

MODULE DESCRIPTION FORM

Course description template

Module Information			
Course Information			
Module Title	Modern Human Resource Management		Module Delivery
Module Type	Basic learning activity		Theory ☒ Lecture ☒ ☐ Lab Tutorial ☐ Practical ☐ Seminar ☐
Module Code	2202BA		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	2	Delivery semester	
Administration Department	Business Administration	college	Management and Economics
Unit Commander	Labeeb ali Hussein	Email	labeeb@uowasit.edu.iq
Academic title of unit commander	Lecturer Dr	Unit Commander Qualifications	PhD
Unit teacher	Name (if any)	Email	Email
Name of peer reviewers	name	e-mail	Email
Scientific Committee Approval Date	1/2/2026	Version Number	1.0

Relation with other Modules			
Relationship with other study subjects			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents Course objectives, learning outcomes, and guidance content	
Module Objectives Course Objectives	1- DoneThe student was able to grasp the fundamental shift in the role of human resource management, from a traditional administrative function to a strategic partner that contributes to building and developing human capital.. 2-Equipping students with the skills to apply modern technologies, such as artificial intelligence and cloud-based human resources information systems.(HRIS), and digital learning platforms, in managing talent efficiently. 3-Developing the student's ability to design an integrated digital employee journey, including recruitment, orientation, development, and retention phases, in a way that suits hybrid work environments.. 4-Preparing students to deal with contemporary challenges in the workplace, such as generational diversity, promoting employee well-being, achieving green sustainability, and adhering to digital ethics.. 5-Linking modern human resource management practices to the context of the Iraqi and Arab markets, while analyzing the gap between global applications and the local reality..
Unit Learning Outcomes Intermediate education outcomes	NCourse description template Designing a digital employee journey(Digital Employee Journey) includes -1 .the stages of recruitment, orientation, development, and retention Using Talent Management Systems to map competencies and manage job .2 .succession Assessing the impact of hybrid and flexible work on productivity and -3 ..organizational culture, and designing supportive policies Analysis of the fundamental differences between the traditional human -4 resources model and the human resources modelHR Business Partner(As a (strategic partner Applying human resources analytics tools (People Analytics) to predict -5 .employee turnover rates and make proactive decisions
Guideline Contents Promotional subscriptions	Subject-specific skills Shifting from "people management" to human capital partnership: Redefining the -1 .role of the HR function .Human resource analytics: from metadata to predicting job behaviors- 2 Employee Experience: Designing a complete employee journey from recruitment to -3

	.departure Digital talent management: attracting and developing Generation 2 and highly -4 ..skilled technical talent Hybrid and flexible work involves designing performance measurement policies and -5 .managing culture in distributed work environments
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Learning and teaching strategies For education and learning	
Strategies	• Data-driven learning: Developing students' ability to analyze real-world datasets, such as employee turnover and performance data, using simplified analytical tools such as Excel and Power BI. • Decision-making simulation: Employing interactive scenarios that enable students to practice making decisions in the field of human resources, based on recommendations supported by data analysis.. • Designing the employee experience: Implementing a collaborative project aimed at designing an integrated digital employee journey for a virtual organization, using design thinking methodologies.(Design Thinking). • Analysis of real-world case studies: Studying and analyzing the experiences of leading organizations such as Microsoft and Zain Group, in addition to Iraqi startup companies, to understand digital transformation practices in human resources management. • Project-based learning: Students are tasked with preparing an applied project that involves developing a digital transformation plan for human resources management in a small or medium-sized Iraqi organization..

Student Workload (SWL) .The student's academic workload is calculated for 15 weeks			
Structured SWL (h/sem) Regular academic workload for the student during the semester	60	(Structured SWL (h/sem) Student's regular weekly study load	4.0
Unstructured SWL (h/sem) Irregular student workload during the semester	90	Unstructured SWL (h/w) Irregular weekly study load for the student	6.0
Total SWL (h/sem) The student's total academic	150		

workload during the semester	
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Module Evaluation					
Course Material Assessment					
		Time/Number	Weight (Marks)	Week Due	Relevant learning outcomes
Formative assessment	Short tests	2	(10) %10	and 10 5	Educational objectives and 11 ,10 ,2 ,1
	Tasks	2	(10) %10	and 12 2	Educational objectives and 7 6 ,4 ,3
	Projects /The .laboratory	1	(10) %10	continuous	everyone
	a report	1	(10) %10	13	Educational objectives and 10 8 ,5
Summative assessment	Midterm exam	two hours	(10) %10	7	LO #1 - #7
	Final Exam	3hr	(50) %50	16	All
Total assessment			(Marks 100) %100		

Delivery Plan (Weekly Syllabus)	
Weekly theoretical curriculum	
	Material Covered
Week 1	Digital Employee Experience: Designing an Employee Journey from Recruitment Departure
Week 2	Digital talent management: attracting and developing Generation 2 and technic talent in the Iraqi market
Week 3	Hybrid and flexible work, policy design and performance measurement in distribut environments
Week 4	Artificial intelligence in recruitment: applications and ethical challenges (algorithm (bias
Week 5	Digital learning and development educational platformsLXP) and Micro-learning
Week 6	Modern compensation and incentive systems include flexible incentives, non-mate benefits, and employee welfare.
Week 7	Cloud-based human resources information systems (Cloud (HRIS) and its practic applications
Week 8	Midterm exam
Week 9	Managing diversity and inclusion: Dealing with different generations of workers A .multiple cultures

Week 10	Digital human capital: measuring and developing digital skills as a strategic asset
Week Eleven	Job well-being (Well-being) Psychological resilience in high-pressure work environments
Week Twelve	Human Resources Management in Crises: Employing human resources management practices to address crises such as the Coronavirus pandemic, economic crises, and others
Week thirteen	Digital ethics and human resources governance: privacy, transparency, and protection of employees' personal data
Week fourteen	The Future of Work: The Impact of Automation on Job Structure and Future Skills
Week fifteen	General review and final exam

Delivery plan (weekly lab curriculum) Weekly laboratory schedule	
	covered materials
Week 1	/

Learning and teaching resources Learning and teaching resources		
	text	Is it available in the library
Required texts	Asraf H. J. (2022) Contemporary Human Resources Management, Dar Al Afaq Al Ilmiya for Publishing and Distribution	no
Recommended texts	Al-Hariri, and (2018) Modern Trends in Human Resources (1) Management. Al-Yazouri Scientific Group for Publishing and Distribution Al-Saati Shen J, and Al-Awasa S. I. (2021) Human (2) Resources Management Strategically in Light of Contemporary Global Trends Dar Al-Yazouri Scientific Publishing and Distribution	
websites		

Classification chart Grade chart				
group	Grade	Appreciation	% Marks	Definition
Success Group (100 - 50)	A -Excellent	privilege	100 - 90	Outstanding Performance
	B -Very Good	very good	89 - 80	Above average with some errors
	C -Good	good	79 - 70	Sound works with notable errors

	D -Satisfactory	middle	69-60	Fair but with major shortcomings
	E -Sufficient	acceptable	59-50	Work meets minimum criteria
Fail Group (49 – 0)	FX –Fail	Sediment (under (processing	(49-45)	More work required but credit awarded
	F –Fail	Precipitate	(44-0)	Considerable amount of work required
note:Decimal marks greater than or less than 0.5 will be rounded up or down to the nearest whole mark (e.g., 54.5 will be rounded up to 55, while 54.4 will be rounded up to 54). The university has a policy of not allowing "near-passing" cases, so the only adjustment to marks awarded by the original examiners will be the automatic rounding .described above				

MODULE DESCRIPTION FORM

Module Information					
Module Title	Logistics Management			Module Delivery	
Module Type	Basic learning activity			☒ Theory ☐ Lecture ☐ Lab ☐ Tutorial ☒ Practical ☐ Seminar	
Module Code	BA2205				
ECTS Credits	3				
SWL (hr/sem)	105				
Module Level		2	Semester of Delivery		2
Administering Department		Type Dept. Code	College	Type College Code	
Module Leader	Name		e-mail	E-mail	
Module Leader's Acad. Title			Module Leader's Qualification		
Module Tutor	Kamal Alwan Muhaysin		e-mail	E-mail	
Peer Reviewer Name		Name	e-mail	E-mail	
Scientific Committee Approval Date			Version Number		

Relation with other Modules			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
Module Objectives	1. The student's understanding of integrated logistics and supply chain management concepts in the contemporary global context. 2. Training the student to apply modern technologies (blockchain, Object-Oriented Technologies, analytics, predictive analytics, etc.) to improve supply chain efficiency. 3. Developing skills in designing and implementing integrated logistics systems that include transportation, warehousing, and inventory management. 4. Equipping the student to address contemporary logistics challenges: e-commerce, sustainability, global supply chains, and risk management. 5. Linking logistics theories to local realities and analyzing the gap between global and local practices..
Module Learning Outcomes	1. Design an integrated logistics network encompassing suppliers, distribution centers, and delivery channels. 2. Implement inventory management models (EOQ, JIT, ABC Analysis) using simple

	analytical tools. 3. Analyze the impact of transportation and storage decisions on total cost and customer service levels. 4. Assess global supply chain risks and develop business continuity plans. 5. Use key performance indicators (KPIs) to evaluate the efficiency of logistics operations. 6. Analyze the impact of digital transformation (e-commerce, delivery platforms) on traditional logistics models. 7. Develop environmentally friendly logistics strategies that support sustainability goals.
Indicative Contents	1. Shifting from transportation and warehousing to strategic partnerships within the value chain as a source of institutional competitiveness. 2. Predictive supply chain analytics using big data to anticipate market disruptions and improve decision-making. 3. Ensuring customer experience with transparency across the entire supply chain, from order placement to final delivery, and effective communication. 4. Integrated digital logistics with IoT and blockchain applications for shipment tracking and supply chain management. 5. E-commerce and other logistics solutions with flexible delivery network design tailored to Iraqi cities. 6. Inventory management for demand forecasting, optimizing storage levels, and AI-powered consumer pattern discovery. 7. Cloud-based supply chain management platforms and the advantages of instant integration with partners, addressing the challenges of integration for Iraqi organizations. 8. Logistics: Designing Low-Carbon Supply Chains Sustainability Energy Recyclable Packaging 9. Digital as an Asset Organizing Supply Chains Including Technological Infrastructure Logistics Capital And Tracking Systems 10. Global Supply Chains to Confront Geopolitical Crises and Disasters Risk Management Natural Disasters and Market Disruptions 11. Supply Chains to Protect Data Digital Ethics Customer Sources Transparency Products and Preventing Exploitation 12. The Shadow Economy Reverse Logistics as an Added Value for Returns Management and Recycling Circular 13. Automation and Automation The Future of Logistics Influenced by Self-Driving Vehicles and Aircraft Operational Structure and Workforce Skills 14. Regional logistical integration to connect Iraq to regional transport and storage networks to enhance non-oil exports. 15. Applied case studies of global experiences such as Amazon and Alibaba, and the reality of Iraqi ports and border crossings, to draw practical lessons applicable locally.

Learning and Teaching Strategies	
Strategies	1. Case-based learning: (e.g., analyzing real-world logistical problems from the Iraqi market, such as challenges at the Trebil border crossing). 2. Digital simulation: using simple software to simulate inventory and transportation management decisions. 3. Field visits: field trips to regional ports and distribution centers. 4. Group projects: in the field of trade, designing a logistics plan for an emerging Iraqi e-commerce company. 5. Seminars with specialists: inviting experts from the Border Ports Authority and Iraqi logistics companies..

Student Workload (SWL)			
Structured SWL (h/sem)	45	Structured SWL (h/w) ¹	4.0
Unstructured SWL (h/sem)	60	Unstructured SWL (h/w)	6.0
Total SWL (h/sem)	105		

Module Evaluation					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes		10% (10)		LO #1, #2 and #10, #11
	Assignments		10% (10)		LO #3, #4 and #6, #7
	Projects / Lab.		10% (10)		All
	Report		10% (10)		LO #5, #8 and #10
Summative assessment	Midterm Exam		10% (10)		LO #1 - #7
	Final Exam		50% (50)		All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
	Material Covered
Week 1	Introduction to Logistics and Supply Chain Management: The historical evolution from traditional transport to integrated supply chains and the importance of logistics as a source of competitiveness in the Iraqi and global economies.

Week 2	Demand Planning and Forecast Management: Quantitative and qualitative forecasting techniques, and analysis of the impact of political and economic market instability on forecast accuracy.
Week 3	Inventory Management: Economic Quantity (EOQ) models, ABC Analysis (Accounting by Value) inventory management systems, and the application of Just-in-Time (JIT) systems in stable environments.
Week 4	International Transport and Shipping: Choosing a mode of transport (air, sea, land), calculating cost versus service level, and analyzing the challenges of transporting goods through Iraqi border crossings (such as Trebil and Shalamchah).
Week 5	Warehouse Management and Physical Distribution: Designing distribution networks, modern storage technologies (Rack Systems), and Warehouse Management Systems (WMS) for Iraqi logistics centers.
Week 6	Reverse Logistics: The Context of Environmental Sustainability Returns Management, Recycling, and Remanufacturing and the Circular Economy.
Week 7	Supplier Integration and Relationship Management: Supplier Selection, Performance Evaluation, and Building Strategic Partnerships to Enhance Supply Chain Resilience.
Week 8	Midterm Exam
Week 9	Logistics: IoT Applications Digital Transformation (IoT) Shipment Tracking, Blockchain Improving Delivery Routes Supply Chains, and Artificial Intelligence.
Week 10	E-commerce: Delivery Models Last-Mile Delivery (LMD) Logistics, Returns Management Iraqi Cities E-commerce and Delivery Challenges
Week 11	Supply Chains: Identifying risks (geopolitical, natural, operational) and developing risk management plans for Business Continuity Planning (BCP) for Iraqi organizations.
Week 12	Green Logistics and Sustainability: Reducing carbon emissions, environmentally friendly packaging, and logistical performance indicators.
Week 13	Logistics Performance Indicators: Measuring the effectiveness of the supply chain using indicators (delivery accuracy, unit cost, order cycle), and linking them to the World Bank's Logistics Performance Indicator (LPI).
Week 14	Applied Case Studies: Analyzing global experiences (such as Amazon and Zain) and the reality of Iraqi ports (Al-Badah and Umm Qasr) and border crossings to identify gaps and propose practical solutions.

