

Academic Program Description Form

University name: Northern Technical University

College/Institute: Administrative Technology college / Mosul

Scientific Department: Business Administration Techniques

academic or professional program: Bachelor's business management

Final Degree Name: Bachelor's in Business Administration.

Description preparation date: 15/6/2025

Date of filling out the file: 15/6/2025

the signature :



Scientific Assistant: Asst. Prof. Dr. Ahmed Najm

the date : 15/6/2025

the signature :



Head of Department: Asst. Prof. Dr. Fatima Jafar

the date 15/6/2025

Quality Assurance and University Performance Division

Name of the Director of the Quality Assurance and University

Performance Division: Asst. Prof. Wijdan Hassan Hamoudi

the date 15/6/2025

the signature :



Dean's approval

1. Program message

Working to prepare and graduate pioneering scientific and leadership competencies in the field of science. Administrative In developing the knowledge base in the field of scientific research in the field of Business Administration To serve the local, regional and international community, as well as to train and refine students' minds scientifically and cognitively and respond to the requirements of the local market.

2. Program objectives

- Preparing human cadres with an efficient and effective strategic perspective in the field of business administration in Iraq.
- Contribute to the development of scientific cadres in the field of strategic management.
- Studying strategic thinking during conferences, seminars, and specialized research and providing solutions
- Enabling graduates to set strategic direction in their field of work

3. Program accreditation

nothing

4. Other external influences

nothing

5. Program structure

Program structure	Number of courses	Study unit	percentage	comments *
Institutional requirements	9	27		Bologna +Basic course
College requirements	4	24		Bologna

				Process
Department requirements	30	80		Basic course
Summer training	2	nothing		
Other				

* Notes may include whether the course is core or optional.

6. Program description			
Year/Level	Course code	Course name	Number of unitsApproved
2024–2025 First	TCMM 106	Accounting principles	6
2024–2025 First	BMT 108	mathematics	8
2024–2025 First	TCMM 105	Principles of statistics	6.00
2024–2025 First	BMT 109	computer skills	6.00
2024–2025 First	NTU 100	Democracy and human rights	2.00
2024–2025 First	NTU 101	English 1	2.00
2024–2025 First	NTU 102	Computer 1	3.00
2024–2025 First	NTU 103	Arabic	2.00
2024–2025 First	TCMM 107	Principles of Economics	6.00
2024–2025 First	TCMM 104	Management principles	6
2024–2025 First	BMT 110	Administrative readings	7.00
2024–2025 First	BMT 111	Financial legislation	6.00
2024–2025 First	BMT 112	Administrative Economics	6.00
2024–2025 Second	NTU200	English 2	2
2024–2025 Second	NTU201	Professional ethics	2
2024–2025 Second	NTU105	Sports (optional)	2
2024–2025 Second	NTU107	French (optional)	2
2024–2025 Second	TCMM220	Summer Training 1	0
2024–2025 Second	BMT221	Operations Management (1)	3
2024–2025 Second	BMT222	Human Resources Management1)	4
2024–2025 Second	BMT223	Marketing Management (1)	4
2024–2025 Second	BMT224	Intermediate Accounting (1)	3
2024–2025 Second	BMT225	Operations Management (2)	3

2024–2025 Second	BMT226	Human Resources Management (2)	4
2024–2025 Second	BMT227	Marketing Management (2)	4
2024–2025 Second	BMT228	Intermediate Accounting (2)	3
2024–2025 Second	BMT229	Quantitative methods(optional)	3
2024–2025 Second	BMT230	Knowledge Management (Optional)	3
2024–2025 Second	BMT231	Crisis Management (Optional)	3
2024–2025 Second	BMT233	Supply Management (Optional)	2
2024–2025 Third	NTU300	English 3	2
2024–2025 Third	TCMM320	Summer Training 2	0
2024–2025 Third	BMT321	Organizational theory (1)	4
2024–2025 Third	BMT322	Ready-made applications 1 (basicsExcel)	2
2024–2025 Third	BMT323	ApplicationsReady2 (Advanced Excel)	2
2024–2025 Third	BMT324	Financial management material	4
2024–2025 Third	BMT325	Cost accounting principles	3
2024–2025 Third	BMT326	Information Systems and Technology	3
2024–2025 Third	BMT327	Materials Management	3
2024–2025 Third	BMT328	Strategic Management (1)	3
2024–2025 Third	BMT329	Strategic Management (2)	3
2024–2025 Third	BMT330	Organizational theory (2)	4
2024–2025 Third	BMT331	Advanced Financial Management	4
2024–2025 Third	BMT332	Advanced Cost Accounting	3
2024–2025 Third	BMT333	Organizational Behavior (Optional)	3
2024–2025 Third	BMT334	Project Management and Evaluation (Optional)	3
2024–2025 Third	BMT335	Business Economics (Optional)	2
2024–2025 Third	BMT336	Negotiation Management (Optional)	2
2024–2025 Fourth	NTU400	English 4	2
2024–2025 Fourth	NTU410	Scientific research methodology	2
2024–2025 Fourth	BMT420	Ready-made applications 3 (statistical analysisps)	2
2024–2025 Fourth	BMT421	Ready-made applications4(Access)	2
2024–2025 Fourth	BMT422	Quality Management and Control	3
2024–2025 Fourth	BMT423	Management Accounting (1)	3

2024–2025 Fourth	BMT424	Research project	2
2024–2025 Fourth	BMT425	Banking Management (1)	3
2024–2025 Fourth	BMT426	International Management	3
2024–2025 Fourth	BMT427	Management Accounting (2)	3
2024–2025 Fourth	BMT428	Banking Management (2)	3
2024–2025 Fourth	BMT429	Risk Management (Optional)	2
2024–2025 Fourth	BMT430	Total Quality Management (optional)	3
2024–2025 Fourth	BMT431	Financial Legislation (Optional)	3

7. Expected learning outcomes of the program
knowledge
<ul style="list-style-type: none"> ● Enabling the student toThiem and knowledgeAStrategic Analysis PoliciesAnd understand its use inField of workFuture. ● Enabling the student to absorb the maximum amount of information and skills he has received, which he can use in his own way.. ● Enabling the student toKnowing howDiagnosisInternal weaknesses and external threats facing organizationsStudy it and provide the necessary treatments.. ● Enabling the student to form almpression of strategic planning and implementationinOrganizations. ● Student awareness of the concept of strategic evaluation and control of business organizations.
Skills
<ul style="list-style-type: none"> ● Introducing the student to the concept of managementStrategy and specifications of the strategic manager. ● Strengthening the student's ability tostrategic thinking ● Enabling the student to analyze(SWOT)
values
Developing students' ability to share ideas

8. Teaching and learning strategies

- Explaining the scientific material to students in detail.
- 2- Students' participation in solving mathematical problems.
- 3- Discussion and dialogue on vocabulary related to the topic.

9. Evaluation methods

Weekly, monthly, daily and end of year exams.

Professional development

Involving teachers in training courses inside and outside the country

Professional development for faculty members

10. Program Development Plan

- 1- Identifying modern topics in the field of business administration.
- 2- Using artificial intelligence in the field of business management
- 3- Using modern methods in performance evaluation.

Curriculum Skills Map

Please tick the boxes corresponding to the individual learning outcomes of the programme being assessed.

				Required learning outcomes of the program															
Year/Level	Course code	Course name	essential Or my choice	ObjectivesThe identifierYAnd				ObjectivesSkills YesPrivateprogr am				Affective and value-based goals				General skillsand rehabilitationMova ble(Other skills related to employability and personal development)			
				A1	A2	A3	A4	B1	B2	B3	B4	Pa rt 1	Pa rt 2	Pa rt 3	A4	D 1	D 2	D 3	D4
First		Management principles	essenti al				√		√				√					√	
		Principles of Statistics	essenti al				√			√				√					√
		Principles of Mathematics	essenti al				√			√				√					√
		Accounting principles	essenti al		√			√				√					√		
		computer applications	essenti al																
		human rights	essenti al	√			√				√				√				√
		English language	essenti al				√				√				√				√
Second		Human Resources Management	essenti al			√			√				√			√			

		Production and Operations Management	essential				√		√				√					√	
		Marketing management techniques	essential				√			√				√					√
		Principles of Economics	essential		√			√				√					√		
		Quantitative methods	essential																
		computer applications	essential	√			√				√				√				√
		Summer training	essential				√				√				√				√
		English language	essential	√			√				√				√				√
Third		Cost accounting					√				√				√				√
		Financial management					√		√				√					√	
		Calculator applications																	
		Organization management	essential		√			√				√					√		
		Management Information Systems	essential				√		√				√					√	
		Administrative Economics	essential				√		√				√					√	
		Production systems			√			√				√					√		
		International Business Administration	essential		√			√				√					√		
		Summer training			√			√				√					√		
		English language			√			√				√					√		
Fourth		Management Accounting			√			√				√					√		

		Risk Management and Insurance			√			√				√					√		
		Ready-made applications		√			√				√				√				√
		Project evaluation and feasibility study	essential		√			√				√					√		
		Strategic Management	essential	√			√				√				√				√
		Quality Control Management	essential		√			√				√					√		
		Bank management	essential		√			√				√					√		
		Research project					√				√				√				√
		English language		√			√				√				√				√

(Course Description Form Administrative Reading)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technique		
3-Course title/code		
Administrative Reading		
4- Available forms of attendance		
presence		
5- Semester/Year		
Second semester/ First Level		
6-Number of hours tuition (total)		
(٣٠*٤)١٠ hours		
7- Date of production/revision of this specification		
11/8/2025		
8-(Course Objectives)General Course Objectives		
1 .Provide students with basic concepts related to Administrative Vocabulary English language 2. Provide students with basic vocabulary 3 .Enable the students to read administrative texts. 4 .Enable the students to communicate effectively. 5. Provide students with the knowledge of administration in English language.		
1- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١The student learns about the nature of Administrative reading.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain to construct sentences in English.	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-Developing students' ability to communicate	View the companies' work and achievements	Discussions and dialogues

effectively. Provide student with the basic knowledge of Administration.					
2- Course steuctuer (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	4	Student understanding the lesson	Approaches Administration	Lecture	Daily and monthly tests
Second	4	Student understanding the lesson	Role Administrator	Lecture	Daily and monthly tests
Third	4	Student understanding the lesson	Important administrative ter	Lecture	Daily and monthly tests
fourth	4	Student understanding the lesson	Function Administration	Lecture	Daily and monthly tests
Fifth	4	Student understanding the lesson	Important administrative ter	Lecture	Daily and monthly tests
Sixth	4	Student understanding the lesson	Skills administrator	Lecture	Daily and monthly tests
Seventh	4	Student understanding the lesson	Different Activities	Lecture	Daily and monthly tests
The eighth	4	Student understanding the lesson	Different jobs Administrator	Lecture	Daily and monthly tests
Ninth	4	Student understanding the lesson	Synonymy	Lecture	Daily and monthly tests
tenth	4	Student understanding the lesson	Antonymy	Lecture	Daily and monthly tests

Eleventh	4	Student understanding the lesson	Concept Administration	Lecture	Daily and monthly tests
Twelfth	4	Student understanding the lesson	Synonymy: Advanced	Lecture	Daily and monthly tests
Thirteenth	4	Student understanding the lesson	Antonymy: Advanced	Lecture	Daily and monthly tests
Fourteenth	4	Student understanding the lesson	Important term Advanced	Lecture	Daily and monthly tests
Fifteen	4	Student understanding of lesson	General Exam	Lecture	Daily and monthly tests

1– Curriculum development plan

2–Aligning learning outcomes with the National Qualifications

Framework:

*Formulating clear and measurable learning outcomes.

*Linking course outcomes to the skills and knowledge required by the labor market.

3– Developing teaching methods and techniques

*Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.

*Using modern technology in presenting the material (such as e–

learning, educational videos, simulations.

4– Enhancing students' critical and analytical thinking skills:

2– infrastructure

Classrooms, laboratories and workshops	Available
Required books and curriculum	Publications on Administrative reading available in college library and the university's central library
Main references (sources)	
Recommended books and references https://www.noor-book.com/en/tag/administrative-reading-material https://elt.oup.com/student/headwa?cc=global&selLanguage=en (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	Administrative reading websites.

Course Description Form Management

1-Teaching Institution
Administrative Technical College / Mosul
٢- University Department/Centre
Northern Technical University / Department of Business Administration Technologies
3-Course title/code
Management
4- Available forms of attendance
Presence
5- Semester/Year
The second semester ٢٠٢4-٢٠٢5
6-Number of hours tuition (total)
(١٤*٤)٥٦ hours
7- Date of production/revision of this specification
15/6/2025
8-(Course Objectives)General Course Objectives
<p>Identify the main objectives of the course: This course aims to provide the student with the basic knowledge and introductory skills to understand management science and :practice. By the end of the course, the student is expected to be able to</p> <p>Understand the basic concepts of management and determine its importance as a vital .element in the success of organizations and achieving their goals</p> <p>Identify the main managerial functions: planning, organizing, directing, and controlling, and understand the complementary relationship between them. Analyze the internal and external business environment and comprehend the impact of environmental factors on managerial decision-making. Distinguish between the different managerial levels (senior, middle, executive), and understand the tasks and responsibilities associated with .each level</p> <p>Identify contemporary managerial trends and methods, such as total quality .management, management by objectives, and change management</p> <p>Develop analytical and managerial thinking skills by studying practical applications and real-life situations in a</p> <p>understanding organizational structures and the foundations of their design, and</p>

analyzing their impact on the effectiveness and efficiency of institutional performance. Realize the importance of business ethics and social responsibility in management practices, and enhance the student's professional values

3- Course outcomes, teaching, learning and assessment methods

Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١-The student learns about the nature of management.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain the difference between senior, middle and lower	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-To apply everything he has learned to his own companies	View the companies' work and achievements	Discussions and dialogues

4- Course steuctuer (theoretical and scientific vocabulary)

Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	4	Student understanding the lesson	Introduction Management	Lecture	Daily and monthly Tests
Second	4	Student understanding the lesson	The origin and development management	Lecture	Daily and monthly Tests
Third	4	Student understanding the lesson	Administrative schools	Lecture	Daily and monthly tests
fourth	4	Student understanding the lesson	Management Application Magazines	Lecture	Daily and monthly tests
Fifth	4	Student understanding the lesson	Administrative and facility jobs	Lecture	Daily and monthly tests

Sixth	4	Student understanding the lesson	Planning	Lecture	Daily and monthly tests
Seventh	4	Student understanding the lesson	The importance and benefits planning	Lecture	Daily and monthly tests
The eighth	4	Student understanding the lesson	Planning steps	Lecture	Daily and monthly tests
Ninth	4	Student understanding the lesson	Authority responsibility	Lecture	Daily and monthly tests
tenth	4	Student understanding the lesson	Centralization And decentralization	Lecture	Daily and monthly tests
Eleventh	4	Student understanding the lesson	Organizational charts	Lecture	Daily and monthly tests
Twelfth	4	Student understanding the lesson	Motivation	Lecture	Daily and monthly tests
Thirteenth	4	Student understanding the lesson	Leadership	Lecture	Daily and monthly tests
Fourteenth	4	Student understanding the lesson	Censorship	Lecture	Daily and monthly tests

3– Curriculum development plan

1–Improving the quality of academic content:

*Updating administrative concepts and theories in line with modern trends in

management science,

*Incorporating the latest administrative practices and global and local experiences.

2–Aligning learning outcomes with the National Qualifications Framework:

*Formulating clear and measurable learning outcomes.

*Linking course outcomes to the skills and knowledge required by the labor market.

3– Developing teaching methods and techniques

*Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.(

*Using modern technology in presenting the material (such as e-learning, educational videos, simulations.(

4– Enhancing students' critical and analytical thinking skills:

*Training students to analyze administrative problems and make decisions based on clear data and criteria

4– Infrastructure

Classrooms, laboratories and Workshops

Available

Required books and curriculum

Principles of Management with a Focus on Business Administration / Dr. Khalil Mohammed Hassan Al-Shamaa

Main references (sources)

The Economics of Research and Development in the World / Omar Abdel-Hay Saleh Al-Bil

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

Scientific and Applied Research Projects Management / Al-Khatib Abdullah

Contemporary Introduction to the Concepts and Functions of Public Relations / Muhammad Ali Hussein

Electronic references and websites	https://www.kau.edu.sa/files/0001670/subjects%D9%85%D8%A8%D8%A7%D8%AF%D8%A6%D8%A7%D9%84%D8%A5%D8%AF%D8%A7%D8%A9%D8%A7%D9%84%D8%B9%D8%A7%D9%85%D8%A9.ppt

Course Description Form Principles of Economics

1. Teaching Institution	Administrative Technical College / Mosul
2. University/Department/Centre	Northern Technical University / Business management techniques
3. Course title/code	Principles of Economics /
4. Modes of Attendance offered	Blended education
5. Semester/Year	The First
6. Number of hours tuition (total)	(15*4) 60 hours per year
7. Date of production/revision of this specification	20/ 06 /2025
8. Aims of the Course: <ul style="list-style-type: none"> • Study the principles of economics and help the student understand it. • Improving the student's level in economics. • Developing methods of economic thinking and unleashing the latent energies of students. Developing economic thinking among students helps them move towards other sciences. 	

