

Course Description Form – International Business Administration

1. Course Name	
International Business Administration	
2. Course Sign :	
WBA-41-02	
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"> • Developing students' abilities to meet the requirements of work in the international business environment. • Introducing the student to international business concepts. • Enabling the student to understand the nature of international business and how to enter international markets. • Forming a clear picture for the student about the advantages of international work and the skills required to enter these works .
9. TEACHING AND LEARNING STRATEGIES	
LEARNING STRATEGIES	<p>1. Global Case Studies: Analyze cases of global companies that have succeeded or failed to expand internationally.</p> <p>2. International Business Simulation: Application: Using simulation software where students run a virtual company and make decisions related to entry into foreign markets, international pricing, global strategy, and global supply chain management.</p>

10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	3	The student understands the fundamental nature of international business and its importance in the contemporary global economy.	International Business (Nature –Fields – Organization)	Lecture + Discussion	Direct oral questions
2	3	Understand the classical and modern theory of international trade and the impact of policies (tariffs, quotas, non-tariff barriers) on trade.	International Trade	Lecture + Participation	Quiz
3	3	Determine the components of the balance of payments (current account, capital account, financial account).	Balance of Payments and Currency Exchange Rates	Lecture + Panel Discussion	Short Report
4	3	- To distinguish between types of foreign direct investment (FDI) and indirect investment (FII). - Analyzes companies' motivations for direct investment abroad (in search of markets, resources, efficiency).	Foreign investment in developing countries	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
5	3	The student identifies key global strategies (global strategy, local multi-strategy, cross-border).	Strategic Management in Multinational Companies	Lecture + Case Study	You are on my side, aren't you?
6	3		Ex- Month 1		
7	3	The student can	Political Risk Analysis	Lecture +	Share

		classify the types of political risks (confiscation of assets, instability, change of laws).	of Foreign Investment and the Legal Environment	Discussion	
8	3	- Structure and functions of the international financial system. - Understand how multinationals access financing and manage their liquidity globally.	Financial Markets	Lecture + review of different organizations	Pop quiz
9	3	- Identify the main components of culture (language, religion, values, customs). - The influence of culture on management, negotiation, marketing and consumption patterns.	Cultural and Social Environment for International Business	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office
10	3	- Understand the key challenges in managing human resources across cultures. - Comparison of different employment policies (citizen vs. expatriate vs. host country citizen).	Human Resources Development in the International Business Environment	Lecture	Short Report
11	3	- The possibility of factors that affect the decision to standardize or adapt the marketing mix (product, price, distribution, promotion).	International Marketing	Lecture	Quiz
12	3	- Evaluates the advantages and disadvantages of ways to enter different markets	Access to the international business environment	Lecture	storage

		(export, joint ventures, licensing, franchising, direct investment). - The most appropriate entry strategy for a given target market based on a comprehensive risk, cost and control analysis.			
13	3		Ex-2		
14	3		Full review		
15	3		Final Examination		

11. Course Evaluation

Score distribution from 50:

- First Exam
- Paper II
- 5 shades
- Case study of international companies 5 marks

12. Learning and Teaching Resources

Required textbooks	International Business Administration – General Entrance, Dr.Ali Abbas , 2016
Main reference	International Business Management: Succeeding in a Culturally Diverse World, 2018 , Kamal Fatehi Jeongho Ch.
Support reference	International Business Administration, Dr.Ali Ibrahim Al-Khader , 2010 , Raslan House for Printing and Publishing , Syria –Damascus .
Electronic references, websites ,.....	Iraqi Academic Journals Website – Topics of International Business Administration.

Course Description Form Production and Operations Management

1. Course Name:	
Production & Operations Management	
2. Course Code:	
WBA-41-01	
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: Prof. Dr. Hussein Mohamed Ali Kashkool Email: hussain.ka@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Provide the student with the basic concepts in production and operations management and their importance in the business environment. ✓ Introducing the student to the different characteristics and types of productivity and their recent developments. ✓ Providing students with the ability to understand and apply operations strategies and strategic planning for products and services. ✓ Training the student on the methods of forecasting demand (qualitative and quantitative) and analyzing the factors affecting it. ✓ Enable the student to identify the strategies for product development, the quality of its design, and its role in competitive advantage. ✓ Providing students with practical skills in process planning, energy planning, plant site selection, and interior 	<p style="color: red; font-size: 1.2em;">Course Objectives</p>

arrangement design. ✓ Preparing students to face operational challenges in productive and service organizations according to modern scientific foundations.	
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9. Teaching and Learning Strategies

<ul style="list-style-type: none"> ✓ Theoretical lectures supported by practical examples. ✓ Class discussions and analysis of real-world case studies. ✓ Applied Projects (Short Reports and Researches). ✓ Training in the use of quantitative methods for forecasting and decision-making. ✓ E-learning through digital resources and educational videos. 	Strategy
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10. Course Structure

Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture + Discussion	Introduction to Production and Operations Management: Concept and Characteristics	Recognize the basic concepts and characteristics	3	1
Short Test	Lecture + Examples	Productivity: Goals and Types	Distinguish productivity goals and types	3	2
Short Report	Lecture + Participation	Strategic Planning: Operations Strategy	Understanding Operations Strategies	3	3
duty	Lecture + Discussion	Product/Service Planning & Development (1)	Understand the scope of planning and competitive advantage	3	4
duty	Lecture + Exercise	Demand forecasting: general considerations and time dimensions	Identify demand forecasting considerations	3	5
Short Test	Lecture + Case Study	Demand Forecasting: Influencing Factors and Steps	Identify the factors affecting demand	3	6
duty	Lecture + Training	Demand forecasting: qualitative methods	Comparison of Qualitative Methods of Forecasting	3	7
Monthly Testing	Lecture + Practical Exercise	Demand Forecasting: Quantitative Methods	Application of quantitative methods of forecasting	3	8
Short Report	Lecture + Discussion	Product/Service Planning & Development (2)	Understanding Product Development Processes	3	9
duty	Lecture + Practical Examples	Process Planning & Design	Learn about process design and strategies	3	10
Short Test	Lecture + Training	Energy Planning: Types and Metrics	Understanding Energy Planning	3	11
duty	Lecture + Case Study	Choosing a plant site: concepts and factors	Site Selection Analysis	3	12

report	Lecture + Training	Plant Internal Arrangement: Concept and Types	Distinguish between types of internal arrangement	3	13
Classroom Participation	Review + Exercises	General Course Review	Comprehensive review and summary	3	14
Final exam	Written	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: 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