Week 15	General Review and Final Exam
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Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts	Al-Sa'aydeh, R. (2025) Management) (Integrated Approach to Supply Chains (Traditional, Modern, and Digital)). Al-Yazouri Publishing and Distribution House.	
Recommended Texts	. M. Y. Al-Karf (2021). Logistics Management: Supply and Distribution. [Physical and Other] Dar Al-Akademiya for Publishing and Distribution.	
Websites		

Grading Scheme				
Group	Grade	Marks %	Definition	
Success Group (50 - 100)	A – Excellent	90 - 100	Outstanding Performance	
	B - Very Good	80 - 89	Above average with some errors	
	C – Good	70 - 79	Sound work with notable errors	
	D - Satisfactory	60 - 69	Fair but with major shortcomings	
	E – Sufficient	50 - 59	Work meets minimum criteria	
Fail Group (0 – 49)	FX – Fail	(45-49)	More work required but credit awarded	
	F – Fail	(0-44)	Considerable amount of work required	
Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information				
معلومات المادة الدراسية				
Module Title	Business Law		Module Delivery	
Module Type	Core		☒ Theory ☒ Lecture ☒ Lab ☐ Tutorial ☐ Practical ☐ Seminar	
Module Code				
ECTS Credits	3			
SWL (hr/sem)	200			
Module Level	1	Semester of Delivery		1
Administering Department	Type Dept. Code	College	كلية الإدارة والاقتصاد	
Module Leader	ا.م.د. نسرین فالج		e-mail	nfalih@uwasit0edu.iq
Module Leader's Acad. Title	استاذ مساعد		Module Leader's Qualification	Ph.D.
Module Tutor			e-mail	nfalih@uwasit0edu.iq
Peer Reviewer Name	Name	e-mail	E-mail	
Scientific Committee Approval Date		Version Number		

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	إكساب الطلبة المهارات المعرفية في مبادئ وأساسيات القانون التجاري وتعليم الطلاب علمياً من خلال إعطاء المادة العلمية المتخصصة في مجال دراسات القانون التجاري المرتبط بالحياة الاقتصادية في جميع أوجه نشاطها منذ مراحل تأسيس المشروعات وحتى انقضائها وتصفياتها.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	الاهداف المعرفية - اكتساب الطالب قدرة على تنظيم العقود يساعد في انجاز مهامه ومن بينها تحديد نوع الشركة سواء كانت شركات اموال (مساهمة) او شركات تضامن. - التعرف على طبيعة الاوراق المالية. الاهداف المهاراتية الخاصة بالمقرر - تنظيم الحوالات المالية والصكوك والسند الامر.
Indicative Contents المحتويات الإرشادية	يتضمن المحتوى الإرشادي ما يأتي: 1- توجيه وإرشاد الطلبة بأهمية الحضور وعدم الغياب وعدم التأخر. 2- التواصل المستمر عن طريق الصف الإلكتروني

Learning and Teaching Strategies	
استراتيجيات التعلم والتعليم	
Strategies	-الحلقات النقاشية -التقارير العلمية -الواجبات البيئية -طريقة العصف الذهني

Student Workload (SWL)			
الحمل الدراسي للطلاب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطلاب خلال الفصل	109	Structured SWL (h/w) الحمل الدراسي المنتظم للطلاب أسبوعيا	7
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطلاب خلال الفصل	91	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطلاب أسبوعيا	6
Total SWL (h/sem) الحمل الدراسي الكلي للطلاب خلال الفصل	200		

Module Evaluation					
تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects / Lab.	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
المنهاج الاسبوعي النظري	
	Material Covered
Week 1	مدخل تعريفى للقانون والقانون التجاري
Week 2	نظرية الالتزام وانواع العقود
Week 3	مصادر القانون التجاري
Week 4	القانون، المصادر الارادية العقد ، الارادة المنفردة
Week 5	مصادر غير ارادية (العمل غير المشروع)
Week 6	مصادر غير ارادية(الاثراء بلا سبب ، القانون)
Week 7	الشركات بالقانون العراقي واهميتها وتأسيسها
Week 8	انواع شركات الاشخاص وكيفية انشائها وتصفيته
Week 9	انواع شركات الاموال وكيفية انشائها وتصفيته
Week 10	انواع شركات المختلطة وكيفية انشائها وتصفيته
Week 11	الاوراق التجارية وانواعها واهميتها
Week 12	كيفية انشاء الورقة وشروطها
Week 13	انواع الاوراق التجارية (الحوالة، السند لامر، الصك)
Week 14	البيانات الاختيارية للحوالة التجارية السند لامر / الكمبيالة/انشاءه/اركانه/شروطه
Week 15	التزامات محرر الكمبيالة الصك/انشاءه/اركانه/شروطه/ وفاء قيمة الصك وتقادمه التظهير/تعريفه/انواعه/اهدافه

Week 16	الامتحان النهائي
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Delivery Plan (Weekly Lab. Syllabus)	
المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources		
مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	الشركات التجارية / لطيف جبر كوماني	Yes
Recommended Texts	قانون التجاري دكتور فاروق ابراهيم جاسم	No
Websites		

Grading Scheme				
مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.				

Course Description Form



1. Course Name:					
Materials and Warehouse Management					
2. Course Code:					
3. Semester / Year:					
September 2025					
4. Description Preparation Date:					
7/2/2026					
5. Available Attendance Forms:					
presence					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 hours 30 units					
7. Course administrator's name (mention all, if more than one name)					
Name: Noor Naeem Reda					
Email: nrida604@uowasit.edu.iq					
8. Course Objectives					
Course Objectives		Introducing students to the concept of materials and inventory management and its importance. Introducing students to how to estimate the demand for inventory and determine safety reserves.			
9. Teaching and Learning Strategies					
Strategy		Combining theoretical and practical lectures with participatory classroom extracurricular learning			
10. Course Structure					
Week	H ou rs	Required Learning Outcomes	Unit or subject name	Learning method	Evaluation method
1st.	2		Marketing Services	In-person education	Quiz, discussions
2nd.	2		Marketing Services	In-person education	Quiz, discussions
3rd.	2		Marketing Services	In-person education	Quiz, discussions
4th.	2		E- Marketing	In-person education	Quiz, discussions
5th.	2		E- Marketing	In-person education	Quiz, discussions
6th.	2			In-person education	Quiz, discussions

7 th .	2		International marketing	In-person education	Quiz, discussions
8 th .	2		International marketing	In-person education	Quiz, discussions
9 th .	2		Market research	In-person education	Quiz, discussions
10 th .	2		Market research	In-person education	Quiz, discussions
11 th .	2		Marketing information system	In-person education	Quiz, discussions
12 th .	2		Marketing information system	In-person education	Quiz, discussions
13 th .	2		Marketing environment	In-person education	Quiz, discussions
14 th .	2		Marketing environment	In-person education	Quiz, discussions
15 th .	2		Green marketing	In-person education	Quiz, discussions
			Green marketing	In-person education	Quiz, discussions

11. Course Evaluation

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

Annual pursuit of 40% grade divided as follows:

Monthly exams are 20% for two months

Daily and quizzes 10%

Reports submitted 5%

Workshops and participations 5%

Finally, the final written exam is 60%.

Total 100%

12. Learning and Teaching Resources

Required textbooks (curricular books, if any)	/
Main references (sources)	Contemporary Marketing Book by Philip Kotler 2007/ Marketing Management Book Contemporary Concepts by Saadoun Jatheer and others
Recommended books and references (scientific journals, reports...)	Contemporary Marketing Management book by Dr. Base Al-Humairi
Electronic References, Websites	Various marketing websites such as https://www.seo-ar.net/?p=15683

Course description form

Course name: Human Resources Management . 1					
Course code .2					
Semester/Year: Semester .3					
Date this description was prepared: 22/1/2026 .4					
Available forms of attendance: in-person lectures .5					
(Number of study hours (total)/number of units (total) .6 .6					
3 / 45					
(Name of the course administrator (if more than one name is mentioned) .7					
labeeb@uowasit.edu.iq : الأيميل Name: Dr. labeeb Ali Hussien					
Course objectives .8					
Human resources are one of the most important factors for the success of any successful organization or company, in addition to their role in contributing to selecting competencies, developing employees, providing an appropriate work environment, making good decisions, contributing to strategic planning, and working to raise the competitive spirit at work					Objectives of the study subject
Teaching and learning strategies .9					
means everything related to the method of delivering the material to the students, and it includes all the means and plans that the professor uses to control the class and manage it well, including presentation, training, discussion, and questions, to reach the learning goals and create appropriate atmosphere in the class so that the students can understand and absorb the material correctly					The strategy
Course structure .10					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Evaluation					

method					
Test and discuss	Lectureand questions	ifting from personnel management to human resources management	Historical development of human resources management	3	the first
Test and discuss	Lectureand questions	The importance of human resources	man resources management: concepts and objectives	3	he second
Test and discuss	Lectureand questions	arn about its functions	rganizing human resources management	3	he third
Test and discuss	Lectureand questions	Job analysis and recruitment	man resources planning	3	Fourth
Test and discuss	Lectureand questions	Learn about business design	Job design	3	Fifth
Test and discuss	Lectureand questions	The concept of the importance of human resources planning	human needs planning	3	Sixth
Test and discuss	Lectureand questions	The concept of recruitment, selection and appointment	Recruitmen	3	Seventh
Test and discuss	Lectureand questions	s concept, importance and goals	the first exam	3	Eight
Test and discuss	Lectureand questions	Benefits of training for the organization and methods	aluating employees' performance	3	Ninth
Test and discuss	Lectureand questions	Benefits of training for the organization and methods	aining and development of employees	3	The tenth
Test and discuss	Lectureand questions	The concept of incentives and wages	HR compensation	3	eleventh
Test and discuss	Lectureand questions	Identify the type of services	Health, industrial safety and accidents the job	3	twelveth
Test and discuss	Lectureand questions	Promoting employees is the concept of promotion	functional movement management	3	hirteenth

Test and discuss	Lecture and questions	The concept and types of work turnover	Work turnover	3	fourteenth
			Second exam		Fifteenth Fifteenth
Course evaluation					.11
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc					
Learning and teaching resources					.12
Human Resources Management / Written by: Moayed Saeed Al-Salemi and Dr. Adel Harhoush / University of Baghdad			Required textbooks (methodology, if any)		
Human Resources Management / Written by: Moayed Saeed Al-Salemi and Dr. Adel Harhoush / University of Baghdad			(Main references (sources		
			Recommended supporting books and references (....(scientific journals, reports		
nothing			Electronic references, Internet sites		

Course description form

Course name: Human Resources Management . 1					
Course code .2					
Semester/Year: Semester .3					
Date this description was prepared: 22/1/2026 .4					
Available forms of attendance: in-person lectures .5					
(Number of study hours (total)/number of units (total) .6 .6					
3 / 45					
(Name of the course administrator (if more than one name is mentioned . 7					
labeeb@uowasit.edu.iq : الأيميل Name: Dr. labeeb Ali Hussien					
Course objectives .8					
Human resources are one of the most important factors for the success of any successful organization or company, in addition to their role in contributing to selecting competencies, developing employees, providing an appropriate work environment, making good decisions, contributing to strategic planning, and working to raise the competitive spirit at work					➤ objectives of the study subject
Teaching and learning strategies .9					
means everything related to the method of delivering the material to the students, and it includes all the means and plans that the professor uses to control the class and manage it well, including presentation, training, discussion, and questions, to reach the learning goals and create appropriate atmosphere in the class so that the students can understand and absorb the material correctly					The strategy
Course structure .10					
Evaluation method Evaluation	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week

method					
Test and discuss	Lectureand questions	ifting from personnel management to human resources management	Historical development of human resources management	3	the first
Test and discuss	Lectureand questions	The importance of human resources	man resources management: concepts and objectives	3	he second
Test and discuss	Lectureand questions	arn about its functions	rganizing human resources management	3	he third
Test and discuss	Lectureand questions	Job analysis and recruitment	man resources planning	3	Fourth
Test and discuss	Lectureand questions	Learn about business design	Job design	3	Fifth
Test and discuss	Lectureand questions	The concept of the importance of human resources planning	human needs planning	3	Sixth
Test and discuss	Lectureand questions	The concept of recruitment, selection and appointment	Recruitmen	3	Seventh
Test and discuss	Lectureand questions	s concept, importance and goals	the first exam	3	Eight
Test and discuss	Lectureand questions	Benefits of training for the organization and methods	aluating employees' performance	3	Ninth
Test and discuss	Lectureand questions	Benefits of training for the organization and methods	aining and development of employees	3	The tenth
Test and discuss	Lectureand questions	The concept of incentives and wages	HR compensation	3	eleventh
Test and discuss	Lectureand questions	Identify the type of services	Health, industrial safety and accidents the job	3	twelveth
Test and discuss	Lectureand questions	Promoting employees is the concept of promotion	unctional movement management	3	hirteenth

Test and discuss	Lecture and questions	The concept and types of work turnover	Work turnover	3	fourteenth
			Second exam		Fifteenth Fifteenth
Course evaluation					.11
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc					
Learning and teaching resources					.12
Human Resources Management / Written by: Moayed Saeed Al-Salemi and Dr. Adel Harhoush / University of Baghdad			Required textbooks (methodology, if any)		
Human Resources Management / Written by: Moayed Saeed Al-Salemi and Dr. Adel Harhoush / University of Baghdad			(Main references (sources		
			Recommended supporting books and references (....(scientific journals, reports		
nothing			Electronic references, Internet sites		

MODULE DESCRIPTION FORM

Module Information			
Module Title	Principles of Operations Research and QSB Applications		Module Delivery
Module Type	b		☐ Theory ☒ Lecture ☐ Lab ☒ Tutorial ☐ Practical ☐ Seminar
Module Code	AC2105		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	2	Semester of Delivery	1
Administering Department	Business Administration	College	College of Management and Economics
Module Leader	Dr. Hatem Karim Al-Gharbawi	e-mail	
Module Leader's Acad. Title	Professor Doctor	Module Leader's Qualification	Ph.D.
Module Tutor	Dr. Noor Naeem Reda	e-mail	nrda604@uowasit.edu.iq
Peer Reviewer Name			
Scientific Committee Approval Date	11/02/2026	Version Number	1.0

Relation with other Modules			
Prerequisite module	ك	Semester	0
Co-requisites module	ك	Semester	0

Module Aims, Learning Outcomes and Indicative Contents	
Module Objectives	1. Introduction to linear programming. 2. Understanding the binary model. 3. The concept of the assignment model. 4. The concept of the critical path. 5. The PER method. 6. Game theory.
Module Learning Outcomes	1. The student will understand the concept of linear programming. 2. They will differentiate between the initial model and the binary model. 3. They will formulate the mathematical method for assignment. 4. They will construct the model and solve it graphically. 5. They will solve the model using the complete counting method. 6. They will solve it using the Northwest Corner method and the Critical Path method.
Indicative Contents	The tutorial content includes the following: Part A – Linear Programming Canonical and Standard Forms. Model Building. Graphical and Simple Model Solutions. [SSWL=6 hours] Binary and Accounting Problem Solutions. [SSWL=6 hours] Transportation Problem. Solution using the Northwest Corner Method. [SSWL=6 hours] Review [SSWL=3 hours] Part B – Model Solution Solving using the Least Cost Method and the Opportunity Cost Method (Vogel). [SSWL=6 hours] Business Networks. Network Diagram Preparation. [SSWL=6 hours]

	Critical Path Method and PER Method. [SSWL=6 hours] Game Theory. Game Construction. Solving matches using the analytical method [SSWL = 6 hours] Total hours = 48 = SSWL - (exam hours) = 48 - 3 = 45 hours (timetable hours × 15 weeks)
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Learning and Teaching Strategies