9. Course Structure					
Week ILOs	Hours	ILOs	Unit/Module or Topic Title	Teaching Method	Assessment Method
The First	4	Economic Concepts	Economic Concepts	Theoretical 1	Discussion and Questions
The Second	3	Demand theory	Market equilibrium	Theoretical 1	Discussion and Questions
	1	Exam.		Exam.	Exam.
The Third	4	Supply and equilibrium theory	Market equilibrium	Theoretical 1	Discussion and Questions
The Fourth	3	Elasticities of demand and supply	Elasticities	Theoretical 1	Discussion and Questions
	1	Exam.		Exam.	Exam.
Fifth	4	Consumer demand and utility	Consumer demand theory	Theoretical 1	Discussion and Questions
VI	1	Exam.		Exam.	Exam.
	3	Production function	Production Theory	Theoretical 1	Discussion and Questions
seventh	3	Production Costs in the short run	Production Costs	Theoretical 1	Discussion and Questions
	1	Exam.		Exam.	Exam.
VIII	3	Production Costs in the long run	Production Costs	Theoretical 1	Discussion and Questions
	1	Exam.		Exam.	Exam.
ninth	4	Perfectly Competitive Market (aggregate analysis)	Markets	Theoretical 1	Discussion and Questions
The tenth	4	Perfectly competitive market (at the	Markets	Theoretical 1	Discussion and Questions

		unit level)			
eleventh	1	Exam.			Exam.
	3	Pure Monopoly Market	Markets	Information economics	Information economics
twelveth	3	Information economics	Information economics	Theoretical	Discussion and Questions
	1	Exam.			Exam.
Thirteenth	3	The general level of prices	Inflation theory	Theoretical	Discussion and Questions
	1	Exam.			Exam.
Fourteenth	3	Aggregate supply and demand	Aggregate Equilibrium	Theoretical	Discussion and Questions
	1	Exam.			Exam.
Fifteenth	1	sustainable development	Sustainable Development	Theoretical	Discussion and Questions
	2	Sustainable development goals			
	1	Exam.			Exam.

11. Infrastructure:

Sources:

- * Salvatore, D., & Diulio, E. A. (2011), Schaum's Outline of Principles of Economics, McGraw-Hill
- * Salvatore, Dominic (1992), Theories of Unit Economics: Theories and Questions, Schaum's Abstracts Series, Office of University Publications, Algeria..
- * Delio, Eugene A., Macroeconomic Theory, Schaum's Outline Series, International .House for Publishing and Distribution, Cairo, Egypt

12. Curriculum development plan:

1. The current century is witnessing economic problems that differ from previous traditional problems due to the changes that have occurred as a result of climate change and the emergence of alternative energy generated from renewable resources such as the sun, air, and wind, and the diminishing role of oil and gas, in addition to

information technology. Therefore, it is necessary to develop curricula and courses related to economic studies.

2. Focusing on future studies based on scientific analysis of reality, in order to predict the economic future of the region and the global economy, and to equip students with the skills of analysis, thinking, and creativity in solving current and future problems and making appropriate decisions regarding those problems.

Course Description Form Principles of Statistics

1. Educational institution	Northern Technical University / Administrative Technical College, Mosul
2. Scientific department/center	Business management Technologies Department
3. Course name/code	Principles of Statistics
4. Available attendance forms	Mandatory / attendance
5. Semester/year	the First
6. Number of study hours (total)	Four hours a week
7. Date this description was prepared	26/06/2025
8. Course objectives	
<p>The course aims to enable the student to become familiar with the vocabulary and concepts of the principles of statistics because of its importance in practical life in general and its prominent role in completing the research that the student seeks to complete through learning about arithmetic means, frequency tables, standard deviation, correlation, regression, and other related topics, and also getting to know Types of statistics, data collection methods, and comparison between them so that the researcher can choose the best method that helps him in completing the work.</p>	

10. Course outcomes and teaching, learning and evaluation methods

A- Cognitive objectives

- A1- Learn everything related to the basics of statistics.
A2- Learn about statistical topics and their branches.

B- Course-specific skills objectives.

B1- The ability to deal with data and know how to analyze it correctly and to serve administrative work.

C- Emotional and value goals

C1- Developing the student's research skills.

D- Transferable general and qualifying skills (other skills related to employability and personal development).

D1- Trying to make the student rely on his personal skills in analyzing data and choosing statistical methods appropriate to research topics.

11. Course structure					
The week	hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	hours ^ξ	Introduction to statistics	A historical overview of statistics, what statistics are.	Theoretical presentation and clarification	Student participation and daily oral exam
Second	hours ^ξ	Statistical terminology	Statistical variables, data sources, data collection methods, research population, samples.	Theoretical presentation and clarification	Student participation and daily oral exam
Third	hours ^ξ	Statistical tables	Frequency distribution, double frequency distribution.	Presentation, theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Fourth	hours ^ξ	Statistical frequencies	Relative frequency, ascending clustered frequency, descending clustered frequency.	Presentation, theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Fifth	hours ^ξ	Data graphs	Bar graphs,	Presentation	Student

			rectangle graphs, circle graphs, line graphs, histograms.	, theoretical clarification, and solving statistical problems	participation and daily oral exam
Sixth	hours ^ξ	Statistical symbols	Addition symbol, multiplication symbol.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Seventh	hours ^ξ	Measures of central tendency	Arithmetic mean, harmonic mean.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Eighth	hours ^ξ	Measures of central tendency	Harmonic mean, geometric mean, square mean.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Ninth	hours ^ξ	Measures of central tendency	Mode, mediator.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
The tenth	hours ^ξ	Retail metrics	Segmentation metrics for tabulated and non-tabulated	Presentation , theoretical clarification, and solving statistical	Student participation and daily oral exam

			data	problems	
Eleventh	hours ^ξ	Measures of dispersion	Range, mean deviation, standard deviation.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Twelfth	hours ^ξ	Measures of dispersion	Coefficient of dispersion based on range, coefficient of dispersion based on interquartile deviation, coefficient of dispersion based on mean deviation, coefficient of variation.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Thirteenth	hours ^ξ	Measures of dispersion	Standard score, correlation, rank correlation	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
Fourteenth	hours ^ξ	Measures of dispersion	Coefficient of fit, coupling coefficient, simple linear regression.	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam

Fifteenth	hours ٤	Measures of dispersion	Matrices	Presentation , theoretical clarification, and solving statistical problems	Student participation and daily oral exam
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10. Infrastructure:

Sources:

- ◆ Principles of Statistics, Dr. Taha Hussein Al-Zubaidi.
- ◆ Introduction to Statistics, Dr. Khasha Al-Rawi.
- ◆ Statistics, Dr. Mahmoud Hassan Al-Mashhadani and Lecturer Amir Hanna Hormuz.
- ◆ Principles of Scientific Research, Dr. Azhar Al-Samak, Lecturer Safaa Al-Safawi, and Dr. Fabis Saeed Al-Fahadi.
- ◆ Principles of Statistics and Statistical Methods, Dr. Mahmoud Al-Mashhadani.

Course Description Form Mathematics

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technologies		
3-Course title/code		
Mathematics / BMT108		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The second semester ٢٠٢4-٢٠٢5		
6-Number of hours tuition (total)		
(١٤*٤)٥٦ hours		
7- Date of production/revision of this specification		
15/6/2025		
8-(Course Objectives)General Course Objectives		
<p>Providing students with the opportunity to practice sound thinking methods such as inductive, deductive, and reflective thinking. Providing students with skills in using the problem-solving approach.</p> <p>Emphasizing the importance of mathematics in our public lives, by helping students recognize the impact of mathematics on cultural development. Providing students with basic cognitive skills</p> <p>Course Outcomes, Teaching, Learning, and Assessment Methods</p> <p>Definition: It is a set of knowledge, skills, and values that the course seeks to achieve in students.</p> <p>Importance: It provides the learner with a clear idea of what they will be able to do after completing the course, and it helps in designing and evaluating academic courses.</p> <p>How they are determined: The course outcomes are determined based on the objectives of the academic program to which the course belongs</p>		
5- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods طرق التعليم	Evaluation methods طرق التقييم

A1 - Be able to add and subtract equations			1-Theoretical lectures. ↯-Using educational tools	Exam		
A2- Be able to apply				Solve exercises in class.		
A3 Be able to deduce				Ask questions to students in class, discuss and debate		
A4 - Be able to compare						
A5 -Be able to analyze						
A6- Be able to prove						
B- Skills B1 - Be skilled at solving mathematical problems			1-Theoretical lectures. ↯-Using educational tools	Exam		
B2 - Be skilled at knowing derivatives				Solve exercises in class.		
B3 - Be skilled at knowing the types of integrals				Ask questions to students in class, discuss and debate		
B4 - Be skilled at knowing the types of sets						
C - Values C 1 - The ability to use mental ability to solve problems			1-Theoretical lectures. ↯-Using educational tools	Exam		
C 2 - Using logical reasoning				Solve exercises in class.		
C 3 - The ability to express				Ask questions to students in class, discuss and debate		
C 4 - The ability to discuss						
6- Course steuctuer (theoretical and scientific vocabulary)						
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method	

First	4	Student understanding of the lesson	Groups	theoretical	Daily and monthly tests
Second	4	Student understanding of the lesson	Coordinates	theoretical	Daily and monthly tests
Third	4	Student understanding of the lesson	slope is the change in distance between two points	theoretical	Daily and monthly tests
fourth	4	Student understanding of the lesson	Slope of the line and its equation	theoretical	Daily and monthly tests
Fifth	4	Student understanding of the lesson	The function and its graph	theoretical	Daily and monthly tests
Sixth	4	Student understanding of the lesson	The purpose	theoretical	Daily and monthly tests
Seventh	4	Student understanding of the lesson	Continuity	theoretical	Daily and monthly tests
The eighth	4	Student understanding of the lesson	Derivative of algebraic Function	theoretical	Daily and monthly tests
Ninth	4	Student understanding of the lesson	Derivative constant and higher order	theoretical	Daily and monthly tests
tenth	4	Student understanding of the lesson	Derivative of implicit function	theoretical	Daily and monthly tests
Eleventh	4	Student understanding of the lesson	Definite integration	theoretical	Daily and monthly tests
Twelfth	4	Student understanding of the lesson	Indefinite integration	theoretical	Daily and monthly tests
Thir	4	Student understanding of the lesson	Derivative of exponential functions	theoretical	Daily and monthly tests

tenth					
Fourteenth	4	Student understanding of the lesson	Integration of exponential functions	theoretical	Daily and monthly tests

5– Curriculum development plan	
<p>Continuously updating the curriculum to keep pace with developments in the labor market. Curriculum Update Committee, Scientific Committee, such as</p> <p>١ – Developing curricula appropriate to the labor market</p> <p>٢ –Holding scientific seminars and conferences aimed at updating curricula</p> <p>3 – Following up on scientific developments in the field of specialization in the field of specialization</p>	
6– Infrastructure	
Classrooms, laboratories and workshops	Available
Required books and curriculum	Available
Main references (sources)	Differential and Integral Calculus Dr. Asim Dai
Recommended books and references (scientific journals, reports,.....)	Differential and Integral Calculus Part Two Mohamed Adel Sudan and Dr. Ali Abdullah
Electronic references and websites	WWW .Wiley.com .college /egrade /calculus

Course Description Form Human rights

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Department of Business Administration Technologies		
3-Course title/code		
Human rights		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The first semester ٢٠٢4-٢٠٢5		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
15/6/2025		
8-(Course Objectives)General Course Objectives		
1 .Providing students with basic concepts related to democracy and human rights. 2 .Understanding political systems, electoral methods, and public freedoms. 3. Developing students' legal and constitutional culture.		
1- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١The student learns about the nature of human rights and democracy	Theoretical lectures using educational tools (PowerPoint presentations)	Daily and monthly tests
٢-To explain the difference between kinds of human rights and democracy and political regimes	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-To apply everything he has learned to his Rights	View the companies' work and achievements	Discussions and dialogues

and duties					
2- Course structure (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	Human rights, the definition, the objectives, human rights in ancient civilizations divine laws	Lecture	Daily and monthly tests
Second	2	Student understanding the lesson	Human Rights Contemporary and Modern History	Lecture	Daily and monthly tests
Third	2	Student understanding the lesson	NGOs and human rights (ICJ, Amnesty International, Human Rights Watch, national human rights organizations)	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Human Rights Iraqi Constitution Between Theory and Reality / The Relationship between Human Rights and Public Freedoms	Lecture	Daily and monthly tests
Fifth	2	Student understanding the lesson	Economic, social and cultural human rights, civil and political human rights / New human rights: the right to development, right to a clean environment, right to peace.	Lecture	Daily and monthly tests

Sixth	2	Student understanding the lesson	Guarantees respect for a protection of human rights at the national level, guarantees the constitution and laws, guarantees the principle of rule of law, guarantees constitutional oversight, guarantees freedom of the press and public opinion, the role of non-governmental organizations respecting and protecting human rights / guarantee respect and protection of human rights at international level	Lecture	Daily and monthly tests
Seventh	2	Student understanding the lesson	The General Theory of Liberties: The origin of rights and liberties, legislator's position on public rights and liberties, the use of the term public liberties.	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	Regulating public freedoms. The historical development of concept of equality. The modern development of concept of equality. Gender equality and Equality among individuals.	Lecture	Daily and monthly tests

Ninth	2	Student understanding the lesson	Freedom of education, freedom of the press, freedom of assembly, freedom of association, freedom of work, right to own property.	Lecture	Daily and monthly tests
Tenth	2	Student understanding the lesson	Freedom of trade and industry, freedom of security and peace of mind, freedom of movement and return, freedom of trade and industry, Freedom of women	Lecture	Daily and monthly tests
Eleventh	2	Student understanding the lesson	The future of public freedoms	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	The crime of genocide	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Human rights in Iraqi constitution	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Democracy, characteristics, types, elections, the definition and types	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	Contemporary political systems	Lecture	Daily and monthly tests

1– Curriculum development plan

2–Aligning learning outcomes with the National Qualifications Framework:

- *Formulating clear and measurable learning outcomes.
- *Linking course outcomes to the skills and knowledge required by the labor market.

3– Developing teaching methods and techniques

- *Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.
- *Using modern technology in presenting the material (such as e–learning, educational videos, simulations.

4– Enhancing students' critical and analytical thinking skills:

2– Infrastructure

Classrooms, laboratories and workshops

Available

Required books and curriculum

Dr. Muhammad Yunus Al–Sayegh, Human Rights and Democracy.

Main references (sources)

Publications on democracy and human rights available in the college library and the university's central library

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

Scientific and Applied Research Projects

Electronic references and websites

Human rights websites.

Course Description Form 2024-2025 (Computer)

1. Educational Institution: Mosul Technical College of Administration
2. Academic Department/Center: Department Business Management/Level One
3. Course Title/Code: NTU 102 Computer
4. Available Attendance Formats: Weekly
5. Semester/Year: Bologna Track
6. Number of Class Hours (Total): 75
7. Date of Preparation: June 30, 2025
8. Course Objectives: This course aims to provide students with fundamental knowledge of computer usage and its various applications in both academic and practical fields, while developing logical thinking and problem-solving skills using modern software and technological tools. The course also seeks to equip students with the ability to employ computers in scientific research, report preparation, and presentations, thereby enhancing digital competence and employability skills.
9. Course Outcomes, Teaching, Learning, and Evaluation Methods
A. Cognitive Objectives: <ul style="list-style-type: none"> • Introduce students to computer components (hardware and software) and their basic functions. • Provide students with knowledge of operating systems and file management. • Enable students to understand computer applications in education, scientific research, and management. • Introduce students to the fundamentals of information security and data protection.
B. Course-Specific Skills: <ul style="list-style-type: none"> • Master the use of word processing, spreadsheets, and presentation software. • Apply online research skills and analyze digital data. • Design professional academic reports using computer tools. • Use software to solve practical problems and small-scale projects.
C. Affective and Value-Based Objectives: <ul style="list-style-type: none"> • Promote teamwork values through collaborative digital projects. • Instill the importance of ethical technology use and intellectual property protection. • Develop a sense of responsibility towards cybersecurity and personal data.
D. General and Transferable Skills (Other Employability and Personal Development Skills): <ul style="list-style-type: none"> • Enhance digital communication skills and electronic report preparation. • Strengthen self-learning abilities using online resources. • Provide students with the digital competence required by the job market. • Develop planning and organizational skills using supportive software.
E. Teaching and Learning Methods: <ul style="list-style-type: none"> • Theoretical lectures supported by presentations. • Practical applications in computer labs. • Collaborative learning and problem-solving in groups. • Self-learning through e-learning platforms and online resources.
F. Assessment Methods: <ul style="list-style-type: none"> • Theoretical exams (midterm and final). • Practical assessment via lab tests. • Individual and group assignments/projects. • Class participation and interactive activities.

