

Course Description Template: Marketing Management

1. Course Name:	
Marketing Management	
2. Course Code:	
WBA-21-03	
3. Semester/Year:	
First Course	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Eng. Ali Aziz Kalkawi Email: ali.aziz.kelkawi@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> Introducing the student to the basic concepts of marketing, its importance and its role in the success of organizations and economic activity. Develop the student's ability to analyze the marketing environment (internal and external) and identify opportunities and threats. Enable the student to understand the behavior of the end consumer, the industrial buyer, and the factors affecting purchasing decisions. Providing students with basic skills in marketing research and marketing information systems. Training the student on how to segment the market, select target markets, and determine the mental position of the product (STP). 	<p style="text-align: center;">Course Objectives</p> <p style="text-align: center;">Tuition</p>

9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> Theoretical lectures supported by presentations and real-life examples. Class discussions and case study analysis of local and international companies. Project learning (preparation of short market reports and research). Use electronic and office resources to expand knowledge. 	Strategy
10. Course Structure	

Required Learning

Week	Hours				
Oral questions	Lecture + Discussion	Chapter One: The Concept and Importance of Marketing Management.	Understand what marketing is, its evolution and its goals.	6	1-2
Classroom Participation	Lecture + Case Analysis	Chapter Two: Marketing Environment.	Analyze the components of the macro and micro marketing environment.	6	3-4
Short Test	Lecture + Workshop	Chapter Three: Marketing Information System and Marketing Research.	Recognize the importance of information in making marketing decisions.	6	5-6
First Test	Lecture + Discussion	Chapter Four: Consumer Behavior and Consumer Markets.	Understand the factors influencing the consumer's purchasing decision.	6	7-8
duty	Lecture + Examples	Chapter Five: Business Markets and Industrial Buyer Behavior.	Distinguish between consumer and industrial markets.	6	9-10
Short Report	Lecture + Practical Training	Chapter Six: Market Segmentation, Targeting, and Positioning (STP).	Apply the market segmentation steps and choose the appropriate segment.	9	11-13
Classroom Participation	Review + Exercises	General review of the course.	Review key concepts and marketing strategies.	3	14
Final exam	Writing / Attendance	Final exam.	A comprehensive assessment of the student's understanding of marketing principles.	3	15

11. Course Evaluation
Distribution score of 100 A. Preparation and class participation: 10 marks B. Short Tests and Assignments: 20 Marks c. First Test (Mid-Semester): 20 marks d. Final Exam: 50 marks Total score = 100 marks

12. Learning and Teaching Resources

<p>"Marketing Management" by Dr. Thamer Al-Bakri 2022.</p> <p>"Principles of Marketing" by Philip Kotler & Gary Armstrong - Considered the number one reference in marketing globally.</p> <p>American Marketing Association (ama.org)</p> <p>Websites and magazines that specialize in marketing such as "Harvard Business Review" and "Marketing Week."</p>	<p>Required Textbooks</p>
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Human Resource Management Course Description Form

1. Course Name:					
Human Resources Management					
2. Course Code:					
WBA-21-01					
3. Semester/Year:					
The first course					
4. Date of preparation of this description:					
1/10/2024					
5. Available Forms of Attendance:					
Physical + electronic (when needed)					
6. Number of Hours (Total) / Number of Units (Total):					
3 Hours / 3 Units					
7. Course Administrator Name					
Name: A.Eng. Dr. Salah Mahdi Abbas Habib Al-Yasari Email: salah.ma@g.uowa.edu.iq					
8. Course Objectives					
✓ The main objective of this course is for the student to have sufficient knowledge and ability in job descriptions and descriptions of the qualifications of the incumbent and what are the other functions related to human resources management in terms of (recruitment, recruitment, training, development, evaluation, control, dismissal... etc.)			Course Objectives		
9. Teaching and Learning Strategies					
✓ Theoretical lectures supported by presentations (Mindomo). ✓ Class discussions and case study analysis. ✓ Project Learning (Reporting and Short Research). ✓ Benefit from electronic and office resources.					Strategy
10. Course Structure					
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture +	Human Resources	The student is	3	1

	Discussion	Management	introduced to the concept and importance of human resource management and its strategic role in achieving the goals of the organization.		
Short Test	Lecture + Participation	Polarization	The student demonstrates strategies and methods for attracting human competencies from internal and external sources.	3	2
Short Report	Lecture + Practical Examples	Check	The student evaluates selection methods, interviews, and tests to select the most suitable employees.	3	3
Long Report	Lecture + Discussion Groups	Function Analysis	The student applies the job analysis steps to determine the tasks, responsibilities, and skills required.	3	4
Short Test	Lecture	Job Description	The student prepares an integrated job description that defines the duties, powers and job requirements.	3	5
duty	Lecture	Training & Development	The student designs training programs that contribute to raising the efficiency of employees and developing their career path	3	6
Share	Lecture + Discussion	Performance Evaluation	The student uses performance appraisal tools and methods to assess employee	3	7

			effectiveness and identify performance gaps.		
Monthly Testing	Final test	Final test	First Test	3	8
duty	Lecture	Stimulation	The student analyzes motivation theories and proposes practical mechanisms for motivating workers.	3	9
Short Report	Lecture	Employee Relations	The student identifies methods of employee relationship management and conflict resolution in the work environment	3	10
Short Test	Lecture	Job Satisfaction	The student measures job satisfaction factors and suggests strategies to promote a positive work environment.	3	11
report	Lecture + Exercise	Working Rotation	The student explains the reasons for the turnover and suggests ways to reduce resignations	3	12
duty	Lecture + Discussion	Employee Retention	The student develops practical strategies to retain talented employees and ensure the stability of the organization.	3	13
Classroom Participation	Review	compensations	The student explains the salary and bonus systems and their role in raising productivity and motivating employees.	3	14
Final exam	Writing / Attendance	Final Exam	Final test	3	15
11. Course Evaluation					
Distribute the score out of 100 according to the tasks assigned to the student, such as					

daily preparation, daily, oral, monthly, and written exams, and reports..... etc

I. Exam (40)

II. -Daily (10)

12. Learning and Teaching Resources

Human Resources Management

By the Author Dr. Muayyad Saeed Al-Salem
and Dr. Adel Harhoush

Required Textbooks

Journals and scientific research related to
supply management

Electronic References, Websites

Sample Course Description Inventory Planning and Control

1.	Course Name	
	Inventory Planning and Control	
2.	Course Sign :	
	WBA-21-07	
3.	Semester/year	
	The first course	
4.	Date of preparation of this description:	
	1/10/2024	
5.	Available attendance forms	
	In-person + online (when needed)	
6.	Number of study hours (total) / number of units (total) :	
	2 hours / 2 units	
7.	Course Admin Name	
	Name: M. M. Wahad Rahim Jihad Email: wihad.raheem@uowa.edu.iq	
8.	Course Objectives	
	Objectives of the course	<ul style="list-style-type: none"> ✓ Providing students with the basics and concepts of stock management ✓ Ensure materials are available on time Qty Quality Cost Appropriate ✓ Improving the flow, handling and preservation of materials within the facility ✓ Balancing demand, retention and depletion costs to maximize efficiency ✓ Supporting purchasing decisions through quantitative and statistical demand forecasting ✓ Build an effective inventory coding and tracking system ✓ Establish control measures that reduce waste and increase operational readiness
9.	TEACHING AND LEARNING STRATEGIES	
Strategy	<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations (Mindomo). ✓ Class discussions and analysis of case studies. 	

- ✓ Project learning (reporting and short research).
- ✓ Take advantage of electronic and library resources.