Strategies	The main strategy that will be relied upon in this chapter is interactive participation, brainstorming, thinking and reflecting, teamwork, active learning, cooperative learning, and rapid thinking.
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Student Workload (SWL)

Structured SWL (h/sem)	48	Structured SWL (h/w)	6
Unstructured SWL (h/sem)	102	Unstructured SWL (h/w)	7
Total SWL (h/sem)	200		

Module Evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Learning and Teaching Resources

Learning and teaching resources		
	Text	Available in the Library?
Required Texts	Fundamentals of Accounting Knowledge, Dr. Talal Al-Jajawi	نعم
Recommended Texts	Principles of Accounting, Kiso	لا
Websites		

Delivery Plan (Weekly Syllabus)	
	Material Covered
Week 1	Linear Programming. Introduction. Canonical and Standard Forms. Model Construction. Graphical Model Solutions.
Week 2	Solving the Model Using the Simple Method
Week 3	The Binary Counterpart Model. Definition of a Binary Problem. Converting the Initial Model to Binary
Week 4	Solving the Problem Using the Binary and Accounting Methods
Week 5	Allocation Model. Formulating the Mathematical Approach to Allocation
Week 6	Solving the model using the complete counting method
Week 7	Solving the model using the Hungarian method
Week 8	Transportation Problem. Solution using the Northwest Corner Method
Week 9	Midterm Exam + General Review
Week 10	Solution using the Least Cost Method
Week 11	Solution using the Opportunity Cost Method (Vogel)
Week 12	Business Networks. Network Diagram Numbers
Week 13	Critical Path Method (CPM) Solution
Week 14	Solving using the PER method
Week 15	Game theory. Game construction. Analytical game solving
Week 16	Final exam preparation week + comprehensive chapter review
Delivery Plan (Weekly Lab. Syllabus)	

	Material Covered
Week 1	Learn about the WinQSB software interface and how to input data for operations research models.
Week 2	Constructing a linear programming model and introducing the objective function and constraints into the program.
Week 3	Solve the linear programming model using the graphical method using the program.
Week 4	Solve the linear programming model using the Simplex Method and analyze the results.
Week 5	Convert the prototype to a binary model using the software and compare the results. Analyze the results of the optimal solution and extract the optimal values and key variables using the software.
Week 6	Building the assignment model and entering the data into the program. Solving the assignment model using the Hungarian Method
Week 7	exam
8Week	Building a Transportation Model and entering supply and demand data.
9Week	Finding the initial solution to the transportation problem using the northwest corner method.
10Week	Solving the transportation problem using the Lowest Cost Method.
11Week	Solving the transportation problem using the Vogel Approximation Method.
12Week	exam
13Week	Preparing the project network diagram and analyzing the project using the Critical Path Method (CPM) and PERT.
14Week	Building a game theory model, analyzing player strategies, and finding the optimal solution using the software.
15Week	exam

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

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	Administrative applications in computers		Module Delivery
Module Type	Core		☒ Theory ☒ Lecture ☒ Lab ☐ Tutorial ☐ Practical ☐ Seminar
Module Code			
ECTS Credits	٣		
SWL (hr/sem)	٤٥		
Module Level	٢	Semester of Delivery	
Administering Department	business management	College	Management and Economics
Module Leader	Name	e-mail	lalthaleme@uowasit.edu.iq
Module Leader's Acad. Title	doctor	Module Leader's Qualification	Dr
Module Tutor	Name (if available)	e-mail	E-mail
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date	0/0/202	Version Number	

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	1. Network Security Basics. Understanding network threats. Network Troubleshooting 2. E-Commerce: Concepts of Electronic banking services 3. Computer Troubleshooting: Basic troubleshooting techniques and tools for diagnosing and resolving issues. 4. Introduction to AI 5. impact AI in Our Daily Lives 6. impact AI and Society 7. Ethical Challenges in AI 8. The Future of AI
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	Important: Write at least 6 Learning Outcomes, better to be equal to the number of study weeks. 1. Enabling the student to understand networks and their components. 2. Teaching the student about network threats. 3. Introducing the student to the concept of artificial intelligence and its technologies. 4. List the various terms associated with AI 5. Summarize what is meant by AI 6. Understanding the impact of artificial intelligence on the individual and society
Indicative Contents المحتويات الإرشادية	Activating student participation in explaining the material and raising practical inquiries and questions about it

Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	The main strategy that will be adopted in delivering this module is to encourage students' participation in the exercises, while at the same time refining and expanding their critical thinking skills. This will be achieved through classes, interactive tutorials and by considering types of simple experiments involving some sampling activities that are interesting to the students.

Student Workload (SWL) الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem)	109	Structured SWL (h/w)	7

الحمل الدراسي المنتظم للطالب خلال الفصل		الحمل الدراسي المنتظم للطالب أسبوعيا	
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	91	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	6
Total SWL (h/sem) الحمل الدراسي الكلي للطالب خلال الفصل	200		

Module Evaluation تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects / Lab.	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus) المنهاج الاسبوعي النظري	
	Material Covered
Week 1	Security and Networking: What is a network? Types of networks. Basic network components. Network Security Basics. Understanding network threats. Network Troubleshooting
Week 2	E-Commerce: Concepts of Electronic banking services, including online banking, ATM and debit card services, phone banking, SMS banking, electronic alerts, and mobile banking.
Week 3	Computer Troubleshooting: Identifying and solving common hardware and software problems that computer users encounter. Basic troubleshooting techniques and tools for diagnosing and resolving issues.
Week 4	Introduction to AI: Definition of AI, History of AI, AI and Approaches, Challenges, and Ethical Considerations.
Week 5	AI in Our Daily Lives: AI in smartphones and virtual assistants like Siri or Google Assistant.
Week 6	exam

Week 7	Artificial Intelligence and Society: (How AI affects social and international relations, AI and the future of humanity)
Week 8	Applications of AI: Education, Healthcare, Finance, Transportation, Marketing and Advertising.
Week 9	The Future of AI (Future trends in AI, recent research and emerging technologies.)
Week 10	Artificial intelligence methods
Week 11	Drawing and creating tables in the computer
Week 12	exam
Week 13	Passwords and software licenses
Week 14	How to enter data in Excel
Week 15	Creating a file in Excel
Week 16	Preparatory week before the final Exam

Delivery Plan (Weekly Lab. Syllabus) المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	Graham Brwn , David Waston "Cambridge IGCSE Information and Communication Technology" , 3rd Edition (2020)	NO

Recommended Texts	2- Al-Khader Ali Al-Khader, Researcher, "Computer Fundamentals," 2016 3- Dr. Adel Abdel Nour, "Introduction to the World of Artificial Intelligence"	No
Websites		

Grading Scheme مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	Market Management		Module Delivery
Module Type	Basic		☒ Theory ☒ Lecture ☐ Lab ☐ Tutorial ☐ Practical ☐ Seminar
Module Code	BA		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	1	Semester of Delivery	
Administering Department	Business Administration	College	Administration and Economics
Module Leader	Muaamar Aqeel Obaid	e-mail	Muamarageel.ma@gmail.com
Module Leader's Acad. Title	Assistant Professor	Module Leader's Qualification	Ph.D.
Module Tutor	Name (if available)	e-mail	E-mail
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date	1/2/2026	Version Number	1.0

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	• Preparing students scientifically, professionally, and culturally, enabling them to understand administrative and marketing facts, concepts, and theories. • Enabling students to apply scientific methods in addressing administrative and professional problems and situations.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	1- Students should be able to adopt scientific thinking methods to confront problems. 2. Adopt systematic thinking methods consistent with the form and content of available knowledge. 3. Employ various cognitive, administrative, and marketing skills in similar life situations. 4. Adopt in-depth learning methods that ensure understanding and application. 5. Provide learners with continuous feedback on acquired knowledge. 6. Acquire self-regulated learning strategies consistent with perceived self-efficacy.
Indicative Contents المحتويات الإرشادية	Subject-Specific Skills 1 - Skills in understanding marketing information. 2 - Skills in understanding the elements of the marketing mix. 3 - Skills in understanding the social aspects of marketing. 4 - Skills in understanding the mechanisms for entering international markets.

Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	- Students should be able to adopt scientific thinking methods to confront problems. . Adopt systematic thinking methods consistent with the form and content of available knowledge. . Employ various cognitive, administrative, and marketing skills in similar life situations. - Adopt in-depth learning methods that ensure understanding and application. . Provide learners with continuous feedback on acquired knowledge. . Acquire self-regulated learning strategies consistent with perceived self-efficacy.

Student Workload (SWL)			
الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	150	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	4.2
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	87	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	5.8
Total SWL (h/sem) الحمل الدراسي الكلي للطالب خلال الفصل	150		

Module Evaluation					
تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects / Lab.	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
المنهاج الاسبوعي النظري	
	Material Covered
Week 1	Marketing concepts
Week 2	Marketing system1
Week 3	Marketing system2
Week 4	consumer's behavior1
Week 5	consumer's behavior2
Week 6	Market segmentation1
Week 7	Market segmentation2
Week 8	Promotion1
Week 9	Promotion2

Week 10	Pricing1
Week 11	Pricing2
Week 12	Commodity marketing1
Week 13	Commodity marketing2
Week 14	purchase management1
Week 15	purchase management2
Week 16	Preparatory week before the final exam

Delivery Plan (Weekly Lab. Syllabus) المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	/

Learning and Teaching Resources مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	There is no approved methodological source.	no
Recommended Texts	Contemporary Marketing Book by Philip Kotler 2007/ Marketing Management Book Contemporary Concepts by Dr. Saadoun Jatheer and others.	No
Websites	Various marketing websites such as https://www.seo-ar.net/?p=15683	

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

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

MODULE DESCRIPTION FORM

Course description template

Module Information				
Course Information				
Module Title	Digital Marketing		Module Delivery	
Module Type	Basic		Theory ☒ Lecture ☐ ☐ Lab Tutorial ☐ Practical ☐ Seminar ☐	
Module Code	BA			
ECTS Credits	6			
(hr/sem) SWL	150			
Module Level	2	For Academic the chapter delivery		1
Administration to divide	administration Business	college	and the economy Administration	
Unity leader	Muaamar Aqeel Alzubaidi		mail electronic	Muamarageel.ma@gmail.com
For the leader Academic Title Unity	Assistant Professor PhD.		Unity leader qualifications	PhD
Unity teacher	(found) In) Name		mail electronic	electronic mail
peers the reviewer name	name		mail-e	Email
Scientific Committee Approval Date	1/2/2026		Version Number	1.0

Relation with other Modules				
Relationship with other study subjects				
Prerequisite module	None		Semester	
requisites module-Co	None		Semester	

Learning Outcomes and Indicative Contents ,Module Aims Course objectives, learning outcomes, and guidance content	
Module Objectives Course Objectives	And •Culturally and professionally scientifically Students Preparation • and theories and concepts Facts to understand from empowering them . marketing Digital Administrative Problems to treat in Scientific Methods application from Students Enable • . And professionalism Administrative And the positions
For Learning results unity Intermediate education outcomes	To confront Scientific thinking Methods Use on able student He is That -1 . Problems appearance with Compatible Methodological thinking Methods Adoption .2 . Available Knowledge and content in different Marketing and administrative cognitive Skills Employment .3 . Similar My life Positions And the Understanding Include that depth-In Learning Methods Adoption .4 . application . Acquired Knowledge around ongoing With notes learners Supply .5 with Agree In what The organization Self Learning Strategies Acquisition .6 . Tangible Self Efficiency
Guidance Contents Promotional subscriptions	On the subject Private Skills . Marketing Information to understand Skills -1 . Marketing The mix elements to understand Skills -2 . For marketing purposes social Aspects to understand Skills -3 . Global markets to Login mechanisms to understand Skills -4

and teaching Learning Strategies For education and learning	
Strategies	To confront Scientific thinking Methods Use on able student He is that - . Problems To confront Scientific thinking Methods Use on able student He is n . . Problems and appearance with Compatible Methodological thinking Methods Approval and cognitive Skills Available . Employment .3 Knowledge content . Similar My life Positions in different Marketing administrative And the Understanding Include that depth-in Learning Methods Approval . application Strategies Acquired .6 Knowledge around ongoing With notes learners Supply

	. Tangible Self Efficiency with Agree In what The organization Self Learning
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(Student Workload (SWL			
.The student's academic workload is calculated for 15 weeks			
(Structured SWL (h/sem Regular academic workload for the student during the semester	150	(Structured SWL (h/w Student's regular weekly study load	4.2
(h/sem) Unstructured SWL Irregular student workload during the semester	87	(Unstructured SWL (h/w Irregular weekly study load for the student	5.8
(Total SWL (h/sem The student's total academic workload during the semester	150		

Module Evaluation					
Assessment Course Material					
		Time/Number	(Weight (Marks	Week Due	The Learning results Connection
Evaluation formative	Short Tests	2	(10) %10	10 and 5	Educational the goal and ' 10 ' 2 ' 1 Numbers 11
	Tasks	2	(10) %10	12 and 2	Educational the goal and ' 6 ' 4 ' 3 Numbers 7
	/ Projects . Laboratory	1	(10) %10	continuous	everyone
	a report	1	(10) %10	13	Educational the goal 10 and ' 8 ' 5 Numbers
Evaluation Compilation	the Mid exam chapter Academic	two hours	(10) %10	7	7# -LO #1
	Final Exam	hr3	(50) %50	16	All
Total assessment			(Marks 100) %100		

(Delivery Plan (Weekly Syllabus Weekly theoretical curriculum	
	Material Covered
Week 1	introduction in Marketing digital
Week 2	digital Marketing Strategies
Week 3	Digital Commercial The sign administration
Week 4	Digital Customers Relationships administration CRM) (
Week 5	social communication means via Marketing SMM
Week 6	electronic Mail via Marketing
Week 7	Search engines via Marketing
Eighth Week	Content via Marketing
Ninth Week	Portable Phones via Marketing
tenth Week	digital Video via Marketing
atheistic Week ten	Electronic commerce via Marketing
the second Week ten	Digital Analysis via Marketing
13 Week	Influencers via Marketing
14 Week	digital Marketing in Privacy Ethics
15 Week	emerging and technologies Future digital Marketing
16 Week	Final The exam before Preparation week

Weekly laboratory (Methodology) Delivery plan Weekly laboratory schedule	
	covered Materials
the Week first	/

teaching and Learning sources Learning and teaching resources		
	text	‘The library in Available
Required Texts	. Approved systematic source There is no	no
Texts Recommended In it	Philip authorship from Contemporary Marketing book Digital Marketing Management Book /2007 Kotler Saadoun .Dr authorship from contemporary Concepts	no

	. and others Many	
Web Sites	like different Marketing Sites ar.net/?p=15683 - https://www.seo	