10. Theoretical Course Structure					
Week	Hours	Intended Learning Outcomes	Unit / Topic	Teaching Method	Assessment Method
1	2	Understand the basic principles of computers and their historical development	Introduction to Computer Principles • Course overview • History of computers • Basic computer terminology • Computer generations	Lecture + Presentation	Quiz + Class Participation
2	2	Differentiate between data and information and identify computer types	Introduction to Computer Principles • Data and information • Features and uses of computers • Types and classifications of computers	Interactive Lecture + Discussion	Written Assignment + Quiz
3	2	Identify computer hardware components	Hardware • Physical components: Input and output devices	Lecture + Lab Demonstration	Practical Quiz
4	2	Recognize system unit parts and types of memory	Hardware • Computer case: External and internal parts • Types of memory • Ports • Bits and bytes • BIOS	Lecture + Lab Work	Lab Report + Test
5	2	Distinguish between software, operating systems, and application programs	Software • Overview of operating systems • Application programs	Lecture + Presentation	Practical Assignment
6	2	Understand programming languages, number systems, and computer platforms	Software • Programming languages • Number systems • Computer platforms	Lecture + Exercises	Quiz
7	2	Identify factors to consider when purchasing a personal computer	Your Personal Computer • Specifications and purchasing considerations	Lecture + Case Study	Practical Assignment
8	2	Learn the basics of computer security and	Computer Security and Software Licenses • Introduction to	Lecture + Discussion	Quiz + Participation

		software licensing	computer security • Ethics in the digital world • Software licenses and types • Intellectual property		
9	2	Understand types of hacking and malware	Electronic Hacking • Types and sources of hacking • Malware	Lecture + Video	Short Research Assignment
10	2	Learn protection steps and understand computer health hazards	Electronic Hacking • Protection against hacking • Computer-related health issues	Lecture + Practical Activity	Quiz
11	2	Understand operating systems and their classifications	Operating Systems • Definition of operating systems • Classification • Examples	Lecture + Lab	Practical Test
12	2	Explore Windows OS and its components	Windows Operating System • Installation requirements • New features • Desktop components and Start menu	Lecture + Practical Work	Lab Report
13	2	Manage files, folders, and Control Panel	Using the Computer • Task Manager • Files, folders, and icons • Control Panel and categories	Lab Session	Practical Test
14	2	Manage printers, software, and basic settings	Using the Computer • Printer management • Setting time and date • Mouse customization • Installing and removing programs	Lab Session	Practical Assignment + Test
15	2	Comprehensive review and final project presentations	Review • Key concepts revision • Final project presentations • Student feedback and course evaluation	Discussion + Presentations	Project Presentation + Practical Evaluation
16	2	Final assessment of learning outcomes	Final Exam	Comprehensive Exam	Final Exam

10. Practical Course Structure					
Week	Hours	Intended Learning Outcomes	Unit / Topic	Teaching Method	Assessment Method
1	2	Identify the lab	Lab Introduction	Practical	Short

		environment and perform basic computer operations	and Basic Computer Operations	demonstration + Individual application	practical quiz + Student performance monitoring
2	2	Understand binary number system and data representation	Binary Numbers and Data Representation	Brief theoretical explanation + Practical exercises	Practical assignment + Short quiz
3	2	Identify computer hardware components	Exploring Computer Hardware	Practical demonstration + Assembling and disassembling parts	Practical lab evaluation
4	2	Understand CPU functions and memory	CPU and Memory	Hands-on practice + Discussion	Practical test
5	2	Learn operating systems and their basic functions	Operating Systems	Practical implementation + OS experimentation	Lab assignment
6	2	Write simple programs in C++	Introduction to C++	Practical explanation + Writing basic codes	Practical programming test
7	2	Compare and analyze computer specifications to choose the best option	Buying the Right Computer – Compare and Analyze	Group activity + Case study	Practical report
8	2	Understand the fundamentals of cybersecurity	Cybersecurity (1)	Practical demonstration + Simulated attacks	Practical test
9	2	Apply concepts of system and data protection	Cybersecurity (2)	Hands-on practice + Discussion	Practical assignment
10	2	Learn about digital health protection and the impact of computers on humans	Cybersecurity and Health Care	Practical activity + Video presentation	Short quiz
11	2	Install and configure Windows OS	Installing and Configuring Windows System	Explanation + Hands-on practice	Individual practical evaluation
12	2	Learn how to format the hard	Hard Disk Formatting	Direct practical implementation	Practical test

		disk	(Format)		
13	2	Perform system cleaning and computer maintenance	Windows Cleaning and Computer Care	Practical implementation + Maintenance guidelines	Lab assignment
14	2	Install and configure the printer	Installing and Configuring the Printer	Practical application	Practical test
15	2	Conduct comprehensive review and present practical projects	Review and Project Presentations	Discussion + Presentations	Practical project presentation
16	-	Final evaluation of lab skills	Final Practical Exam	Comprehensive practical exam	Final practical assessment

11. Infrastructure	
Required Textbooks	<i>Essentials of Computer and Its Applications</i> , Ziyad Mohammed Aboud et al., 2014.
Main References (Sources)	<i>Essentials of Computer and Its Applications</i> , Ziyad Mohammed Aboud et al., 2014.
Recommended Books and References (Scientific Journals, Reports)	Kevin Hare. (2022). <i>Computer Science Principles: The Foundational Concepts of Computer Science</i> .
Electronic References and Websites	Websites related to <i>Computer Fundamentals</i> .
12. Course Development Plan	
<p>The course content is periodically updated to align with modern technological advancements by incorporating new topics such as information security and cloud computing, and by enhancing the practical component with applications on multiple operating systems and modern programming languages. The plan also emphasizes integrating e-learning and applied projects while linking the course to labor market requirements, with regular reviews based on feedback from students and faculty members.</p>	

Course Description Form Principles of Accounting

1. Course Name:	
Principles of Accounting	
2. Semester / Year:	
Fall Semester –2024/2025	
3. Description Preparation Date:	
30-6-2025	
4. Available Attendance Forms:	
In-person	
5. Number of Credit Hours (Total) / Number of Units (Total)	
60 hours	
6. Course administrator's name (mention all, if more than one name)	
Name: anas ahsan ahmed	
Email: anas_ahsan@ntu.edu.iq	
7. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> understand the nature of accounting and its role in measuring and communicating financial information. Develop skills in recording, classifying, and analyzing financial transactions and preparing financial statements in accordance with generally accepted accounting principles. Enhance students' ability to use financial information in decision-making and evaluating the financial performance of organizations
8. Teaching and Learning Strategies	
Strategy	<ul style="list-style-type: none"> Familiarize with accounting terms that govern the accounting process Identify and apply fundamental accounting principles. Classify basic accounting documents. Understand the accounting ledger group B. Course Skill Objectives <ul style="list-style-type: none"> Enable the student to define accounting.

- Distinguish the fundamental principles of accounting.
- Explain the importance of accounting in the business environment, organizations, and all commercial projects, whether large or small.
- Understand the role of accounting in financial decision-making.
- Know how to post from documents to the journal and prepare the trial balance

Teaching and Learning Methods

- Direct instruction (lectures) using educational technology tools
- Classroom discussion and interaction through assignments
- Learning through practical application of materials requiring department laboratories
- Project-Based Learning Strategy

Assessment Methods

- *Periodic Tests
- *Surprise Tests
- *Classroom Interaction and Participation
- *Research Assignments and Reports
- *Practical and Applied Tests

C- Affective and Value-Based Objectives

C1- Strengthening the spirit of belonging to a team within the institution and the desire to provide the best

C2- Strengthening the desire to compete to raise the educational level

C3- Strengthening the sense of belonging to the specialty and developing the desire to work in Financial Institutions

Teaching and Learning Methods

- 1. Periodic field visits to Financial Institutions**
- 2. Experience, actual practice, and interaction with staff through practical application (summer training) conducted by the student in close contact with beneficiaries**
- 3. Psychological Motivation and emotionally through open and direct discussion with students.**

D - General and transferable skills (other skills related to employability and personal development).

- **D1: Teach the student skills in writing financial research and reports.**
- **D2: Teach the student how to link theoretical knowledge with practical application**

	<p>that will be practiced at work.</p> <ul style="list-style-type: none"> • D3: Teach the student how to handle accounting errors and find the legal solution by correcting the entries. • D4: Teach the student how to reconcile accounts with documents and the ledger, ensuring there is no manipulation.
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9. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	Knowledge and Practical Application	General introduction to Accounting Principles and familiarization with key accounting terms	Lectures and Discussion	Interaction and participation
2	4	Knowledge and Practical Application	Introduction to single, double, and compound journal entries	Lectures and Discussion	Interaction and participation
3	4	Knowledge and Practical Application	How to analyze financial transactions and record them in financial documents	Lectures and Discussion	Interaction, participation, and daily testin
4	4	Knowledge and Practical Application	Posting from financial documents to the journal.	Lectures and Practical Application	Interact and Participate, and a Surprise Quiz
5	4	Knowledge and Practical Application	Detailed and in-depth posting to the journal	Lectures and Discussion	Interaction, Participation, and Quarterly Quiz
6	4	Knowledge and Practical Application	Posting from the journal to the ledge	Lectures and Discussion	Interaction, Participation, and Repot
7	4	Knowledge and Practical Application	The ledger and how to create a page for each account	Lectures, Discussion, and Practical Application	Interaction, Participation, And Assignments
8	4	Knowledge and Practical Application	How to prepare the trial balance	Lectures, Discussion, and Practical Application	Interaction, Participation, And Assignments

9	4	Knowledge and Practical Application	Trial balance by totals	Lectures, Discussion, and Practical Application	Presenting and Explaining Reports Through Presentation
10	4	Knowledge and Practical Application	Trial balance by balances	Lectures, Discussion, and Practical Application	Interaction, Participation, and Assignments
11	4	Knowledge and Practical Application	Adjusting entries	Lectures, Discussion, and Practical Application	Daily Quiz
12	4	Knowledge and Practical Application	Handling accounting errors.	Lectures, Discussion, and Practical Application	Interaction and Participation
13	4	Knowledge and Practical Application	Preparing the balance sheet.	Lectures, Discussion, and Practical Application	Reports
14	4	Knowledge and Practical Application	Completing the final accounts and presenting financial statements.	Lectures, Discussion, and Practical Application	Presenting and explaining reports through a presentation
15	4	Knowledge and Practical Application	Review of the accounting cycle.	Lectures, Discussion, and Practical Application	PowerPoint Presentatio

10. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc

11. Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	Publications on Related to Accounting and Its Fundamental technologies are available in the college library and the university's central library.
Recommended books and references (scientific journals, reports...)	Principles of Accounting (Foundations and Procedures)" – Asst. Prof. Ahmed Wajih Al-Dabbagh
Electronic References, Websites	Websites related to Accounting and its various fields

Course Description Form Marketing Management 1

1. Course Name:					
Marketing Management 1					
2. Course Code:					
BMT 223					
3. Semester / Year:					
First semester / 2024-2025					
4. Description Preparation Date:					
1-9-2024					
5. Available Attendance Forms:					
Attendance					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 hour / 4 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Wijdan Hasan Hamoody Email: wijdanhassan@ntu.edu.iq					
8. Course Objectives					
Course Objectives		<p>The course introduces the student to marketing management as an introduction, the functions it performs in business organizations, and the role it can play in business organizations and society. It is preferable for the student to be familiar with the concepts, analysis, and theories that govern marketing activity in business projects. It also enables the student to understand the forces influencing consumption and to acquire comprehensive skills related to marketing science, such as how to conduct market research in industrial organizations.</p>			
9. Teaching and Learning Strategies					
Strategy		<p>1– Explaining scientific material through theoretical lectures 2– Discussions and simplified explanations 3– Brainstorming 4– Asking questions and group discussion 5– Analyzing real-life situations and how to respond to them as homework</p>			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	The Relationship Between Marketing and Other Departments	Introduction to the study of marketing	Theoretical Lectures	1. Question s and discussion 2. Case analysis
2	4	General Concept of Marketing	The concept of marketing and marketing efficiency		
3	4	Environmental Analysis	The marketing environment and		

			marketing objectives		3. Inquiries 4. Exam
4	4	Market Segmentation	Justifications, types, and strategies of market segmentation		
5	4	Understanding Consumer and Industrial Buying Behavior	Buying decisions, factors affecting buying decisions, decision-making steps, and buying motives		
6	4	Market Segmentation (continued)	Market division, market concept, types of markets, market segmentation, and target market selection		
7	4	Sales Analysis	Sales forecasting and the fundamentals of segmentation		
8	4	Importance of Information Systems	Marketing information systems, The importance of information, and their contributions to Improving marketing activities		
9	4	Importance of Market Research	Market research and procedures of marketing research		
10	4	Understanding the Product Concept	Product, product mix, product classification, and brand Positioning		
11	4	Importance of Packaging	Packaging and labeling: concept, standards, and the relationship between production and intermediaries		
12	4	Understanding Distribution Channels	Distribution and distribution channels, and the factors influencing them		
13	4	Identifying Marketing Activities	Choosing distribution channels, organizational marketing activities, vertical and horizontal integration		
14-15	6	Promotion	Promotion, communication procedures, promotional mix: factors influencing the promotional mix, and promotional methods used in various fields		
15	2	Exam	—		

5. Course Evaluation

Type	Midterm	Final	Total	
Theory	40	60	100	

6. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Al-Diwaji, Abi. <i>Marketing Management</i> . Dar Al-Kutub for Printing and Publishing, Mosul.
Main references (sources)	<ul style="list-style-type: none"> • Kotler, P., & Armstrong, G. <i>Principles of Marketing</i>. Translated by Sarour Ali Ibrahim Sarour, Dar Al-Mareekh Publishing (2009). • Al-Lami, Ghassan Qasim. <i>Marketing Management</i>. Dar Al-Safa for Publishing and Distribution (2013).
Recommended books and references (scientific journals, reports...)	<ol style="list-style-type: none"> 1. Kotler, P., & Keller, K. L. <i>Marketing Management</i> (14th Edition). Prentice Hall (2012). 2. Kotler, P., & Armstrong, G. <i>Principles of Marketing</i> (16th Edition). Pearson Inc. (2016).

	3. Recent Research in the Field of Marketing
Electronic References, Websites	https://open.umn.edu/opentextbooks/textbooks/50 https://cpdonline.co.uk/knowledge-base/business/principles-of-marketing/ https://www.ebsco.com/research-starters/marketing/marketing-principles

Course Description Form Marketing Management 2

1. Course Name:					
Marketing Management 2					
2. Course Code:					
BMT 227					
3. Semester / Year:					
second semester / 2024-2025					
4. Description Preparation Date:					
1-9-2024					
5. Available Attendance Forms:					
Attendance					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 hour / 4 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Wijdan Hasan Hamoody Email: wijdanhassan@ntu.edu.iq					
8. Course Objectives					
Course Objectives		The course introduces the student to marketing management as an introduction, the functions it performs in business organizations, and the role it can play in business organizations and society. It is preferable for the student to be familiar with the concepts, analysis, and theories that govern marketing activity in business projects. It also enables the student to understand the forces influencing consumption and to acquire comprehensive skills related to marketing science, such as how to conduct market research in industrial organizations.			
9. Teaching and Learning Strategies					
Strategy		1– Explaining scientific material through theoretical lectures 2– Discussions and simplified explanations 3– Brainstorming 4– Asking questions and group discussion 5– Analyzing real-life situations and how to respond to them as homework			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	Consumer Behavior	Final consumer behavior, industrial consumer behavior	Theoretical Lectures	7. Question s and discussion
2	4	Buying	Concepts of the buying process, stages, roles, factors, and buying decisions		8. Case

3	4	Advertising Concept	Advertising (importance and objectives)		analysis 9. Inquiries 10. Exam
4	4	Sales Promotion Concept	Sales promotion (definition and forms of promotion)		
5	4	Personal Selling Concept	Personal selling, definition, procedures, and sales force management		
6	4	Understanding the Fourth Element of Marketing Mix	Pricing: pricing objectives and Factors Affecting Pricing Decisions		
7	4	Focusing on the Concept of Customer Service	Services marketing: concept, importance, and characteristics		
8	4	Application of the Marketing Mix in Services	Services marketing mix		
9	4	Matching and Differing Concepts	Comparison between goods and services		
10	4	E-Marketing Concept	E-marketing and the various formats for applying its strategies		
11	4	Practical Applications	Iraqi consumer behavior		
12	4	Case Study	Marketing in non-profit Organizations		
13	4	Sustainable Marketing	Social, economic, and Environmental considerations in marketing and their relation to sustainable development		
14-15	6	Understanding Social and Ethical Considerations of E-Marketing	Advantages and disadvantages of e-marketing		
15	2	Exam	—		

11. Course Evaluation

Type	Midterm	Final	Total	
Theory	40	60	100	

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Al-Diwaji, Abi. <i>Marketing Management</i> . Dar Al-Kutub for Printing and Publishing, Mosul.
Main references (sources)	<ul style="list-style-type: none"> • Kotler, P., & Armstrong, G. <i>Principles of Marketing</i>. Translated by Sarour Ali Ibrahim Sarour, Dar Al-Mareekh Publishing (2009). • Al-Lami, Ghassan Qasim. <i>Marketing Management</i>. Dar Al-Safa for Publishing and Distribution (2013).
Recommended books and references (scientific journals, reports...)	4. Kotler, P., & Keller, K. L. <i>Marketing Management</i> (14th Edition). Prentice Hall (2012). 5. Kotler, P., & Armstrong, G. <i>Principles of Marketing</i> (16th Edition). Pearson Inc. (2016). 6. Recent Research in the Field of Marketing
Electronic References, Websites	https://open.umn.edu/opentextbooks/textbooks/50 https://cpdonline.co.uk/knowledge-base/business/principles-of-marketing/ https://www.ebsco.com/research-starters/marketing/marketing-principles

(Course Description Form English Language2)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technique		
3-Course title/code		
English Language2		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The first semester/ Second Level		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
11/8/2025		
8-(Course Objectives)General Course Objectives		
1 .Provide students with basic concepts related to the use of English language 2. Provide students with basic vocabulary 3 .Enable the students to construct simple sentences. 4 .Enable the students to communicate effectively. 5. Provide students with the basic culture and literature of English.		
3- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١ The student learns about the nature of English language.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain to construct sentences in English.	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-Developing students' ability to communicate effectively. Provide student	View the companies' work and achievements	Discussions and dialogues

with the basic knowledge of culture and literature.					
4- Course structure (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	Parts of speech: basic	Lecture	Daily and monthly Tests
Second	2	Student understanding the lesson	Main verbs and model verbs	Lecture	Daily and monthly Tests
Third	2	Student understanding the lesson	Auxiliary verb and linking verb	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Present simple tense	Lecture	Daily and monthly tests
Fifth	2	Student understanding the lesson	Short story 1	Lecture	Daily and monthly tests
Sixth	2	Student understanding the lesson	Short story 2	Lecture	Daily and monthly tests
Seventh	2	Student understanding the lesson	Past simple tense	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	Future simple	Lecture	Daily and monthly tests
Ninth	2	Student understanding the lesson	Short story 3	Lecture	Daily and monthly tests
tenth	2	Student understanding the lesson	Short story 4	Lecture	Daily and monthly tests

Eleventh	2	Student understanding the lesson	Basic tips of writing	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	Basic tips conversation	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Providing words	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Review of Material	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	General Exam	Lecture	Daily and monthly tests

3– Curriculum development plan
<p>2–Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p> <p>3– Developing teaching methods and techniques</p> <p>*Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.</p> <p>*Using modern technology in presenting the material (such as e–learning, educational videos, simulations.</p> <p>4– Enhancing students' critical and analytical thinking skills:</p>
Infrastructure

Classrooms, laboratories and workshops	Available
Required books and curriculum	Publications on English Language available in the college library and the university's central library
Main references (sources)	
<p>Recommended books and references</p> <p>New Headway Plus (Beginner) , John and Liz Soars, Oxford (Student's Book)</p> <p>(Scientific journals, reports,.....)</p>	Scientific and Applied Research Projects
Electronic references and websites	English language websites.

