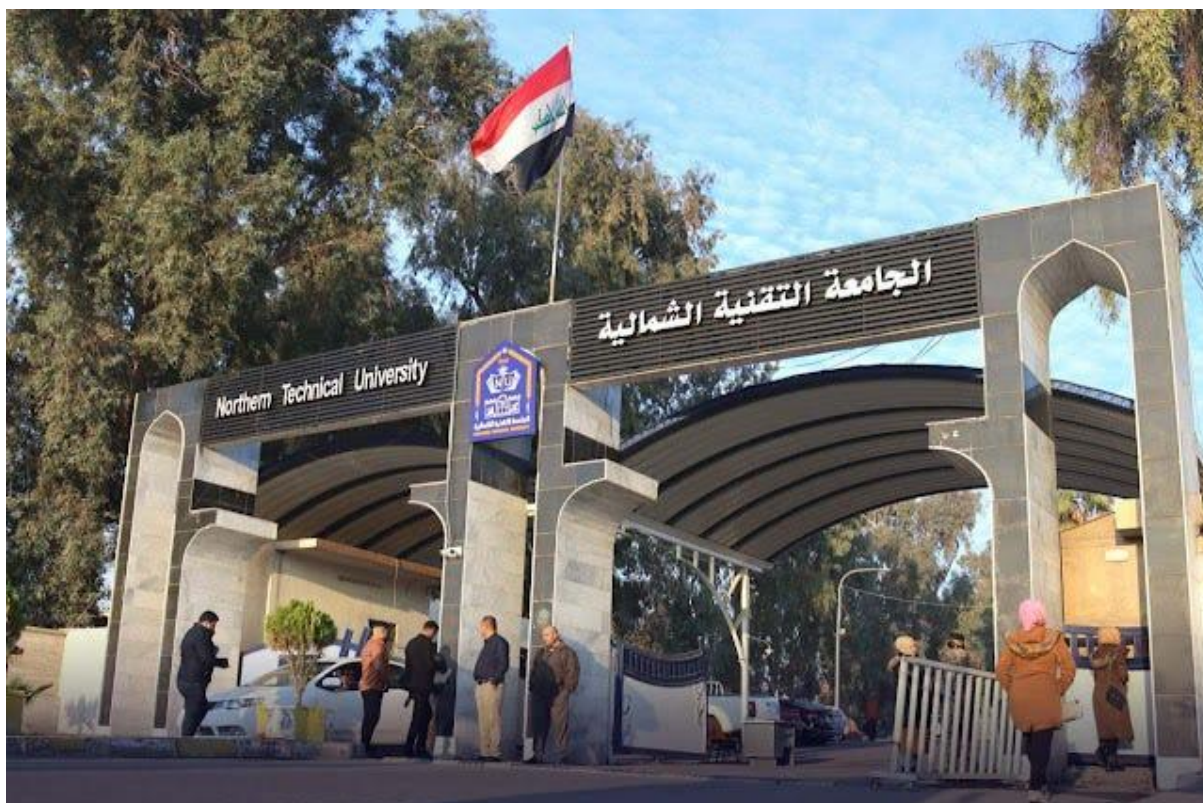# University Northern Technical

الجامعة التقنية الشمالية

First Cycle – Bachelor's degree (B.Tec.) –Business Management Techniques

بكالوريوس تقنيات ادارة الاعمال

Table of Contents جدول المحتويات

1.   Mission & Vision Statement

Vision Statement

The department aspires to achieve leadership and a distinguished scientific position that compete with the optimal departments at the level of Iraq and the Arab world to contribute to community service by qualifying the department's graduates to work in various administrative fields to meet the needs of the labor market.

Mission Statement

- Preparing and qualifying highly qualified graduates scientifically, cognitively and technically in a manner that meets the needs of the labor market and the requirements of sustainable development by adopting scientific programs that are compatible with quality standards and academic accreditation and creating a supportive university structure to improve academic and research performance, and to obtain appropriate opportunities for them at the level of state departments and institutions private sector.

- Forming a generation that is specialized and familiar with all means related to education and employment, and is able to compete in the labor market.

2. Program Specification

Program code:	BMT	ECTS	240
Duration:	4 levels, 8 Semesters	Method of Attendance:	Full Time

Level 1: This foundational year exposes students to the fundamentals of Business Management, suitable for progression to all programs within the Business Management techniques program group. Program-specific core topics are covered, preparing students for more specialized, research-led modules in subsequent years.

Levels 2, 3, and 4: At these levels, students are free to choose the core and elective module credits, with the proviso that a range of modules reflecting the complexity of BMT systems and their applications is selected. This ensures the breadth of knowledge expected of a graduate with a degree in Business management techniques. Students can develop their own interests in areas such as marketing, human Resource, and financial management. Decisions on what to study are made with input from personal tutors.

Research Ethos and Practical Skills: The research ethos is developed and fostered from the start through practical, which are either embedded in lecture modules or taught in dedicated practical modules, research seminars, and tutorials. There is a compulsory project in Level 1 that students must pass to progress into Level 2, and optional projects in Levels 2, 3, and 4. At Level 4, all students carry out an independent research project, which may be a credit-based library or data analysis project, or a field or laboratory-based project.