Production and Operations Management, Dr. Abdulkarim Mohsen and Dr. Sabah Majeed Al-Najjar, 2012, Fourth Edition – Memory for Publishing and Distribution.	Required Textbooks
A. Heizer, J. & Render, B., Operations Management. B. Stevenson, W. J., Operations Management	Key references
Production and Operations Management, Hakim Mohsen Mohammed, 2006, First Edition	Recommended books and references
Scientific journals and research related to production management and operations	Electronic References, Websites

Government Contract Management Course Description Form

:Course name.1	
Government Contracts Management	
:Course code.2	
WBA-41-04	
: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	
the name: M.M. Fawaz Faeq Salibi	fawaz.fa@uowa.edu.iq
Course objectives.8	
<ol style="list-style-type: none"> 1. LEARN THE LEGAL FOUNDATIONS OF CONTRACTING 2. IN - DEPTH STUDY OF GOVERNMENTAL AND QUASI- GOVERNMENTAL CONTRACTS 3. A COMPREHENSIVE STUDY OF THE MANAGEMENT OF GOVERNMENT CONTRACTS AND RELATED DOCUMENTS AND PROCEDURES . 4. PROVIDING THE PARTICIPANT WITH THE SKILLS TO MANAGE ADMINISTRATIVE CONTRACTS AND IDENTIFY THE NATURE OF THE EXCEPTIONAL CONDITIONS .UNFAMILIAR IN THOSE DECADES 5. PRACTICAL TRAINING ON MANAGING GOVERNMENT CONSTRUCTION PROJECT 	<p style="color: red; font-weight: bold;">Course objectives</p>

CONTRACTS 6. ACQUIRE SKILLS IN MANAGING GOVERNMENT SUPPLY CONTRACT PROCEDURES 7. ACQUIRE SKILLS IN MANAGING GOVERNMENT SUPPLY CONTRACT PROCEDURES	
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Teaching and learning strategies.9

<ul style="list-style-type: none"> . Theoretical lectures supported by presentations ✓ . Class discussions and case study analysis ✓ . Giving lectures, dialogue with students and discussing them directly ✓ .Focus on student participation in the lecture by asking questions ✓ .Adopting the homework method to solve various problems . ✓ 	Strategy
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Course structure.10

Evaluation method	Learning method	Name of unit or topic	Required learning outcomes	watches	week
Oral questions	a lecture	Introduction to Government Contract Management	Learn the most important principles and basics of administrative contract .management	2	1
Short test	a lecture	Regulating administrative contracts	How to manage and organize contract management in government institutions and business organizations	2	2
duty	a lecture	Elements and pillars of the administrative contract	Identify the pillars of administrative and governance contracts (consent, subject matter,	2	3

			cause, formality)		
Short report	a lecture	Types of administrative contracts arising from tenders	Identify the types of contracts and tenders in business organizations and their governance	2	4
duty	a lecture	BOT Contract (Introduction, Concept, Importance)	Learn the basics of BOT contracts, as well as their concepts and importance to government business organizations, including	2	5
Short test	a lecture	Bot Contract (Advantages, Disadvantages, Stages)	Identify the most important advantages, disadvantages, and stages in which government organizations and institutions .operate	2	6
duty	a lecture	Project Financing, BOT Contracts , and Rights	How to finance projects in terms of regulations and legislation, in addition to the rights that must be addressed and .applied	2	7
monthly test	exam	exam	exam	2	8

Short report	a lecture	BOT contract obligations , BOT contract forms	Obligations Which business organizations must adhere to	2	9
duty	a lecture	The management's choice of contractor and contracting methods and techniques	Learn about contracting methods with departments and the methods adopted for .implementation	2	10
Short test	a lecture	Selection of the management to contract with and management of administrative *contracts	Choosing the appropriate management and method for administrative contracts and the factors affecting contracts	2	11
duty	a lecture	Auction for the purpose of selling movable property owned by the administration	Advantages and steps of auctions and tenders, the difference between them, and how to manage them	2	12
a report	a lecture	Government Contracts Management , Procurement and Contract *Management	Contract management, sales of movable property, and purchases by government institutions	2	13
Safiya's participation	exam	exam	exam	2	14
final exam	a lecture	Contractor rights with the administration and the end of the administrative contract	Learn about the most important steps for contract termination by the contract management and how to terminate	2	15

			contracts by choosing the best approved .methods		
Course Evaluation.11					
<p>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</p> <p style="text-align: right;">Classroom preparation and participation: 10 marks .1 Short tests: 10 marks .2 Reports and assignments: 10 marks .3 First monthly test: 10 points .4 Second monthly test: 10 points .5 Final Exam: 50 marks .6</p> <p style="text-align: right;">Total = 100 points</p>					
Learning and teaching resources.12					
			Required textbooks		
ACCOUNTING FOR NON- (1 PROFIT UNITS, DR. AQIL DAKHIL AL-AJAIBI AND DR. WAAD HADI AL-HASSANI, .2019, DAR AL-SADIQ			Main references		
			Recommended supporting books and references		
Journals and scientific research on government contracts management			Electronic references, websites		

Course Description Sample Risk Management

1. Course name:

Risk Management

2. Course Code:

WBA-41-05

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) :

2hours /2 units

7. Name of the course administrator

Name: M.M. Mohammed Hussein Radi Email: mohammed.hussein@uowa.edu.iq

8. Course Objectives

Objectives of the study subject

- ✓ Understand the basics of risk management and associated concepts.
- ✓ Identify the different types of risks (financial, operational, legal, strategic, technical, environmental).
- ✓ Apply risk analysis methods such as SWOT analysis and FMEA analysis.
- ✓ Develop risk management strategies that include mitigation, diversion, acceptance, and avoidance.
- ✓ Studying practical and applied cases on risk management in different institutions.
- ✓ Enhance analytical thinking and decision-making skills in high-risk environments.