Course Description Form 2024-2025 (Computer)

1. Educational Institution: Technical Administrative College/ Mosul
2. Scientific Department/Center: Department Business Management Techniques/Level two
3. Course Name/Code: ComputerNTU 202
4. Available attendance forms: Weekly
5. Semester/Year: Bologna Pathway
6. Number of study hours (total): 75
7. Date of preparation of this description: 6/30/2025
8. Course objectives: This course aims to provide students with basic knowledge in the use of computers and their various applications in academic and practical fields, while developing logical thinking and problem-solving skills using modern software and technical tools. It also seeks to equip students with the ability to employ computers in scientific research and prepare reports and presentations, enhancing digital proficiency and employability..
9. Course outcomes, teaching, learning and assessment methods
A- Cognitive objectives: <ul style="list-style-type: none">• The student is able to understand the basics of computers.• Using models in daily life• Enabling the student to know how to apply the material in practical life• It involves realizing the relationship or relationships contained in the Data, interpretation of relationships and their components, interpretation of figures and graphs, interpretation of tables Statistics
B - Course specific skill objectives. <ul style="list-style-type: none">• Proficiency in using word processing, spreadsheets, and presentation programs.• Applying online research and digital data analysis skills.• Ability to design professional academic reports using computer tools.• Using software to solve practical problems and small projects.
C- Emotional and value-based goals <ul style="list-style-type: none">• Enhancing the value of teamwork through collaborative projects using digital tools.• Instilling the importance of adhering to the ethics of using technology and protecting intellectual property.• Developing a sense of responsibility towards cybersecurity and personal data.
D - General and transferable skills (other skills related to employability and personal development). <ul style="list-style-type: none">• Developing digital communication skills and preparing electronic reports.• Enhance the ability to engage in continuous self-learning using Internet resources.• Providing students with the digital proficiency required for the labor market.

- Develop planning and organizing skills using supporting software.

e. Teaching and learning methods

- Theoretical lectures supported by presentations.
- Practical applications in computer laboratories.
- Cooperative learning and problem solving in groups.
- Self-learning via electronic platforms and internet resources.

Evaluation methods

- Theoretical exams (midterm and final).
- Practical assessment through laboratory tests.
- Individual and group assignments and projects.
- Classroom participation and interactive activities.

10. Theoretical structure of the course

week	watches	Required learning outcomes	Unit name/topic	Teaching method	Evaluation method
the first	2	Student understanding of the lesson	programPOWER POINT	Theoretical lecture + presentation	Short quiz + class participation
the second	2	Student understanding of the lesson	Components of the main interface of the program	Interactive lecture + discussion	Written assignment + short test
the third	2	Student understanding of the lesson	Information about the presentation	Lecture + lab demonstration	Short practical test
Fourth	2	Student understanding of the lesson	Tabs	Lecture + practical lab	Practical report + test
Fifth	2	Student understanding of the lesson	Insert slides	Lecture + Presentation	Application duty
Sixth	2	Student understanding of the lesson	Presentation Views	Lecture + exercises	Short test
Seventh	2	Student understanding of the lesson	PowerPoint keyboard shortcuts	Lecture + Case Study	Application duty

The eighth	2	Student understanding of the lesson	Exams	Lecture + Discussion	Short quiz + sharing
Ninth	2	Student understanding of the lesson	Internet	Lecture + explanatory video	Short research assignment
tenth	2	Student understanding of the lesson	e-mail	Lecture + practical activity	Short test
eleventh	2	Student understanding of the lesson	Excel concept	Lecture + practical lab	practical control
twelfth	2	Student understanding of the lesson	Open and create a file	Lecture + practical application	Laboratory report
thirteenth	2	Student understanding of the lesson	Insert data, rows and columns	Practical lab	practical control
fourteenth	2	Student understanding of the lesson	Organizational structure of operations	Practical lab	Homework + Test
fifteenth	2		semester exam	Discussion + Presentations	Project presentation + practical evaluation
sixteenth				Comprehensive exam	Final exam

11.infrastructure	
1- Required textbooks	Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.
2- Main references (sources)	Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.
A- Recommended books and references (scientific	Kevin Hare . (2022).Computer Science Principles

journals, reports)	The Foundational Concepts of Computer Science
B - Electronic references, websites...	Computer basics websites
12. Curriculum Development Plan	
<p>The course content is updated periodically to keep pace with recent technological developments, introducing new topics such as information security and cloud computing. The practical side is also enhanced by adding applications for multiple operating systems and modern programming languages. E-learning and applied projects are also enhanced, linking the course to labor market requirements, and are periodically reviewed based on feedback from students and faculty.</p>	

Course Description Form human resources management)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Business Administration Technologies		
3-Course title/code		
human resources management		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The first semester 2024-2025		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
10/8/2025		
8-(Course Objectives)General Course Objectives		
<p>8- (Course Objectives) General Objectives of the Course</p> <ol style="list-style-type: none"> 1. objectives and concept the Knowing human resources management 2. strategic role of human resources management in business organizations 3. the most important activities and functions of human resource management, and the nature of their complementary relationship 4. human element within the business environment and the development of students' abilities to make decisions 5. development of the student's ability to provide creative solutions and taking into account the moral sense and the social dimension in the management of human resources and business organizations. 		
5- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Theoretical Lectures Using Educational Tools (PowerPoint Presentations)	Evaluation methods
The student will understand the concept of human resource management and its importance in organizations.	Theoretical Lectures >	Daily and monthly tests
2. The student will be able to apply these concepts in a working organizational environment.	Practical Situations	management Solving exercises within the lecture and assigning external homework

3. Develop the student's ability to become a human resource manager.			Review and negotiate .companies' businesses		Discussions and dialogues	
6- Course steuctuer (theoretical and scientific vocabulary)						
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method	
First	2	Student understanding the lesson	Human Resou Management Ta and Activities	Lecture	Daily and monthly tests	
Second	2	Student understanding the lesson	Job Analysis, Desi and Description	Lecture	Daily and monthly tests	
Third	2	Student understanding the lesson	Human Resou Needs Planning	Lecture	Daily and monthly tests	
fourth	2	Student understanding the lesson	Test 1	Lecture	Daily and monthly tests	
Fifth	2	Student understanding the lesson	Human Resour Recruitment Selection	Lecture	Daily and monthly tests	
Sixth	2	Student understanding the lesson	Recruitment	Lecture	Daily and monthly tests	
Seventh	2	Student understanding the lesson	Wage System Desi	Lecture	Daily and monthly tests	
The eighth	2	Student understanding the lesson	Job Methods Evaluat	Lecture	Daily and monthly tests	
Ninth	2	Student understanding the lesson	Test 2	Lecture	Daily and monthly tests	
tenth	2	Student understanding the lesson	Incentives, Benef and Services	Lecture	Daily and monthly tests	

Eleventh	2	Student understanding the lesson	Performance Evaluation	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	Human Resource Development and Training	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Future Trends Human Resource Management	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Human Resource Management Tasks and Activities	Lecture	Daily and monthly tests
Fifteen	2	Student understanding the lesson	Exam	Lecture	Daily and monthly tests

4- Curriculum development plan
<p>2-Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p> <p>3- Developing teaching methods and techniques</p> <p>*Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.</p> <p>*Using modern technology in presenting the material (such as e-learning, educational videos, simulations.</p> <p>4- Enhancing students' critical and analytical thinking skills:</p>
5- Infrastructure

Classrooms, laboratories and Workshops	Available
Required books and curriculum	Books available in the college library and the university's
Main references (sources)	
Recommended books and references (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	websites.

(Course Description Form Crisis Management)

1-Teaching Institution
Administrative Technical College / Mosul
٢- University Department/Centre
Northern Technical University / Department of Business Management Techniques
3-Course title/code
Crisis Management
4- Available forms of attendance
Presence
5- Semester/Year
The first semester 2024-2025
6-Number of hours tuition (total)
60 hours (4 hours per week for 15 weeks)
7- Date of production/revision of this specification
10/8/2025
8-(Course Objectives)General Course Objectives
<p>8- General Objective:</p> <p>To provide students with theoretical and practical knowledge regarding crisis management in various fields within our world full of challenges and sudden changes.</p> <p>Specific Objective:</p> <p>To equip students with theoretical and practical knowledge in crisis management so that they become qualified to identify crises upon occurrence, predict them before they happen, determine their causes and driving forces, deal with them, learn from them, plan for potential events, and address unexpected situations—regardless of the type of crisis.</p>
7- Course outcomes, teaching, learning and assessment methods
<p>9. Course Outcomes, Teaching, and Assessment Methods</p> <p>A. Cognitive Objectives</p> <ol style="list-style-type: none"> 1. Acquire skills that enable the student to work in various departments within the organization, preparing them to be part of a crisis management team. 2. Acquire modern technical and administrative skills in predicting crises and planning to address them both in the present and the future. <p>B. Skills-Specific Objectives</p> <p>B1. Ability to conduct in-depth analysis to obtain accurate information for planning to confront a crisis when it occurs.</p> <p>B2. Ability to keep pace with developments in early warning systems to predict crises and address them at local and global levels.</p> <p>C. Affective and Value-Based Objectives</p> <p>C1. Sincerity in work.</p> <p>C2. Commitment to official working hours and lectures.</p>

C3. Seeking to discover students' talents and working to nurture and develop them.

D. General and Transferable Skills

D1. Ability to develop students' skills to improve their capability in using hardware and software for crisis management.

D2. Ability to enhance students' skills in designing presentations for companies and businesses to meet labor market needs.

Teaching and Learning Methods

Student Groups / Case Studies / Special Report Preparation / Brainstorming

Assessment Methods

Periodic Examinations / Direct Questions / Special Report Preparation

8- Course structure (theoretical and scientific vocabulary)

Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	4	Knowledge & practical application	Crisis – concept, types, causes, characteristics	Lecture	Daily and monthly tests
Second	4	Knowledge & practical application	Crisis management – management by crises	Lecture	Daily and monthly tests
Third	4	Knowledge & practical application	Importance of studying crisis development stages – various classifications of crisis stages	Lecture	Daily and monthly tests
Fourth	4	Knowledge & practical application	Five-stage model – three-stage model	Lecture	Daily and monthly tests
Fifth	4	Knowledge & practical application	Crisis response requirements – material requirements	Lecture	Daily and monthly tests
Sixth	4	Knowledge & practical application	Human requirements – administrative requirements	Lecture	Daily and monthly tests
Seventh	4	Knowledge & practical application	Crisis response – importance of information in crisis response – information systems	Lecture	Daily and monthly tests
The eighth	4	Knowledge & practical application	Crisis response stages	Lecture	Daily and monthly tests
Ninth	4	Knowledge & practical application	Test Administrative strategies in crisis management – traditional strategies	Lecture	Daily and monthly tests

Tenth	4	Knowledge & practical applicat	Modern strategies	Lecture	Daily and monthly tests
Eleventh	4	Knowledge & practical applicat	Scientific strategic steps to deal with crises	Lecture	Daily and monthly tests
Twelfth	4	Knowledge & practical applicat	Role of the leader in crisis management – leadership characteristics during crises	Lecture	Daily and monthly tests
Thirteenth	4	Knowledge & practical applicat	Role of the leader in strategic decision-making during crises	Lecture	Daily and monthly tests
Fourteenth	4	Knowledge & practical applicat	Relationship between the leader and crisis management	Lecture	Daily and monthly tests
Fifteen	4	Knowledge & practical applicat	Leadership during crises	Lecture	Daily and monthly

6- Curriculum development plan

2-Aligning learning outcomes with the National Qualifications Framework:

*Formulating clear and measurable learning outcomes.

*Linking course outcomes to the skills and knowledge required by the labor market.

3- Developing teaching methods and techniques

*Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.

*Using modern technology in presenting the material (such as e-learning, educational videos, simulations.

4- Enhancing students' critical and analytical thinking skills:

7- infrastructure

Classrooms, laboratories And workshops	Available
Required books and curriculum	Books available in the college library and the university's
Main references (sources)	Ahmed Maher (2011). Crisis Management. University Publishing House, Alexandria, Egypt. Abdullah Mohammed Al-Faqih (2012). Crisis Management. University Book House, 1st Edition, Sana'a, Yemen.
Recommended books And references (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	websites.

Course Description Form Ba'ath regime crimes)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technologies		
3-Course title/code		
Ba'ath regime crimes		
4- Available forms of attendance		
presence		
5- Semester/Year		
The first semester ٢٠٢4-٢٠٢5		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
15/6/2025		
8-(Course Objectives)General Course Objectives		
<p>1 .Provide students with basic concepts related to the definition, types, and categories of crimes.</p> <p>2 .Define the crimes and violations of the former regime and the types of international crimes.</p> <p>3 .Define the crimes of mass graves and violations of Iraqi laws.</p> <p>4 .Address environmental crimes, the destruction of cities, demographic change policies, and extrajudicial detention.</p> <p>5. Explain the role of the Supreme Criminal Court in dealing with the crimes of the Ba'ath regime.</p>		
9– Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١ The student learns about the nature of The concept of crime and types of national and international crimes.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain the constitution, the rule of	Theoretical lectures	management Solving exercises within the

law, and human rights guarantees			lecture and assigning external homework		
٣ – Developing students' ability to distinguish between crimes and human rights violations and how to confront them		View the companies' work and achievements		Discussions and dialogues	
10- Course steuctuer (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	Crimes of the Ba regime according to the Iraqi High Criminal Court Law of 2005 -The concept of crimes and their types - Definition of crimes in terms of language and terminology	Lecture	Daily and monthly tests
Second	2	Student understanding the lesson	Crimes Sections Ba'ath regime crimes, documented by Iraqi High Criminal Court Law of 2005	Lecture	Daily and monthly tests
Third	2	Student understanding the lesson	Types of International Crimes Decisions Issued by the Supreme Criminal Court	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Psychological and social crimes and their effects Psychological - crimes Mechanisms of -	Lecture	Daily and monthly tests

			Psychological crimes - Effects psychological crimes		
Fifth	2	Student understanding the lesson	Political crimes - Arabization of - Society - The Ba'ath regime stance on religion	Lecture	Daily and monthly tests
Sixth	2	Student understanding the lesson	Violations of Iraqi - rights - Images of human rights violations and crimes of power	Lecture	Daily and monthly tests
Seventh	2	Student understanding the lesson	Some decisions the political and military violations the Baath regime	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	-Prison and detention centers the Baath regime	Lecture	Daily and monthly tests
Ninth	2	Student understanding the lesson	Environmental crimes of the Ba regime in Iraq	Lecture	Daily and monthly tests
tenth	2	Student understanding the lesson	For war pollution radiation and nuclear explosions	Lecture	Daily and monthly tests
Eleventh	2	Student understanding the lesson	Destruction of cities and villages Scorched earth policy	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	DRAINING marshes Destruction of palm groves, trees, and crops	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Mass Grave Crimes Definition of Mass Graves	Lecture	Daily and monthly tests

Fourteenth	2	Student understanding the lesson	Mass graves genocide committed by the Ba'ath regime	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	Chronological classification genocide graves Iraq	Lecture	Daily and monthly

8– Curriculum development plan	
<p>2–Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p> <p>3– Developing teaching methods and techniques</p> <p>*Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.</p> <p>*Using modern technology in presenting the material (such as e–learning, educational videos, simulations.</p> <p>4– Enhancing students' critical and analytical thinking skills:</p>	
9– infrastructure	
Classrooms, laboratories available	workshop
Required books and curriculum	Publications on crimes, penal law, and human rights available in the college library and the university's central library
Main references (sources)	
Recommended books and references (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	Human rights websites.

Course Description Form Cost accounting 1

1. Course Name:	
Cost accounting 1	
2. Course Code:	
AT310	
3. Semester / Year:	
third / first	
4. Description Preparation Date:	
25/6/2025	
5. Available Attendance Forms:	
Class	
6. Number of Credit Hours (Total) / Number of Units (Total)	
75 hours/ 60	
7. Course administrator's name (mention all, if more than one name)	
Name:	
Email:	
8. Course Objectives	
Course Objectives	<ol style="list-style-type: none"> 9. Introduce the fundamental principles and concepts of management accounting and distinguish them from financial accounting. 10. Develop students' ability to analyze cost behaviors and apply various costing methods such as job costing, process costing, and activity-based costing. 11. Enhance decision-making skills by teaching tools such as cost-volume-profit analysis, budgeting, and variance analysis. 12. Equip students with skills to prepare internal reports that assist managers in planning, controlling, and evaluating business performance. 13. Enable students to use relevant management accounting data to support strategic business decisions. 14. Foster understanding of performance measurement systems and their role in organizational control and motivation. 15. Build awareness of ethical considerations in management accounting practices and promote professional responsibility. 16. Introduce the role of digital technologies and analytics in modern management accounting and decision support systems.