Academic Tutorials: These are held at Levels 1 and 2 with the same tutor, who is also the personal tutor, providing continuity and progressive guidance. Level 1 and 2 tutorials include a number of workshops to teach skills, such as **Quality and control Management** use and presentation skills, followed by assessed exercises like essays and presentations, offering opportunities to practice these skills in a subject-specific context.

Field Experience and Practical Application: There is a compulsory practical project in Level 1 that students must pass to progress into Level 2, with optional field projects in Levels 2, 3, and 4. At Level 4, all students undertake an independent research project, which can be a credit-based library or data analysis project, or a field or laboratory-based project.

International Years and Industrial Placements: The program also offers opportunities for international years and industrial placements. Individual needs are discussed with the appropriate tutor and accommodated wherever possible.

The Business management techniques graduate is trained to appreciate how research informs teaching, aligning with the University and School Mission statements. This holistic approach ensures that graduates are well-prepared for professional careers and further studies in the Business field.

3.   Program Objectives: using Bloom Theory

- Providing the department's graduates with the necessary scientific and technical skills and knowledge that will help them practice their professional lives at the highest levels.
- Providing study programs that provide high-quality learning opportunities in line with the department's vision and mission in order to familiarize students with recent developments in knowledge, business management, techniques and skills.
- Creation of technical staff specialized in managing administrative activities in the public and private sectors using modern techniques and methods in the fields of (organizational management, human resource management, marketing, project management and evaluation, production, quality, planning and development)
- Develop and develop creative and innovative thinking for students to help them take administrative decisions in a sound scientific manner and building and developing the leadership personality of the students to deal with individuals in the work environment.

1- Knowledge:

Recognize the fundamental principles and theories in Business management, including organizational management, human resource management, marketing, project management and evaluation, production, quality, planning and development

2-Comprehension:

Providing study programs that provide high-quality learning opportunities in line with the department's vision and mission in order to familiarize students with recent developments in knowledge, business management, techniques and skills.

3-Application:

Using of technical applications in the fields of production, marketing, human resources, management accounting, evaluation of production and service projects, strategic management and bank management.

4-Analysis:

Analyze complex Business managment problems, breaking them down into manageable components to design effective solutions.

5-Synthesis:

Create specialized solutions in areas such as organizational management, human resource management, marketing.

6-Evaluation:

Evaluate Business management techniques involves examining various strategies and methods used to enhance efficiency, productivity, and overall organizational success.

7-Communication:

Communicate effectively and collaborate in multidisciplinary teams, presenting information clearly and concisely.

8-Professional and Academic Preparedness:

Prepare for professional careers and advanced studies by demonstrating the necessary skills and knowledge required for roles such as training programs, performance management systems, and workplace culture initiatives.

9-Ethical and Social Responsibility:

Assess the ethical implications and social impacts of business management practices, ensuring responsible and mindful decision-making.

10-Lifelong Learning:

Commit to continuous learning and professional development, staying current with evolving technologies and industry trends.

International and Industrial Exposure:

Engage in international study and industrial placements, gaining practical experience and a global perspective in the field of business management.

4. Student Learning Outcomes

Business management techniques provide clear expectations for what students should know and be able to do upon completing a course or program. These outcomes ensure that students develop the essential skills and knowledge required to succeed in the field of business management. Here are some common SLOs associated with studying business management techniques:

Outcome 1. Understanding of Core Concepts

Students will demonstrate an understanding of fundamental business management theories and concepts, including strategic planning, organizational behavior, and operations management.

Outcome 2. Application of Business Techniques

Students will be able to apply various business management techniques (e.g., Lean, Six Sigma, TQM) in real-world scenarios to enhance organizational efficiency and effectiveness.

Outcome 3. Analytical Skills

Students will develop analytical skills to evaluate business problems, identify opportunities for improvement, and make data-driven decisions.

Outcome 4. Strategic Thinking

Students will demonstrate the ability to think strategically, using tools such as SWOT analysis and competitive analysis to inform decision-making processes.

Outcome 5. Project Management Proficiency

Students will understand project management principles and will be able to apply project management tools and techniques to plan, execute, and evaluate projects effectively.

Outcome 6. Effective Communication

Students will be able to communicate business concepts, strategies, and results clearly and persuasively, both orally and in written formats.

Outcome 7. Team Collaboration

Students will demonstrate the ability to work effectively in teams, applying management techniques to foster collaboration, conflict resolution, and group decision-making.

Outcome 8. Ethical Decision-Making

Students will understand ethical issues in business management and be able to apply ethical reasoning to make responsible business decisions.

Outcome 9. Finance and Budgeting Skills

Students will demonstrate the ability to analyze financial statements, create budgets, and make informed financial decisions aligned with organizational goals.