Classification a plan Grade chart				
group	Grade	Appreciation	% Marks	Definition
Success Group (100 - 50)	Excellent - A	privilege	100 - 90	Outstanding Performance
	Very Good - B	very good	89 - 80	Above average with some errors
	Good - C	good	79 - 70	Sound works with notable errors
	Satisfactory - D	middle	69-60	Fair but with major shortcomings
	Sufficient - E	acceptable	59-50	Work meets minimum criteria
Fail Group (49 – 0)	Fail – FX	under) Precipitate (processing	(49-45)	More work required but credit awarded
	Fail – F	راسب	(44-0)	amount of work required Considerable
The or top The complete The sign to 0.5 on Reduce or Increase that The decade Signs approximation It will : Note to 54.4 sign approximation It will be while '55 to 54.5 sign approximation It will be 'For example Way on) lowest For signs only amendment for So ' " success from Nearby Failure cases In Allow no policy the university With .(54 . above The illustrated Automatic approximation It will be originals Correctors before from Granted				

MODULE DESCRIPTION FORM

Module Information			
Module Title	Principles of Operations Research and QSB Applications		Module Delivery
Module Type	b		☐ Theory ☒ Lecture ☐ Lab ☒ Tutorial ☐ Practical ☐ Seminar
Module Code	AC2105		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	2	Semester of Delivery	1
Administering Department	Business Administration	College	College of Management and Economics
Module Leader	Dr. Hatem Karim Al-Gharbawi	e-mail	
Module Leader's Acad. Title	Professor Doctor	Module Leader's Qualification	Ph.D.
Module Tutor	Dr. Noor Naeem Reda	e-mail	nrda604@uowasit.edu.iq
Peer Reviewer Name			
Scientific Committee Approval Date	11/02/2026	Version Number	1.0

Relation with other Modules			
Prerequisite module	ﻛ	Semester	0
Co-requisites module	ﻛ	Semester	0

Module Aims, Learning Outcomes and Indicative Contents

Module Objectives	1. Introduction to linear programming. 2. Understanding the binary model. 3. The concept of the assignment model. 4. The concept of the critical path. 5. The PER method. 6. Game theory.
Module Learning Outcomes	1. The student will understand the concept of linear programming. 2. They will differentiate between the initial model and the binary model. 3. They will formulate the mathematical method for assignment. 4. They will construct the model and solve it graphically. 5. They will solve the model using the complete counting method. 6. They will solve it using the Northwest Corner method and the Critical Path method.
Indicative Contents	The tutorial content includes the following: Part A – Linear Programming Canonical and Standard Forms. Model Building. Graphical and Simple Model Solutions. [SSWL=6 hours] Binary and Accounting Problem Solutions. [SSWL=6 hours] Transportation Problem. Solution using the Northwest Corner Method. [SSWL=6 hours] Review [SSWL=3 hours] Part B – Model Solution Solving using the Least Cost Method and the Opportunity Cost Method (Vogel). [SSWL=6 hours] Business Networks. Network Diagram Preparation. [SSWL=6 hours]

	Critical Path Method and PER Method. [SSWL=6 hours] Game Theory. Game Construction. Solving matches using the analytical method [SSWL = 6 hours] Total hours = 48 = SSWL - (exam hours) = 48 - 3 = 45 hours (timetable hours × 15 weeks)
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Learning and Teaching Strategies

Strategies	The main strategy that will be relied upon in this chapter is interactive participation, brainstorming, thinking and reflecting, teamwork, active learning, cooperative learning, and rapid thinking.
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Student Workload (SWL)

Structured SWL (h/sem)	48	Structured SWL (h/w)	6
Unstructured SWL (h/sem)	102	Unstructured SWL (h/w)	7
Total SWL (h/sem)	200		

Module Evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Learning and Teaching Resources

Learning and teaching resources		
	Text	Available in the Library?
Required Texts	Fundamentals of Accounting Knowledge, Dr. Talal Al-Jajawi	نعم
Recommended Texts	Principles of Accounting, Kiso	كلا
Websites		

Delivery Plan (Weekly Syllabus)	
	Material Covered
Week 1	Linear Programming. Introduction. Canonical and Standard Forms. Model Construction. Graphical Model Solutions.
Week 2	Solving the Model Using the Simple Method
Week 3	The Binary Counterpart Model. Definition of a Binary Problem. Converting the Initial Model to Binary
Week 4	Solving the Problem Using the Binary and Accounting Methods
Week 5	Allocation Model. Formulating the Mathematical Approach to Allocation
Week 6	Solving the model using the complete counting method
Week 7	Solving the model using the Hungarian method
Week 8	Transportation Problem. Solution using the Northwest Corner Method
Week 9	Midterm Exam + General Review
Week 10	Solution using the Least Cost Method
Week 11	Solution using the Opportunity Cost Method (Vogel)
Week 12	Business Networks. Network Diagram Numbers
Week 13	Critical Path Method (CPM) Solution
Week 14	Solving using the PER method
Week 15	Game theory. Game construction. Analytical game solving
Week 16	Final exam preparation week + comprehensive chapter review
Delivery Plan (Weekly Lab. Syllabus)	

	Material Covered
Week 1	Learn about the WinQSB software interface and how to input data for operations research models.
Week 2	Constructing a linear programming model and introducing the objective function and constraints into the program.
Week 3	Solve the linear programming model using the graphical method using the program.
Week 4	Solve the linear programming model using the Simplex Method and analyze the results.
Week 5	Convert the prototype to a binary model using the software and compare the results. Analyze the results of the optimal solution and extract the optimal values and key variables using the software.
Week 6	Building the assignment model and entering the data into the program. Solving the assignment model using the Hungarian Method
Week 7	exam
8Week	Building a Transportation Model and entering supply and demand data.
9Week	Finding the initial solution to the transportation problem using the northwest corner method.
10Week	Solving the transportation problem using the Lowest Cost Method.
11Week	Solving the transportation problem using the Vogel Approximation Method.
12Week	exam
13Week	Preparing the project network diagram and analyzing the project using the Critical Path Method (CPM) and PERT.
14Week	Building a game theory model, analyzing player strategies, and finding the optimal solution using the software.
15Week	exam

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

Course description form

Course name: Arabic .1					
Course code .2 .					
Semester/Year: Semester .1 .1					
Semester/Year: Semester .1 .2					
Available forms of attendance: in-person lectures .3 .1 .3					
(Number of study hours (total)/number of units (total .4 .4					
45					
(Name of the course administrator (if more than one name is mentioned .5 .					
h.abas@uowasit.edu.iq : الأيميل Name: M. Hala Sadiq Abbas					
Course objectives .6 .5					
enabling students to love the Arabic language, as it is the language of ➤ Holy Qur'an, and to recognize the beauties of the Arabic language, and developing students' ability to read and listen correctly, as well as providing students with many words, structures, sentences, and rhetorical and linguistic methods				objectives of the study subject	
Teaching and learning strategies .6					
means everything related to the method of delivering the material to the students, and it includes all the means and plans that the professor uses to control the class and manage it well, including presentation, training, discussion, and questions, to reach the learning goals and create an appropriate atmosphere in the class so that the students can understand and absorb the material correctly					The strategy
Course structure .6 .6					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Test and discuss	Lecture and questions	monstrative pronouns	Rules	2	the first
Test and discuss	Lecture and questions	Identify its types	Types of waw	2	the second

Test and discuss	Lecture questions	Understand how to write numbers	Issue topic	2	the third
Test and discuss	Lecture and questions	Learn the number and order of Arabic letters	Dictation material	2	the fourth
Test and discuss	Lecture and questions	Learn how to write it and .where to find it	The thousand difference	2	Fifth
Test and discuss	Lecture and questions	Learn how to write it and	The closed and open taa	2	Sixth
Test and discuss	Lecture and questions	Learn and memorize the Surahs	Lecture on the Holy Quran ((Short Surahs	2	Seventh
Test and discuss	Lecture and questions	Understand important things about the Holy Quran			
			the first exam	2	Eight
Test and discuss	Lecture and questions	Sermon (Prohibition of (backbiting people	Analysis of a prose text	2	Ninth
Test and discuss	Lecture and questions	Identify common errors	Common language mistakes	2	The tenth
Test and discuss	Lecture and questions	Learn about the types of eras	Structures in Arabic Literature	2	Eleventh
Test and discuss	Lecture and questions	Analysis of the poetic discourse in his poem, getting to know his life	Al Farazdaq	2	Twelveth
Test and discuss	Lecture and questions	Analysis of the poetic discourse in his poem, getting	Dabal Al-Khazai	2	Thirteenth
Test and discuss	Lecture and questions	Get to know some examples of it	Official correspondence	2	fourteenth
			Second exam		Fifteenth

Course evaluation .7 .7					
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc					
Learning and teaching resources .8 .8					
There is no systematic book			(Required textbooks (methodology, if any		
Arabic for non-specialized departments			(Main references (sources		
Grammar book and Arabic literature books			Recommended supporting books and references (....(scientific journals, reports		
nothing			Electronic references, Internet sites		

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	اللغة الانجليزية		Module Delivery
Module Type			☒ Theory ☐ Lecture ☐ Lab ☐ Tutorial ☐ Practical ☐ Seminar
Module Code			
ECTS Credits	2		
SWL (hr/sem)	30		
Module Level	1	Semester of Delivery	1
Administering Department	قسم الاقتصاد الرقمي	College	كلية الادارة والاقتصاد
Module Leader	نغم فاضل حسين	e-mail	anhussain@uowasit.edu.iq
Module Leader's Acad. Title	Assistant Lecturer	Module Leader's Qualification	Asst.Lect.
Module Tutor	Name (if available)	e-mail	E-mail
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date	10/03/2025	Version Number	1.0

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	English for beginner حيث يدرس الطالب القواعد الأساسية للغة والجملة البسيطة وبعض الأزمنة البسيطة مثل المضارع البسيط. بالإضافة الى تعلم بعض اساليب الحوار مثل التحايا والتعارف وتعلم بعض المصطلحات العلمية المتعلقة بالاختصاص العلمي	Semester	1
Co-requisites module	English-pre intermediate حيث تدرس قواعد اللغة الإنكليزية من ازمة وحروف الجر وأدوات الربط والاستفهام بالإضافة الاستخدام المزدوج للأفعال ومصطلحات علمية ضمن اختصاصهم العلمي	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Aims أهداف المادة الدراسية	1. اكتساب مهارات لغوية عامة. 2. اكتساب مصطلحات مرتبطة بالاقتصاد الرقمي. 3. القدرة على القراءة والكتابة بعض النصوص 4. تطوير مهارات التواصل من خلال الأنشطة التفاعلية من خلال الاستماع والتحدث باللغة الإنكليزية.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	1. الفهم القرائي والكتابي (Cognitive – Understanding & Applying) • قراءة النصوص الأكاديمية والاقتصادية الرقمية وفهم الأفكار الرئيسية والتفاصيل الداعمة. • كتابة ملخصات وتقارير قصيرة ومراسلات أكاديمية باستخدام اللغة الإنكليزية الصحيحة. 2. المهارات الشفوية والاستماعية (Communication – Listening & Speaking) • فهم المحاضرات والمحادثات المتعلقة بالاقتصاد الرقمي. • المشاركة في المناقشات الصفية وتقديم عروض قصيرة باللغة الإنكليزية. 3. المهارات اللغوية والتقنية (Application & Analysis) • استخدام المصطلحات الاقتصادية والتقنية الرقمية بدقة في الكتابة والمحادثة. • تحليل المعلومات والبيانات الاقتصادية الرقمية وتفسيرها باللغة الإنكليزية. 4. المهارات النقدية وحل المشكلات (Analysis & Evaluation) • تقييم النصوص الاقتصادية الرقمية وتلخيص النقاط الأساسية. • تطبيق المهارات اللغوية في حل المشكلات الأكاديمية المرتبطة بالاقتصاد الرقمي. 5. المهارات المهنية والتخصصية (Synthesis & Professional Skills) • التواصل الفعال في بيئة أكاديمية ومهنية باستخدام اللغة الإنكليزية. • دمج المعرفة اللغوية مع المفاهيم الرقمية الاقتصادية لتقديم محتوى واضح ودقيق
Indicative Contents المحتويات الإرشادية	1. • مراجعة القواعد النحوية الأساسية، بما في ذلك الأزمنة، أدوات الربط، الصفات والظروف، لتطوير القدرة على بناء الجمل الصحيحة. 2. • توسيع المفردات الأكاديمية مع التركيز على المصطلحات المتعلقة بالاقتصاد الرقمي. 3. • تطبيق المهارات اللغوية في قراءة نصوص قصيرة وتحليل أفكارها الأساسية. 4. • قراءة نصوص أكاديمية واقتصادية رقمية متوسطة الطول وفهم محتواها وتحليل الأفكار الرئيسية والتفاصيل الداعمة. 5. • تطبيق المعرفة اللغوية في سياقات أكاديمية ومهنية واقتصادية رقمية. 6. • إعداد وتقديم عروض قصيرة (Presentations)، مع مراعاة استخدام اللغة التقنية الصحيحة. 7. • كتابة التقارير الأكاديمية القصيرة والمراسلات الرسمية باللغة الإنكليزية.

8. • تحليل البيانات والمعلومات وشرحها باللغة الإنجليزية.

Learning and Teaching Strategies

استراتيجيات التعلم والتعليم

Strategies

1. • المناقشات الصفية (Classroom Discussions):
تحفيز الطلاب على المشاركة في مناقشات جماعية حول النصوص الاقتصادية الرقمية والمقالات الأكاديمية
 2. • التعلم التعاوني (Collaborative Learning):
تقسيم الطلاب إلى مجموعات للعمل على مهام مشتركة، مثل إعداد العروض التقديمية أو كتابة تقارير جماعية
 3. • المناقشة القائمة على الأسئلة (Question-Based Learning):
استخدام أسئلة تحليلية ونقدية لفهم النصوص وتشجيع التفكير النقدي.
 4. • تمثيل الأدوار (Role-Playing):
محاكاة المواقف المهنية أو الأكاديمية الرقمية، مثل الاجتماعات أو المناقشات الاقتصادية، لتطوير مهارات التحدث والاستماع
 5. • التعلم الذاتي (Self-directed Learning):
تشجيع الطلبة على قراءة مصادر إضافية والبحث في موضوعات ذات صلة بالمقرر لزيادة مهارات التعلم المستقل والتفكير الناقد.
 6. • التعلم الإلكتروني (E-learning):
استخدام منصات تعليمية إلكترونية لدعم المادة التعليمية، وإتاحة مصادر ومواد إضافية للطلبة عبر الإنترنت.
 7. • العروض التقديمية (Student Presentations):
قيام الطلبة بإعداد عروض تقديمية حول مواضيع المقرر لتنمية مهارات التواصل والعرض لديهم.
- هذه الاستراتيجيات تعمل معًا بشكل تكاملي لتعزيز مهارات الطلبة الأكاديمية والعملية، وضمان تفاعلهم مع المادة الدراسية بشكل فعال ومستدام.