10.Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	Introduction Strategic Management Accounting	Strategic role of management accounting		
2	4	Advanced Cost Techniques	Target costing		
3	4	Advanced Budgeting Concepts	Beyond budgeting		
4	4	Strategic Performance Management	Balanced Scorecard (BSC)		
5	4	Transfer Pricing	Methods (market-based, cost-based, negotiated)		
6	4	Environmental and Sustainability Accounting	Environmental management		
7	4	Value Chain Analysis	Identifying value-added activities		
8	4	Benchmarking and Quality Costing	Types and uses benchmarking		
9	4	Customer Profitability Segment Analysis	<input type="checkbox"/> Measuring customer value <input type="checkbox"/>		
10	4	Risk Management in Management Accounting	Identifying and quantifying business risk		
11	4	Lean Accounting	Investment appraisal methods (NPV, IRR, Payback)		
12	4	Performance Measurement	Financial and non-financial indicators		
13	4	Responsibility Accounting Divisional	Principles of management and accounting		

		Performance			
14	4	Ethics Strategic Management Accounting	Ethical issues in manage decision-making		
15	4	Revision and F Assessment	Comprehensive review of topics		
1. Course Evaluation					
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc					
2. Learning and Teaching Resources					
Required textbooks (curricular books any)			Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton		
Main references (sources)			Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton		
Recommended books and references (scientific journals, reports...)			Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton		
Electronic References, Websites			https://www.youtube.com/results?search_query=managerial+accoutni		

Course Description Form Organizational Theory 1

1. Course name	
Organizational Theory 1	
2. arye /semester	
٢٠٢٥-٢٠٢٤ First semester /	
3. description was prepared Date this	
٢٠٢٤-٧-١	
4. forms Available attendance	
My presence	
5. (Number of study hours (total) / Number of units (total	
units & theoretical hours / ٦٠	
6. (ne name is mentioned if more than o) Name of the course administrator	
<div style="text-align: center;"> .A.M Dr. Shahla Salem Khalil shahlaalbadee@ntu.edu.iq M.M. Safaa Saleh Ahmed Nila-M.M. Anas Al </div>	
7. objectives Course	
Course objectives	<p>studying the organizational phenomenon as one of the of Introducing the student to the subject basic characteristics and pillars of contemporary human society through analyzing its dimensions, components, and variables, arriving at the rules governing organizational science from a renewed llectual perspective that keeps pace with the rapid developments in modern administrative inte .thought</p> <p>Course outcomes, teaching, learning and assessment methods – ١</p> <p>Cognitive objectives –A</p> <p>ive cases, analyzing and Enabling students to simulate field reality by studying administrat –١</p> <p>.interpreting them, and diagnosing their causes and similar results</p> <p>.of the course objectives The skill – B</p> <p>.The student learns everything he needs for the purpose of practicing business –١</p> <p>based goals–Emotional and value –C</p> <p>.forming his duties at work sites for professional reasonsPer –١</p> <p>.(General and transferable skills (other skills related to employability and personal development –D</p> <p>How to practice business, competition and its ethics</p>
8. Teaching and learning strategies	
yStrateg	<p>1- Explaining scientific subjects through theoretical lectures</p> <p>2- questions and group discussion With Discussions and simplified explanations</p> <p>3- Brainstorming method</p> <p>4- .life situations and how to respond to them as homework-Analyzing real</p> <p>5- rent organizationsView case studies of diffe</p>

9. Course structure					
week	watch es	Required learning outcomes	Name of the unit or topic	Learning method	Evaluation method
١	٤	Understand the concept of .organization Theory and types of organizations	Introduction to Organizational Theory ? What is the organization - Causes of organization formation - The role of the organization in the business environment	,Presentation Explanation, questions and answers discussion lecture a Illustrative and interactive lessons	1- Questions ar discussion 2- Case analys 3- questions 4- exam
٢	٤	and What is organization theory what are the benefits of having ?organizations	Organization theory Benefits of Organizational Theory The role of organization theory		
٣	٤	Learn about the types of entrance and their impor	Basic approaches to the study of organizational theory		
٤	٤	Types of entrances	historical chronological approach Strategic approach		
٥	٤	Types of entrances	Environmental approach Integrative approach		
٦	٤	Identify organizational effectiveness and its types	Organizational effectiveness, dimensions of the organizational structure and its characteristics		
٧	٤	Learn about the types of metrics used to measure organizational .effectiveness	Entrance to achieving goals Systems Introduction Elements Entrance Strategic Competitive Values Approach		
٨	٤	Knowing what the selection criteria are for metrics	Determinants of choosing the appropriate approach for organizational effectiveness		
٩	٤	Learn about organizational strategy	Organizational strategy		
١٠	٤	the impact of strategy on Study the dimensions and characteristics of the structure	The main types of strategies followed by the organization The relationship between strategies and organizational structure pattern		
١١	٤	concept of Understanding the co organizational environment	Organizational environment		
١٢	٤	Study the most important studies that dealt with the environment	Studies in the organizational environment The relationship between the environment and the organizational structure		
١٣	٤	Who are the stakeholders and ?influencers in the organization	Stakeholders in the organization		
١٤-١٥	٢-٤	What are the best ways to deal ?with it	and influencers How to deal with stakeholders		
١٥	٢	exam			
10. Course Evaluation					
	quarterly	ultimate	the total		
theoretical	٤٠	٦٠	١٠٠		
11. the total					
(Required textbooks (methodology if any			-Organizational Theory Book, Fatima Badr and Moaz Al - Syrian Virtual University ,٢٠٢٠ Sabbagh, .		

(Main References (Sources	-mmad Hasan AlOrganizational Theory Book, Khalil Muha . Hamoud Shamaa, Khadir Kazim .
Electronic references, websites	https://pedia.svuonline.org/pluginfile.php/2486/mod_resource/content/6/BMN503.pdf

Course Description Form Organizational Theory2

1. Course name	
Organizational Theory 2	
2. year /semester	
٢٠٢٥-٢٠٢٤ First semester /	
3. description was prepared Date this	
٢٠٢٤-٧-١	
4. forms Available attendance	
My presence	
5. (of study hours (total) / Number of units (total Number	
units & theoretical hours / ٦٠	
6. (if more than one name is mentioned) Name of the course administrator	
Asst . Prof. Dr. Shahla Salem Khalil shahlaalbadee@ntu.edu.iq M.M. Safaa Saleh Ahmed Nila-M.M. Anas Al	
7. objectives Course	
Course objectives	<p>studying the organizational phenomenon as one of the basic Introducing the student to the subject of analyzing its dimensions, characteristics and pillars of contemporary human society through components, and variables, arriving at the rules governing organizational science from a renewed intellectual perspective that keeps pace with the rapid developments in modern administrative .thought</p> <p>learning and assessment methods ,Course outcomes, teaching .\</p> <p>Cognitive objectives –A</p> <p>Enabling students to simulate field reality by studying administrative cases, analyzing and –\</p> <p>.interpreting them, and diagnosing their causes and similar results</p> <p>. Course specific skill objectives –B</p> <p>.The student learns everything he needs for the purpose of practicing business –\</p> <p>based goals–Emotional and value –C</p> <p>.Performing his duties at work sites for professional reasons –\</p> <p>.(ty and personal developmentGeneral and transferable skills (other skills related to employabili –D</p> <p>How to practice business, competition and its ethics</p>
8. Teaching and learning strategies	
Strategy	<p>6- Explaining scientific subjects through theoretical lectures</p> <p>7- ussionquestions and group disc With Discussions and simplified explanations</p> <p>8- Brainstorming method</p> <p>9- .life situations and how to respond to them as homework-Analyzing real</p> <p>10- View case studies of various organizations</p>

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9. Course structure

week	weeks	Required learning outcomes	Name of the unit or topic	Learning method	on Evaluation method
1	1	Understanding the concept of technology	Definition of technology	,Presentation Explanation, questions and answers discussion lecture a Illustrative and interactive lessons	5- Questions and discussion 6- Case analysis 7- questions 8- exam
2	2	Scientists and researchers who studied technology	Studies that dealt with technology and its relationship to the structure		
3	3	Types of technology that affect organization every o	The relationship between technology and the organization the structure of		
4	4	? What are manufacturing systems	Advanced manufacturing systems and their impact on the organizational structure		
5	5	What is the size of the organization and its measures	Organization size		
6	6	The most important simplified methods of measurement	Methods of measuring organizational size		
7	7	?What is the concept of conflict	The struggle for power and influence		
8	8	?What is power and influence	power and influence Sources of		
9	9	The concept of conflict and power	The relationship between the determinants of structure, influence, and structural dimensions		
10	10	What is the organizational structure and its mechanisms	Organizational structure coordination mechanisms		
11	11	What are the basic parts and how many are they	The basic parts of the organization		
12	12	The design process for the structure and its importance	Organizational structure design		
13	13	What are the dimensions and types of the structure	Dimensions and characteristics of the organizational structure		
14-15	14	Identifying interpretive perspectives of design	Organizational design		
16	16	exam			

10. Course Evaluation

	quarterly	ultimate	the total	
theoretical	10	10	100	

11. the total

Required textbooks (methodology if any)	-Organizational Theory Book, Fatima Badr and Moaz Al -Syrian Virtual University , 2020 Sabbagh, .
(Main References (Sources	-Organizational Theory Book, Khalil Muhammad Hasan Al -Hamoud Shamaa, Khadir Kazim .
Electronic references, websites	https://pedia.svuonline.org/pluginfile.php/2486/mod_resource/content/6/BMN503.pdf

Course Description Form Strategic Management 1

1. Course Name:					
Strategic Management 1					
2. Course Code:					
BMT 223					
3. Semester / Year:					
First semester / 2024-2025					
4. Description Preparation Date:					
1-9-2024					
5. Available Attendance Forms:					
Attendance					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 hour / 4 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Asst. Prof. Dr. Mohammed Haider Ali Email: mohammed_haidar@ntu.edu.iq					
8. Course Objectives					
Course Objectives		Developing Strategic Knowledge: Providing students with the theoretical foundations and key concepts of strategic management, including strategy formulation, implementation, and evaluation. Enhancing Analytical Capabilities: Enabling students to analyze the internal and external environment of organizations using various strategic tools and models. Developing Strategic Thinking Skills: Training students to think critically and creatively in addressing strategic issues and problems and making appropriate decisions. Practical Application of Strategies: Preparing students to apply strategic concepts and theories to real-life case studies and simulated competitive business environments. Building Positive Values and Attitudes: Instilling values of commitment to social responsibility, transparency, and professional ethics in the practice of strategic management.			
9. Teaching and Learning Strategies					
Strategy		1– Explaining scientific material through theoretical lectures 2– Discussions and simplified explanations 3– Brainstorming 4– Asking questions and group discussion 5– Analyzing real-life situations and how to respond to them as homework			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	The Concept and	The Concept and	Theoretical	13. Questions

		Importance of Strategic Management for Business Organizations	Importance of Strategic Management	Lectures	and discussion 14. Case analysis 15. Inquiries 16. Exam
2	4	Strategic Managers	Strategic Managers and Their Roles		
3	4	Levels and Components of Strategic Management	Levels and Components of Strategic Management		
4	4	Strategic Orientation	Strategic Orientation		
5	4	Importance and Types of Organizational Goals	Organizational Goals: Importance and Types		
6	4	Formulating the Organization's Mission, Objectives, and Influencing Factors	Formulating Mission and Objectives: Key Influencing Factors		
7	4	Strategic Analysis of the External Environment	External Environment Analysis		
8	4	Strategic Analysis of the Industrial Environment	Industry Environment Analysis		
9	4	Exam	Internal Environment Analysis		
10	4	Strategic Analysis of Internal Environmental Factors	Value Chain Analysis		
11	4	Value Chain Analysis	Assessing Organizational Strengths and Weaknesses		
12	4	Evaluating the Organization's Strengths and Weaknesses	Defining the Strategic Position		
13	4	Defining the Strategic Position	SWOT Matrix Analysis		
14-15	6	SWOT Matrix Analysis	otion, communication procedures, otional mix: factors uencing the promotional mix, promotional methods used in us fields		
15	2	m			

17. Course Evaluation

Type	Midterm	Final	Total
Theory	40	60	100

18. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Al-Douri, Zakaria Mutlaq. (2017). Strategic Management. Amman: Anan Publishing and Distribution House.
Main references (sources)	1- Al-Douri, Zakaria Mutlaq. (2017). Strategic Management. Amman: Anan Publishing and Distribution House.
Recommended books and references (scientific journals, reports...)	1. David, F. R., & David, F. R. (2020). <i>Strategic Management: Concepts and Cases</i> (16th ed.). Pearson. 2. Hill, C. W., Schilling, M. A., & Jones, G. R. (2020). <i>Strategic Management: Theory: An Integrated Approach</i> (13th ed.). Cengage Learning. 3. Barney, J. B., & Hesterly, W. S. (2019). <i>Strategic Management and Competitive Advantage:</i>

	<i>Concepts and Cases</i> (6th ed.). Pearson. 4. Wheelen, T. L., Hunger, J. D., Hoffman, A. N., & Bamford, C. E. (2018). <i>Strategic Management and Business Policy: Globalization, Innovation, and Sustainability</i> (15th ed.). Pearson.
Electronic References, Websites	

Course Description Form Strategic Management 1

1. Course Name:	
Strategic Management 1	
2. Course Code:	
BMT 223	
3. Semester / Year:	
First semester / 2024-2025	
4. Description Preparation Date:	
1-9-2024	
5. Available Attendance Forms:	
Attendance	
6. Number of Credit Hours (Total) / Number of Units (Total)	
60 hour / 4 units	
7. Course administrator's name (mention all, if more than one name)	
Name: Asst. Prof. Dr. Mohammed Haider Ali Email: mohammed_haidar@ntu.edu.iq	
8. Course Objectives	
Course Objecti	Developing Strategic Knowledge: Providing students with the theoretical foundation and key concepts of strategic management, including strategy formulation, implementation, and evaluation. Enhancing Analytical Capabilities: Enabling students to analyze the internal and external environment of organizations using various strategic tools and models. Developing Strategic Thinking Skills: Training students to think critically and creatively in addressing strategic issues and problems and making appropriate decisions. Practical Application of Strategies: Preparing students to apply strategic concepts and theories to real-life case studies and simulated competitive business environments. Building Positive Values and Attitudes: Instilling values of commitment to social responsibility, transparency, and professional ethics in the practice of strategic management.
9. Teaching and Learning Strategies	
Strat	1- Explaining scientific material through theoretical lectures 2- Discussions and simplified explanations 3- Brainstorming

	4- Asking questions and group discussion
	5- Analyzing real-life situations and how to respond to them as homework

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	4	Strategic Choice	Strategic Choice	Theoretical Lectures	19. Questions and discussion 20. Case analysis 21. Inquiries 22. Exam
2	4	Portfolio Analysis Models	Portfolio Analysis Models		
3	4	Factors Influencing the Success of Strategic Choice	Determinants of Successful Strategic Choice		
4	4	Exam			
5	4	Strategic Alternatives at the Organizational Level	Strategic Alternatives at the Corporate Level		
6	4	Factors Influencing the Determination of Strategic Alternatives	Factors Influencing Strategic Alternatives		
7	4	Strategic Alternatives at the Business Unit Level	Strategic Alternatives at the Business Unit Level		
8	4	Investment Strategies	Investment Strategies		
9	4	Functional Strategies	Functional-Level Strategies		
10	4	Strategic Implementation (Importance and Determinants)	Strategic Implementation: Importance and Determinants		
11	4	Administrative Systems Supporting Strategy Implementation	Administrative Systems Supporting Strategy Implementation		
12	4	Strategic Control	Strategic Control		
13	4	Strategic Auditing	Strategic Audit		
14-15	6	Steps and Problems of Strategic Control	Steps and Challenges of Strategic Control		
15	2	E			

23. Course Evaluation

Type	Midterm	Final	Total	
Theory	40	60	100	

24. Learning and Teaching Resources

Required textbooks (curricular books, if any)	1- Al-Douri, Zakaria Mutlaq. (2017). <i>Strategic Management</i> . Amman: Anan Publishing and Distribution House.
Main references (sources)	1- Al-Douri, Zakaria Mutlaq. (2017). <i>Strategic Management</i> . Amman: Anan Publishing and Distribution House.
Recommended books and references (scientific journals, reports...)	1. David, F. R., & David, F. R. (2020). <i>Strategic Management: Concepts and Cases</i> (16th ed.). Pearson. 2. Hill, C. W., Schilling, M. A., & Jones, G. R. (2020). <i>Strategic Management: Theory: An Integrated Approach</i> (13th ed.). Cengage Learning. 3. Barney, J. B., & Hesterly, W. S. (2019). <i>Strategic</i>

	<p><i>Management and Competitive Advantage: Concepts and Cases</i> (6th ed.). Pearson.</p> <p>4. Wheelen, T. L., Hunger, J. D., Hoffman, A. N., & Bamford, C. E. (2018). <i>Strategic Management and Business Policy: Globalization, Innovation, and Sustainability</i> (15th ed.). Pearson.</p>
Electronic References, Websites	

Course Description Form 2024-2025 (Computer Excel)

1. Educational Institution: Technical Administrative College /Mosul
2. Scientific Department/Center: Department Business Administration Techniques/Level the third
3. Course Name/Code: Computer BMT 304
4. Available attendance forms: Weekly
5. Semester/Year: Bologna Pathway
6. Number of study hours (total): 75
7. Date of preparation of this description: 6/30/2025
8. Course objectives: This course aims to provide students with basic knowledge in the use of computers and their various applications in academic and practical fields, while developing logical thinking and problem-solving skills using modern software and technical tools. It also seeks to equip students with the ability to employ computers in scientific research and prepare reports and presentations, enhancing digital proficiency and employability..
9. Course outcomes, teaching, learning and assessment methods
A- Cognitive objectives: <ul style="list-style-type: none">• The student is able to understand the basics of computers.• Using models in daily life• Enabling the student to know how to apply the material in practical life• It involves realizing the relationship or relationships contained in the Data, interpretation of relationships and their components, interpretation of figures and graphs, interpretation of tables Statistics
B - Course specific skill objectives. <ul style="list-style-type: none">• Proficiency in using processing software Spreadsheets.• Ability to design professional academic reports using computer tools.• Using software to solve practical problems and small projects.
C- Emotional and value-based goals <ul style="list-style-type: none">• Enhancing the value of teamwork through collaborative projects using digital tools.• Instilling the importance of adhering to the ethics of using technology and protecting intellectual property.• Developing a sense of responsibility towards cybersecurity and personal data.
D - General and transferable skills (other skills related to employability and personal development). <ul style="list-style-type: none">• Developing digital communication skills and preparing electronic reports.• Enhance the ability to engage in continuous self-learning using Internet resources.• Providing students with the digital proficiency required for the labor market.