9. Teaching and learning strategies

Strategy	<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations. ✓ Class discussions and analysis of case studies. ✓ Lecturing, dialogue with students and discussing them directly. ✓ Focus on student participation in the lecture by asking questions. ✓ Adopting the homework method to solve various problems.
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10. Course structure

Week	Credits	Required learning outcomes	Name of the unit or topic	Learning method	Method of Evaluation
1	2	Introduction to Risk Management	Introduction to Risk Management	Lecture	Daily
2	2	The concept and types of risk	The concept and types of risk	Lectures	Daily
3	2	Internal and external factors affecting risk	Internal and external factors affecting risk	Lectures	Daily
4	2	The concept and importance of risk management	The concept and importance of risk management	Lectures	Daily
5	2	Structure and organization of risk management	Structure and organization of risk management	Lectures	Daily
6	2	Risk Description and Report	Risk Description and Report	Lectures	Daily
7	2	Risk Analysis and Risk Measurement	Risk Analysis and Risk Measurement	Lectures	Daily
8	2	First Month	First Month	Exam	Exam
9	2	Risks to be addressed	Risks to be addressed	Lectures	Daily
10	2	Concept and specificity of investment risks	Concept and specificity of investment risks	Lectures	Daily
11	2	Investment Risks	Investment Risks	Lectures	Daily
12	2	Standard Deviation of Investment Risk Measurement	Standard Deviation of Investment Risk Measurement	Lectures	Daily
13	2	Variation coefficient to measure investment risk and beta coefficient to measure investment risk	Variation coefficient to measure investment risk and beta coefficient to measure investment risk	Lectures	Daily
14	2	Beta to measure investment risk	Beta to measure investment risk	Lectures	Daily
15	2	Second month	Second month	Exam	Exam

11. Course Evaluation

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

A. Preparation and Class Participation: 10 marks

- B. Quizzes: 10 score
- C. Reports and assignments: 10 marks
- D. Monthly Test
- E. Final Exam :50 marks

Total = 100 points

12. Learning and teaching resources

Required prescribed books	<ol style="list-style-type: none"> 1. Choukiri Nouri Moussa et al. 2. Mahmoud Ibrahim Noor 3. Waseem Mohammed Al-Haddad 4. Suzanne Sameer Theeb
Main references	Risk Management for Enterprises and Individuals
Recommended supporting books and references	<ol style="list-style-type: none"> 1. Choukiri Nouri Moussa et al. 2. Mahmoud Ibrahim Saeed 3. Mohamed El Haddad 4. Suzanne Sameer Theeb
Electronic references, websites	Journals and special scientific research in risk management

Information Technology Course Description Template

1. Course Name:	Information Technology	
2. Course Code:	WBA-41-03	
3. Semester/Year:	First Session 2024/2025	
4. Date of preparation of this description:	1/10/2024	
5. Available Forms of Attendance:	Live classroom attendance	
6. Number of Hours (Total) / Number of Units (Total):	3 Hours / 3 Units	
7. Course Administrator Name	Name: Assoc. Prof. Dr. Mohammed Nabil Hadi Al-Haboubi Email: mohammed.nab@uowa.edu.iq	
8. Course Objectives	<ul style="list-style-type: none"> ✓ Introduce students to the basic concepts of information technology in the context of business. ✓ Clarify the role of information systems in improving business processes and decision-making. ✓ Explore data management, cybersecurity, and enterprise applications. ✓ Studying the impact of emerging technology and technologies on the business environment. ✓ Develop problem-solving skills using IT solutions for business challenges. ✓ Enhance students' ability to analyze and implement technology-driven business strategies. 	Course Objectives

9. Teaching and Learning Strategies

- ✓ Interactive Lectures: To explain the basic concepts and relate them to business applications.
- ✓ Case Studies: Analyzing real-world examples to illustrate the role of information systems in decision-making.
- ✓ Collaborative learning: Working in groups to solve problems or develop technical strategies.
- ✓ Classroom Discussions: Exploring the impact of emerging technologies on the business environment and stimulating critical thinking.
- ✓ E-learning and self-support: Using digital resources and educational platforms to promote independent learning.

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 Information Systems and Technology	Understand the conceptual framework of information systems and technology and its role in supporting organizational processes.	3	1
Short Test	Lecture + Participation	Introduction to Information Systems	Understand the basic concepts of information systems and their importance in different work environments.	3	2
Short Report	Lecture + Practical Examples	Management Information Systems	Analyzing the role of MIS in improving decision-making processes within organizations.	3	3
duty	Lecture + Practical Analysis	Business, Environment and Information Systems Organizations	Evaluate the impact of the organizational environment on the design and use of information systems in business organizations.	3	4
Short Test	Lecture + Training	The Strategic Role of Management Information Systems	Explain how MIS contributes to the achievement of the strategic objectives of organizations.	3	5
duty	Lecture + Training	Information sub-functional systems	Identify the sub-functional systems of information and their role in supporting operational processes.	3	6