10. Course Structure

Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	2	Understand the concept, importance, steps and factors and distinguish key terms	Introduction to Storage Management Concept Importance Steps and Factors	Lecture + Discussion	Oral questions
2	2	Identify storage requirements, distinguish between species, and understand relationships within the system	Requirements for inventory management, types and relationships	Lecture + Participation	Quiz
3	2	Classification of application, retention and access costs and estimation of their impact on the operational decision	Storage costs Demand, retention and access	Lecture + practical examples	Short Report
4	2	Apply quantitative methods to estimate demand and build basic expectations	Forecasting the demand for stored materials Quantitative methods	Lecture + discussion groups	Long Report
5	2	Apply statistical methods to estimate demand and verify the accuracy of forecasting	Forecasting the demand for stored materials Statistical methods	Lecture	Quiz
6	2	Preparing a purchase plan for regular consumption and determining the appropriate quantities and timings	Scientific planning for the purchase of material needs in case of regular consumption	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
7	2	Diagnosing phenomena and problems, analyzing causes and	Information on phenomena and problems	Lecture	Quiz

		proposing treatments			
8	2	Exam-i	First Exam	Writing / Attendance	Monthly Quiz
9	2	Measure the achievement of learning outcomes for previous modules and identify areas for improvement	Calculating the economic quantity of the order and deducting the quantity	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
10	2	Diagnosing phenomena and problems, analyzing causes and proposing treatments	Planning for residues and waste of production and storage	Lecture	Short Report
11	2	Choosing appropriate handling methods and applying coding and tracking systems	Handling and coding	Lecture	Quiz
12	2	Identify levels and requirements and build indicators for monitoring and follow-up	Storage control Concept Importance Requirements Levels	Lecture + Exercise	storage
13	2	Building an integrated control system and applying relevant steps and areas	Control of storage components, fields, steps and factors	Lecture + Discussion	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
14	2	Understanding the application of control tools	Storage Control Tools	Follow up	Classroom Participation
15	2	A final test	final examination	Writing / Attendance	Final Examination

11. Course Evaluation

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

Preparation and Class Participation: 10 marks

Attendance: 10 marks

First Month Examination: 15 marks

Second Month Examination: 15 marks

Final Exam :50 marks

Total = 100 marks

12. Learning and Teaching Resources

Required textbooks

Planning and Storage Control – Jassim Nasser Hussein ,Sabah Majeed Al-Najjar , Hamid Khairallah Salman

Electronic references, websites ,.....

Scientific journals and research on supply management

Course Description Template Arabic 2

1. Course Name:	
Arabic Language 2	
2. Course Code:	
WBA-21-09	
3. Semester/Year:	
The first course	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
2 Hours / 2 Units	
7. Course Administrator Name	
الإيميل: salihmajeed@uowa.edu.iq Name: Asst. Prof. Dr. Saleh Majeed Ali	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Developing the student's skill in understanding grammar rules and applying them in reading and writing. ✓ Enhance the ability to analyze the Qur'anic and literary texts (ancient and modern). ✓ Establishing the distinction between right and wrong spelling (humza, dhaad/dha, number). ✓ Providing the learner with the skill of articulation (noun sentence, present participle, subject and subject deputy, nouns). 	Course Objectives
9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> ✓ Theoretical lectures supported by PowerPoint presentations. ✓ Class discussions and case study analysis. ✓ Project Learning (Reporting and Short Research). ✓ Benefit from electronic and office resources. 	Strategy

10. Course Structure					
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture + Discussion	Original Diacritics	Distinguishing between original and subordinate syntax marks and their application	2	1
Short Test	Lecture + Participation	Master the writing of Hamza in its various locations	Writing Hamza	2	2
Short Report	Lecture + Practical Examples	Writing the Dhad and the Dhad	Distinguishing between Dhaad and Dhaa in Writing and Pronunciation	2	3
duty	Lecture	Nominal sentence	Distinguishing between a noun sentence and an actual sentence	2	4
Short Test	Lecture + Training	Missing Verbs	Identifying the missing verbs and their impact on the beginner and the news	2	5
duty	Lecture + Training	Verb-like characters	The student will be able to express the noun sentence that these tools are included in.	2	6
Share	Lecture + Discussion	Exam			7
Short Test	Lecture + Practical Cases	Present tense verb conventions	Distinguishes the present tense verb cases (lift, erect, assertive) and its signs	2	8
Monthly Testing	Writing/Attendance	Subject and Vice-Subject	Identifies the subject or the deputy of the subject in a given text and expresses it correctly	2	9
Short Report	Lecture + Case Study	Names	The student is familiar with the types of installations	2	10

Short Test	Lecture + Practical Training	Writing and Syntax	It distinguishes between the different forms of numbers (1–10, 11–99, 100 and 1,000) and their relationship to the number.	2	11
report	Lecture + Exercise	Qur'anic text in text analysis	Understands the aesthetics of the Qur'anic text from a grammatical and semantic point of view	2	12
duty	Lecture + Discussion	A poetic text from Islamic literature	To be familiar with the characteristics and purposes of Islamic poetry	2	13
Classroom Participation	Review + Exercises	A text from modern contemporary literature	Analyzes the text in a critical style that highlights the idea, language, and style	2	14
Final exam	Writing / Attendance	Final Exam	Final test		15

11. Course Evaluation

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

I. Class Preparation and Participation: 10 marks

II. Short Tests: 10 Marks

III. Reports and Assignments: 10 Marks

IV. Monthly Test: 20 Marks

V. Final Exam: 50

VI. Total = 100 Marks

12. Learning and Teaching Resources

<p>🕒 Spelling and Rules of Arabic Writing – Abd al-Salam Haroun.</p> <p>🕒 In Islamic Literature – A Study of Poetry Anthology</p>	Required Textbooks
Arabic Lessons Collector – Mustafa Ghalayini	Key References
Dictionary of Arabic Grammar – Antoine Al-Dahdah	Recommended books and references

Scientific Journals and Research in Arabic	Electronic References, Websites
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Course Description Form: Computer Administrative Applications

:Course name.1	
Computer administrative applications	
:Course code.2	
WBA-21-05	
:Semester/Year.3	
First course	
:Date of preparation of this description.4	
1/10/2024	
:Available attendance forms.5	
In-person + online (when needed)	
:Number of study hours (total) / Number of units (total).6	
hours / 3 units 3	
Course instructor name.7	
the name: M.M. Fawaz Faeq Salibi	fawaz.fa@uowa.edu.iq
Course objectives.8	
<p>This course aims to achieve the following</p> <p>A. Learn about Microsoft Excel and how to use it.</p> <p>B. Identify the importance of using the program and its applications in the field of business management.</p> <p>C. Learn how to use the program to store the data and calculations the student needs</p>	Course objectives
Teaching and learning strategies.9	
. Introducing the student to the Excel program .1	

.Understand the field of computers as a field of knowledge .2 .Gain some practical skills using the application .3 Developing custom database applications that meet the needs of .4 . organizations					Strategy
Course structure.10					
Evaluation method	Learning method	Name of unit or topic	Required learning outcomes	watches	week
daily	Theoretical and practical lectures	Introduction to Excel Excel definition Excel functions The most important uses of Excel	computer applications	3	1
daily	Theoretical and practical lectures	Run Excel What's new in the program? Excel 2010	computer applications	3	2
daily	Theoretical and practical lectures	The basic elements of which it is composed Excel Parts of the tape	computer applications	3	3
daily	Theoretical and practical lectures	File list Customize the Quick Launch Bar Tools	computer applications	3	4
daily	Theoretical and practical lectures	Working paper Cell range Horizontal range Vertical range Horizontal and vertical range	computer applications	3	5
daily	Theoretical and practical lectures	Create a new workbook Save the work Entering data into an Excel workbook Select cells	computer applications	3	6
exam	exam	Second month exam	computer applications	3	7
a lecture	Theoretical and practical lectures	Insert row Insert column	computer applications	3	8
daily	Theoretical and practical lectures	Adjust row height Modify column width	computer applications	3	9
daily	Theoretical and practical lectures	Freeze row headings Freeze column headings	computer applications	3	10
daily	Theoretical and practical lectures	Hide rows and columns	computer applications	3	11

daily	Theoretical and practical lectures	Copy cell contents Transfer cell contents	computer applications	3	12
daily	Theoretical and practical lectures	Paste options Automatic filling	computer applications	3	13
practical	exam	Second month exam	computer applications	3	14
daily	Theoretical and practical lectures	Research and reasoning Move to a cell	computer applications	3	15