- Develop planning and organizing skills using supporting software.

e. Teaching and learning methods

- Theoretical lectures supported by presentations.
- Practical applications in computer laboratories.
- Cooperative learning and problem solving in groups.
- Self-learning via electronic platforms and internet resources.

Evaluation methods

- Theoretical exams (midterm and final).
- Practical assessment through laboratory tests.
- Individual and group assignments and projects.
- Classroom participation and interactive activities.

10. Theoretical structure of the course

Week	watch es	Required learning outcomes	Unit name/topic	Teaching method	Evaluation method
the first	2	Student understanding of the lesson	Introduction to Excel	Theoretical lecture + presentation	Short quiz + class participation
the second	2	Student understanding of the lesson	- Overview of the Excel interface and features	Interactive lecture + discussion	Written assignment + short test
the third	2	Student understanding of the lesson	- Understand the purpose and applications of Excel.	Lecture + lab demonstration	Short practical test
Fourth	2	Student understanding of the lesson	- Introduction to the workbook and worksheet	Lecture + practical lab	Practical report + test
Fifth	2	Student understanding of the lesson	- Basic operations	Lecture + Presentation	Application duty
Sixth	2	Student understanding of	- Navigate between cells, rows and columns	Lecture + exercises	Short test

		the lesson			
Seventh	2	Student understanding of the lesson	- Data entry and editing	Lecture + Case Study	Application duty
The eighth	2	Student understanding of the lesson	- Understanding data types (text, numbers, dates)	Lecture + Discussion	Short quiz + sharing
Ninth	2	Student understanding of the lesson	- Cell formatting	Lecture + explanatory video	Short research assignment
Tenth	2	Student understanding of the lesson	- Apply formatting options (font, color, border)	Lecture + practical activity	Short test
eleventh	2	Student understanding of the lesson	- Conditional coordination basics	Lecture + practical lab	practical control
Twelfth	2	Student understanding of the lesson	Cell types and characteristics	Lecture + practical application	Laboratory report
thirteenth	2	Student understanding of the lesson	Formulas and functions	Practical lab	practical control
fourteenth	2	Student understanding of the lesson	- Introduction to Formulas (Basic Arithmetic Operations)	Practical lab	Homework + Test
fifteenth	2		semester exam	Discussion + Presentations	Project presentation + practical evaluation
sixteenth				Comprehensive exam	Final exam

11.infrastructure	
1- Required textbooks	Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.
2- Main references (sources)	Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.
A- Recommended books and references (scientific journals, reports)	Kevin Hare . (2022).Computer Science Principles The Foundational Concepts of Computer Science
B - Electronic references, websites...	Computer basics websites
12.Curriculum Development Plan	
<p>The course content is updated periodically to keep pace with recent technological developments, introducing new topics such as information security and cloud computing. The practical side is also enhanced by adding applications for multiple operating systems and modern programming languages. E-learning and applied projects are also enhanced, linking the course to labor market requirements, and are periodically reviewed based on feedback from students and faculty.</p>	

Course Description: Project Evaluation

1. Course Name:	
Project Evaluation	
2. Semester / Year:	
Third Level	
3. Description Preparation Date:	
17 / 7 / 2025	
4. Available Attendance Forms:	
In-person	
5. Number of Credit Hours (Total) / Number of Units (Total)	
3 hours per week for 15 weeks	
6. Course administrator's name (mention all, if more than one name)	
Name: Mohammed Najeb Albana Email: muhammed.ns@ntu.edu.iq	
7. Course Objectives	
Course Objectives	<ol style="list-style-type: none"> 1. The student will learn about the science of project evaluation and management in terms of general concepts (project concept, evaluation concept). 2. The student will learn about the importance of evaluating and managing projects in the lives of individuals, organizations, and communities. 3. The student will learn about the types of project evaluation and the requirements for preparing it. 4. The student will acquire technical and administrative skills that will qualify him to work on evaluating various projects
8. Teaching and Learning Strategies	
Strategy	<ul style="list-style-type: none"> • Lectures: 3 hours per week to cover theoretical aspects • Laboratory Sessions: 1 hours per week for practical aspects
9. Course Structure	

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
	3hours	Learn the basics of feasibility studies and project evaluation	General concepts (project concept, evaluation concept)	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the importance of feasibility studies, their justifications and conditions.	The importance of feasibility study, its justifications and conditions	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the levels of the evaluation process and the characteristics of a feasibility study	The various levels of the evaluation process and the characteristics of a feasibility study	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about Information systems classifications and types	Discuss the types of information systems and their classifications according to administrative level.	theoretical presentation and explanation	Daily oral test
	3 hours	Stages of feasibility studies and evaluation of economic projects	finding the project idea and discovering investment opportunities	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the detailed feasibility study	The technical, financial, economic, and environmental feasibility of the project.	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the various aspects of the project.	Study the administrative, organizational, and commercial aspects of project management	theoretical presentation and explanation	Daily oral test
	3 hours	Understanding revenues and costs in economic projects + Written exam	The difference in treating revenues and costs in financial and economic analysis	theoretical presentation and explanation	Daily oral test
	3 hours	Understanding the	Studying the partial	theoretical	Daily oral test

		criteria for evaluating economic projects	criteria	presentation and explanation	
	3 hours	Understanding the partial criteria	Simple return criterion and Payback period criterion	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the linear break-even point criterion	Study the break-even point criterion based on production and sales	theoretical presentation and explanation	Daily oral test
	3 hours	Understanding the Net Present Value of Return (NPV) criterion	Studying the Net Present Value of Return (NPV) criterion and the Present Value of Revenue/Cost criterion	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the discounted annual return (DARO) standard	Study the discounted annual return standard	theoretical presentation and explanation	Daily oral test
	3 hours	Understanding the associated cost standard	Studying the associated cost standard	theoretical presentation and explanation	Daily oral test
	3 hours	Learn about the Internal Rate of Return (IRR) criterion + Written Exam	Study the Internal Rate of Return criterion	theoretical presentation and explanation	Daily oral test

10. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc

11. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Available
Main references (sources)	Abdul Karim, Abdul Aziz Mustafa, 2007, Feasibility Study and Project Evaluation, Dar Hamed, Amman.
Recommended books and references (scientific journals, reports...)	Al-Aoun, Sun Duraid Dhunun, 2022, Economic Feasibility Study of the Mosul Tourist Park Project, Unpublished Master's Thesis, College of Administration and Economics, University of Mosul.
Electronic References, Websites	The World Wide Web as well as Wikipedia.

(Course Description Form English Language 3)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technique		
3-Course title/code		
English Language 3		
4- Available forms of attendance		
presence		
5- Semester/Year		
The First semester/ Third Level		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
11/8/2025		
8-(Course Objectives)General Course Objectives		
1 .Provide students with basic concepts related to the use of English language 2. Provide students with basic vocabulary 3 .Enable the students to construct simple sentences. 4 .Enable the students to communicate effectively. 5. Provide students with the basic culture and literature of English.		
11- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١ The student learns about the nature of English language.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain to construct sentences in English.	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-Developing students' ability to communicate effectively. Provide student	View the companies' work and achievements	Discussions and dialogues

with the basic knowledge of culture and literature.					
12- Course steuctuer (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	Present simple tens	Lecture	Daily and monthly tests
Second	2	Student understanding the lesson	Past simple tense	Lecture	Daily and monthly tests
Third	2	Student understanding the lesson	Passive and act voices	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Writing	Lecture	Daily and monthly tests
Fifth	2	Student understanding the lesson	Reading	Lecture	Daily and monthly tests
Sixth	2	Student understanding the lesson	Conversation	Lecture	Daily and monthly tests
Seventh	2	Student understanding the lesson	Tips of Writing	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	Tips of reading	Lecture	Daily and monthly tests
Ninth	2	Student understanding the lesson	Writing ab different topics	Lecture	Daily and monthly tests
tenth	2	Student understanding the lesson	Short story 1	Lecture	Daily and monthly tests

Eleventh	2	Student understanding the lesson	Short story 2	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	Imperative, negative and questions	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Function language: basics	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Conditional sentence	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	General Exam	Lecture	Daily and monthly tests

10- Curriculum development plan

2-Aligning learning outcomes with the National Qualifications Framework:

- *Formulating clear and measurable learning outcomes.
- *Linking course outcomes to the skills and knowledge required by the labor market.

3- Developing teaching methods and techniques

- *Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.
- *Using modern technology in presenting the material (such as e-learning, educational videos, simulations.

4- Enhancing students' critical and analytical thinking skills:

11- infrastructure	
Classrooms, laboratories and workshops	Available
Required books and curriculum	Publications on English Language available in college library and the university's central library
Main references (sources)	
Recommended books and references New Headway Plus (Pre-Intermediate) , John and Liz Soars, Oxford (Workbook) https://elt.oup.com/student/headway?cc=global&selLanguage=en (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	English language websites.

Course Description Form/Information Technology Systems

1. Educational institution
Mosul Technical Administrative College
2. Scientific Department / Center
Business Management Department/Third Stage
3. Course Name / Code
/ Information Technology Systems
4. Available attendance forms
Weekly
5. semester/year
Courses
6. Number of study hours (total)
45 hours
7. Date this description was prepared
1/9/2023
8. Course objectives
1. An attempt to enrich students with a set of concepts and theories that include many implications and connotations, while clarifying the differences between these theories.
9. Course outcomes, teaching, learning and assessment methods
<div style="text-align: right;">A- Cognitive objectives</div> <ul style="list-style-type: none"> - To enable students to understand the fundamentals of information systems - To identify the components of information systems (people, technology, processes) <ul style="list-style-type: none"> - To use basic software such as word processors and spreadsheets <div style="text-align: right;">B- Course skill objectives.</div> <ul style="list-style-type: none"> 1- Develop skills in using software design and development tools. 2- Learn how to create and manage databases. 3- Develop skills in preparing data-driven reports and presentations. <p>Learning Outcomes: By the end of this course, the student is expected to be able to explain the basic concepts of information systems and technology.</p> <p>Learning outcomes for the Information Systems and Technology course include:</p>

- 1. The student's ability to explain information systems and information technology concepts in clear terms.**
- 2. The student's ability to apply technical skills, including the student's ability to use basic software and information technology tools in daily tasks.**
- 3. The student's ability to collect and analyze data and use it in decision-making.**
- 4. The student's ability to design and develop information systems that meet user needs.**
- 5. Database management, meaning the student's ability to create and manage databases and use queries.**
- 6. The student's ability to identify security risks and implement strategies to protect information.**

Teaching and learning methods

- Theoretical lectures.
 - Presentations by students.
 - Case studies.
 - Group discussion and practical workshops.
 - Individual or group projects.
 - Problem-based learning (PBL).
 - Use simulations or management games if available.
-

10. Course structure

Evaluation method	Teaching method	Topic name	Required learning outcomes	Watches	week
Tests and reports	Theoretical	General systems theory	Knowledge and practical application	3	first
Tests and reports	My theory	System elements and system types Information systems	Knowledge and practical application	3	second & third
Tests and reports	My theory	Dimensions of	Knowledge and practical	3	Fourth & fifth

		information systems, information systems, management levels, and types of information systems	application		
Tests and reports	My theory	What is management information systems, characteristics of management information systems, and components of management information systems	Knowledge and practical application	3	Sixth & seventh
Tests and reports	My theory	Information characteristics, information standards, management information systems in business organizations, and functions of management	Knowledge and practical application	3	Eighth & ninth

		information systems			
Tests and reports	My theory	The strategic role of management information systems, the challenges facing management information systems in the organization, and information systems and administrative decisions	Knowledge and practical application	3	tenth, eleventh & twelfth
Tests and reports	My theory	Decision support systems, the importance of decision support systems, characteristics of decision support, group decision support systems, and functional information systems	Knowledge and practical application	3	thirteenth, fourteenth & fifteenth

11. Infrastructure	
1- Required textbooks	
2- Main references (sources)	Information Technology in Business Organizations Author: Ghassan Qasim Al-Lami and Amira Shakroli Al-Bayati Information Technology Systems Management Author: Munim Zamzir
A- Recommended books and references (scientific journals, reports, etc.)	Scientific journals in the fields of information technology
B - Electronic references, websites...	Specialized websites
12. Curriculum Development Plan	
<p>- Meeting with the faculty at the end of each semester to review the curricula and how to develop them, add new lessons to the current curricula, record the course content in the curriculum form annually, and propose any changes or amendments to the curricula for approval by the College Council and subsequently by the University Council, in accordance with university directives. The curricula are also published and documented on the college website, and lectures are uploaded electronically to the website.</p> <p>- Providing the college library with modern scientific books from well-known international publishing houses, which enhance the vocabulary of the lessons given to the college.</p>	

(Course Description Form negotiation management)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technologies		
3-Course title/code		
Department of Business Administration Technologies		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The first semester 2024-2025		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
10/8/2025		
8-(Course Objectives)General Course Objectives		
<p>8- (Course Objectives) General Objectives of the Course</p> <ol style="list-style-type: none"> 1. Provide students with the basic concepts related to negotiation management. 2. Define negotiation and its types. 3. Identify the skills a negotiator should possess and the situations they face. 4. Explain organizations, their various functions, and how to deal with them in a negotiation situation. 5. Expose students to a negotiation situation and ask them to deal with it. 		
13- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Theoretical Lectures Using Educational Tools (PowerPoint Presentations)	Evaluation methods
1- The student will understand the concept of negotiation management and its types.	Theoretical Lectures >	Daily and monthly tests
2- The student will be able to manage negotiation situations.	Practical Situations	management Solving exercises within the lecture and assigning

				external homework	
٣-Developing students' ability to negotiate and its importance		Review and negotiate .companies' businesses		Discussions and dialogues	
14- Course steuctuer (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	ntroduction/What Negotiation?	Lecture	Daily and monthly tests
Second	2	Student understanding the lesson	Characteristics of Negotiation Proce	Lecture	Daily and monthly tests
Third	2	Student understanding the lesson	Common Inter Strategies	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Common Inter Strategies	Lecture	Daily and monthly tests
Fifth	2	Student understanding the lesson	Conflict Appro Strategies	Lecture	Daily and monthly tests
Sixth	2	Student understanding the lesson	Negotiation Policie	Lecture	Daily and monthly tests
Sevent h	2	Student understanding the lesson	Negotiation Policie	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	Negotiation Policie	Lecture	Daily and monthly tests
Ninth	2	Student understanding the lesson	Negotiation Tactics/Negotiating Position	Lecture	Daily and monthly tests

tenth	2	Student understanding the lesson	Negotiation Dialog	Lecture	Daily and monthly tests
Eleventh	2	Student understanding the lesson	Negotiation Pressu	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	Characteristics of Good Negotiator	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Negotiation Team	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Negotiation Preparation	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	Exam	Lecture	Daily and monthly

12- Curriculum development plan
<p>2–Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p> <p>3– Developing teaching methods and techniques</p> <p>*Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.</p>

*Using modern technology in presenting the material (such as e-learning, educational videos, simulations.

4– Enhancing students' critical and analytical thinking skills:

13– Infrastructure	
Classrooms, laboratories and Workshops	Available
Required books and curriculum	Books available in the college library and the university's
Main references (sources)	
Recommended books and references (Scientific journals, reports.....)	Scientific and Applied Research Projects
Electronic references and websites	websites.