Share	Lecture + Discussion	First Month Exam	Measuring the extent of comprehension of the concepts acquired through the first exam.	3	7
Monthly Testing	Lecture + Practical Cases	Databases and database management systems	Understand the basics of databases and the management mechanisms of database systems.	3	8
duty	Lecture + Table Analysis	Types of Database Systems	Distinguish between the types of database systems and choose the most suitable ones to meet the needs of organizations.	3	9
Short Report	Lecture + Case Study	Development of Management Information Systems	Apply management information systems development methodologies to improve institutional performance.	3	10
Short Test	Lecture + Practical Training	Hardware and Software	Identify the hardware and software components and their role in the operation of information systems.	3	11
report	Lecture + Exercise	E-Business	Explore the concept of e-business and its impact on modern work environments.	3	12
duty	Lecture + Discussion	E-commerce	Analyze e-commerce models and understand their success strategies.	3	13
Classroom Participation	Review + Exercises	Information Security for Information Systems	Studying the principles of information security to protect information systems from risks and threats.	3	14
Final exam	Final Review	Second Month Exam	Assess the extent of comprehension of the concepts studied through the second exam.	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. Presentation Preparation: 10 Degrees
- II. Short Tests: 10 Marks
- III. Reports: 10 Degree
- IV. Monthly Exams: 20 marks
- V. Midterm Exam: 10
- VI. Final Exam: 50

VII. Total = 100 Marks

12. Learning and Teaching Resources

Moussa, Nabil Ezzat Ahmed. (2011). Fundamentals of Information Systems in Administrative Organizations. King Fahd National Library.

Required Textbooks

Mallach, E. (2020). <i>Information systems : what every business student needs to know</i> . Boca Raton, FL: CRC Press LLC.	Key references
Laudon, K. C., & Laudon, J. P. (2023). <i>Management Information Systems: Managing the digital firm</i> (17th ed.). Pearson.	Recommended books and references
https://www.merlot.org/merlot/	Electronic References, Websites

Course Description Template: Research Methods

1. Course Name:	
Scientific Research Methods	
2. Course Code:	
WBA-41-06	
3. Semester/Year:	
First Course	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
My presence	
6. Number of Hours (Total) / Number of Units (Total):	
2 Hours / 2 Units	
7. Course Administrator Name	
Name: Assistant Professor Nidal Al-Maliki Email: Nidal-AMaliki@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Introducing the student to the basic concepts of scientific research, its characteristics, and its importance in the advancement of human thought. ✓ Providing the student with the necessary skills to apply the methodological steps to prepare an integrated scientific research, starting from identifying the problem and ending with writing the results. ✓ Enable the student to distinguish between different types and methods of scientific research and choose the appropriate approach for a specific research problem. ✓ Training the student to write a brief and applied scientific research, while adhering to the technical and material foundations of writing research. ✓ Developing the student's critical and analytical thinking skills and 	<p>Course Objectives</p>

qualifying him to discuss and defend research.					
9. Teaching and Learning Strategies					
<ul style="list-style-type: none"> ✓ Theoretical lectures to explain concepts and methodological steps. ✓ Classroom discussions and brainstorming to develop research ideas. ✓ Practical workshops for training on each step of the research preparation. ✓ A research project (short research) that the student prepares during the semester. 					Strategy
10. Course Structure					
Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Daily exams	Lecture + Discussion	Introduction, Concept and Characteristics of Scientific Research, Motivations for Conducting Research.	Understand the nature and importance of scientific research.	4	1-2
Participation and Attendance	Lecture + Discussion	Qualities of a researcher and the requirements of good research.	Identify the basic characteristics of a successful researcher.	2	3
First Month Exam	Lecture + Examples	Types of Scientific Research, Methods and Classifications.	Distinguish between different types and methods of scientific research.	4	4-5
Student Activity	Lecture + Workshop	Steps to prepare the research (identifying the problem, formulating hypotheses, previous studies).	Apply the first steps to prepare the research plan.	6	6-8
Daily exams	Lecture + Practical Training	Steps to prepare the research (continued) (theoretical framework, research methodology).	Understand how to build the theoretical and practical framework of the research.	4	9-10
Participation and Attendance	Lecture + Examples	The final form of the research, the language and method of the research.	Proficiency in writing the research in the required final form.	2	11
Second Month Exam	Lecture + Practical Training	The physical and technical form of the research (footnotes, documentation, references).	Adherence to the technical and material standards of the research.	2	12

Student Activity	Workshop + Simulation	Research discussion.	Acquire the skills of presenting and discussing research results.	2	13
Participation and Attendance	Lecture + Office Visit	Information resources in libraries.	Learn how to access reliable sources.	2	14
Final exam	Writing / Attendance	Final exam.	A comprehensive assessment of the student's understanding of the scientific research methodology.	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

- A. Daily, Surprise and Oral Exams: 10
- B. Student Activities (Reports, Research, Participation): 10 marks
- c. Monthly exam (two months): 30 marks
- d. Final Exam: 50

Total = 100 Marks

12. Learning and Teaching Resources

Scientific Research Methods (Third Edition) - Prof. Muhammad Sarhan Ali Al-Mahmoudi
2. Fundamentals of Scientific Research (First Edition) - Dr. Munther Abdel Hamid Al-Damen.

Required Textbooks

Course Description Form – Negotiation management

1. Course Name	
Negotiation mangment.	
2. Course Sign :	
WBA-42-05	
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. Diah Faleh Bannai Email: diah.alwan@uowa.edu.iq	
8. Course Objectives	
Objectives of the course	<ol style="list-style-type: none"> 1. Identify the concept, foundations, principles and importance of negotiation skills. 2. Raising the level of performance of the work of organizations in the public and private sectors by providing them with a human resource that has the ability to conduct the negotiation process with others at all times and circumstances . 3. Attempting to enrich the educational aspect with all scientific methods in the field of specialization in a manner commensurate with the development in the environment in general .
9. TEACHING AND LEARNING STRATEGIES	
LEARNING STRATEGIES	<p>Students are divided into parties (buyer/seller, company/union, state/country) and given each party confidential information and specific objectives.</p> <ol style="list-style-type: none"> 1. Case Study Analysis of famous negotiating situations in the world of business or politics (e.g. corporate merger negotiations, labor strike negotiations, peace agreements). 2. Guest Lectures Invite negotiation professionals (sales negotiator, legal mediator, diplomat, procurement officer) to explain their experiences and provide practical advice.