Course Evaluation.11

The grade is distributed out of 100 based on the tasks assigned to the student, such as daily preparation, daily, oral, monthly and written exams, reports, etc

Classroom preparation and participation: 10 marks.1

Practical tests : 10 marks.2

Reports and assignments: 10 marks.3

First monthly test: 10 points.4

Second monthly test : 10 points.5

practical exam : 15 marks.6

Final written exam : 35 marks.7

Total = 100 points

Learning and teaching resources.12

	Required textbooks
EXCEL 2010 Engineer Mohammed Malik Mohammed	Main references
EXCEL 2013 .1 Engineer Ahmed Hassan Khamis Computer and ready-made software .2 Dr. Muhammad Bilal Al-Zoubi and others / Ninth Edition	Recommended supporting books and references
www.cb4a.com	Electronic references, websites

Course Description Form : Crimes of the Ba'ath Party Regime

:Course name.1					
crimes of the Baath Party regime					
:Course code.2					
WBA-22-09					
:Semester/Year.3					
First course					
:Date of preparation of this description.4					
1/10/2024					
:Available attendance forms.5					
In-person + online (when needed)					
:Number of study hours (total) / Number of units (total).6					
hours / 2 units 2					
Course instructor name.7					
Name: M.M Mohammed Daa Mahdi				Email:	
mohammed.dheyaa@uowa.edu.iq					
Course objectives.8					
<ul style="list-style-type: none"> ✓ Student education and acquisition Experience to identify Baath Party crimes ✓ Teaching how to identify crimes committed ✓ Teaching how to address crimes committed against the country's citizens ✓ Teaching how to redress the damage caused by the Ba'ath Party regime 				Course objectives	
Teaching and learning strategies.9					
<ul style="list-style-type: none"> ✓ Providing theoretical lectures supported by presentation and demonstration tools. (Mindomo) . ✓ Include class discussions and analysis of different case studies . ✓ Preparing educational work projects (short reports and research) . ✓ Training on how to deal with violations affecting individuals within the country . ✓ Benefit from the information provided by electronic and library sources . 				Strategy	
Course structure.10					
Evaluation method	Learning method	Name of unit or topic	Required learning outcomes	watch es	week
Oral questions	Lecture + Discussion	The concept of crime and its types	historical development	3	1
Short test	Lecture +	The concept of	Identifying	3	2

	Participation	psychological crimes	psychological crimes		
Short report	Lecture + practical examples	The Baath regime's position on religion	A close look at the Ba'ath regime's position on religion	3	3
duty	Lecture + practical analysis	Environmental crimes of the Baath Party regime	Identify and understand the risks of environmental crimes	3	4
Short test	Lecture + Training	Mass grave crimes	Get a clear picture of mass graves	3	5
duty	Lecture + Discussion	Chronological classification of genocide graves	Identifying the chronological classification of genocide graves	3	6
monthly test	Writing / Attendance	First month exam	First month exam	3	7
sharing	Lecture + Case Studies	The events of 1983 and their relationship to mass graves	View the events of 1983	3	8
duty	Lecture + Participation	Events of the 1991 Shaaban Uprising	To reach a clear vision about the events of the Shaaban uprising	3	9
Short report	Lecture + Case Study	Kurdish mass grave The Failis	Learn about the incident of the Faylee Kurds	3	10
discussion	a lecture	Eliminating opposition religious symbols	Identifying the arbitrary arrests and killings of clerics	3	11
Short test	Lecture + practical training	The Anfal Genocide	A detailed look at the events of the Anfal genocide	3	12
discussion	discussion	panel discussion	Get a summary of the lectures for the course	3	13
Safiya's participation	a test	Daily mug	cone	3	14
final exam	Writing / Attendance	Second month exam	Second month exam	3	15

Course Evaluation.11

The grade is distributed out of 100 based on the tasks assigned to the student, such as daily preparation, daily, oral, monthly and written exams, reports, etc

Classroom preparation and participation: 10 marks	.1
Short tests: 10 marks	.2
Reports and assignments: 10 marks	.3
Monthly test: 20 marks	.4
Final Exam: 5.0 marks	.5
Total = 100 points	.6

Learning and teaching resources.12

Curriculum of the Ministry of Higher Education and Scientific Research	Required textbooks

	Main references
	Recommended supporting books and references
Journals and scientific research on commercial law	Electronic references, websites

Microsoft Word 2010 Course Description Sample

1. Course Name:	
Microsoft Word 2010	
2. Course Code:	
WBA-21-08	
3. Semester/Year:	
The first course	
4. Date of preparation of this description:	
2/9/2024	
5. Available Forms of Attendance:	
Came	
6. Number of Hours (Total) / Number of Units (Total):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Eng. M. Tabarak Halim Nomas Email: tabark.haleem@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Providing students with basic and advanced skills in word processing using Microsoft Word. ✓ Enabling students to create professional documents according to modern formatting standards. ✓ Enhanced ability to manipulate tables, images, and charts within documents. ✓ Develop spelling and grammar checking skills and improve the quality of writing. ✓ Enable students to prepare documents for printing and electronic publishing. 	Course Objectives
9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations. ✓ Practical lecture and application within laboratories. ✓ Promoting the use of technology in teaching. ✓ Small projects and individual reports. ✓ Teamwork and preparation of joint documents. ✓ Self-paced learning using e-resources 	Strategy

10. Course Structure					
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
daily	Theoretical and practical	Run Microsoft Word	Run Microsoft Word		1
daily	Theoretical and practical	Program Home Page Tab	Program Home Page Tab	3	2
daily	Theoretical and practical	Insert Tab	Insert Tab	3	3
daily	Theoretical and practical	Tabing and page layout	Tabing and page layout	3	4
daily	Theoretical and practical	References tab	References tab	3	5
daily	Theoretical and practical	View tab	View tab	3	6
examination	Theoretical and practical	examination	examination	3	7
daily	Theoretical and practical	Artificial Intelligence	Artificial Intelligence	3	8
daily	Theoretical and practical	Internet Basics	Internet Basics	3	9
daily	Theoretical and practical	Internet Explorer	Internet Explorer	3	10
daily	Theoretical and practical	Web Addresses	Web Addresses	3	11
daily	Theoretical and practical	Data Transfer Rate	Data Transfer Rate	3	12
daily	Theoretical and practical	Use of Search Engines	Use of Search Engines	3	13
daily	Theoretical	The Impact of	The Impact of	3	14

	and practical	Computers and the Internet on Our Lives	Computers and the Internet on Our Lives		
examination	Theoretical and practical	examination	examination	3	15
11. Course Evaluation					
Distribute the score out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, and written exams, and reports..... etc I. Class Preparation and Participation: 10 marks II. First Theory Test: 15 III. First Practical Test: 5 IV. Second Theoretical Test: 15 V. Second Practical Test: 5 Marks VI. Final Exam: 50 VII. Total = 100 Marks					
12. Learning and Teaching Resources					
Electronic Computing Center / Al-Mustansiriya University Online Resources			Required Textbooks		