Course Description Form **Financial management₁**

1. Course Name: Financial management₁	
2. Course Code: AT318	
3. Semester / Year: ٢٠٢٤-2025 3 / 2	
4. Description Preparation Date:	
5. Available Attendance Forms:	
6. Number of Credit Hours (Total) / Number of Units (Total)	
60 Hours / 4 Units	
7. Course administrator's name (mention all, if more than one name)	
8. Course Objectives	
Course Objectives	<ul style="list-style-type: none"> o Provide students with the ability to understand the concept of working capital and its importance in improving operational efficiency. o Provide students with the skills to learn cash management strategies to achieve the required liquidity. o Provide students with the ability to understand how to manage accounts receivable and collect debts effectively. o Provide students with the skills to study inventory management strategies and their impact on costs and profitability. o Provide students with the ability to evaluate the costs and benefits of short-term financing. o Provide students with the skills to learn how to measure operating leverage and its impact on profits. o Provide students with the skills to assess the risks associated with financial leverage and how to manage them
9. Teaching and Learning Strategies	
Strategy	View videos from YouTube Discussion 3. Delivering the lecture (virtual and online) Group or cooperative education role-playing Oral, written and online tests via Classroom

Week	Hours	Unit or subject name	Teaching method	Learning method	Evaluation method
Week 1,2,3	4	Working capital management	Practical+Theoretical	Role-play, video presentation, discussion and explanation Questions and answers, presentation	Oral, written and electronic tests
		The concept of working capital management and its importance			
	4	Dimensions of working capital management			

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	4	Working capital management policies			
Week 4,5,6	4	Reasons for keeping cash	Practical+ Theoretical	Role-play, video presentation, discussion and explanation Questions and answers, presentation	
	4	Cash management objectives			
	4	Cash Management Evaluation			

Week 7,8,9	4	Account management objectives	Practical+ Theoretical	Video presentation, explanation, Q&A, discussion, role-playing, workshops, and practical applications for companies using Eacal	Oral, written and electronic tests
	4	Management determinants			
	4	Accounts Receivable Management Evaluation			
Week 10,11	4	Inventory functions	Practical+ Theoretical	Presentation, explanation, questions and answers, discussion and practical applications for companies	
		The purpose of inventory management			
	4	Inventory control systems			
		Fixed asset management and efficiency assessment			

Week 12,13	4	Financing structure and funding sources	10. Pract ical+ Theoretical	Role-play, video presentation, discussion and explanation Questions and answers, presentation	Oral, written and electronic tests
	4	Factors determining the selection of the appropriate source of financing	11. Pract ical+ Theoretical		
Week14,15	4	Operating leverage	Theoretical	Video presentation, explanation, questions and answers, discussion, practical applications for companies using EACL, workshops, and student solutions.	
	4	Leverage	12. Pract ical+ Theoretical		
		Total lift			

13. Course Evaluation	
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc	
14. Learning and Teaching Resources	
Required textbooks (curricular books, if any)	. Financial Management – Professor Dr. Mohammed Al-Amri, 2011 • Financial Management – Professor Dr. Khalil Al-Shamaa • Introduction to Financial Management and Financial Analysis, Amman, Jordan: Dar Al-Mustaqbal for Publishing and Distribution, 2000 • Advanced Financial Management, Dr. Adnan Tayeh Al-Naimi + Prof. Dr. Arshad Fouad Al-Tamimi, Al-Yazouri Scientific Publishing and Distribution House, 2019 • Financial and Banking Management, Osama Abdulkhaleq Al-Ansari – Wael Publishing House, 1995 • Scientific Journals in Accounting and Financial Management Specialties • Specialized Websites
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course Description Form Materials management

1. Course Name: Materials management	
2. Course Code: BMT 223	
3. Semester / Year: First semester / 2024-2025	
4. Description Preparation Date: 1-9-2024	
5. Available Attendance Forms: Attendance	
6. Number of Credit Hours (Total) / Number of Units (Total) 60 hour / 3 units	
7. Course administrator's name (mention all, if more than one name)	
Name: Asst. Prof. Heba Mohamed Hussein Name: : m Harbiy Abdo Omar Email: hiba_mohammed@ntu.edu.iq Name Email: harbiyabdo@ntu.edu.iq	
8. Course Objectives	
Course Objecti	Introducing the student to the correct scientific and technical concepts and methods in materials management and their importance in the smooth flow of materials to all types of requesting parties, and how to achieve economic returns for the organization. ...and also enabling the student and gaining experience in practicing activities related to providing, managing, and delivering materials to the organization at the appropriate time and place, and carrying out all activities related to purchasing materials and procedures for preserving them until they are delivered to the beneficiaries.
9. Teaching and Learning Strategies	
Strat	1- Deliver the material through lectures. 2- Explain the material through discussion. 3- Use brainstorming.

	<p>4- Use dialogue and group discussions.</p> <p>5- Provide a clear picture through examples related to the field of materials management (factories, organizations, etc.).</p> <p>6- Analyze realistic situations and how to respond to them as homework.</p>
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10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	3	Learn and know materials management through importance and objectives	Introduction to Materials Management / Concept and nature of materials management / Importance of materials management / Objectives of materials management. Objectives and motives of the purchasing function.	Theoretical Lectures	<p>25. Question and discussion</p> <p>26. Case analysis</p> <p>27. Inquiry</p> <p>28. Exam</p>
2	3	Learn and understand the concept of purchasing, its importance and objectives.	A general introduction to the purchasing function / the concept and importance of the purchasing function / the objectives and motivations of the purchasing function.		
3	6	Learning and understanding the concept of purchasing is one of the	Various tasks of purchasing management/verification of need/describing need/selecting supply		

		tasks assigned to it.	sources/price study/purchase management responsibilities		
4	12	Learn to know purchasing policies	Purchasing policies (centralized, decentralized, and a combination of both) - Purchasing policies with appropriate quality. - Methods for determining quality: Quality by brand name, quality by sample, quality by grade.		
5	3	Learn and understand purchasing relationships with other departments.	The relationship between purchasing management and warehouse management, storage policies, and the relationship with other departments.		
6	6	Learn and know purchasing behavior			
7	6	Learn and know purchasing strategies			
8	6	Learn and	- Selecting supply		

		know how to choose the right source of purchase.	sources / The importance of appropriate selection / Stages of selecting appropriate purchasing sources / Evaluating the performance of purchasing sources / Negotiating and contracting with purchasing sources.		
9	6	Learn and know the methods used in determining economic size.	Determining the economic size of purchase orders / concept / factors affecting the determination of the economic order size / how to calculate the economic size		
10	3	Learn and know how to evaluate the performance of purchasing and storage functions.	Performance evaluation of purchasing and storage functions / concepts / objectives / procedures		
11	3	\ Learn and know the concept of storage	Storage / concept / objectives / importance.		
12	3	Learn and understand storage dependencies.	Organizational affiliation of warehouse management and its relationship with other management		

13	6	Learn and know storage policies	Storage policies (centralized, decentralized and a combination of both)		
14-15	6	Learn and know storage levels	Stock levels (minimum level, reorder level, maximum stock level, emergency balance, waiting period and its reserves, audit level)		
15	3	Learn and understand the concept of stagnant items.	Stagnant items / Causes of stagnant materials / Treatment of stagnant materials.		

29. Course Evaluation

Type	Midterm	Final	Total	
Theory	40	60	100	

30. Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	<p>Dr. Sabah Majeed Al-Najjar and others, Scientific Principles of Inventory Planning and Control, 1990.</p> <p>- Dr. Akram Ahmed Al-Tawil, Dr. Qahtan Al-Abdeli, Materials Management, 2009.</p> <p>- Dr. Qahtan Badr Al-Abdeli and others, Materials Management - A Quantitative Introduction, 1997.</p>
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course Description Form Quality Control Management

1. Course Name:					
Quality Control Management					
2. Course Code:					
BMT422					
3. Semester / Year:					
Level four					
4. Description Preparation Date:					
2025 /7 /1					
5. Available Attendance Forms:					
In-person and online					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3 hours per week for 15 weeks					
7. Course administrator's name (mention all, if more than one name)					
Name: Reem Ibrahim Email: reem.ibraheem@ntu.edu.iq					
8. Course Objectives					
Course Objectives	<ol style="list-style-type: none"> 1. Providing the student with information about the concepts of quality and quality development as well as contemporary concepts of quality, 2. Simulating some issues related to statistical quality control in order to enable students to identify quality problems and how to treat them, 3. Providing practical examples from the reality of industry in Nineveh Governorate and employing these examples in the required manner for the purpose of benefiting from them in preparing students for these issues, 4. Teaching the student the method of solving problems using continuous improvement tools and urging them to think in the form of working teams. 				
9. Teaching and Learning Strategies					
Strategy	<ul style="list-style-type: none"> • Lectures: 3 hours per week to cover theoretical aspects. • Laboratory Sessions: 1 hours per week for practical aspects. 				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
Week 1	3 hours	Understand the concept of quality	Introduction to Quality: The Concept of Quality	theoretical presentation and	Daily test

			Management, the Quality Pyramid	explanation	
Week 2-3	3 hours	Understand the historical development of quality	Understand the Stages of the Historical Development of Quality	theoretical presentation and explanation	Daily test
Week 4-5	3 hours	Understand the pioneers of quality	Quality Pioneers: Edward Deming, Joseph Juran, and Crosby, and Their Contributions to Quality Development	theoretical presentation and explanation	Daily test
Week 6-7	3 hours	Understand the difference between a product and a service	The Difference Between Product Quality Dimensions and Service Quality Dimensions	theoretical presentation and explanation	Daily test
Week 8-9	3 hours	And the dimensions of product and service quality	Definition of Quality Costs, Types of Quality Costs, The Relationship between Quality and Cost According to the Traditional Approach and Japanese Philosophy	theoretical presentation and explanation	Daily test
Week 10-12	3 hours	Understand the costs of quality	Quality Control Tools: Pareto Chart, Mathematical Examples, Cause-and-Effect Diagram, Process Flow Charts	theoretical presentation and explanation	Daily test
Week 13-15	3 hours	Understand quality control tools	Checklist as a Quality Control Tool, Quality Control Charts, Mathematical Examples	theoretical presentation and explanation	Daily test

11. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Available
Main references (sources)	Al-Najjar, Sabah Majeed, Jawad, Ma Kamel, Quality Management
Recommended books and references (scientific journals, reports...)	Al-Khatib, Samir Kamel, Total Qual Management and ISO Al-Taie, Youssef Hajm, Al-Aj Muhammad Asi, Al-Hakim, Laith A Quality Management Systems

Electronic References, Websites

<https://mawdoo3.com/%D8%B9%D986%D8%A7%D8%B5%D8%B1%D8A5%D8%AF%D8%A7%D8%B1%D8A9%D8%A7%D9%84%D8%AC%D988%D8%AF%D8%A9%D8%A7%D984%D8%B4%D8%A7%D9%85%D984%D8%A9>

(Course Description Form Business)

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technologies		
3-Course title/code		
Department of Business Administration Technologies		
4- Available forms of attendance		
Presence		
5- Semester/Year		
The second semester ٢٠٢4-٢٠٢5		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
15/6/2025		
8-(Course Objectives)General Course Objectives		
15- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
1- The student should be able to understand the basic concepts of business and banking.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢- The student should be able to discuss and debate the types of business and banking.	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣-The student should be able to analyze the types of business and banking	View the companies' work and achievements	Discussions and dialogues

operations and their oversight					
16- Course structure (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding of the lesson	Concept of Business and Business Theories Types of Business	Knowledge and practical application	Daily and monthly tests
Second	2	Student understanding of the lesson	Business according to Iraqi law	Knowledge and practical application	Daily and monthly tests
Third	2	Student understanding of the lesson	Business according to Iraqi law	Knowledge and practical application	Daily and monthly tests
Fourth	2	Student understanding of the lesson	Business according to Iraqi law	Knowledge and practical application	Daily and monthly tests
Fifth	2	Student understanding of the lesson	Conditions for acquiring merchant status	Knowledge and practical application	Daily and monthly tests
Sixth	2	Student understanding of the lesson	Merchant Duties: Registration in the Commercial Register Adopting a Trade Name	Knowledge and practical application	Daily and monthly tests
Seventh	2	Student understanding of the lesson	Commercial Bookkeeping Abstaining from Unfair Competition	Knowledge and practical application	Daily and monthly tests
The eighth	2	Student understanding of the lesson	The concept of banks and their types	Knowledge and practical application	Daily and monthly tests

Ninth	2	Student understanding of the lesson	Banking	Knowledge and practical application	Daily and monthly tests
Tenth	2	Student understanding of the lesson	Considerations on which banking secrecy is based	Knowledge and practical application	Daily and monthly tests
Eleventh	2	Student understanding of the lesson	Supervision of banking business	Knowledge and practical application	Daily and monthly tests
Twelfth	2	Student understanding of the lesson	Inspection and audit by Central Bank	Knowledge and practical application	Daily and monthly tests
Thirteenth	2	Student understanding of the lesson	Audit by a statutory auditor Internal audit by an audit committee	Knowledge and practical application	Daily and monthly tests
Fourteenth	2	Student understanding of the lesson	Financial Services Tribunal	Knowledge and practical application	Daily and monthly tests
Fifteenth	2	Student understanding of the lesson	Judicial court procedure	Knowledge and practical application	Daily and monthly tests

14- Curriculum development plan
<p>2-Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p>

3– Developing teaching methods and techniques

*Introducing active learning methods (such as problem–based learning, brainstorming, and P2 studies.

*Using modern technology in presenting the material (such as e–learning, educational videos, simulations.

4– Enhancing students' critical and analytical thinking skills:

15– Infrastructure

Classrooms, laboratories and Workshops	Available
Required books and curriculum	Publications on business, finance and banking & available in the college library and the university central library.
Main references (sources)	
Recommended books and references (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	Websites on commercial law, finance and banking.

Course Description Form 2024-2025 (Computer Statistical analysis)

1. Educational Institution: Technical Administrative College Mosul
2. Scientific Department/Center: Department Business Administrative Techniques/LevelFourth
3. Course Name/Code: ComputerBMT 405
4. Available attendance forms: Weekly
5. Semester/Year: Bologna Pathway
6. Number of study hours (total): 75
7. Date of preparation of this description: 6/30/2025
8. Course objectives: This course aims to provide students with basic knowledge in the use of computers and their various applications in academic and practical fields, while developing logical thinking and problem-solving skills using modern software and technical tools. It also seeks to equip students with the ability to employ computers in scientific research and prepare reports and presentations, enhancing digital proficiency and employability..
9. Course outcomes, teaching, learning and assessment methods
A- Cognitive objectives: <ul style="list-style-type: none">• The student will be able to understand the basics of statistical analysis.• Enabling the student to know how to apply the material in practical life• It involves realizing the relationship or relationships contained in the Data, interpretation of relationships and their components, interpretation of figures and graphs, interpretation of tables Statistics
B - Course specific skill objectives. <ul style="list-style-type: none">• Proficiency in using programs Statistical analysis,.• Using software to solve practical problems and small projects.
C- Emotional and value-based goals <ul style="list-style-type: none">• Enhancing the value of teamwork through collaborative projects using digital tools.• Instilling the importance of adhering to the ethics of using technology and protecting intellectual property.• Developing a sense of responsibility towards cybersecurity and personal data.
D - General and transferable skills (other skills related to employability and personal development). <ul style="list-style-type: none">• Developing digital communication skills and preparing electronic reports.• Enhance the ability to engage in continuous self-learning using Internet resources.• Providing students with the digital proficiency required for the labor market.• Develop planning and organizing skills using supporting software.
e. Teaching and learning methods

- Theoretical lectures supported by presentations.
- Practical applications in computer laboratories.
- Cooperative learning and problem solving in groups.
- Self-learning via electronic platforms and internet resources.

Evaluation methods

- Theoretical exams (midterm and final).
- Practical assessment through laboratory tests.
- Individual and group assignments and projects.
- Classroom participation and interactive activities.

10. Theoretical structure of the course

week	watch es	Required learning outcomes	Unit name/topic	Teaching method	Evaluation method
the first	2	Student understanding of the lesson	Install and setupSPSS	Theoretical lecture + presentation	Short quiz + class participation
the second	2	Student understanding of the lesson	Tour of menus and toolbarsSPSS	Interactive lecture + discussion	Written assignment + short test
the third	2	Student understanding of the lesson	Easy data entry and file management	Lecture + lab demonstration	Short practical test
Fourth	2	Student understanding of the lesson	Data management and preparation	Lecture + practical lab	Practical report + test
Fifth	2	Student understanding of the lesson	Data types and structures	Lecture + Presentation	Application duty
Sixth	2	Student understanding of the lesson	Data entry and import	Lecture + exercises	Short test
Seventh	2	Student understanding of	numbers Data For analysis from during to treat values The	Lecture + Case Study	Application duty

		the lesson	missing and values extremist import Groups Data from Formats different(like Excel) to implement Tasks cleaning Data exploration Data from during Statistics Descriptive		
The eighth	2	Student understanding of the lesson	Statistics Descriptive	Lecture + Discussion	Short quiz + sharing
Ninth	2	Student understanding of the lesson	Qayis tendency Central(Average, The mediator, The loom) Scales Dispersion(Range, Contrast, deviation Standard)	Lecture + explanatory video	Short research assignment
tenth	2	Student understanding of the lesson	Distributions repetition and fees Bayani account And interpretation Statistics Descriptive	Lecture + practical activity	Short test
eleventh	2	Student understanding of the lesson	construction And interpretation Tables and plans repetition Use SPSSaccount Statistics Descriptive	Lecture + practical lab	practical control
twelfth	2	Student understanding of the lesson	construction terraces repetitive, and plans Tapeworm, and plans Circular exploration Relationships	Lecture + practical application	Laboratory report

			between Variables • Topics: • Analysis bilateral variable • connection and contrast		
thirteenth	2	Student understanding of the lesson	analysis Relationships between Variables	Practical lab	practical control
fourteenth	2	Student understanding of the lesson	• explanation Transactions connection and plans Dispersion	Practical lab	Homework + Test
fifteenth	2		semester exam	Discussion + Presentations	Project presentation + practical evaluation
sixteenth				Comprehensive exam	Final exam

11.infrastructure	
Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.	1- Required textbooks
Computer Fundamentals and its Applications, Ziad Mohammed Abboud et al., 2014.	2- Main references (sources)
Kevin Hare . (2022).Computer Science Principles The Foundational Concepts of Computer Science	A- Recommended books and references (scientific journals, reports)
Computer basics websites	B - Electronic references, websites...
12.Curriculum Development Plan	
The course content is updated periodically to keep pace with recent technological developments, introducing new topics such as information security and cloud computing. The practical side is also enhanced by adding applications for multiple operating systems and modern programming languages. E-learning and applied projects are also enhanced, linking the course to labor market requirements, and are periodically reviewed based on feedback from students and faculty.	