10. Course Structure					
Week	Hours	Intended Learning Outcomes	Module / Course Name or	method of learning	Valuation method
1	3	- The concept of negotiation distinguishes it from close concepts such as persuasion and bargaining. - The basic characteristics of any negotiating position.	Introduction to Negotiation	Lecture + Discussion	Direct oral questions
2	3	- Understanding the nature of the relationship between the organization and society and its main parties (government, associations, activists). - For a negotiating strategy to deal with issues of social responsibility and reputation.	Collective and social bargaining in light of the relationship between the organization and society	Lecture + Participation	Quiz
3	3	- Diagnosing the sources and types of organizational conflicts (vertical, horizontal, functional). - To play the role of mediator in resolving disputes between individuals or departments.	Negotiation and conflict resolution within the organization	Lecture + Panel Discussion	Short Report
4	3	- Integrating negotiation tools into the collective decision-making process. - Apply creative problem-solving techniques (e.g.	Decision-making/problem-solving difficulty	Lecture	school work, ought, duty, onus, must, task, trust, imperative, obligation, office

		brainstorming, causal root analysis) to find options that meet the interests of the parties.			
5	3	- Analyze common administrative problems (allocation of resources, powers, priorities) from a negotiating perspective.	Negotiating and resolving administrative problems within the organization	Lecture + Case Study	You are on my side, aren't you?
6	3	- Evaluate the credibility of sources of information about the other party and the context of the negotiation. - Using technological tools to collect and analyze information supporting the negotiation process.	Information Systems.		
8	3	- Planning the information management strategy during the negotiation (what will be revealed? ... And why?	Information Management in the Negotiation Process	Lecture + review of different organizations	Pop quiz
9	3		Ex- 1		
10	3	- Define the essential elements of the contract from a negotiating perspective. - Explain the legal risks associated with specific contractual clauses.	Contracting and Negotiating Management		Short Report
11	3	- Identify the unique characteristics of negotiating with external parties (suppliers, customers, organizers). - Apply appropriate	Negotiation with third parties	Lecture	Quiz

		negotiation strategies to deal with different cultures.			
12	3	- Identify bargaining power factors in the procurement context. - To calculate the total cost of ownership (TCO) and not just the purchase price.	purchase_error	Lecture	storage
13	3	- Handle customer objections constructively as an opportunity to negotiate. - To design customized offers that meet the specific needs of the client.	Negotiation, sales, and customer acquisition and investment		
14	3	- Transforming the situation from a "win-loss" situation to a "win-win" situation by focusing on interests and not positions. - Use strategies to build confidence and manage emotions in high-stress situations.	Strategy for Obtaining Consent Despite Conflicts of Interest	Lecture + Panel Discussion	Pop quiz.
15	3		Ex-2		
11. Course Evaluation					
Score distribution from 50:					
<ul style="list-style-type: none"> • First Exam 20 • Paper II 20 • Attendance 2 marks • 5 shades • Activity 3 					
12. Learning and Teaching Resources					
Required textbooks			Negotiation Department (Dr. Sameh Abdul Muttalib Amer, Dr. Alaa Mohammed Sayed		

	Qandil , Dr.Nabih Mohammed Mohammed Al-Saidi)
Main reference	"Negotiation" by Roy J. Lewicki, David M. Saunders, and Bruce Barry
Support reference	"The Art of Effective Negotiation: Foundations, Skills and Strategies", Ibrahim Mohamed Qassem , 2008 , Dar Al-Fikr Al-Arabi , Cairo – Egypt .
Electronic references, websites ,.....	Iraqi Academic Journals Website – Negotiation Management Topics..

Course Description Form Quality Management

1. Course Name:	
Quality Management	
2. Course Code:	
WBA-42-01	
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):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Prof. Dr. Hussein Mohamed Ali Kashkool Email: hussain.ka@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Introduce the student to the basic concepts and historical development of Total Quality Management. ✓ Clarifying the position of quality management in the organizational structure and the factors affecting its application. ✓ Providing students with knowledge of the concept of quality costs, their types and their impact on institutional performance. ✓ Explain the relationship between quality, productivity, and the importance of quality from multiple perspectives. ✓ Training the student to understand and apply quality circles, their systems, advantages and obstacles. ✓ Providing students with the skills of using traditional and modern quality control tools. ✓ Enable the student to apply statistical methods for quality control and process analysis. ✓ Preparing the student to keep pace with the latest developments in quality management to achieve competitive advantage. 	Course Objectives
9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> ✓ Theoretical lectures supported by presentations. 	