Course Description Form Intermediate Accounting 1

1. Course Name:	
Intermediate Accounting 1	
2. Course Code:	
WBA-21-06	
3. Semester/Year:	
The first course	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Eng. Ayat Saleh Hussein Ali Email: ayat.saleh@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Providing the student with an in-depth understanding of accounting concepts and principles and applying them in the processing of financial operations. ✓ Enable the student to prepare the basic financial statements in accordance with accounting standards. ✓ Develop the ability to analyze and present accounting information to be used in administrative and financial decision-making. ✓ Introduce the student to the treatment of advanced accounting problems such as fixed assets, inventory, and revenue. ✓ Enhancing the student's skills in using modern accounting methods in accordance with the business environment. 	<p style="text-align: center;">Course Objectives</p>

✓ Preparing the student for the advanced stage of accounting studies and linking the theoretical aspect with the practical application						
9. Teaching and Learning Strategies						
✓ Interactive lectures to explain the basic concepts. ✓ Solving classroom exercises to enhance the practical aspect. ✓ Group discussions to develop critical thinking. ✓ Individual and group duties to strengthen application skills. ✓ Use modern educational aids such as demonstrations					Strategy	
10. Course Structure						
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours		Week
Oral questions	Lecture + Discussion	Conceptual Framework for Financial Accounting	Learn about the concept	3		1
Short Test	Lecture + Participation	Basic Objectives and Basic Concepts of Financial Accounting	Knowing the goals and tasks	3		2
Short Report	Lecture + Discussion	Basic Characteristics and Reinforcement Properties as well as Essential Elements	Clarification of characteristics	3	3	
duty	Lecture	Accounting Assumptions and Principles	Understanding Assumptions and Principles	3	4	
Short Test	Lecture + Question	Monetary Settlements	Recognize cash settlements	3	5	
duty	Lecture + Practical Examples	Adjustment Entries Counter for Expenses (Prepaid and Paid)	Practically clarifying prepaid expenses	3	6	
Share	Lecture + Practical	Setting up adjustment	Clarification of Revenue Accrued in	3	7	

	Examples	entries for (accrued) revenue	Practice		
duty	Lecture + Practical Cases	Setting up adjustment entries for revenue received in advance	Practical clarification of revenue received in advance	3	8
examination	Attendance exam	First Month Exam	Exam	3	9
duty	Lecture + Case Study	Final Accounts	Clarification of the final accounts	3	10
Short Test	Lecture + Exercise	Trading Account	Clarification of the trading account	3	11
duty	Lecture + Exercise	Profit & Loss Account	Profit and Loss Account Clarification	3	12
duty	Lecture + Exercise	Balance sheet preparation	Absorbing the preparation of the balance sheet	3	13
Second Month Exam	Came	Second Month Exam	Second Month Test	3	14
Final exam	Writing / Attendance	Final Exam	Final test	3	15

11. Course Evaluation

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

I. Class preparation and participation: 5 marks

II. Short Tests: 10 Marks

III. Reports and Assignments: 10 Marks

IV. Monthly Test: 30

V. Final Exam: 50

VI. Total = 100 Marks

12. Learning and Teaching Resources

Prof. Dr. Talal Mohamed Ali Al-Jijawi (Intermediate Financial Accounting)	Required Textbooks
Prof. Dr. Talal Mohamed Ali Al-Jijawi (Intermediate Financial Accounting)	Key references
Intermediate Financial Accounting: Radwan Mohammed Al-Anati, Intermediate Accounting: Munir Shaker Mohamed	Recommended books and references
Journals and scientific research on intermediate accounting	Electronic References, Websites

Sample Course Description Organization Theory

1. Course Name	
Structured Theory	
2. Course Sign :	
WBA-21-02	
3. Semester/year	
First Course_2024	
4. Date of preparation of this description:	
1/10/2024	
5. Available attendance forms	
In-person + electronic (when needed, for example, giving tests)	
6. Number of study hours (total) / number of units (total) :	
3 hours / 3 units	
7. Course Admin Name	
Name: Ast Prof. Dr. Dheyaa Falih Bannay Email: diaa.alwan@uowa.edu.iq	
8. Course Objectives	
Objectives of the course	<ul style="list-style-type: none"> • Learn about the history of administrative organizations and their classifications • Management Theories • Types of organizational structures, internal and external organizational environment, measuring organizational effectiveness and efficiency.
9. TEACHING AND LEARNING STRATEGIES	
الاستراتيجية	<p>1. Strategies based on the case study:</p> <p>Choosing real cases of well-known companies (their success or failure) and applying theories (organizational structure, culture, power, change) to realistic situations, which develops critical analysis and problem-solving skills.</p> <p>2. Project-based learning strategy :</p> <p>Assigning students (individually or in groups) a project to analyze a real organization (local or global) by:</p> <ul style="list-style-type: none"> - Internal and external environment analysis (SWOT or pestel analysis). - Studying its organizational structure and evaluating its suitability for its strategy. - Analyze its organizational culture and workforce. - Provide recommendations for development or solving specific problems.

10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	3	Understand what we mean by organization .	The concept of the organization and how to study it	Lecture + Discussion	Direct oral questions
2	3	Familiarize yourself with popular management theories such as X-Y-Z	Traditional Theories	Lecture + Participation	Quiz
3	3	Studying the organization through employees .	Behavioral approach	Lecture + Panel Discussion	Short Report
4	3	Understand cognitive development from traditional theories	Contemporary Theories in	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
5	3	Answering a central question: Why are there organizations?	The organization's goals	Lecture + Case Study	You are on my side, aren't you?
6	3		exam-Month 1		
7	3	Understand the environment in which organizations operate	Organizational environment	Lecture + Discussion	Share
8	3	Types of Organizational Structure and Characteristics	Organizational Structure	Lecture + review of different organizations	Pop quiz
9	3	How the parts of the organization work through communication	Regulatory communication	Lecture + Analysis of Administrative Books	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
10	3	Understanding the idea of leadership within the organization and the impact of the leader's thought on	Leadership	Lecture	Short Report

		performance			
11	3	Understanding the decision-making mechanism from routine decisions to critical decisions	Decision Making	محاضرة + تدريب عملي	Quiz
12	3	Understand how habits, symbols and organizational culture are formed	Organizational culture	Lecture	storage
13	3		Exam 2		
14	3	Conflict occurs within organizations , how is that conflict managed?	Conflict Management	Lecture + Panel Discussion	Pop quiz.
15	3	Change is an imperative in order to continue in the market .	Organizational change	Lecture + Practical Examples	Report

11. Course Evaluation

Score distribution from 50:

- First Exam
- Paper II
- Attendance 2 marks
- 5 shades
- Activity 3

12. Learning and Teaching Resources

Required textbooks	Organization Theory and Organizational Behavior, Munqith Muhammad Dagher , Adel Harhoush Saleh , 1st Edition , 2002
references	Organization Theory and Design - Richard L. Daft
References and supporting books	Organization Theory and Organizational Behavior, Saad Ali Al-Enazi , 1st Edition , 2016 , Al-Yazouri Scientific House, Jordan – Amman .
Electronic references, websites ,.....	The website of Iraqi academic journals – topics of the theory of the organization.