Student Workload (SWL)

الحمل الدراسي للطلاب محسوب لـ ١٥ اسبوعا

Structured SWL (h/sem) الحمل الدراسي المنتظم للطلاب خلال الفصل	33	Structured SWL (h/w) الحمل الدراسي المنتظم للطلاب أسبوعيا	7
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطلاب خلال الفصل	17	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطلاب أسبوعيا	3
Total SWL (h/sem) الحمل الدراسي الكلي للطلاب خلال الفصل	63		

Module Evaluation					
تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	3	10% (10)	5, 10	LO #1, 2, 10 and 11
	Assignments	1	10% (10)	2, 12	LO # 3, 4, 6 and 7
	Projects / Lab.	0	10% (10)	Continuous	All
	Report	0	10% (10)	13	LO # 5, 8 and 10
Summative assessment	Midterm Exam	2 hr	10% (10)	7	LO # 1-7
	Final Exam	2hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
المنهاج الاسبوعي النظري	
	Material Covered
Week 1	Unit one: Hello اكتساب المعرفة في مجال السلوك الاجتماعي كالتعارف والتحية، وبناء جملة بسيطة
Week 2	Unit 2: your world التعرف على الأشياء المحيطة به كرقم الهاتف والعنوان وبعض المدن بالإضافة الى بعض مصطلحات ضمن الاختصاص العلمي
Week 3	Unit3: All about you التمهيد لبعض المفاهيم الأساسية كالملف الشخصي والعمل
Week 4	Unit4: family and friends Exercises and solutions التعرف على أساليب التعبير عن التملك مراجعة
Week 5	Unit 5: The way live التعرف على الجنسيات والمنتجات المشهورة لكل بلد بالإضافة الى زمن المضارع البسيط
Week 6	Unit 6: Every day تنظيم الوقت والتعرف على التفضيل في الطعام والشراب
Week 7	Exercises and solutions Unit 7: My favorites مراجعة استخدام الضمان واستخدم ادوات الاستفهام

Week 8	امتحان
Week 9	Unit 8: Where I live التعرف على السكن وأجزاء المنزل مع الأثاث وكتابة نصوص على مواضيع ضمن الاختصاص العلمي
Week 10	Unit 9: Times past التعرف على الماضي البسيط وقراءة التاريخ أهمية انجاز المهمات والاعمال
Week 11	Unit 10: We had a great time التعرف على الماضي البسيط وقراءة التاريخ أهمية انجاز المهمات والاعمال
Week 12	Exercises and solutions Unit 11: I can do that مراجعته التعبير عن القدرة على القيام بالمهام
Week 13	Unit:12 Please and thank you استخدام زمن المضارع المستمر
Week 14	Unit 13: Here and now Unit 14: It's times to go التعبير عن استخدام وسائل النقل التعبير عن السلوكيات بجملة مفيدة
Week 15	Midterm Exam امتحان منتصف الفصل الدراسي
Week 16	مراجعة عامة والاستعداد للامتحان النهائي

Learning and Teaching Resources مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	New Headway Pulse for Beginners, John and Liz Soars, Oxford	Yes
Recommended Texts		
Websites		

Grading Scheme مخطط الدرجات				
Group	Grade	التقدير	Marks (%)	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings

	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required

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

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	Mathematics for business		Module Delivery
Module Type	Core		☒ Theory ☒ Lecture ☐ Tutorial ☐ Practical ☐ Seminar
Module Code	BA1104		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	1	Semester of Delivery	1
Administering Department	Type Dept. Code	College	Type College Code
Module Leader	Suhair kareem romani		e-mail
Module Leader's Acad. Title		Assistant teacher	Module Leader's Qualification
			Master's
Module Tutor	Name (if available)	e-mail	E-mail
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date	01/10/2025	Version Number	1.0

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	• Understanding the general framework of mathematics and its foundational concepts.  • Familiarizing with the main fundamentals of mathematics, such as differentiation and integration, and their role in analyzing change and solving scientific problems. $+$ $-$ • Exploring key topics that bridge theoretical and practical aspects of mathematics, such as matrices and other mathematical tools used in administrative and scientific fields. 
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	The learning strategy in this course depends on delivering the applied and mathematical material in a simple and smooth way by presenting practical examples, solving them, and obtaining results in an easy manner.
Indicative Contents المحتويات الإرشادية	

Learning and Teaching Strategies	
استراتيجيات التعلم والتعليم	
Strategies	The learning strategy in this course depends on delivering the applied and mathematical material in a simple and smooth way by presenting practical examples, solving them, and obtaining results in an easy manner.

Student Workload (SWL)			
الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	63	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	87	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	
Total SWL (h/sem) الحمل الدراسي الكلي للطالب خلال الفصل	150		

Module Evaluation					
تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects / Lab.				
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
المنهاج الاسبوعي النظري	
	Material Covered
Week 1	Sets (Definition of a set, Set notation and elements, Universal and Empty sets)
Week 2	Sets (Operations on sets such as union and intersection)
Week 3	Sets (operations on sets, difference between two sets, and complement)
Week 4	Number systems
Week 5	Exponential functions
Week 6	Differentiation (Derivative): Definition of the derivative and fundamentals of the derivative
Week 7	First Month Exam
Week 8	Integration (Definition of Integration) Fundamentals of Integration
Week 9	Integration (properties of integration)
Week 10	Matrices (Definition of a matrix and types of matrices)
Week 11	Matrices (Algebraic operations on matrices: 1. Adding two matrices 2. Subtracting two matrices)
Week 12	Matrices (Algebraic operations on matrices 3. Matrix multiplication)
Week 13	Second month exam
Week 14	Matrices (Methods of solving matrices: 1. Inverse of a matrix)
Week 15	Discussion of Reports
Week 16	Preparatory week before the final Exam

Delivery Plan (Weekly Lab. Syllabus)	
المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	-

Learning and Teaching Resources		
مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	Prof. Dr. Dhafer Hussein Rashid / Mathematics for Business Administration	
Recommended Texts		
Websites		

Grading Scheme				
مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information				
معلومات المادة الدراسية				
Module Title	Management principles		Module Delivery	
Module Type			Theory ☒	
Module Code				
ECTS Credits	8			
SWL (hr/sem)	240			
Module Level	UC	Semester of Delivery		1
قسم الإدارة	Section code type	college	College code type	
قائد الوحدة	م.م زهراء عبد الرزاق غفوري		بريد إلكتروني	zgafori@uowasit.edu.iq
لقب قائد الوحدة الأكاديمية		مؤهلات قائد الوحدة		ماجستير
مدرس الوحدة	الاسم (إذا كان متاحاً)		بريد إلكتروني	بريد إلكتروني
اسم المراجع النظراء	اسم	بريد إلكتروني	بريد إلكتروني	
تاريخ موافقة اللجنة العلمية	2025/1/25	رقم الإصدار	1.0	

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents

أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية

Module Objectives أهداف المادة الدراسية	1- The student learns about the concept of the decision-making function, its most important stages, its importance in the administrative process and its types 2- Introducing the student to the most important centers of creativity in decision-making and methods of development therein- 3-Introducing the importance of management under changing -4- environmental conditions 4-Introducing the concept of functional design and its methods in the management process and its pattern 5-Introducing the organizational structure, its stages and types. 6-Also studying the functional structure, its importance, and methods of dividing it within the administrative institution 7-Study the authority and restrictions on the exercise of official authority and its forms -8 Getting to know the chain of command, its difficulties and risks, and how it is authorized 9-Study of decentralization, its advantages and difficulties 10- Getting to know leadership, direction, motivation , communication, and control of all kinds, their characteristics, and .their impact on the organization
نتائج التعلم للوحدة مخرجات التعلم للمادة الدراسية	1- The student learns about the concept of the decision-making function, its most important stages, its importance in the administrative process, and its types 2-Introducing the student to the most important centers of creativity in decision-making and development methods 3- Introducing the importance of management under changing environmental conditions - 4-Introducing the concept of functional design and its methods in the management process and its patterns 5-To introduce the organizational structure, its stages and types -6-Also studying the functional structure, its importance, and methods of dividing it within the administrative institution -7-Study Authority and restrictions on the exercise of official authority and

	its forms 8-Getting to know the chain of command, its difficulties and risks, and how it is authorized 9-Study of decentralization, its advantages and difficulties 10-Learn about leadership, direction, motivation, communication,- And its effect on origin and control of all types and features
Indicative contents Promotional subscriptions	The concept of decision making, its importance and the special stages of studying management Studying decision making and its importance and benefits within the organization The concept of organizational structure, its types and patterns Studying creativity in the decision-making process Clarifying the functional structure, its forms and stages Study of leadership and motivation Study of guidance, its types, forms and stages Clear objectives in the control and communication process, their types, and their impact on management

Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	Today, management has become the lifeline of society and in all sectors of the national economy, as it has transcended national borders to international business management. The focus of business management is on managing the facility (commercial facility, economic facility), regardless of the nature of its ownership, whether public, private, or mixed. An enterprise is an organization whose purpose is to provide goods and services to society to achieve economic returns from its operations, in addition to a set of other objectives

Student Workload (SWL) الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	130	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	7
Unstructured SWL (h/sem)	110	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	6

الحمل الدراسي غير المنتظم للطلاب خلال الفصل		
Total SWL (h/sem) الحمل الدراسي الكلي للطلاب خلال الفصل	240	

Module Evaluation تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	الاختبارات	4	(10) %10	10 و 5	LO #1 و 2# و 10# و 11#
	المهام	2	(10) %10	12 و 2	LO #3 و 4# و 6# و 7#
	المشاريع / المختبر.	1	(10) %10	مستمر	الجميع
	تقرير	1	(10) %10	13	LO #5 و 8# و 10#
التقييم التلخيصي	امتحان منتصف الفصل الدراسي	ساعتان	(10) %10	7	1# - 7# الهدف
	الامتحان النهائي	3 ساعات	(50) %50	16	الجميع
	التقييم الإجمالي		(100) %100 (علامة)		

خطة التسليم (المنهج الأسبوعي) المنهاج الأسبوعي	
	المواد المغطاة
Week 1	مفهوم اتخاذ القرار ومراحله وأهميته
week2	Creativity in the decision-making process and methods
week3	Job design, its concept, job description, methods, and the rules that affect it
week4	Organizational design patterns and types
week5	Organizational structure, its importance, stages, types, and factors that affect it
Week6	Components of the organizational structure and its elements
week7	Functional structure, its importance and divisions
week8	Validity: its definition, the determinants of its acceptance, and the restrictions on its practice and forms

week9	Validity: its definition, the determinants of its acceptance, and the restrictions on its practice and forms
week10	The imperative chain, its characteristics, the difficulty of adhering to it, and its risks
week11	Authority, its authorization, and its obstacles
Week 12	Decentralization: its definition, advantages and difficulties
Week 13	Leadership, motivation and direction
Week 14	Communication, its types, and the factors that affect it
Week 15	Supervision of all types and the extent of its impact on facilities and its importance
Week 16	One week of preparation before the final exam

(Delivery plan (weekly laboratory curriculum The weekly laboratory curriculum	
	Weekly articles covered
Week 1	
week2	
week3	
week4	
week5	
week 6	
week7	

Learning and teaching resources Learning and teaching resources		
	text	Available in the library
Required texts	Mr. Khalil Al-Shamaa	yas
Recommended texts	Study everything related to administration available in libraries:	no

Websites	Any website related to modern management
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Grading Scheme مخطط الدرجات				
Group	Grade	Appreciation	% Marks	Definition
Success Group (100 - 50)	A - Excellent	privilege	100 - 90	Outstanding Performance
	B - Very Good	very good	89 - 80	Above average with some errors
	C - Good	good	79 - 70	Sound work with notable errors
	D - Satisfactory	middle	69 - 60	Fair but with major shortcomings
	E - Sufficient	acceptable	59 - 50	Work meets minimum criteria
Fail Group (49 – 0)	FX – Fail	Deposit (in process)	(49-45)	More work required but credit awarded
	F – Fail	Failed	(44-0)	Considerable amount of work required
Note: Decimal marks above or below 0.5 will be rounded to the highest or lowest full mark (for example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a zero-tolerance policy for 'near pass failures', so the only adjustment to marks awarded by original graders will be the automatic rounding shown above				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	Statistic for business		Module Delivery
Module Type	Core		☒ Theory ☒ Lecture ☐ Tutorial ☐ Practical ☐ Seminar
Module Code	BA1202		
ECTS Credits	6		
SWL (hr/sem)	150		
Module Level	1	Semester of Delivery	2
Administering Department	Type Dept. Code	College	Type College Code
Module Leader	Suhair kareem romani		e-mail skhattawi@uowasit.edu.iq
Module Leader's Acad. Title	Assistant teacher	Module Leader's Qualification	Master's
Module Tutor	Name (if available)	e-mail	E-mail
Peer Reviewer Name	Name	e-mail	E-mail
Scientific Committee Approval Date	01/03/2026	Version Number	1.0

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	• Recognizing the general framework of the concept of the principles of statistics, the study population, and the sample. • Recognizing the main fundamentals of the principles of statistics, especially data, and how it is collected, organized, and analyzed within a statistical framework. • Recognizing the most important basic measures used in administrative aspects, including measures of central tendency and measures of dispersion, which include qualitative measures aimed at reaching accurate and reliable results.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	The learning strategy in this course depends on delivering the applied and mathematical material in a simple and smooth way by presenting practical examples, solving them, and obtaining results in an easy manner.
Indicative Contents المحتويات الإرشادية	

Learning and Teaching Strategies	
استراتيجيات التعلم والتعليم	
Strategies	The learning strategy in this course depends on delivering the applied and mathematical material in a simple and smooth way by presenting practical examples, solving them, and obtaining results in an easy manner.