<ul style="list-style-type: none"> ✓ Class discussions and practical case studies. ✓ Use of quality tools (checklists, Pareto, cause and effect diagrams...). ✓ Applied projects to analyze real-world data. ✓ E-learning through digital resources and video tutorials. 	Strategy
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10. Course Structure

Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture + Discussion	Introduction to the concepts of quality and historical development	Understand the basic concepts	3	1
Short Test	Lecture + Case Study	Factors affecting quality and organizational structure	Understanding Quality Location and Influencers	3	2
duty	Lecture + Table Analysis	Cost of Quality: Concept, Importance, and Optimal Level	Understanding the cost and types of quality	3	3
Short Report	Lecture + Practical Examples	Quality & Productivity Management	Understand the relationship between quality and productivity	3	4
duty	Lecture + Discussion	Quality Loops: Origin, Concept and Goals	Understanding the concept of quality loops	3	5
Short Test	Lecture + Discussion	Quality Loops: Structure, Processes and Constraints	Understanding the structure, requirements and constraints	3	6
duty	Lecture + Participation	Quality Control: Concept, Evolution and Importance	Understanding Quality Control and Objectives	3	7
Monthly Testing	Lecture + Exercise	Quality Control: Functions, Principles and Steps	Recognize the functions and principles of quality control	3	8
Short Report	Lecture + Practical Application	Traditional Quality Control Tools	Use of quality control tools	3	9
duty	Lecture + Training	Quality Statistical Control (1)	Understanding deviations and controlling processes	3	10
Short Test	Lecture + Practical Examples	Quality Statistical Control (2)	Application of Adjustment Panels	3	11
duty	Lecture + Exercise	Quality Statistical Control (3)	Analysis of range plates and defective ratios	3	12
report	Lecture + Discussion	Process Characteristics and Process Capability Orientation	Understand process characteristics and capability	3	13
Classroom Participation	Lecture + Practical Training	Quality Statistical Control (4)	Calculation of Capacity Ratios and Indicators	3	14
Final exam	Written	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: 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

TOTAL QUALITY MANAGEMENT, A SUBJECT APPROVED BY THE MINISTRY OF HIGHER EDUCATION AND SCIENTIFIC RESEARCH – MINISTERIAL SCIENTIFIC SOBERNESS.	Required Textbooks
A. Juran, J. M., Juran's Quality Handbook. B. Deming, W. E., Out of the Crisis. C. Evans, J. R., & Lindsay, W. M., Managing for Quality and Performance Excellence.	Key references
Al-Fadl, Muayyad Abdul-Hussein, Al-Taie, Yousef Hajim, Total Quality Management, From Consumer to Consumer – A Quantitative Approach, 2004.	Recommended books and references
Scientific Journals and Research on Quality Management	Electronic References, Websites

Course Description Template: Investment Portfolio Management

1. Course Name:	
Investment Portfolio Management	
2. Course Code:	
WBA-42-04	
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):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Assoc. Prof. Dr. Hebatullah Mustafa Al-Sayed Ali Email: Hebatallah.Mu@g.uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Introduce the student to the basics of investment, types of investment portfolios and their management policies. ✓ Enable the student to measure and analyze the return and risk of securities (stocks and bonds) and investment portfolios. ✓ Providing the student with the skill of building optimal investment portfolios through the application of the principle of effective diversification. ✓ Train the student to use different evaluation models (e.g., Sharp, Trainor, Jensen) to measure portfolio performance. ✓ Understand the concepts of market efficiency and behavioral finance and their impact on investment 	<p style="color: red; font-size: 1.2em;">Course Objectives</p>

decisions.

9. Teaching and Learning Strategies

- ✓ Theoretical lectures to explain financial concepts and models.
- ✓ Exercises and practical application sessions to enhance mathematical and analytical skills.
- ✓ Classroom discussions and dialogue to promote a deep understanding of the material.
- ✓ Analyze practical case studies to understand how theories are applied in reality.

Strategy

10. Course Structure

Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Classroom Participation	Lecture + Exercises	Chapter One: Fundamentals of Investment (Concept, Principles, Types).	Understand the basic concepts and principles of investment and its types.	3	1
Classroom Participation	Lecture + Exercises	Chapter Two: Return and Risk (Concepts, Types, and Calculation Methods).	Measure the return and risk of individual assets.	3	2
duty	Lecture + Exercises	Chapter Three: Valuation of Common Shares.	Valuation of common stocks using different models.	3	3
Classroom Participation	Lecture + Exercises	Chapter Four: Valuation of Bonds.	Evaluating bonds and understanding their relationship to interest rates.	3	4
Daily exam	Lecture + Discussion	Chapter Five: Capital Market Efficiency and Behavioral Finance.	Understand the assumptions of market efficiency and the impact of behavioral finance.	6	5-6
First monthly exam	Lecture + Exercises	Chapter Six: Measuring the Return and Risk of the Investment Portfolio.	Measure the return and risk of a portfolio of two or more assets.	3	7
duty	Lecture + Exercises	Chapter Seven: Building Investment Portfolios and the Principle of Diversification.	Understand how to build portfolios and apply the principle of diversification to reduce risk.	6	8-9
Classroom Participation	Lecture + Exercises	Chapter Eight: Asset Valuation and Portfolio	Apply asset valuation and portfolio	9	10-12

		Performance Models (CAPM, Sharpe, Treynor, Jensen).	performance measurement models.		
Exam score	Electronic Exam	The second monthly exam.	A comprehensive assessment of the student's understanding of the advanced topics.	3	13
Classroom activity	Case Study + Discussion	Practical applications and a comprehensive case study.	Apply the concepts to an integrated process case.	3	14
Oral questions	Lecture + Review	Chapter Nine: Introduction to Financial Derivatives and a Comprehensive Review.	Identify financial derivatives and review the material.	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. Attendance and participation 10 degrees

II. Daily Exams 10 degrees

III. First Monthly Exam 15 degrees

IV. Second Monthly Exam 15 degrees

Final Exam: 50

V. Total = 100 Marks

12. Learning and Teaching Resources

1. Al-Momani, Ghazi Falah, **Modern Investment Portfolio Management**, Dar Al-Manahil, 2013.
2. Mohamed Matar, Fayeze Team, **Investment Portfolio Management**, Dar Wael, 2005.
3. Al-Ameri, Mohamed Ali Ibrahim, **Investment Portfolio Management**, Dar Wael, 2013.
- 4- Bodie, Zvi, & Kane, Marcus, Alan J., Investments And Portfolio Management, 9th Edition, Mcgraw-Hill, USA, 2011.**