Sample Course Description Supply Management

1. Course Name					
Supply Management					
2. Course Sign :					
WBA-22-05					
3. Semester/year					
Second Course					
4. Date of preparation of this description:					
1/10/2024					
5. Available attendance forms					
In-person + online (when needed)					
6. Number of study hours (total) / number of units (total) :					
2 hours / 2 units					
7. Course Admin Name					
Name: M. M. Wahad Rahim Jihad Email: wihad.raheem@uowa.edu.iq					
8. Course Objectives					
Objectives of the course				<ul style="list-style-type: none"> ✓ Provides students with sufficient knowledge to choose sources ✓ Supplying and equipping their companies and managing them or choosing their suppliers 	
9. TEACHING AND LEARNING STRATEGIES					
Strategy		<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations (Mindomo). ✓ Class discussions and analysis of case studies. ✓ Project learning (reporting and short research). ✓ Take advantage of electronic and library resources. 			
10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	2	Concept Definition and Characteristics	Historical overview of the development of the processing chain	Lecture + Discussion	Oral questions
2	2	Understanding the Mass Flow of Materials	1. Supply Chain Concept	Lecture + Participation	Quiz
3	2	Distinguish between supply chain and supply chain	Supply Chain Concept	Lecture + practical examples	Short Report

		management			
4	2	Identifies fit-out chain management strategies	Supply Chain Management Strategies	Lecture + discussion groups	Long Report
5	2	Understands the core activities of supply chain management	Core Activities for Supply Chain Management	Lecture	Quiz
6	2	Familiarizes the activities with basic concepts in logistics management	Basic concepts in logistics supply management	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
7	2	Understands the concept of supplies	The concept of supplies	Lecture + Discussion	Share
8	2	Understands the concept of logistics supply management	Logistics Management Concept	Lecture + Practical Cases	Monthly Quiz
9	2	Recognizes logistics supply management strategies	Logistics Supply Management Strategies	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
10	2	Understands the core activities of logistics management	Core Logistics Management Activities	Lecture	Short Report
11	2	Differentiates between supply chain and supply management	Difference between Supply Chain and Supply Management	Lecture	Quiz
12	2	Understands the concept of customer satisfaction	Customer Satisfaction Concept	Lecture + Exercise	storage
13	2	Distinguishes the stages of achieving customer satisfaction	Stages of achieving customer satisfaction	Lecture + Discussion	school work, ought, duty, onus, must, task, trust, imperative,

					obligation, office
14	2	Full review	MIS Concept	Follow up	Classroom Participation
15	2	A final test	final examination	Writing / Attendance	Final Examination

11. Course Evaluation

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

Preparation and Class Participation: 10 marks

Attendance: 10 marks

First Month Examination: 15 marks

Second Month Examination: 15 marks

Final Exam :50 marks

Total = 100 marks

12. Learning and Teaching Resources

Required textbooks	Supply Department – Ghassan Qassim Dawood Al-Lami
Electronic references, websites ,.....	Scientific journals and research on supply management

E-Commerce Course Description Form

1. Course Name:	
E-commerce	
2. Course Code:	
WBA-22-04	
3. Semester/Year:	
Second Session	
4. Date of preparation of this description:	
2/2/2025	
5. Available Forms of Attendance:	
Came	
6. Number of Hours (Total) / Number of Units (Total):	
2 Hours / 2 Units	
7. Course Administrator Name	
Name: Eng. M. Tabarak Halim Nomas Email: tabark.haleem@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Understand e-commerce concepts and their importance in the digital economy. ✓ Analyze different e-business models and identify their advantages and disadvantages. ✓ Learn about digital marketing strategies and use online advertising tools. ✓ Explain the mechanisms of electronic payment and the importance of security in e-commerce. ✓ Understand the legal and ethical aspects related to e-commerce. ✓ Apply digital tools and platforms to create a simple online store. 	Course Objectives
9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations. ✓ Class discussions and case study analysis. ✓ Project Learning (Reporting and Short Research). ✓ Develop a comprehensive understanding of the foundations of e-commerce. ✓ Analyze the current trends in the electronic market. 	Strategy
10. Course Structure	

Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Short Test	Interactive Lecture	Introduction to e-commerce	Definition of e-commerce and historical introduction about us	2	1
Analytical Report	Classroom Discussions	Benefits of e-commerce	Clarifying the apparent benefits of e-commerce on computer organizations	2	2
Written test	Short Test	Barriers to e-commerce	Clarifying the Determinants of E-Commerce on Computer Organizations	2	3
Working Paper	Group Discussion	Electronic Markets	Electronic Marketplace Function	2	4
Practical test	Presentation s	Types of Electronic Markets	Types of Stores and Warehouses	2	5
Practical test	test	Electronic Consumer Behavior	Consumer Behavior Model on Networks	2	6
Classroom Discussions	Interactive Lecture	Purchase Decision Making Processes	Public Purchase Decision Form	2	7
Practical test	Presentation s	E-commerce Marketing	The importance of marketing in e-commerce	2	8
Practical test	test	Electronic Supply Chain	Definition of Electronic Supply Chain	2	9
Presentation	Interactive Lecture	Electronic Supply Chain Management	Definition of Electronic Supply Chain Management and its Types	2	10
Short Test	Interactive Lecture	E-Auctions	Entrance to the world of auctions	2	11
Short Test	Interactive Lecture	Benefits and Determinants of Electronic Auctions	Clarifying the benefits and determinants of	2	12

			electronic auctions		
Group Discussions	Classroom Discussions	Electronic Payment Systems	Introduction to Electronic Payment Systems	2	13
Reports	Classroom Discussions	E-Cards & Smart Cards	Clarification of e-cards and smart cards	2	14
test	Classroom Discussions	Electronic Company	The concept of the electronic company	2	15

11. Course Evaluation

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

I. Class Preparation and Participation: 10 marks

II. First Monthly Test: 20

III. Second Monthly Exam: 20 Marks

IV. Final Exam: 50

V. Total = 100 Marks

12. Learning and Teaching Resources

E-commerce / Dr. Mohammed Noor Saleh Al-Jadaya / Dr. Sanaa Jawdat Khalaf	Required Textbooks
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نموذج وصف المقرر الدراسي اللغة الانكليزية

1.أسم المقرر:					
اللغة الإنكليزية					
2.رمز المقرر:					
WBA-22-08					
3.الفصل / السنة:					
الكورس الأول/ المرحلة الثانية					
4.تاريخ أعداد هذا الوصف:					
1/10/2024					
5.أشكال الحضور المتاحة:					
حضورى + إلكتروني					
6.عدد الساعات الدراسية (الكلي) / عدد الوحدات (الكلي) :					
2 ساعات / 2 وحدات					
7.أسم مسؤول المقرر الدراسي					
الاسم: م.م ميادة عزيز عبيد					
الإيميل : mayyadah.azeez@uowa.edu.iq					
8.أهداف المقرر					
✓ تنمية قدرات الطلبة على المحادثة باللغة الإنكليزية وكسر حاجز الخوف.	أهداف المقرر الدراسي				
✓ إثراء حصيلة المفردات وتمكينهم من استخدامها في مواقف الحياة اليومية.					
✓ إكسابهم القدرة على فهم القواعد النحوية واستخدام الأزمنة بشكل صحيح.					
✓ تطوير مهارات القراءة والاستماع والتحليل اللغوي من خلال نصوص واقعية.					
✓ تدريب الطلبة على كتابة جمل ونصوص قصيرة وصياغة الحوارات.					
✓ تأهيل الطالب لاستخدام اللغة الإنكليزية أكاديميًا ومهنيًا					
استراتيجيات التعليم والتعلم					
✓ محاضرات نظرية مدعومة بالتدريبات العملية.	الاستراتيجية				
✓ مناقشات صفية وحوارات جماعية.					
✓ قراءة نصوص قصيرة وتحليلها لغويًا.					
✓ تدريبات على الاستماع والمحادثة من خلال حوارات وأغانٍ هادفة.					
✓ واجبات بيتية وأنشطة تفاعلية					
10.بنية المقرر					
الاسوع	الساعات	مخرجات التعلم المطلوبة	اسم الوحدة او الموضوع	طريقة التعلم	طريقة التقييم
1	2	التعارف وكسر حاجز اللغة	Getting to Know You	محاضرة + تدريبات	اختبار يومي + تقييم
2	2	التحدث عن أنماط الحياة	The Way We Live	محاضرة + نقاش	اختبار يومي + تقييم
3	2	التعامل مع مواقف خاطئة	It All Went Wrong	محاضرة + تدريبات	اختبار يومي + تقييم
4	2	التسوق والمفردات المرتبطة	Let's Go Shopping	محاضرة + محادثة	اختبار يومي + تقييم
5	2	التعبير عن الرغبات والخيارات	What Do You Want to Do	محاضرة + حوار	اختبار يومي + تقييم
6	2	التحدث عن الشهرة والمشاهير	Fame	محاضرة + نقاش	اختبار يومي + تقييم
7	2	الامتحان الأول	EXAM 1	كتابي	امتحان
8	2	التعرف على العالم من حولنا	It's a Wonderful World	محاضرة + تدريبات	اختبار يومي + تقييم
9	2	تطوير مفردات السعادة	Get Happy	محاضرة + نقاش	اختبار يومي + تقييم