Student Workload (SWL)			
الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	63	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	87	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	
Total SWL (h/sem) الحمل الدراسي الكلي للطالب خلال الفصل	150		

Module Evaluation					
تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #10, #11
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #6, #7
	Projects / Lab.				
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
المنهاج الاسبوعي النظري	
	Material Covered
Week 1	Basic Concepts in Statistics (Statistics, the Importance of Statistics, and the Statistical Method in Scientific Research)
Week 2	Basic Concepts in Statistics (The Main Stages of the Statistical Method in Scientific Research: Data, Statistical Population, and Sample)
Week 3	Data Collection Methods
Week 4	Data Classification, Presentation, and Frequency Distribution (Data Classification and Types of Classification)
Week 5	Data Presentation (First: Tabular Presentation of Statistical Data)
Week 6	Relative Frequency Distribution and Cumulative Frequency Distribution (Relative Cumulative Frequency Distribution)
Week 7	Second: Graphical Presentation of Data
Week 8	First Month Exam
Week 9	Some Mathematical Symbols and Terms (Summation Symbol and Multiplication Symbol)
Week 10	Measures of Central Tendency (Arithmetic Mean)
Week 11	Measures of Central Tendency (Median and Mode)
Week 12	Second Month Exam
Week 13	Measures of Dispersion (Range and Mean Deviation)

Week 14	Measures of Dispersion (<i>Standard Deviation and Geometric Deviation</i>)
Week 15	Discussion of Reports
Week 16	Preparatory week before the final Exam

Delivery Plan (Weekly Lab. Syllabus) المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	-

Learning and Teaching Resources مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	Al-Mashhadani / Principles of Statistics	
Recommended Texts		
Websites		

Grading Scheme مخطط الدرجات				
Group	Grade	التقدير	Marks %	Definition
Success Group (50 - 100)	A - Excellent	امتياز	90 - 100	Outstanding Performance
	B - Very Good	جيد جدا	80 - 89	Above average with some errors
	C - Good	جيد	70 - 79	Sound work with notable errors
	D - Satisfactory	متوسط	60 - 69	Fair but with major shortcomings
	E - Sufficient	مقبول	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	راسب (قيد المعالجة)	(45-49)	More work required but credit awarded
	F – Fail	راسب	(0-44)	Considerable amount of work required
Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information			
معلومات المادة الدراسية			
Module Title	Principles of Accounting		Module Delivery
Module Type	Core		☒ Theory ☐ Lecture ☐ Lab ☐ Tutorial ☒ Practical ☐ Seminar
Module Code	UN116		
ECTS Credits	2		
SWL (hr/sem)	50		
Module Level	1	Semester of Delivery	1
Business Administration	MBF	College	UOMM
Module Leader	Nisreen Faleh Hassan	e-mail	nfalih@uwasitedu.iq
Module Leader's Acad. Title	Assistant Professor	Module Leader's Qualification	Masters
Module Tutor	Nisreen Faleh Hassan	e-mail	nfalih@uwasitedu.iq
Peer Reviewer Name		e-mail	
Scientific Committee Approval Date		Version Number	

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module مواد ممهدة	لا يوجد	Semester	
Co-requisites module مواد مكملّة	لا يوجد	Semester	

Module Aims, Learning Outcomes and Indicative Contents	
أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	The process of teaching the subject of human rights and democracy aims to give the student an overview of what human rights and democracy are, introduce him to their history and future, as well as achieve the possibility of knowing how these rights and freedoms developed, what their effects are, and how they were reflected on the citizen and society under a government with a certain orientation.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	
Indicative Contents المحتويات الإرشادية	

Learning and Teaching Strategies	
استراتيجيات التعلم والتعليم	
Strategies	1. Discussion groups 2. Scientific reports 3. Environmental assignments 4. Brainstorming method

Student Workload (SWL)			
الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	15	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	2
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	35	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	8
Total SWL (h/sem) الحمل الدراسي الكلي للطالب خلال الفصل	150		

تقييم المادة الدراسية					
نتائج التعلم ذات الصلة	الأسبوع المستحق	الوزن (الدرجة)	الوقت/العدد		
15-1	2	20%(10)	2	الامتحانات اليومية (Quizzes)	التقييم التكويني
جميعها	-	5%(5)	1	المهام (الواجبات المنزلية)	
جميعها	-	5%(5)	1	المهام (الواجبات داخل الكلية)	

المشاريع / المختبر	-	-	-	-
التقارير	1	10% (10)	10 ،5	جميعها
حلقة دراسية	-	-	-	
امتحان منتصف الفصل الدراسي	1 ساعة	10% (10)	13	التقييم التلخيصي
الامتحان النهائي	3 ساعة	50% (50)	16	
التقييم الإجمالي		100% (100 درجة)		

Delivery Plan (Weekly Syllabus)

المنهاج الاسبوعي النظري

	Material Covered
Week 1	Definition of human rights and the historical trace of this concept
Week 2	Human rights in Islam
Week 3	Islam's position on freedom and security
Week 4	Freedom and democracy in capitalist civilization (the four freedoms in the capitalist system)
Week 5	Article trend in capitalism and the Western meaning of political freedom
Week 6	Economic freedom and intellectual freedom in its capitalist sense
Week 7	The nature and types of freedoms in Islam)
Week 8	review
Week 9	Exam at the end of the first month
Week 10	Contributions of Islamic civilization to the development of the concept of human rights
Week 11	Contributions of Islamic civilization to the development of the concept of democracy
Week 12	Types of democracy
Week 13	The effectiveness of democratic governments (under capitalist and parliamentary systems)
Week 14	The effectiveness of democratic governments (under capitalist and parliamentary systems)
Week 15	General review of the article

Delivery Plan (Weekly Lab. Syllabus)

المنهاج الاسبوعي للمختبر

	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	

Week 6	
Week 7	

Learning and Teaching Resources

مصادر التعلم والتدريس

	Text	Available in the Library?
Required Texts	The Islamic school, contemporary man, and the social problem—Sayyid Muhammad Baqir al-Sadr	yes
Recommended Texts	Human Rights and Democracy - Aziz Kazem	yes
Websites		

Grading Scheme

مخطط الدرجات

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

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

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information				
معلومات المادة الدراسية				
Module Title	Management principles			Module Delivery
Module Type				Theory ☑
Module Code				
ECTS Credits	8			
SWL (hr/sem)	240			
Module Level		UC	Semester of Delivery	
1				
قسم الإدارة	Section code type	college	College code type	
قائد الوحدة	م. زهراء عبد الرزاق غفوري		بريد إلكتروني	بريد إلكتروني
		zgafori@uowasit.edu.iq		
لقب قائد الوحدة الأكاديمية	مدرس	مؤهلات قائد الوحدة		ماجستير
مدرس الوحدة	الاسم (إذا كان متاحاً)	بريد إلكتروني	بريد إلكتروني	
اسم المراجع النظراء	اسم	بريد إلكتروني	بريد إلكتروني	
تاريخ موافقة اللجنة العلمية	2025/1/25	رقم الإصدار	1.0	

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None	Semester	
Co-requisites module	None	Semester	

Module Aims, Learning Outcomes and Indicative Contents أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية	
Module Objectives أهداف المادة الدراسية	1- The student learns about the concept of the decision-making function, its most important stages, its importance in the administrative process and its types 2- Introducing the student to the most important centers of creativity in decision-making and methods of development therein- 3-Introducing the importance of management under changing -4- environmental conditions 4-Introducing the concept of functional design and its methods in the management process and its pattern 5-Introducing the organizational structure, its stages and types. 6-Also studying the functional structure, its importance, and methods of dividing it within the administrative institution 7-Study the authority and restrictions on the exercise of official authority and its forms -8 Getting to know the chain of command, its difficulties and risks, and how it is authorized 9-Study of decentralization, its advantages and difficulties 10- Getting to know leadership, direction, motivation , communication, and control of all kinds, their characteristics, and .their impact on the organization
نتائج التعلم للوحدة مخرجات التعلم للمادة الدراسية	1- The student learns about the concept of the decision-making function, its most important stages, its importance in the administrative process, and its types 2-Introducing the student to the most important centers of creativity in decision-making and development methods 3- Introducing the importance of management under changing environmental conditions - 4-Introducing the concept of functional design and its methods in the management process and its patterns 5-To introduce the organizational structure, its stages and types Also studying the functional structure, its importance, and-6- methods of dividing it within the administrative institution Study-7- Authority and restrictions on the exercise of official authority and

	its forms 8-Getting to know the chain of command, its difficulties and risks, and how it is authorized 9-Study of decentralization, its advantages and difficulties 10-Learn about leadership, direction, motivation, communication,- And its effect on origin and control of all types and features
Indicative contents Promotional subscriptions	The concept of decision making, its importance and the special stages of studying management Studying decision making and its importance and benefits within the organization The concept of organizational structure, its types and patterns Studying creativity in the decision-making process Clarifying the functional structure, its forms and stages Study of leadership and motivation Study of guidance, its types, forms and stages Clear objectives in the control and communication process, their types, and their impact on management

Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	Today, management has become the lifeline of society and in all sectors of the national economy, as it has transcended national borders to international business management. The focus of business management is on managing the facility (commercial facility, economic facility), regardless of the nature of its ownership, whether public, private, or mixed. An enterprise is an organization whose purpose is to provide goods and services to society to achieve economic returns from its operations, in addition to a set of other objectives

Student Workload (SWL) الحمل الدراسي للطالب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطالب خلال الفصل	130	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	7
Unstructured SWL (h/sem)	110	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	6

الحمل الدراسي غير المنتظم للطلاب خلال الفصل		
Total SWL (h/sem) الحمل الدراسي الكلي للطلاب خلال الفصل	240	

Module Evaluation تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	الاختبارات	4	(10) %10	10 و 5	11# و 10# و 2# LO #1
	المهام	2	(10) %10	12 و 2	7# و 6# و 4# LO #3
	المشاريع / المختبر.	1	(10) %10	مستمر	الجميع
	تقرير	1	(10) %10	13	10# و 8# و LO #5#
التقييم التلخيصي	امتحان منتصف الفصل الدراسي	ساعتان	(10) %10	7	1# - 7# الهدف
	الامتحان النهائي	3 ساعات	(50) %50	16	الجميع
التقييم الإجمالي			(100) %100 (علامة)		

خطة التسليم (المنهج الأسبوعي) المنهاج الأسبوعي	
	المواد المغطاة
Week 1	مفهوم اتخاذ القرار ومراحله وأهميته
week 2	Creativity in the decision-making process and methods
3week	Job design, its concept, job description, methods, and the rules that affect it
week 4	Organizational design patterns and types
5week	Organizational structure, its importance, stages, types, and factors that affect it
6Week	Components of the organizational structure and its elements
7week	Functional structure, its importance and divisions
week 8	Validity: its definition, the determinants of its acceptance, and the restrictions on its practice and forms

9week	Validity: its definition, the determinants of its acceptance, and the restrictions on its practice and forms
10week	The imperative chain, its characteristics, the difficulty of adhering to it, and its risks
11week	Authority, its authorization, and its obstacles
Week 12	Decentralization: its definition, advantages and difficulties
Week 13	Leadership, motivation and direction
Week 14	Communication, its types, and the factors that affect it
Week 15	Supervision of all types and the extent of its impact on facilities and its importance
Week 16	One week of preparation before the final exam

(Delivery plan (weekly laboratory curriculum The weekly laboratory curriculum	
	Weekly articles covered
Week 1	
week 2	
week 3	
week 4	
5week	
week 6	
week 7	

Learning and teaching resources Learning and teaching resources		
	text	Available in the library
Required texts	Mr. Khalil Al-Shamaa	yas
Recommended texts	Study everything related to administration available in libraries:	no

Websites	Any website related to modern management
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Grading Scheme مخطط الدرجات				
Group	Grade	Appreciation	% Marks	Definition
Success Group (100 - 50)	A - Excellent	privilege	100 - 90	Outstanding Performance
	B - Very Good	very good	89 - 80	Above average with some errors
	C - Good	good	79 - 70	Sound work with notable errors
	D - Satisfactory	middle	69 - 60	Fair but with major shortcomings
	E - Sufficient	acceptable	59 - 50	Work meets minimum criteria
Fail Group (49 – 0)	FX – Fail	Deposit (in process)	(49-45)	More work required but credit awarded
	F – Fail	Failed	(44-0)	Considerable amount of work required
Note: Decimal marks above or below 0.5 will be rounded to the highest or lowest full mark (for example, a mark of 54.5 will be rounded to 55, while a mark of 54.4 will be rounded to 54. The University has a zero-tolerance policy for 'near pass failures', so the only adjustment to marks awarded by original graders will be the automatic rounding shown above				

MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

Module Information				
معلومات المادة الدراسية				
Module Title	Principles of Economics مبادئ الاقتصاد		Module Delivery	
Module Type	Basic		☒ Theory ☒ Lecture ☐ Lab ☐ Tutorial ☒ Practical ☐ Seminar	
Module Code	BA1102			
ECTS Credits	6			
SWL (hr/sem)	150			
Module Level	1	Semester of Delivery		1
Administering Department	Business Admin.	College	Administration and Economics	
Module Leader	Dr. Karrar Altaie		e-mail	kaltaie@uowasit.edu.iq
Module Leader's Acad. Title	Assoc. Prof.		Module Leader's Qualification	Ph.D.
Module Tutor	Name (if available)		e-mail	E-mail
Peer Reviewer Name	Name		e-mail	E-mail
Scientific Committee Approval Date	/ /2025		Version Number	1.0

Relation with other Modules			
العلاقة مع المواد الدراسية الأخرى			
Prerequisite module	None		Semester
Co-requisites module	None		Semester

Module Aims, Learning Outcomes and Indicative Contents

أهداف المادة الدراسية ونتائج التعلم والمحتويات الإرشادية

Module Objectives أهداف المادة الدراسية	1. Introduce fundamental economic principles relevant to business. 2. Develop analytical skills for understanding economic problems. 3. Explain the role of supply, demand, and market structures. 4. Examine consumer and producer decision-making. 5. Analyze macroeconomic indicators and policy implications. 6. Enhance decision-making skills using economic reasoning. 7. Apply economic models to real-world business challenges. 8. Explore the impact of government intervention in markets. 9. Introduce international trade and economic globalization. 10. Develop critical thinking skills through economic analysis. 11. Foster an understanding of sustainable economic growth.
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	Important: Write at least 6 Learning Outcomes; it is better to have them be equal to the number of study weeks. 1. Define key economic terms and principles. 2. Explain scarcity, opportunity cost, and economic decision-making. 3. Describe demand, supply, and market equilibrium. 4. Analyze price elasticity and its business applications. 5. Compare market structures and their competitive dynamics. 6. Examine production costs and firm behavior in different markets. 7. Assess the role of government policies in market outcomes. 8. Interpret macroeconomic indicators such as GDP, inflation, and unemployment. 9. Evaluate the role of fiscal and monetary policies in economic stability. 10. Understand the basics of international trade and exchange rates. 11. Apply economic models to business and managerial decision-making.
Indicative Contents المحتويات الإرشادية	Indicative content includes the following. 1. Introduction to Economics – Basic concepts, scarcity, and opportunity cost. 2. Market Forces: Demand and Supply – Determinants, shifts, and equilibrium. 3. Elasticity – Price elasticity of demand and supply, applications. 4. Consumer and Producer Behavior – Utility, cost, and production decisions. 5. Market Structures – Perfect competition, monopoly, monopolistic competition, and oligopoly. 6. Costs of Production – Short-run and long-run cost analysis, economies of scale. 7. Government and Market Failure – Taxes, subsidies, price controls, and externalities. 8. Macroeconomic Indicators – GDP, inflation, and unemployment. 9. Fiscal and Monetary Policies – Government spending, taxation, central banking. 10. International Trade and Globalization – Trade theories, benefits, and challenges.

	11. Sustainable Economic Growth – Long-term growth, development, and environmental concerns.
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Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	The primary strategy for delivering this module is to foster active student engagement through interactive lectures, case studies, and real-world economic applications. Emphasis will be placed on discussions, problem-solving exercises, and group activities to develop analytical and critical thinking skills. Students will also participate in simulations and role-playing exercises to understand economic decision-making. Additionally, digital tools and economic data analysis will be integrated to enhance learning and application of key concepts.