Required Textbooks

Course Description Template for Knowledge Management

1. Course Name:	
knowledge management	
2. Course Code:	
WBA-42-02	
3. Semester/Year:	
Second Term 2024/2025	
4. Date of preparation of this description:	
1/10/2024	
5. Available Forms of Attendance:	
Live classroom attendance	
6. Number of Hours (Total) / Number of Units (Total):	
3 Hours / 3 Units	
7. Course Administrator Name	
Name: Assoc. Prof. Dr. Mohammed Nabil Hadi Al-Haboubi Email: mohammed.nab@uowa.edu.iq	
8. Course Objectives	
<ul style="list-style-type: none"> ✓ Introduce students to the basic concepts and importance of knowledge management within organizations. ✓ Explore methods of collecting, storing, and sharing knowledge to improve business efficiency. ✓ Analyze the role of knowledge management systems and techniques in supporting decision-making. ✓ Develop strategies to promote a culture of knowledge sharing within organizations. ✓ Assess the impact of knowledge management on innovation, collaboration, and competitive advantage. ✓ Enhance students' ability to apply knowledge management frameworks to solve business challenges. 	Course Objectives
9. Teaching and Learning Strategies	
<ul style="list-style-type: none"> ✓ Interactive Lectures: To clarify the basic concepts and the role of knowledge management in organizations. 	Strategy

- ✓ Case Studies: Analyze real-world practices for adopting and sharing knowledge.
- ✓ Collaborative Learning: Group activities to promote a culture of knowledge sharing.
- ✓ Classroom discussions: Exploring the impact of knowledge management on innovation and competitiveness.
- ✓ Student Presentations: Providing summaries or proposed solutions to knowledge-related business problems.
- ✓ E-learning: Using digital platforms and tools to support research and practical application.

10. Course Structure

Evaluation Method	Learning Method	Name of Unit or Topic	Required Learning Outcomes	Hours	Week
Oral questions	Lecture + Discussion	Basic Concepts to Knowledge	It distinguishes between the basic concepts of knowledge and its importance in different contexts.	3	1
Short Test	Lecture + Participation	Types of Knowledge	It classifies the types of knowledge and differentiates them in terms of characteristics and uses.	3	2
Short Report	Lecture + Practical Examples	Knowledge Sources	It identifies different sources of knowledge and evaluates their reliability.	3	3
duty	Lecture + Practical Analysis	Knowledge Management Processes (Diagnosis, Goal Setting, Generation, Storage)	Explains knowledge management processes in terms of diagnosis, goal setting, and generation.	3	4
Short Test	Lecture + Training	Knowledge management processes (distribution, application, organization, retrieval, sustainment)	Demonstrates knowledge management processes related to distribution, implementation, organization, retrieval, and maintenance.	3	5
duty	Lecture +	Key Elements of Knowledge Management	Explains the role of strategy and people as	3	6

	Training	(Strategy and People)	key elements of knowledge management.		
Share	Lecture + Discussion	Basic Elements of Knowledge Management (Technology and Operations)	Demonstrates the importance of technology and processes in supporting knowledge management.	3	7
Monthly Testing	Lecture + Practical Cases	First Month Exam	Successfully pass the first month exam while demonstrating an understanding of the previous concepts.	3	8
duty	Lecture + Table Analysis	Knowledge Management Strategies (Concept, Importance, Objectives)	It clarifies the concept of knowledge management strategies and defines their importance and objectives.	3	9
Short Report	Lecture + Case Study	Types of Knowledge Management Strategies	Distinguishes between types of knowledge management strategies and determines their appropriate use.	3	10
Short Test	Lecture + Practical Training	Challenges Facing Building Knowledge Societies	It discusses the challenges facing building knowledge societies and proposes solutions to them.	3	11
report	Lecture + Exercise	Challenges of implementing knowledge management	Analyzes the challenges of implementing knowledge management and reviews ways to overcome them.	3	12
duty	Lecture + Discussion	Determine who is responsible for knowledge management	Identifies those responsible for knowledge management and outlines their roles in organizations.	3	13
Classroom Participation	Review + Exercises	Success and Failure Factors in Knowledge Management	Assesses the success and failure factors of knowledge management and draws lessons learned.	3	14
Final exam	Final Review	Second Month Exam	Pass the second month exam successfully while demonstrating an understanding of the course topics.	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. Presentation Preparation: 10 Degrees

II. Short Tests: 10 Marks

III. Reports: 10 Degree

IV. Monthly Exams: 20 marks

V. Final Exam: 50

VI. Total = 100 Marks

12. Learning and Teaching Resources

Al-Kubaisi, Salah Al-Din. Al-Mahyawi, Saad Zinad. (2005). Knowledge Management. Arab Organization for Administrative Development.

Required Textbooks

Jashapara, A. (2011). Knowledge management : an integrated approach. Harlow, Essex New York: Pearson/Financial Times/Prentice Hall.

Key references

Dalkir, K. (2023). Knowledge management in theory and practice (4th ed.). The MIT Press.