اختبار يومي + تقييم	محاضرة + قراءة جماعية	Get Happy – Reading & Vocabulary	قراءة ومفردات إضافية	2	10
اختبار يومي + تقييم	محاضرة + نقاش	Telling Tales – Reading & Speaking	السرود والقصص	2	11
اختبار	كتابي	Quiz Test for Assessment	Quiz تقويمي	2	12
اختبار يومي + تقييم	محاضرة + تدريبات	Everyday English – Giving Opinion	التعبير عن الرأي	2	13
تقييم يومي	مراجعة	مراجعة + تدريبات	مراجعة شاملة	2	14
امتحان نهائي	كتابي	EXAM 2	الامتحان النهائي	2	15

11. تقييم المقرر

توزيع الدرجة من 100 على وفق المهام المكلف بها الطالب مثل التحضير اليومي والامتحانات اليومية والشفوية والشهرية والتحريرية والتقارير..... الخ

1. التحضير والمشاركة الصفية: 10 درجات
2. الاختبارات القصيرة: 10 درجة
3. التقارير والواجبات: 10 درجة
4. الاختبار الشهري: 20 درجة
5. الامتحان النهائي: 50 درجة
6. **المجموع = 100 درجة**

12. مصادر التعلم والتدريس

Headway Intermediate Plus – New Edition	الكتب المقررة المطلوبة
قصص قصيرة باللغة الإنكليزية (graded readers). مصادر صوتية (Audio CDs, YouTube channels for English learning).	المراجع الرئيسية
www.bbc.co.uk/learningenglish www.cambridgeenglish.org www.englishpage.com	الكتب والمراجع الساندة التي يوصى بها
المجلات والبحوث العلمية الخاصة باللغة الإنكليزية	المراجع الالكترونية، مواقع الانترنت

Course Description Template: Marketing Research

1. Course Name:	
WBA-22-01	
2. Course Code:	
Determined by the Scientific Department	
3. Semester/Year:	
Second Session	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
2 Hours / 2 Units	
7. Course Administrator Name	
Name: Eng. Ali Aziz Kalkawi Email: ali.aziz.kelkawi@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> • Enable the student to understand and design marketing mix strategies (product, price, distribution, promotion). • Providing students with the ability to analyze the product lifecycle, develop new products, and manage brands. • Develop the student's knowledge of the different pricing goals and strategies and their impact on profitability and competition. • Introducing the student to distribution channels and their importance in delivering value to customers. • Training the student on how to build an integrated promotional strategy (advertising, personal selling, public relations, sales promotion). • Introducing the student to the basics of e-marketing and its role in modern marketing. 	<p>Course Objectives</p> <p>Tuition</p>
9. Teaching and Learning Strategies	

<ul style="list-style-type: none"> Theoretical lectures that focus on the applied aspect of the marketing mix. Analyze practical case studies of successful and failed marketing strategies. Project learning (preparing a simplified marketing plan for a product or service). Practical workshops and brainstorming sessions. 	Strategy
10. Course Structure	

Required Learning

Week	Hours					
			</			

11. Course Evaluation
Distribution score of 100 A. Preparation and class participation: 10 marks B. Short Tests and Assignments: 20 Marks c. First Test (Mid-Semester): 20 marks d. Final Exam: 50 marks Total score = 100 marks
12. Learning and Teaching Resources

<p>"Marketing Management" by Dr. Thamer Al-Bakri 2022.</p> <p>"Principles of Marketing" by Philip Kotler & Gary Armstrong - Considered the number one reference in marketing globally.</p> <p>American Marketing Association (ama.org)</p> <p>Websites and magazines that specialize in marketing such as "Harvard Business Review" and "Marketing Week."</p>	<p>Required Textbooks</p>
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Course Description Form: Computer Administrative Applications

:Course name.1	
Computer administrative applications	
:Course code.2	
WBA-22-07	
:Semester/Year.3	
Second course	
:Date of preparation of this description.4	
1/10/2024	
:Available attendance forms.5	
In-person + online (when needed)	
:Number of study hours (total) / Number of units (total).6	
hours / 3 units 3	
Course instructor name.7	
the name: M.M. Fawaz Faeq Salibi	fawaz.fa@uowa.edu.iq
Course objectives.8	
<p>This course aims to achieve the following</p> <p>A. Learn about Microsoft Excel and how to use it.</p> <p>B. Identify the importance of using the program and its applications in the field of business management.</p> <p>C. Learn how to use the program to store the data and calculations the student needs</p>	<p style="color: red; font-weight: bold;">Course objectives</p>
Teaching and learning strategies.9	
. Introducing the student to the Excel program .1	

.Understand the field of computers as a field of knowledge .2 .Gain some practical skills using the application .3 Developing custom database applications that meet the needs of .4 . organizations					Strategy
Course structure.10					
Evaluation method	Learning method	Name of unit or topic	Required learning outcomes	watches	week
daily	Theoretical and practical lectures	Insert a new worksheet Delete a worksheet Copy or move a worksheet	computer applications	3	1
daily	Theoretical and practical lectures	Change the name of a worksheet Hide worksheet Coloring worksheet names	computer applications	3	2
daily	Theoretical and practical lectures	Formulas and functions Addition function Modify the function rate function	computer applications	3	3
daily	Theoretical and practical lectures	MAX function Minimum value function MIN Number calculation function	computer applications	3	4
daily	Theoretical and practical lectures	relative reference absolute reference	computer applications	3	5
daily	Theoretical and practical lectures	Conditional IF function	computer applications	3	6
exam	exam	First month exam	computer applications	3	7
a lecture	Theoretical and practical lectures	Conditional number counting function	computer applications	3	8
daily	Theoretical and practical lectures	Logical functions NOT,OR,AND	computer applications	3	9
daily	Theoretical and practical lectures	Text formatting Align data in cells	computer applications	3	10
daily	Theoretical and practical lectures	Insert image Image adjustment Image styles Insert an image from the Internet	computer applications	3	11

daily	Theoretical and practical lectures	Insert shapes Include structural plans Insert table Insert clip	computer applications	3	12
daily	Theoretical and practical lectures	Insert a text box Insert header and footer Insert technical texts	computer applications	3	13
practical	exam	Second month exam	computer applications	3	14
daily	Theoretical and practical lectures	Insert equation Insert code Page setup Police coordination	computer applications	3	15

Course Evaluation.11

The grade is distributed out of 100 based on the tasks assigned to the student, such as daily preparation, daily, oral, monthly and written exams, reports, etc