Student Workload (SWL) الحمل الدراسي للطلاب محسوب لـ ١٥ اسبوعا			
Structured SWL (h/sem) الحمل الدراسي المنتظم للطلاب خلال الفصل	150	Structured SWL (h/w) الحمل الدراسي المنتظم للطلاب أسبوعيا	4.2
Unstructured SWL (h/sem) الحمل الدراسي غير المنتظم للطلاب خلال الفصل	87	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطلاب أسبوعيا	5.8
Total SWL (h/sem) الحمل الدراسي الكلي للطلاب خلال الفصل	150		

Module Evaluation تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #5 and #7, #10
	Assignments	2	10% (10)	2 and 12	LO #2, #4 and #6, #11
	HW	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)

المنهاج الاسبوعي النظري

	Material Covered
Week 1	• Definition of economics, scarcity, and opportunity cost
Week 2	• Economic systems: market, command, and mixed economies
Week 3	• Basic economic questions and decision-making
Week 4	• Law of demand and determinants of demand
Week 5	• Law of supply and determinants of supply
Week 6	• Market equilibrium and shifts in demand and supply
Week 7	Mid-term Exam
Week 8	• Price elasticity of demand and its determinants
Week 9	• Income and cross-price elasticity
Week 10	• Price elasticity of supply and its applications
Week 11	• Utility theory and consumer choice
Week 12	• Marginal utility and the law of diminishing returns
Week 13	• Production functions and cost analysis
Week 14	• Characteristics of perfect competition and efficiency
Week 15	• Monopoly: sources of market power and price setting
Week 16	Preparatory week before the Final Exam

Delivery Plan (Weekly Lab. Syllabus)

المنهاج الاسبوعي للمختبر

	Material Covered
Week 1	N/A
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources

مصادر التعلم والتدريس

	Text	Available in the Library?
Required Texts	مبادئ علم الاقتصاد، كريم مهدي الحسناوي، 2011	Yes
Recommended Texts	Mankiw NG. Principles of economics. Cengage Learning; 2021.	No
Websites	https://sites.google.com/uowasit.edu.iq/karraraltaie/home	

Grading Scheme

مخطط الدرجات

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

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

MODULE DESCRIPTION FORM

Course Description Form

Module Information				
Subject information				
Module Title	Accounting Basics		Module Delivery	
Module Type	Core		☒ Theory ☒ Lecture ☐ Lab ☐ Tutorial ☐ Practical ☐ Seminar	
Module Code	BA1103			
ECTS Credits	6			
SWL (hr / sem)	150			
Module Level	1	Semester of Delivery		1
Administration Department	Business Administration	College	College of Management and Economics	
Module Leader	Mr. Raed Fahim		e-mail	rfahim@uowasit.edu.iq
Module Leader's Acad. Title	Assistant Professor		Module Leader's Qualification	Master's
Module Tutor	Name (if available)		e-mail	Email
Peer Reviewer Name	Name		e-mail	Email
Scientific Committee Approval Date	/ / 2025		Version Number	1.0

Relation with other Modules				
Relationship with other subjects				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

Module Aims, Learning Outcomes and Indicative Contents

Course objectives, learning outcomes and guiding content

Module Objectives Subject objectives	1. Introducing students to the basic concepts and principles of accounting. 2. Develop the ability to record, classify and summarize financial transactions. 3. Enabling students to prepare financial statements according to accounting standards. 4. Explaining the role of accounting in making financial and administrative decisions. 5. Training students to analyze and interpret financial data. 6. Enhancing the skills of applying the accounting cycle in various economic activities. 7. Providing students with the ability to address accounting errors and inventory adjustments. 8. Introducing students to the different accounting systems and the foundations of internal control. 9. Explain the basic principles of preparing the balance sheet and income statement. 10. Explain the difference between financial accounting and management accounting. 11. Enhance critical thinking and analytical skills in solving accounting problems.
Module Learning Outcomes Learning outcomes for the subject	1. Understand and apply basic accounting principles and concepts. 2. Recording financial transactions in accounting books in a correct manner. 3. Preparing the balance sheet and income statement according to accounting standards. 4. Analyzing financial data and extracting basic financial indicators. 5. Applying the accounting cycle from recording to preparing financial statements. 6. Using double entry in recording financial transactions. 7. Distinguish between assets, liabilities and equity in financial statements. 8. Preparing inventory adjustments for expenses and revenues at the end of the financial period. 9. Evaluation of internal accounting systems and their role in financial control. 10. Learn about different methods for detecting and correcting accounting errors. 11. Apply accounting skills in the business environment and make financial decisions.
Indicative Contents Guidance Contents	1. Introduction to Accounting Definition of accounting, its importance, and basic principles. 2. Accounting equation and financial statements– Assets, liabilities, and equity. 3. Double entry and accounting record The concept of double entry and recording financial transactions. 4. Journals and ledgers- Recording and posting financial transactions.

	5. Preparing the trial balance- Importance and use in detecting accounting errors. 6. Inventory adjustments and financial statement preparation- Advance and accrued expenses and revenues. 7. Preparing the income statement- The concept of revenues, expenses and net income. 8. Preparing the balance sheet- Assets, liabilities and equity. 9. Accrual Basis and Cash Basis in Accounting- Differences and applications. 10. Internal Control and Accounting Systems- Its role in maintaining the accuracy of financial data. 11. Financial statement analysis and decision making- Financial ratios and interpretation of financial performance.
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Learning and Teaching Strategies Learning and teaching strategies	
Strategies	The teaching strategy for accounting fundamentals will be based on a combination of interactive lectures and practical applications to enhance students' understanding of basic accounting concepts. Case studies and problem solving will be used to stimulate critical thinking, in addition to collaborative learning through group work on preparing financial statements. Technology will also be integrated using electronic accounting programs, with realistic simulations and educational games to make learning more interactive. Students will be encouraged to self-assess through short tests and continuous feedback, in addition to being assigned presentations and applied projects to link the theoretical aspect with practical reality.

Student Workload (SWL) .The student's academic load is calculated for 15 weeks			
Structured SWL (h/ sem) Regular student load during the semester	150	Structured SWL (h/w) Regular weekly student load	4.2
Unstructured SWL (h/ sem)	87	Unstructured SWL (h/w) Irregular student load per week	5.8

Irregular student load during the semester			
Total SWL (h/ sem) The student's total academic load during the semester	150		

Module Evaluation					
Course material evaluation					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #5, #6
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #8, #9
	HW	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
Theoretical weekly curriculum	
	Material Covered
Week 1	Introduction to Financial Accounting
Week 2	Financial accounting concept, principles, assumptions and determinants
Week 3	Single entry method
Week 4	Fundamentals and rules for recording financial transactions, the budget equation method
Week 5	Recording financial transactions using the double entry method
Week 6	exam
Week 7	Accounting cycle
Week 8	trial balance
Week 9	Capital operations
Week 10	Financing operations
Week 11	Buying and selling operations

Week 12	Buying and selling operations
Week 13	Freight charges and delivery terms
Week 14	Accounting treatments for types of discounts
Week 15	exam
Week 16	

Delivery Plan (Weekly Lab. Syllabus) Weekly lab schedule	
	Material Covered
Week 1	n/a
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources Learning and teaching resources		
	Text	Available in the Library?
Required Texts	Accounting Principles / Qusay Nafeth Al-Jabri	both
Recommended Texts		
Websites		

Grading Scheme Grading chart				
Group	Grade	Appreciation	Marks %	Definition
Success Group (50 - 100)	A - Excellent	privilege	90 - 100	Outstanding Performance
	B - Very Good	very good	80 - 89	Above average with some errors
	C - Good	good	70 - 79	Sound works with notable errors
	D - Satisfactory	middle	60 - 69	Fair but with major shortcomings
	E - Sufficient	acceptable	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	Precipitate (in process)	(45-49)	More work required but credit awarded
	F – Fail	Failed	(0-44)	Considerable amount of work required

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

MODULE DESCRIPTION FORM

Course Description Form

Module Information				
Subject information				
Module Title	E)) Administrative Readings		Module Delivery	
Module Type	Basic		☒ Theory ☒ Lecture ☐ Lab ☐ Tutorial ☒ Practical ☐ Seminar	
Module Code	BA1204			
ECTS Credits	5			
SWL (hr / sem)	125			
Module Level	1	Semester of Delivery		1
Administration Department	Department of Business Administration	College	College of Management and Economics	
Module Leader	Dr. Imad Yasser Hussein		e-mail	ihussein@uowasit.edu.iq
Module Leader's Acad. Title	Teacher		Module Leader's Qualification	Ph.D.
Module Tutor	Name (if available)		e-mail	Email
Peer Reviewer Name	Name		e-mail	Email
Scientific Committee Approval Date	/ /2025		Version Number	1.0

Relation with other Modules				
Relationship with other subjects				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

Module Aims, Learning Outcomes and Indicative Contents Course objectives, learning outcomes and guiding content	
Module Objectives Subject objectives	1. .Knowing some basic administrative terms in English 2. .Knowing how to address administrative concepts in English 3. Increase the student's knowledge of administrative terms in English
Module Learning Outcomes Learning outcomes for the subject	1. Providing the student with important terms in the field of management in the English language. The course also includes the student receiving some skills for the next stage after the bachelor's degree so that he can comprehend part of the postgraduate studies materials in .the English language
Indicative Contents Guidance Contents	

Learning and Teaching Strategies Learning and teaching strategies	
Strategies	Providing the student with important terms in the field of management in the English language. The course also includes the student receiving some skills for the next stage after the bachelor's degree so that he can comprehend part .of the postgraduate studies materials in the English language

Student Workload (SWL) .The student's academic load is calculated for 15 weeks			
Structured SWL (h/ sem) Regular student load during the semester	48	Structured SWL (h/w) Regular weekly student load	3.2
Unstructured SWL (h/ sem) Irregular student load during the semester	77	Unstructured SWL (h/w) Irregular student load per week	5.2
Total SWL (h/ sem)	125		

The student's total academic load during the semester	
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Module Evaluation					
Course material evaluation					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	
	Assignments	2	10% (10)	2 and 12	
	HW	1	10% (10)	Continuous	
	Report	1	10% (10)	13	
Summative assessment	Midterm Exam	2hr	10% (10)	7	
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)	
Theoretical weekly curriculum	
	Material Covered
Week 1	Management and Organization
Week 2	Management Jobs
Week 3	Classical perspective
Week 4	Quantitative perspective
Week 5	Planning
Week 6	Goals
Week 7	Exam
Week 8	Organizations
Week 9	Chain of command
Week 10	Delegation
Week 11	Definition of leadership

Week 12	Leadership and power
Week 13	Nature of control
Week 14	Budget control
Week 15	Exam
Week 16	Preparatory week before the final exam

Delivery Plan (Weekly Lab. Syllabus) Weekly lab schedule	
	Material Covered
Week 1	N/A
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources Learning and teaching resources		
	Text	Available in the Library?
Required Texts	Administrative Readings (Dr. Hanan Abdel Razzaq (Shushan	Yes
Recommended Texts		No
Websites		

Grading Scheme Grading chart				
Group	Grade	Appreciation	Marks %	Definition
Success Group (50 - 100)	A - Excellent	privilege	90 - 100	Outstanding Performance
	B - Very Good	very good	80 - 89	Above average with some errors
	C - Good	good	70 - 79	Sound works with notable errors
	D - Satisfactory	middle	60 - 69	Fair but with major shortcomings

	E - Sufficient	acceptable	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	Precipitate (in (process	(45-49)	More work required but credit awarded
	F – Fail	Failed	(0-44)	Considerable amount of work required

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

MODULE DESCRIPTION FORM

Course Description Form

Module Information				
Subject information				
Module Title	Accounting principles		Module Delivery	
Module Type	Core		☒ Theory ☒ Lecture ☐ Lab ☐ Tutorial ☐ Practical ☐ Seminar	
Module Code	BA1203			
ECTS Credits	6			
SWL (hr/sem)	150			
Module Level	1	Semester of Delivery		1
Administration Department	Business Administration	College	College of Management and Economics	
Module Leader	Mr. Raed Fahim		e-mail	rfahim@uowasit.edu.iq
Module Leader's Acad. Title	Assistant Professor		Module Leader's Qualification	Master's
Module Tutor	Name (if available)		e-mail	Email
Peer Reviewer Name	Name		e-mail	Email
Scientific Committee Approval Date	/ / 2025		Version Number	1.0

Relation with other Modules				
Relationship with other subjects				
Prerequisite module	None		Semester	
Co-requisites module	None		Semester	

Module Aims, Learning Outcomes and Indicative Contents

Course objectives, learning outcomes and guiding content

Module Objectives Subject objectives	1. Deepen students' understanding of accounting concepts and complete the accounting cycle. 2. Developing skills in preparing financial statements according to international standards. 3. Enable students to record complex accounting transactions such as depreciation and inventory adjustments. 4. Introducing students to the difference between financial accounting and managerial accounting. 5. Training students to analyze financial reports and extract basic financial indicators. 6. Explaining methods of inventory valuation, fixed assets treatment and depreciation. 7. Introduce students to accounting for long-term liabilities and equity. 8. Explaining the concept of cash flows and their importance in making financial decisions. 9. To enhance students' understanding of accounting in commercial and service companies. 10. Explaining the basics of preparing consolidated financial statements and dealing with accounting differences. 11. Linking accounting concepts to practical applications and using modern accounting programs.
Module Learning Outcomes Learning outcomes for the subject	1. Understand the accounting treatment of fixed assets and depreciation. 2. Preparing inventory adjustments and processing accrued and advance expenses and revenues. 3. Preparing advanced financial reports in accordance with international accounting standards. 4. Distinguish between financial accounting and managerial accounting and their different uses. 5. Applying inventory valuation methods according to continuous and periodic inventory systems. 6. Processing accounting for long-term liabilities such as loans and bonds. 7. Preparing and analyzing cash flow statements to make financial decisions. 8. Understanding the accounting of business entities in terms of partnerships and stocks. 9. Analyze and interpret financial ratios to make sound financial decisions. 10. Use accounting software to prepare financial reports accurately and efficiently. 11. Develop the ability to solve complex accounting problems using critical and analytical thinking.
Indicative Contents Guidance Contents	1. Fixed Assets and Depreciation Accounting- Depreciation methods and accounting treatment.

	2. Inventory adjustments and accounting closing- Preparing the final balance sheet and income statement. 3. Accounting for long-term liabilities- Loans, bonds and interest due. 4. The difference between financial and managerial accounting- The different functions and applications of each. 5. Stock evaluation– FIFO ,LIFO and average cost methods ,. 6. Accounting in commercial companies- Joint stock companies, partnerships and profit distribution. 7. Preparing a cash flow statement- Operating, investment and financing flows. 8. Financial statement analysis- Financial ratios and interpretation of financial performance. 9. accounting for equity- Capital, shares and cash dividends. 10. Preparation of consolidated financial statements- Accounting treatment of investments in subsidiaries. 11. Modern accounting applications- Using accounting programs in preparing financial reports.
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Learning and Teaching Strategies Learning and teaching strategies	
Strategies	The strategy for teaching accounting principles will be based on: To enhance the practical understanding of accounting concepts through interactive lectures and solving practical exercises that simulate the accounting reality. Case studies and ,problem-based learning will be employed to enhance critical and analytical thinking in addition to collaborative learning through group work on preparing and analyzing financial statements. Technology will also be integrated using modern accounting software, with realistic simulations and educational games to make learning more interactive. Students will be encouraged to self-assess through short tests and continuous feedback, in addition to being assigned presentations and applied projects to link the theoretical aspect with practical practice.