5. Academic Staff

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6.   Credits, Grading and GPA

Credits

(Northern Technical University) is following the Bologna Process with the European Credit Transfer System (ECTS) credit system. The total degree program number of ECTS is 240, 30 ECTS per semester. 1 ECTS is equivalent to 25 hrs student workload, including structured and unstructured workload.

Grading

Before the evaluation, the results are divided into two subgroups: pass and fail. Therefore, the results are independent of the students who failed a course. The grading system is defined as follows:

GRADING SCHEME مخطط الدرجات				
Group	**Grade**	**التقدير**	**Marks (%)**	**Definition**
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب - قيد المعالجة	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
Note:				

Number Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.

Calculation of the Cumulative Grade Point Average (CGPA)

1. The CGPA is calculated by the summation of each module score multiplied by its ECTS, all are divided by the program total ECTS.

   CGPA of a 4-year B.Sc. degree:

   CGPA = [(1st module score x ECTS) + (2nd module score x ECTS) + ……] / 240

7. Curriculum/Modules

Semester 1 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
TCMM 106	Principles of Accounting	78	72	6.00	B	Nil
BMT 108	Mathematics	78	72	6.00	B	Nil
TCMM 105	Statistics Principles	108	92	8.00	C	Nil
BMT 109	computer Skills	78	72	6.00	S	Nil
NTU 100	Human rights and democracy	32	18	2.00	B	Nil
NTU 101	English Language 1	32	18	2.00	B	Nil

Semester 2 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
NTU 102	Computer 1	62	13	3.00	B	Nil
NTU 103	Arabic Language	32	18	2.00	B	Nil
TCMM 107	Principles of Economic	78	72	6.00	B	Nil
TCMM 104	Principles of Management	78	72	6	B	Nil
BMT 110	Management Reading	93	82	7.00	C	Nil
BMT 111	Financial legislation	77	73	6.00	E	Nil
BMT 112	Managerial economics	77	73	6.00	E	Nil

Semester 3 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
NTU 200	Crimes of Al-Baath Party in Iraq	32	18	2.00	B	Nil
NTU201	english language2	32	18	2.00	B	Nil
BMT 201	Principle of operation management	93	82	7.00	C	Nil
BMT 202	Principle of Human Resources	78	47	5.00	C	Nil
BMT 203	Principle of Markating	93	82	7.00	C	Nil
BMT 204	Principle of Intermediate Accounting	78	72	6.00	C	Nil
BMT 205	Quantitative Methods	17	8	1.00	S	Nil

Semester 4 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
NTU202	computer 2	62	13	3.00	B	Nil
NTU203	Arabic Language 2	32	18	2.00	B	Nil
BMT 206	operation management Advance	93	82	7.00	C	Nil
BMT 207	Human Resources Advance	78	47	5.00	C	Nil
BMT 208	Markating Advance	93	82	7.00	C	Nil
BMT 209	Intermediate Accounting Advance	78	72	6.00	C	Nil
TCMM 212	Summer Training	62	13	3.00	S	Nil

Semester 5 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
BMT 301	Principle of Organization Theory	78	72	6.00	C	Nil
BMT 302	Financial Management principles	93	32	5.00	C	Nil
BMT 303	Costs Accounting principles	93	32	5.00	C	Nil
BMT 304	Reading computer 1(EXCEL basic)	62	38	4.00	S	Nil
BMT 305	Principle of Strategic Management	78	72	6.00	C	Nil
BMT 306	Knowledge Management	62	38	4.00	E	Nil
BMT314	Crisis Management	62	38	4.00	E	Nil

Semester 6 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
BMT 307	Organization Theory Advance	78	72	6.00	C	Nil
BMT 308	Financial Management Advance	93	32	5.00	C	Nil
BMT 309	Costs Accounting Advance	93	32	5.00	C	Nil
BMT 310	Strategic Management Advance	78	72	6.00	C	Nil
TCMM 300	Summer Training					
BMT 311	Reading computer 2(EXCEL Advance)	62	38	4.00	S	Nil
BMT 312	Projects and Evaluation Management	62	38	4.00	E	Nil
BMT 313	Material Management	62	38	4.00	E	Nil

Semester 7 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
BMT 401	principle of Managerial Accounting	78	47	5.00	C	Nil
BMT 402	principle of Banking Management	78	47	5.00	C	Nil
NTU 400	Scientific Research Methodology	62	38	4.00	B	Nil
BMT 404	Quality and control Management	77	73	6.00	C	Nil
BMT 405	statistics analysing uing spss	62	38	4.00	S	Nil
BMT 403	International Management	93	57	6.00	E	Nil

Semester 8 | 30 ECTS | 1 ECTS = 25 hrs

Code	Module	SSWL	USSWL	ECTS	Type	Pre-request
BMT 406	Managerial Accounting advance	78	47	5.00	C	Nil
BMT 407	Banking Management Advance	78	47	5.00	C	Nil
BMT 408	Graduation Project	62	88	6.00	C	Nil
BMT 409	Total Quality Management	77	73	6.00	C	Nil
BMT 410	Reading computer3(Access)	62	38	4.00	S	Nil
BMT 411	Risk Management	47	53	4.00	E	Nil

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