Classroom preparation and participation: 10 marks.1

Practical tests : 10 marks.2

Reports and assignments: 10 marks.3

First monthly test: 10 points.4

Second monthly test : 10 points.5

practical exam : 15 marks.6

Final written exam : 35 marks.7

Total = 100 points

Learning and teaching resources.12

	Required textbooks
EXCEL 2010 Engineer Mohammed Malik Mohammed	Main references
EXCEL 2013 .1 Engineer Ahmed Hassan Khamis Computer and ready-made software .2 Dr. Muhammad Bilal Al-Zoubi and others / Ninth Edition	Recommended supporting books and references

www.cb4a.com	Electronic references, websites
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Course Description Template Intellectual Capital Description

1. Course Name:	
Description of intellectual capital	
2. Course Code:	
WBA-22-02	
3. Semester/Year:	
Second Session	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
2 Hours / 2 Units	
7. Course Administrator Name	
Name: A.M.Dr. Salah Mahdi Abbas Habib Al-Yasari Email: salah.ma@g.uowa.edu.iq	
8. Course Objectives	
<p>Increase technical expertise and practical knowledge.</p> <p>Human capital is represented in specialized knowledge that is preserved in the mind of the distinguished human element, which is not owned by the organization, but is related to the individual personally. It represents intellectual assets and knowledge, which are independent of the individual's personality and owned by the organization, that is, that the organization has obtained from its human element, and has become part of the organization's property, which ultimately</p>	<p style="color: red;">Course Objectives</p>

contributes to the continuous development of the organization's performance and maximizes its competitiveness.					
9. Teaching and Learning Strategies					
✓ Theoretical lectures supported by presentations (Mindomo). ✓ Class discussions and case study analysis. ✓ Project Learning (Reporting and Short Research). ✓ Benefit from electronic and office resources.					Strategy
10. Course Structure					
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture + Discussion	The New Role of Human Resource Management in Light of Contemporary Business Challenges / A Conceptual Approach to Intellectual Capital Management	The student explains the role of human resource management in facing the challenges of the modern environment and connects it to the concept of intellectual capital.	3	1
Short Test	Lecture + Participation	An Analytical Approach to Intellectual Capital	The student analyzes the components of intellectual capital using modern analytical tools and methods.	3	2
Short Report	Lecture + Practical Examples	The Importance of Intellectual Capital	The student evaluates the role of intellectual capital in enhancing the competitiveness of institutions.	3	3
Long Report	Lecture + Discussion Groups	Dimensions of Intellectual Capital	The student identifies the main dimensions (human, structural, relational) and explains the role of each of them in the	3	4

			success of the organization.		
Short Test	Lecture	E-Learning	The student demonstrates the importance of e-learning as a tool for developing intellectual capital and enhancing institutional knowledge	3	5
duty	Lecture	Motivating factors for knowledge makers	The student analyzes the motivating factors of individuals involved in the industry and transfer of knowledge.	3	6
Share	Lecture + Discussion	Philosophical Description of Knowledge Makers	The student explains the philosophical dimension of knowledge makers and their role in innovation and institutional creativity	3	7
Monthly Testing		First Exam	First Exam	3	8
duty	Lecture	Investing in Social Capital	The student assesses the importance of investing in relationships and social networks as a supporting component of intellectual capital	3	9
Short Report	Lecture	The Behavioral Approach to Intellectual Capital	The student explains the organizational behaviors that support the development and maintenance of intellectual capital.	3	10
Short Test	Lecture	Intellectual Capital Risk Management	The student applies strategies to manage the risks associated with intellectual	3	11

			capital and reduce threats to institutional knowledge		
report	Lecture + Exercise	Integration between intellectual and human capital	The student explains the relationship between intellectual and human capital and their role in enhancing institutional performance	3	12
duty	Lecture + Discussion	Measurement and Evaluation of Intellectual Capital	The student uses tools and methods to evaluate and measure intellectual capital within the organization.	3	13
Classroom Participation	Review	Future Strategies for Intellectual Capital Management	The student proposes long-term strategies for the development and sustainability of intellectual capital.	3	14
Final exam	Writing / Attendance	Final Exam	Final test	2	15

11. Course Evaluation

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

Monthly exam number 2 for a total of 30 marks

Participations, daily exams, and 20-grade activities

12. Learning and Teaching Resources

University theses and dissertations. Scientific journals and websites.	Required Textbooks
Journals and scientific research related to supply management	Electronic References, Websites

Course Description Form – Organizational Behavior

1. Course Name	
Organizational Behaviour	
2. Course Sign :	
WBA-22-03	
3. Semester/year	
Second Course_2024	
4. Date of preparation of this description:	
1/10/2024	
5. Available attendance forms	
In-person + electronic (when needed, for example, giving tests)	
6. Number of study hours (total) / number of units (total) :	
3 hours / 3 units	
7. Course Admin Name	
Name: Ast .Prof.Dr. Dheyaa Falih Bannay Email: diaa.alwan@uowa.edu.iq	
8. Course Objectives	
Objectives of the course	<ol style="list-style-type: none"> 1. Studying human behaviors in general and the behaviors of workers within the organization . 2. Recognize the values, trends and perceptions of different workers. 3. Learn how to encourage good behaviors and try to get rid of or manage negative behaviors. 4. Give a complete picture of how managers deal with the various behaviors of employees.
9. TEACHING AND LEARNING STRATEGIES	
STRATEGIES for	<p>These strategies help the student assimilate the material personally and turn it into applicable skills in his professional and personal life.</p> <p>1. Self-reflection and personal connection</p> <p>After studying any theory (e.g. personality patterns, expectancy theory, goal setting theory), ask yourself:</p> <ul style="list-style-type: none"> • How does this theory apply to you? What is your personality style? What motivates you? • How do you interpret the behaviors of your co-workers or boss/university based on what

	<p>you have learned?</p> <p>2- Observing behavior in the surrounding environment Choose a place (workplace, university, coffee shop) and sit for a while as a “ neutral observer”.</p> <ul style="list-style-type: none"> • Patterns of communication between people. • Leadership behaviors and dependencies. • Presence or absence of motivation. • How disputes are resolved.
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10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	3	Learn and understand different types of human behavior.	Introduction to Organisational Behaviour	Lecture + Discussion	Direct oral questions
2	3	Understand employees' personality characteristics, traits and habits	economy	Lecture + Participation	Quiz
3	3	How employees' attitudes and values affect performance	Trends and Values	Lecture + Panel Discussion	Short Report
4	3	How is the perception of workers formed? What are the factors that affect cognition?	PERCEPTION	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
5	3	Examine extensively the theory of learning in order to benefit managers in the education of employees .	Education and Behavioral Awareness	Lecture + Case Study	You are on my side, aren't you?
6	3		Ex- Month 1		
7	3	What motive? What are the different motivations of workers? How	Motivation	Lecture + Discussion	Share

		Managers Benefit from Understanding Workers' Motivations			
8	3	What do we mean by groups? How are groups formed within an organization? Types of Groups	societies	Lecture + review of different organizations	Pop quiz
9	3	How to engage in the decision-making process	Decision Making	Lecture + Analysis of Administrative Books	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
10	3	Forming an image of students how to build an organizational culture.	Organizational Culture	Lecture	Short Report
11	3	Understand that conflict occurs within the organization , how is that conflict managed by managers? Types of conflict	Conflict Management	Lecture	Quiz
12	3	How does the commitment happen? What is the benefit of the commitment of workers to the efficiency of the organization?	Organizational commitment	Lecture	storage
13	3		Ex2		
14	3	Knowing the psychological and professional pressures that workers are exposed to	Work under pressure	Lecture + Panel Discussion	Pop quiz.
15	3	What is the concept of task forces? How are teams formed?	Teams	Lecture + Practical Examples	storage
11. Course Evaluation					

Score distribution from 50:

- First Exam
- Paper II
- Attendance 2 marks
- 5 shades
- Activity 3

12. Learning and Teaching Resources

Required textbooks	Organization Theory and Organizational Behavior, Munqith Muhammad Dagher , Adel Harhoush Saleh , 1st Edition , 2002
references	"Organizational Behavior" by Stephen P. Robbins and Timothy A. Judge.
Support references	Organization Theory and Organizational Behavior, Saad Ali Al-Enazi , 1st Edition , 2016 , Al-Yazouri Scientific House, Jordan – Amman .
Electronic references, websites ,.....	The website of Iraqi academic journals – topics of the organization's behavior.