Recommended books and references

<https://knowledgesuccess.org>

Electronic References, Websites

English Course Description Form

1. Course Name:					
English language					
2. Course Code:					
WBA-42-07					
3. Chapter/Year:					
Second Course/Fourth Stage					
4. Date of Publication of this Description:					
1/10/2024					
5. Available Attendance Forms:					
Physical + Electronic					
6. Number of Hours (Total) / Number of Units (Total):					
2 Hours / 2 Units					
7. Name of the course administrator					
Name: Eng. Mayada Aziz Obaid			Email : mayadah.azeez@uowa.edu.iq		
8. Course Objectives					
<ul style="list-style-type: none"> ✓ Enhance advanced English communication and conversational skills. ✓ Develop students' abilities in academic writing and drafting formal emails. ✓ Enriching the linguistic vocabulary and practicing the use of complex grammar (tenses, known and unknown, auxiliary verbs...). ✓ Providing students with the ability to understand and discuss academic and cultural texts. ✓ Develop listening skills and linguistic analysis through a variety of texts. ✓ Prepare the student to use the English language in professional and academic situations. 				Course Objectives	
9. Teaching and Learning Strategies					
<ul style="list-style-type: none"> ✓ Theoretical lectures supported by practical exercises. ✓ Writing exercises (writing academic essays and mailings). ✓ Group discussions to enhance conversational skills. ✓ Read and analyze academic texts and short stories. ✓ Listening and speaking exercises using audio clips. 				Strategy	
10. Course Structure					
Evaluation Method	Learning method	Unit Name or Subject	Required Learning Outcomes	Hours	Week
Daily Testing + Assessment	Lecture + Exercises	Introduction	Course recognition and breaking the language barrier	2	1

Daily Testing + Assessment	Lecture + Exercises	No Place Like Home (Grammar: Past Simple, Present Perfect, Active & Passive)	Review of the Ground Rules	2	2
Daily Testing + Assessment	Lecture + Applied Writing	Academic Writing / Email Writing	Developing Academic Writing Skills	2	3
Daily Testing + Assessment	Lecture + Discussion	Social Expressions & The Music of English (Everyday English)	Vocabulary and pronunciation enrichment	2	4
Daily Testing + Assessment	Lecture + Group Reading	Reading & Vocabulary	Improve reading and speaking	2	5
Daily Testing + Assessment	Lecture + Discussion	Been There, Done That (Reading & Speaking)	Developing speaking skills	2	6
examination	Written	EXAM 1	First Exam	2	7
Daily Testing + Assessment	Lecture + Exercises	Everyday English – Hot Verbs: Make / Do	Vocabulary enrichment	2	8
Daily Testing + Assessment	Lecture + Exercises	Introduction to Relative Clauses (who, which, whose, that)	Understanding descriptive sentences	2	9
Daily Testing + Assessment	Lecture + Exercises	Everyday English – Requests & Offers / Daily Habits	Practicing daily vocabulary	2	10
Daily Testing + Assessment	Lecture + Discussion	Modal Auxiliary Verbs (Permission / Grammar & Speaking)	Use auxiliary verbs	2	11
test	Written	Quiz Test for Assessment	Calendar Quiz	2	12
Daily Testing + Assessment	Lecture + Conversation	What Do You Want	Practicing dialogue in life situations	2	13
Daily Assessment	Review	Review + Exercises	Comprehensive Review	2	14
examination	Written	EXAM 2	Final Exam	2	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

Headway Intermediate Plus – <i>New Edition</i>	Required Textbooks
Graded Readers. Audio sources (Audio CDs, YouTube channels for English learning).	Primary References
www.bbc.co.uk/learningenglish www.cambridgeenglish.org www.englishpage.com	Recommended books and references
English-language journals and scientific research	References, Websites

Corporate Governance Course Description Template

:Course name.1	
Corporate Governance	
:Course code.2	
WBA-42-03	
: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 / 2 units 2	
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>1. Definition Student In concept Governance Companies And its importance in environment Business Modern</p> <p>2. Clarification Frames and standards International For governance (such as principles organized cooperation and development Economic (OECD)</p> <p>3. Highlight relationship between Governance good and performance . Financial and sustainability Institutional</p> <p>4. Strengthening awareness With roles and responsibilities all from council Management, shareholders, and</p>	<p>Course objectives</p>

. management Executive Bind Governance Companies .5 Responsibly Social and ethics Professional	
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Teaching and learning strategies.9

Theoretical lectures supported by presentations ✓ . Class discussions and case study analysis ✓ . Project-based learning (preparing short reports and research) ✓ benefit from Sources Electronic And the library ✓	Strategy
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Course structure.10

Evaluation method	Learning method	Name of unit or topic	Required learning outcomes	watches	week
Oral questions	a lecture	Governance Concept and Importance	Introduction to Corporate Governance	2	1
Short test	a lecture	Corporate governance models	Justificatio ns for the emergenc e of corporate governanc e	2	2
duty	a lecture	The ■	The ■	2	3

		emergence of corporate governance	emergence of corporate governance		
Short report	a lecture	The concept of corporate governance	The concept of corporate governance	2	4
duty	a lecture	The importance of corporate governance	The importance of corporate governance	2	5
Short test	a lecture	Corporate Governance Objectives	Corporate Governance Objectives	2	6
duty	a lecture	Corporate Governance System Structure	Corporate Governance System Structure	2	7
monthly test	exam	exam	exam	2	8

Short report	a lecture	Corporate Governance Principles	Corporate Governance Principles	2	9
duty	a lecture	Corporate Governance System Structure	Corporate Governance System Structure	2	10
Short test	a lecture	Corporate Governance Theories	Corporate Governance Theories	2	11
duty	a lecture	Corporate Governance Controls	Corporate Governance Controls	2	12
a report	a lecture	Corporate Governance Elements	Corporate Governance Elements	2	13
Safiya's participation	exam	exam	exam	2	14
final exam	a lecture	Knowledge Governance	Knowledge Governance	2	15

Course Evaluation.11	
<p>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</p> <p style="text-align: right;">Classroom preparation and participation: 10 marks .1 Short tests: 10 marks .2 Reports and assignments: 10 marks .3 First monthly test: 10 points .4 Second monthly test: 10 points .5 Final Exam: 50 marks .6</p> <p style="text-align: right;">Total = 100 points</p>	
Learning and teaching resources.12	
	Required textbooks
Governance in Emerging Markets, .1 .Nasser Abdel Hamid, 2014, 1st ed Corporate Governance , Mohamed El-Fateh Mahmoud Bashir, 2020	Main references
	Recommended supporting books and references
Journals and scientific research on corporate governance	Electronic references, websites