes
7 th	3	The student's understanding of the topic	<input type="checkbox"/> Factors Affecting Investment Decisions and Their Determinants	Theoretical	Daily Activities and Quizzes
8 th	3	The student's	<input type="checkbox"/> Types of Investment	Theoretical	Daily Activities



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Course Description



		understanding of the topic			and Quizzes
9 th	3	The student's understanding of the topic	<input type="checkbox"/> Risk	Theoretical	Daily Activities and Quizzes
10 th	3	The student's understanding of the topic	<input type="checkbox"/> First Month Test	Theoretical	Daily Activities and Quizzes
11 th	3	The student's understanding of the topic	<input type="checkbox"/> Financial Investment Tools	Theoretical	Daily Activities and Quizzes
12 th	3	The student's understanding of the topic	<input type="checkbox"/> Features of Stocks and Common Stocks	Theoretical	Daily Activities and Quizzes
13 th	3	The student's understanding of the topic	<input type="checkbox"/> Exercises on Investment Portfolios	Theoretical	Daily Activities and Quizzes
14 th	3	The student's understanding of the topic	<input type="checkbox"/> Fundamental and Technical Analysis of Investment	Theoretical	Daily Activities and Quizzes
15 th	3	The student's understanding of the topic	<input type="checkbox"/> Second Month Test	Theoretical	Daily Activities and Quizzes

11.Course Evaluation

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

12.Learning and Teaching Resources

Required textbooks (curricular books)	<input type="checkbox"/> Financial Management and Investment Portfolios by Dr. Mahdi Attia, 2020.
Main references	Investing in Stocks by Robert J., 2015.
Recommended books and references (scientific journals, reports...)	
Electronic References (Websites if any)	