(Course Description Form Risk Management)

1-Teaching Institution
Administrative Technical College / Mosul
٢- University Department/Centre
Northern Technical University / Department of Business Management Techniques
3-Course title/code
Risk Management
4- Available forms of attendance
Presence
5- Semester/Year
The Two semester 2024-2025
6-Number of hours tuition (total)
60 hours (4 hours per week for 15 weeks)
7- Date of production/revision of this specification
10/8/2025
8-(Course Objectives)General Course Objectives
<p>1- Studying insurance and the types of risks that can be insured.</p> <p>2- Raising the level of the student and increasing his insurance awareness.</p> <p>3- Developing the methods and means of dealing with the expected risk and the possible risks.</p> <p>4- Working in a team spirit to find out what are the risks created by globalization and put them in the danger guide with treatment methods and how to avoid them.</p> <p>5- Addressing the types of insurance in general, and the types of contracts.</p>
17- Course outcomes, teaching, learning and assessment methods
<p>A- Cognitive goals.</p> <p>A1- The student should mention, for example, the types of insurance - definition of risk, Lloyd's group, insurance contracts,</p> <p>A 2 - The student distinguishes between contracts for each type of insurance.</p> <p>A3- The student uses more than one method to solve the current event that led to the emergence of the danger and puts it in the company's risk guide.</p> <p>A4- That the student becomes familiar with the types of insurance in general.</p> <p>A 5- That the student understands how to find danger before it occurs.</p> <p>B. The skills goals special to the course.</p> <p>B1 - Resolving some current accidents in dynamic ways that help them not to repeat the risk or reduce it and reduce its costs if it occurs.</p> <p>B2 - Accuracy, clarity and brevity of expression.</p> <p>B3 - Develop the capacity for logical and illogical thinking.</p>
Teaching and Learning Methods

Student Groups / Case Studies / Special Report Preparation / Brainstorming
 Assessment Methods
 Periodic Examinations / Direct Questions / Special Report Preparation

18- Course structure (theoretical and scientific vocabulary)

Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	4	Knowledge & practical application	Introduction to the risk	Lecture	Daily and monthly tests
Second	4	Knowledge & practical application	concept of risk management	Lecture	Daily and monthly tests
Third	4	Knowledge & practical application	Risk management steps and methods	Lecture	Daily and monthly tests
fourth	4	Knowledge & practical application	Understand the concept of risk manager and his functions	Lecture	Daily and monthly tests
Fifth	4	Knowledge & practical application	Risk management policies	Lecture	Daily and monthly tests
Sixth	4	Knowledge & practical application	Risk management policies	Lecture	Daily and monthly tests
Seventh	4	Knowledge & practical application	Operational Risk Management (ORM)	Lecture	Daily and monthly tests
The eighth	4	Knowledge & practical application	Systematic Risk Management: M model	Lecture	Daily and monthly tests
Ninth	4	Knowledge & practical application	Risk Management Information System	Lecture	Daily and monthly tests
tenth	4	Knowledge & practical application	Risk Management Information System	Lecture	Daily and monthly tests
Eleventh	4	Knowledge & practical application	Methodologies of Risk Measurement	Lecture	Daily and monthly tests
Twelfth	4	Knowledge & practical application	Matrix Levels Risk	Lecture	Daily and monthly tests
Thirteenth	4	Knowledge & practical application	Enterprise Risk Management	Lecture	Daily and monthly tests

Fourteenth	4	Knowledge & practical application	Defined Insurance	Lecture	Daily and monthly tests
Fifteen	4	Knowledge & practical application	Basic principles of the insurance process	Lecture	Daily and monthly

16- Curriculum development plan	
<p>2-Aligning learning outcomes with the National Qualifications Framework:</p> <p>*Formulating clear and measurable learning outcomes.</p> <p>*Linking course outcomes to the skills and knowledge required by the labor market.</p> <p>3- Developing teaching methods and techniques</p> <p>*Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.</p> <p>*Using modern technology in presenting the material (such as e-learning, educational videos, simulations.</p> <p>4- Enhancing students' critical and analytical thinking skills:</p>	
17- infrastructure	
Classrooms, laboratories And workshops	Available
Required books and curriculum	Books available in the college library and the university's
Main references (sources)	
Recommended books And references (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	websites.

Course Description Form English Language4

1-Teaching Institution		
Administrative Technical College / Mosul		
٢- University Department/Centre		
Northern Technical University / Department of Business Administration Technique		
3-Course title/code		
English Language4		
4- Available forms of attendance		
presence		
5- Semester/Year		
The First Semester/ Fourth level		
6-Number of hours tuition (total)		
(١٥*٢) ٣٠ hours		
7- Date of production/revision of this specification		
11/8/2025		
8-(Course Objectives)General Course Objectives		
1 .Provide students with basic concepts related to the use of English language 2. Provide students with basic vocabulary 3 .Enable the students to construct simple sentences. 4 .Enable the students to communicate effectively. 5. Provide students with the basic culture and literature of English.		
19- Course outcomes, teaching, learning and assessment methods		
Learning Outcomes (LOS)	Learning and teaching methods	Evaluation methods
١ The student learns about the nature of English language.	Theoretical lectures using educational tools (PowerPoint presentations	Daily and monthly tests
٢-To explain to construct sentences in English.	Theoretical lectures	management Solving exercises within the lecture and assigning external homework
٣ –Developing students' ability to communicate	View the companies' work and achievements	Discussions and dialogues

effectively. Provide student with the basic knowledge of culture and literature.					
20- Course steuctuer (theoretical and scientific vocabulary)					
Week	Hours	Required learning outcomes	Name of the unit/topic	Teaching method	Evaluation method
First	2	Student understanding the lesson	Passive and active voices	Lecture	Daily and monthly tests
Second	2	Student understanding the lesson	Present continuous simple and perfect	Lecture	Daily and monthly tests
Third	2	Student understanding the lesson	Past continuous simple and perfect	Lecture	Daily and monthly tests
fourth	2	Student understanding the lesson	Conditional sentences: Advanced	Lecture	Daily and monthly tests
Fifth	2	Student understanding the lesson	Function Language	Lecture	Daily and monthly tests
Sixth	2	Student understanding the lesson	Interrogative sentences	Lecture	Daily and monthly tests
Seventh	2	Student understanding the lesson	Imperative and negative sentences	Lecture	Daily and monthly tests
The eighth	2	Student understanding the lesson	Writing	Lecture	Daily and monthly tests
Ninth	2	Student understanding the lesson	Reading	Lecture	Daily and monthly tests
tenth	2	Student understanding the lesson	Speaking	Lecture	Daily and monthly tests

Eleventh	2	Student understanding the lesson	Short story 1	Lecture	Daily and monthly tests
Twelfth	2	Student understanding the lesson	Short story 2	Lecture	Daily and monthly tests
Thirteenth	2	Student understanding the lesson	Writing about different topics	Lecture	Daily and monthly tests
Fourteenth	2	Student understanding the lesson	Academic writing	Lecture	Daily and monthly tests
Fifteen	2	Student understanding of lesson	General Exam	Lecture	Daily and monthly tests

18– Curriculum development plan

2–Aligning learning outcomes with the National Qualifications

Framework:

*Formulating clear and measurable learning outcomes.

*Linking course outcomes to the skills and knowledge required by the labor market.

3– Developing teaching methods and techniques

*Introducing active learning methods (such as problem-based learning, brainstorming, and P2 studies.

*Using modern technology in presenting the material (such as e–

learning, educational videos, simulations.

4– Enhancing students' critical and analytical thinking skills:

19– infrastructure	
Classrooms, laboratories and workshops	Available
Required books and curriculum	Publications on English Language available in college library and the university's central library
Main references (sources)	
Recommended books and references New Headway Plus (Intermediate) , John and Liz Soars, Oxford (Student's Book) New Headway Plus (Intermediate) , John and Liz Soars, Oxford (Workbook) (Scientific journals, reports,.....)	Scientific and Applied Research Projects
Electronic references and websites	English language websites.

Course Description Form

Scientific research methodology	
11. Course Name:	
Scientific research methodology	
12. Course Code:	
NTU 410	
13. Semester / Year:	
Level 4 (Fourth Year) /2024 – 2025	
14. Description Preparation Date:	
1/7/2025	
15. Available Attendance Forms:	
Paper form including name, date of attendance and signature	
16. Number of Credit Hours (Total) / Number of Units (Total)	
30/2	
17. Course Objectives	
Course Objectives	<p>By the end of the course, the student is expected to be able to:</p> <ol style="list-style-type: none"> 1. Explain the concept of scientific research, its objectives, and its importance in solving scientific and applied problems. 2. Distinguish between different types of research and scientific methodologies, and select the appropriate methodology for their research topic. 3. Select and formulate a clear research problem, defining suitable objectives and hypotheses. 4. Search reliable scientific sources and references, and prepare a structured literature review. 5. Design a comprehensive scientific research plan according to sound methodological principles. 6. Select and practically apply the appropriate data collection tool. 7. Analyze data using appropriate statistical methods and analysis software. 8. Discuss results, relate them to objectives and hypotheses, and provide practical, scientific recommendations. 9. Write the scientific research in correct academic style, adhering to research ethics and proper referencing. 10. Prepare a publishable research paper for submission to a peer-reviewed scientific journal and present it formally.
18. Teaching and Learning Strategies	
Strategy	<ol style="list-style-type: none"> 1. Interactive lectures 2. Project-based learning 3. Teamwork

		4. Problem-based learning 5. Practical workshops 6. Presentations and classroom discussions 7. Blended e-learning			
19. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	2	The student should be able to explain the concept, importance, and characteristics of scientific research; distinguish between research and reports; and explain the role of scientific research in sustainable development.	Introduction to Scientific Research: Definition, importance, characteristics of good research, difference between research and reports, role of scientific research in sustainable development.	Interactive lecture + classroom discussion	Classroom participation and discussion
2	2	The student should classify types of scientific research (basic, applied, descriptive, experimental, analytical, case studies) and determine the use of each type.	Types of Research: Basic, applied, descriptive, experimental, analytical, and case studies.	Interactive lecture + practical examples	Daily short oral quiz
3	2	The student should explain how to select a research topic and clearly formulate the research problem, mentioning its key elements.	Choosing a Research Topic and Formulating the Problem: How to choose an appropriate topic, defining and formulating the research problem, components of the research problem.	Practical workshop + group activity	Group activity assessment (choosing a research topic)
4	2	The student should formulate precise research objectives,	Formulating Research Objectives and Hypotheses: Precise	Individual practical application + student	Individual assignment (formulating objectives and hypotheses)

		develop suitable hypotheses, and explain the difference between hypotheses and research questions.	formulation of research objectives, types of research hypotheses, difference between hypotheses and research questions.	discussion	
5	2	The student should search various scientific sources (books, articles, theses) and use reference management tools like Mendeley.	Scientific Sources: Methods for searching scientific sources (books, articles, theses), using digital libraries, searching via Google Scholar, managing references using software like Mendeley.	Training on database searching + research assignment	Assignment for collecting and referencing sources
6	2	The student should analyze previous studies, identify research gaps, and write a structured literature review.	Review of Previous Studies: How to analyze previous studies, identify research gaps, and write a literature review.	Scientific article analysis + classroom discussion	Literature review summarization exercise
7	2	The student should choose the appropriate research methodology and apply different data collection tools according to research needs.	Research Methodologies and Data Collection Tools: Selecting the appropriate research methodology (descriptive, experimental, analytical), data collection tools (questionnaire, interview, observation, experiments).	Practical activity for designing data collection tools	Evaluation of student-prepared data collection tool
8	2	The student should design a comprehensive research plan including objectives, hypotheses,	Designing the Research Plan: Preparing the research plan (introduction, objectives, hypotheses, methodology, tools,	Research plan preparation workshop + feedback session	Preliminary evaluation of the research plan

		methodology, tools, and a timeline.	timeline), writing and formatting it properly.		
9	2	The student should explain the concepts of population and sample, determine the appropriate sampling method, and calculate sample size.	Population and Sampling: Defining population and sample, sampling methods (random, stratified, purposive), calculating sample size and its impact on results.	Lecture + practical application on sampling	Short daily quiz on sampling and population
10	2	The student should use basic statistical analysis methods to present data using SPSS or Excel, with results displayed in tables and charts.	Data Analysis and Results Presentation: Statistical analysis methods, graphical representation, using SPSS and Excel, presenting results in tables and charts.	Practical training using SPSS/Excel	Evaluation of mini data analysis report
11	2	The student should discuss results, relate them to previous studies, and formulate clear and applicable recommendations.	Discussion of Results and Recommendations: How to interpret results, relate them to previous studies, formulate conclusions and practical recommendations	Classroom discussion of real results + group activity	Activity for discussing results and recommendations
12	2	The student should write the scientific research report in standard academic format following its main components.	Scientific Research Writing in Academic Format: Structure of the research paper (title, abstract, introduction, methodology, results, discussion, recommendations, references), research ethics.	Research report writing workshop + review	Preliminary assessment of the written research draft
13	2	The student should prepare a publishable	Scientific Publishing in Peer-Reviewed	Specialized lecture on scientific	Evaluation of a publishable research paper

		research paper, select an appropriate journal, recognize predatory journals, and explain submission steps and dealing with reviewers.	Journals: How to prepare a paper for publication, choosing the appropriate journal (Scopus, Web of Science), identifying predatory journals, submission process, handling reviewers' comments, authorship and intellectual property rights.	publishing + analysis of published papers	
14	2	The student should deliver a clear research presentation, participate in discussing and evaluating peers' presentations, and correct methodological and scientific errors.	Student Research Presentations and Discussions: Students present mini research projects, discuss their methodology and scientific content, correct common errors.	Student presentations + group discussions	Assessment of presentation and research project discussion
15	2	The student should demonstrate understanding of the course content by successfully passing the final exam.	Final Evaluation	Final exam	Final exam + final project evaluation

20. Course Evaluation

(Grade out of 100)


1. Classroom participation and weekly activities: 10%
2. Individual and group assignments: 10%
3. Periodic short quizzes (at least two): 10%
4. Research presentation and discussion: 10%
5. Final written exam: 60%

21. Learning and Teaching Resources

Required textbooks (curricular books, if any)

Main references (sources)

Lectures on the Methodology and Philosophy of Scientific Research,
Professor Dr. Iyad Youssef Al-Hajj Ismail,

	First Edition, 2019.
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Course Description Form International management

1. Course Name:					
International management					
2. Semester / Year:					
Forth / first					
3. Description Preparation Date:					
25/6/2025					
4. Available Attendance Forms:					
Class					
5. Number of Credit Hours (Total) / Number of Units (Total)					
75 hours/ 60					
6. Course administrator's name (mention all, if more than one name)					
Name: Dr. Hiba M.Hussein Email: hiba_mohammed@ntu.edu.iq					
7. Course Objectives					
Course Objectives			See original document for detailed outcomes, teaching, learning, and assessment methods.		
8. Teaching and Learning Strategies					
Strategy		See original document for detailed weekly structure and topics.			
9. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1	٣	Learn about the concept of international management	Introduction to international management: the concept of international management, the roots of international management and its development	Theoretical Lectures	1. Questions and discussion 2. Case analysis 3. Inquiries 4. Exam
2-3	٦	Learn about the nature of businessmen	The nature of international business, the difference between international management and international business, the goals of international management,		
3-4	٦	Learn why international companies exist	The reasons for companies undertaking international business, the factors affecting the emergence and development of international management		
5-6	٦	Identify the roles of managers	The roles of international managers and their skills, the functions of the international manager (planning, organizing, leadership, control), international and multinational business companies: concept, development and characteristics.		
7,8,9	٦	Learn about the role of international companies in	The role of international business companies in the global economy, types of international business		

		the global economy			
10-11	٦	Learn about international growth and globalization	The causes of contemporary international growth, globalization, the concept and manifestations, and its effects on business organizations.		
12,13	٦	Identify the interfaces of globalization	Interfaces of globalization, international business environment: political and legal environment		
14,15	٦	Learn about business environments	International business environment: economic environment, technical environment Cultural dimensions of international management: the concept and elements of culture		

10. Course Evaluation

Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc

11. Learning and Teaching Resources

Required textbooks (curricular books, if any)	Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton
Main references (sources)	Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton
Recommended books and references (scientific journals, reports...)	Management Accounting Authors: Charles T. Horngren, Gary Sundem, William Stratton
Electronic References, Websites	<ul style="list-style-type: none"> • Al-Douri, Zakaria Mutlaq, 2009, "International Business Administration". • Yassin, Saad Ghaleb, 2009, "International Management". • Al-Dabbagh, Jamal, 2007, "International Management (Selected Contemporary Topics from a Business Administration Perspective)". • The World Wide Web (Internet). <p>Recommended References (Scientific Journals, Reports, etc.): https://www.youtube.com/watch?v=0k4vtKZsEw4&list=PLFhJ6Ngiks6Iuuf9DhkKDRaAZcysJDU4x</p>