Commercial Law Course Description Template

1. Course Name:					
Commercial Law					
2. Course Code:					
WBA-21-04					
3. Chapter/Year:					
Second Course					
4. Date of Publication of this Description:					
1/10/2024					
5. Available Attendance Forms:					
Physical + Electronic (if needed)					
6. Number of Hours (Total) / Number of Units (Total):					
3 Hours / 3 Units					
7. Name of the course administrator					
Name: Eng. Abdulrazaq Majed Obaid				Email	
abdulrzzaq.majid@uowa.edu.iq					
8. Course Objectives					
<ul style="list-style-type: none"> ✓ Clarification of the sections of commercial law, its sources and its importance ✓ Identifying topics relevant to the vocabulary of the Department of Oil and Gas Economics ✓ Preparing scientific cadres after graduation in the field of oil and gas economics ✓ Learn how to plan and distribute law-related work in line with the organization's goals. 				Course Objectives	
9. Teaching and Learning Strategies					
<ul style="list-style-type: none"> ✓ Providing theoretical lectures supported by presentation and presentation means (Mindomo). ✓ Include classroom discussions and analyze various case studies. ✓ Preparing educational work projects (short reports and research). ✓ Training on how to deal with and keep up with the legal work of organizations of individuals or officials. ✓ Benefit from the information provided by electronic and library resources. 				Strategy	
10. Course Structure					
Evaluation Method	Learning method	Unit Name or Subject	Required Learning Outcomes	Hours	Week
Oral Questions	Lecture + Discussion	The Role of Contracts in Trade	Definition of a Contract	3	1
Short test	Lecture + Participation	Nature of the Company	Company contract and its pillars	3	2

Short Report	Lecture + Practical Examples	Nature of the Company	Legal Personality Results of the legal personality	3	3
duty	Lecture + Practical Analysis	Corporate Persons	Partnership Company Its concept and characteristics	3	4
Short test	Lecture + Training	The Simple Company	The Simple Company Its concept, establishment and liquidation	3	5
duty	Lecture + Discussion	Individual Project	Individual Project Understood, Foundation, and Characteristics	3	6
Monthly test	Written / Attended	First month exam	First month exam	3	7
Share	Lecture + Practical Cases	Mixed Company	Mixed Company Its concept and characteristics	3	8
duty	Lecture + Participation	The Simple Company	Mixed Company Establishment, Termination and Liquidation	3	9
Short Report	Lecture + Case Study	Commercial Papers	Commercial Papers Its concept, characteristics, objectives and benefits	3	10
Short test	Lecture + Practical Training	The concept of trade transfer	Trade transfer	3	11
report	Lecture + Participation	Bill of exchange	Bill of exchange Its Provisions, Rules and Mandatory Statements	3	12
duty	Lecture + Discussion	Instrument	Instrument Its concept and provisions	3	13
Class Participation	Review + Exercises	Partnership Company	Partnership Company: Its Concept and Characteristics	3	14
final exam	Written / Attended	Second Month Exam	Second Month Exam	3	15

11. Course Evaluation

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

I. Preparation and Classroom Participation: 10 Marks

II. Short Tests: 10 Marks

III. Reports & Assignments: 10 Marks

IV. Monthly Exam: 20 Marks

V. Final Exam: 50 marks

VI. Total = 100 Points	
12. Learning and Teaching Resources	
No textbook	Required Textbooks
Texts of Commercial Law and its Basic Concepts Dr. Abdul Razzaq Al-Sanhouri	Primary References
	Recommended books and references
Journals and Scientific Research on Commercial Law	References, Websites

Course Description Form Intermediate Accounting2

1. Course Name:	
Intermediate Accounting2	
2. Course Code:	
WBA-22-06	
3. Semester/Year:	
The first course	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Physical + electronic (when needed)	
6. Number of Hours (Total) / Number of Units (Total):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Eng. Ayat Saleh Hussein Ali Email: ayat.saleh@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Enable the student to understand the accounting treatments of securities and their accounting applications. ✓ Definition of Debtors (Accounts Receivable) and their Divisions and Classification of Debts. ✓ Clarification of the preparation of the analytical inventory and the accounting treatments for each type of previous debt. ✓ The student acquires the skill of calculating the reconciliation of the bank statement. ✓ Develop the student's ability to analyze and interpret financial results accurately. 	<p style="color: red; font-weight: bold; font-size: 1.2em;">Course Objectives</p>

✓ Preparing the student to move to advanced accounting topics and linking the theoretical side with the applied						
9. Teaching and Learning Strategies						
✓ Explanatory lectures to explain theoretical concepts. ✓ Resolve practical issues around equity and obligations. ✓ Class discussions to clarify revenue and expense handlers. ✓ Practical duties to promote individual and collective comprehension. ✓ Presentations to link theory with practice					Strategy	
10. Course Structure						
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours		Week
Oral questions	Lecture + Discussion	Investments in Securities	Learn about investments	3		1
Short Test	Lecture + Participation	Reasons for Investing in Securities and Types of Investments	Knowing the causes	3		2
Short Report	Lecture + Discussion	Advantages of long-term financial investments and the difference between stocks and bonds	Clarification of Features	3	3	
duty	Lecture	Accounting Treatments for Short-Term Investments such as Stocks	Clarification of Treatments	3	4	
Short Test	Lecture	Commercial Papers	Identifying Commercial Papers	3	5	
duty	Lecture + Oral Examples	Commercial Papers Categories and Procedures for Receiving Papers	Clarification of Commercial Paper Categories	3	6	
Share	Lecture + Theoretical Examples	Difference Between Securities and Commercial Securities	Explaining the difference	3	7	

duty	Lecture + Practical Cases	Accounting Treatments for Commercial Papers	Clarification of accounting treatments	3	8
examination	Attendance exam	First Month Exam	Exam	3	9
duty	Lecture + Case Study	Bank statement matching	Clarification of the conformity of the bank statement	3	10
Short Test	Lecture + Exercise	Preparing a bank conformity statement	Clarification of the preparation of the bank conformity statement	3	11
duty	Lecture + Exercise	Debtors (accounts receivable), their divisions and the classification of debts	Clarification of debtors	3	12
duty	Lecture + Exercise	Preparing an analytical inventory and performing accounting treatments for each type of previous debt	Ingestion of Analytical Inventory	3	13
Second Month Exam	Came	Second Month Exam	Second Month Test	3	14
Final exam	Writing / Attendance	Final Exam	Final test	3	15

11. Course Evaluation

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

I. Class preparation and participation: 5 marks

II. Short Tests: 10 Marks

III. Reports and Assignments: 10 Marks

IV. Monthly Test: 30

V. Final Exam: 50

VI. Total = 100 Marks

12. Learning and Teaching Resources

Prof. Dr. Talal Mohamed Ali Al-Jijawi (Intermediate Financial Accounting)	Required Textbooks
Prof. Dr. Talal Mohamed Ali Al-Jijawi (Intermediate Financial Accounting)	Key references
Intermediate Financial Accounting: Radwan Mohammed Al-Anati, Intermediate Accounting: Munir Shaker Mohamed	Recommended books and references
Journals and scientific research on intermediate accounting	Electronic References, Websites