Student Workload (SWL)

.The student's academic load is calculated for 15 weeks

Structured SWL (h/sem) Regular student load during the semester	150	Structured SWL (h/w) Regular weekly student load	4.2
Unstructured SWL (h/sem) Irregular student load during the semester	87	Unstructured SWL (h/w) Irregular student load per week	5.8
Total SWL (h/sem) The student's total academic load during the semester	150		

Module Evaluation

Course material evaluation

		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	5 and 10	LO #1, #2 and #5, #6
	Assignments	2	10% (10)	2 and 12	LO #3, #4 and #8, #9
	HW	1	10% (10)	Continuous	All
	Report	1	10% (10)	13	LO #5, #8 and #10
Summative assessment	Midterm Exam	2hr	10% (10)	7	LO #1 - #7
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus)

Theoretical weekly curriculum

	Material Covered
Week 1	First week: A quick review of basic accounting concepts and the first part of the accounting cycle.
Week 2	The second week: Accounting treatment of fixed assets and methods of depreciation and amortization.
Week 3	The third week: Inventory adjustments and accounting closings at the end of the financial period
Week 4	Fourth week: Accounting for long-term liabilities (loans, bonds, interest).
Week 5	Week 5: Inventory accounting and valuation methods(FIFO, LIFO, .(average cost

Week 6	exam
Week 7	• Week 6: Accounting in commercial companies (joint stock companies, partnerships, equity).
Week 8	• Week 7: Preparing the cash flow statement and analyzing its various elements.
Week 9	• Week 8: Analyzing financial statements and using financial ratios to evaluate performance.
Week 10	• Week 9: Accounting for equity and profit distribution in companies.
Week 11	• Week 10: Consolidated financial statements and accounting treatment of subsidiaries.
Week 12	• Week eleven: Using accounting software to record financial transactions and prepare reports.
Week 13	• Week 12: Modern trends in accounting and their impact on financial reports.
Week 14	• Week thirteen: Comprehensive review and practical applications of all course topics.
Week 15	• Week 6: Accounting in commercial companies (joint stock companies, partnerships, equity).
Week 16	

Delivery Plan (Weekly Lab. Syllabus)

Weekly lab schedule

	Material Covered
Week 1	n/a
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources

Learning and teaching resources

	Text	Available in the Library?
Required Texts	Accounting Principles / Qusay Nafeth Al-Jabri	both
Recommended Texts		
Websites		

Grading Scheme

Grading chart

Group	Grade	Appreciation	Marks %	Definition
Success Group (50 - 100)	A - Excellent	privilege	90 - 100	Outstanding Performance
	B - Very Good	very good	80 - 89	Above average with some errors
	C - Good	good	70 - 79	Sound works with notable errors
	D - Satisfactory	middle	60 - 69	Fair but with major shortcomings
	E - Sufficient	acceptable	50 - 59	Work meets minimum criteria
Fail Group (0 – 49)	FX – Fail	Precipitate (in process)	(45-49)	More work required but credit awarded
	F – Fail	Failed	(0-44)	Considerable amount of work required

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

Course Description Template

This course description provides a concise overview of the course's key features and expected learning outcomes for the student, demonstrating whether they have made the most of the available learning opportunities. It must be linked to the program description.

1. Educational Institution : University of Wasit/College of Administration and Economics.
2. Academic Department/Center: Business Administration
3. Course Name/Code: Computer Skills
4. Date this description was prepared: 7/7/2026

Course Objectives

This course aims to teach students how to use various computer applications as tools to improve their academic performance, increase their future productivity at work, and enhance their critical thinking skills. Students will use computer networks and applications to locate, evaluate, and utilize information, and to create written documents and oral presentations. This course will help students understand the fundamental concepts of these technologies and provide them with project-based learning opportunities. The goal is for students to become independent users of information, computer technology, and library resources.

Course Outcomes, Teaching and Learning Methods, and Assessment

A- Cognitive Objectives

1. The student will be able to identify the basic components of a computer and differentiate between hardware and software.
2. The student will be able to explain the functions of different operating systems, such as Windows, Linux, and macOS, and the role of BIOS in startup.

- 3. The student will be able to identify types of application software and their applications, especially Microsoft Office.
- 4. The student will be able to explain the concepts of digital storage and file systems, and understand how to organize and manage files and folders.
- 5. The student will be able to explain network concepts and types, identify their basic components, and understand the protocols used, such as TCP/IP.
- 6. The student will be able to understand the importance of cybersecurity programs, and differentiate between types of viruses and malware and methods of protection against them.

B- Course-Specific Skills Objectives

- 1. The student will be able to operate a computer and work with basic operating systems practically.
- 2. The student will be able to use Microsoft Office (Word, Excel, PowerPoint, and Access) applications to efficiently perform various office tasks.
- 3. The student will be able to manage files and folders effectively, including creating, naming, copying, moving, and deleting files and folders.
- 4. The student will be able to apply basic computer security measures, such as scanning the device for viruses and updating security software.

Teaching and Learning Methods

The core approach to delivering this unit will focus on fostering active student participation in exercises while simultaneously enhancing their critical thinking skills. This will be achieved through a combination of classroom and laboratory sessions, interactive lessons, and the integration of engaging model activities to facilitate hands-on learning experiences for students.

Assessment Methods

1. Theoretical Exams (Short and Final):

- To assess cognitive understanding of fundamental concepts such as computer components, operating systems, networks, and information security.

2. Practical Exams:

- To assess student performance in using software such as PowerPoint, Excel, and Word, and in completing practical tasks within a computer environment.

3. Homework and Practical Assignments:

- Such as preparing presentations, designing simple databases, and creating professionally formatted documents.

4. Individual or Group Projects:

- For example: A small project to create an Excel file containing formulas, or designing a PowerPoint presentation on a technical topic.

5. Classroom Observation and Practical Participation:

- To observe the student's interaction during practical lessons and their adherence to the practical steps.

6. Short Quizzes:

- For continuous and rapid assessment of the student's progress in understanding the content.

C. Affective and Value-Based Objectives

-1. The student will appreciate the importance of computers and their role in facilitating work, learning, and daily life.

-2. The student will demonstrate a commitment to using technology ethically, safely, and responsibly.

-3. The student will demonstrate a spirit of cooperation and collaboration with peers when working on group projects or applications.

-4. The student will show interest in developing their technical skills and keeping up with updates in the world of information technology.

Teaching and Learning Methods

1. Interactive Theoretical Lectures

- Used to present fundamental concepts such as computer components, operating systems, software, and information security, and supports the achievement of learning objectives.

2. Practical Lessons in Laboratories

- To train students practically in using Microsoft Office applications and equip them with the necessary technical skills, thus supporting the skills objectives.

3. Classroom and Extracurricular Assignments and Activities

- These promote self-directed learning, equip students with analytical and task execution skills, and contribute to instilling values related to the responsible use of technology.

4. Teamwork and Collaborative Projects

- These develop collaboration, leadership, and experience sharing skills, and support affective and psychomotor objectives.

5. Classroom Discussions and Presentations

- These encourage critical thinking, enhance self-confidence and communication skills, and support values-based and affective objectives.

6. Electronic Learning Resources

- Digital support materials are provided to assist students in self-directed learning and follow-up outside of lecture time, thus enhancing various aspects of learning.

Assessment Methods

1. Quizzes (10%)

- These are administered twice during the semester (in weeks 5 and 10) to measure comprehension. Immediate assessment of theoretical concepts.
- Focuses on learning outcomes related to computer fundamentals, operating systems, and some basic software. Allows for a phased assessment to improve performance before major exams.

10% – (Formative Assignments)

2. Assignments are given twice (in weeks 2 and 12) and include activities such as creating a document, analyzing computer components, or designing a simple database.

- Aim to promote individual learning and develop technical skills.
- Helps motivate students to apply their knowledge outside of class.

10% – (Projects/Lab Work)

3. Lab/Projects are conducted continuously throughout the semester and may include preparing an Excel file, a presentation, or a simple project using Office tools.

Reflects direct practical application and measures all learning outcomes through actual performance in a lab environment.

10% – (Report)

Required in week 13, and is usually a report. Analytical analysis of a system or technology used in the field of computers.

Used to measure technical writing skills, research, and the application of theoretical knowledge.

4. Report

5. Midterm Exam (10%)

- A two-hour theoretical and/or practical exam held mid-term (Week 7).

- Measures learning outcomes, providing an opportunity to review performance and guide the student before the final exam.

6. Final Exam (50%)

- A comprehensive exam (usually theoretical and practical) held in Week 16, lasting three hours.

- Assesses all learning outcomes of the course (cognitive, skill-based, and values-based) and forms the basis for determining the student's final grade.

D. General and Transferable Skills (Other skills related to employability and personal development).

1. Computer and Office Technology Skills Essential Skills

Proficiency in Microsoft Office (Word, Excel, PowerPoint, and other applications) is a fundamental requirement for most administrative and educational positions.

2. Organizational and Time Management Skills

This includes meeting deadlines for assignments and projects and multitasking efficiently.

3. Digital Research and Analysis Skills

The ability to research technical information, analyze data, and write technical reports supported by sources.

4. Teamwork and Effective Communication Skills

The ability to interact effectively within collaborative work groups and contribute to presentations or joint projects.

10. Course Structure

Learning Method / Unit Name	Topic Required	Learning Outcomes	Hours Week
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Lab + Lecture	Introduction to Computers and their General System	LO1: Computer Components and their Functions	2
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1

Activity + Lecture	Computer Components Hardware Classification	LO2: Input, Processing, Storage, and Output Units	2
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2

Lab + Lecture Software: System and Application Differentiating between
LO3: Operating Systems and Applications 2

3

Practical Application + Lecture BIOS System and Operating
Characteristics Explanation of LO4: and its Role in BIOS

2

4

Quiz + Lecture Short Quiz Review + First LO1, LO2 2

5

Lab + Lecture Operating Systems (Windows, Linux, Mac OS)
Comparison between LO5: Different Operating Systems 2

6

Quiz + Lecture Midterm Exam LO1 – LO7 2

7

Lab + Lecture Components of the Microsoft Office Suite
LO6: Office Software Uses

2 8

Application + Practical Lecture: Microsoft Word

LO7: Text Formatting

2 9

Test + Lecture: Second Short Quiz

LO10, LO11

2 10

Lab + Lecture: Microsoft Excel

LO8: Creating Tables and Mathematical Equations

2 11

Assignment + Lecture: Practical Assignment or Word using Excel

LO6, LO7

2 12

Project + Lecture: Preparing a Report using Office Tools

LO5, LO8, LO10

2 13

Lab + Lecture: Networks, the Internet, and Protocols

LO9: Networks and Their Basic Components

2 14

Review + Lecture: Comprehensive Review of Learning Outcomes

LO All

2 15

11. Infrastructure

Microsoft Office 2013 Visual Quickstart Guide by Steve Schwartz 1.

Required Textbooks

Gary B. Shelly, Misty E. Vermaat (2010). Microsoft Office 2010: Brief. Cengage Learning. OR any ECDL, ICDL, or IC3 books.

2. Main References (Sources)

A. Recommended Books and References (Scientific Journals, Reports)...

<https://www.microsoft.com>

B. Electronic References, Websites...

Curriculum Development Plan

The Computer Skills course is continuously being developed to keep pace with rapid technological advancements. The development plan includes updating the course content to align with the latest software and operating systems, and increasing practical activities and projects that enhance students' digital skills. Modern teaching methods such as e-learning and interactive resources will also be adopted, along with diversifying assessment methods to include formative and practical assessments, ensuring that learning outcomes meet the demands of the job market.

A handwritten signature in blue ink, featuring a stylized 'M' and 'H' with a horizontal line extending to the left.

Subject teacher

Mustafa Rahman Hasan

Course description form

Course name: Arabic .1					
Course code .2 .					
Semester/Year: Semester .1 .1					
Semester/Year: Semester .1 .2					
Available forms of attendance: in-person lectures .3 .1 .3					
(Number of study hours (total)/number of units (total .4 .4					
45					
(Name of the course administrator (if more than one name is mentioned .5 .					
h.abas@uowasit.edu.iq : الأيميل Name: M. Hala Sadiq Abbas					
Course objectives .6 .5					
enabling students to love the Arabic language, as it is the language of ➤ Holy Qur'an, and to recognize the beauties of the Arabic language, and developing students' ability to read and listen correctly, as well as providing students with many words, structures, sentences, and rhetorical and linguistic methods					objectives of the study subject
Teaching and learning strategies .6					
means everything related to the method of delivering the material to the students, and it includes all the means and plans that the professor uses to control the class and manage it well, including presentation, training, discussion, and questions, to reach the learning goals and create an appropriate atmosphere in the class so that the students can understand and absorb the material correctly					The strategy
Course structure .6 .6					
Evaluation method	Learning method	Name of the unit or topic	Required learning outcomes	hours	the week
Test and discuss	Lecture and questions	Why do we study Arabic	Understanding the basic topics of the Arabic language subject	2	the first
Test and discuss	Lecture and questions	Identify grammar topics	Grammar lecture	2	the second

Test and discuss	Lecture questions	Understanding the types of parsing signs	Parsing signs Issue topic	2 2	the third the fourth
Test and discuss	Lecture and questions	Learn how to write numbers and counts	Writing the primary, intermediate and extreme hamza	2 2	Fifth
Test and discuss	Lecture and questions	Learn how to write hamz Learn how to write it	Writing the dā' and dā Writing short and extended fs, marsupah and mastuhu ta's	2 2	Sixth Seventh
			the first exam	2	Eight
Test and discuss	Lecture and questions	Identify the subject and the predicate	the subject and the predicate	2	Ninth
Test and discuss	Lecture and questions	Getting to know her sisters	and her sisters, and Ann and her sisters	2	The tenth
Test and discuss	Lecture and questions	Understanding the subject and the passive subject	the subject and the deputy subject	2	Eleventh
Test and discuss	Lecture and questions	Identify punctuation marks	punctuation marks and the lecture of the Holy Quran (cave Sora)	2	Twelveth
Test and discuss	Lecture and questions	Understanding important things about the Holy Qur'an and the most important lessons learned from Surat Al-Kahf and its meanings			
Test and discuss	Lecture and questions	Identify errors Common words	Common linguistic errors	2	Thirteenth
Test and discuss	Lecture and questions	Getting to know the Islamic era And the talk earn about his life and poem Souad showed up earn about his life and poem I believed in Hussein	abic Literature (Kaab bin Zuhair (And the jeweler	2	fourteenth Fifteenth
			Second exam		
Course evaluation .7 .7					
Distribution of the grade out of 100 according to the tasks assigned to the student, such as daily preparation, daily, oral, monthly, written exams, reports, etc					

Learning and teaching resources .8 .8	
There is no systematic book	(Required textbooks (methodology, if any
Books in the Arabic language	(Main references (sources
grammar book and Arabic literature books	Recommended supporting books and references (....(scientific journals, reports
nothing	Electronic references, Internet sites