

Ministry of Higher Education and
Scientific Research
Scientific Supervision and Evaluation
Authority
Department of Quality Assurance and
Academic Accreditation
Accreditation Department



Academic Programmed and Course Description Guide

2024-2025

Introduction:

The educational programme is a coordinated and organised package of courses that include procedures and experiences organised in the form of academic vocabulary whose main purpose is to build and refine the skills of graduates, making them qualified to meet the requirements of the labour market, which is reviewed and evaluated annually through internal or external audit procedures and programmes such as the external examiner programme.

The description of the academic programme provides a brief summary of the main features of the programme and its courses, indicating the skills that are being worked on to acquire for students based on the objectives of the academic programme, and the importance of this description is evident because it represents the cornerstone in obtaining programme accreditation and is written jointly by the teaching staff under the supervision of the scientific committees in the scientific departments.

This guide, in its second version, includes a description of the academic programme after updating the vocabulary and paragraphs of the previous guide in light of the developments and advancements of the educational system in Iraq, which included the description of the academic programme in its traditional form (annual, quarterly), as well as the adoption of the description of the academic programme circulated according to the letter of the Department of Studies T 3/2906 on 3/5/2023 regarding the programmes that adopt the Bologna track as the basis for their work. In this regard, we can only emphasise the importance of writing a description of academic programmes and courses to ensure the proper functioning of the educational process.

Concepts and Terminology:

Academic Programme Description: The description of the academic programme provides a brief summary of its vision, mission and objectives, including an accurate description of the targeted learning outcomes according to specific learning strategies.

Course Description: Provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, proving whether he has made the most of the available learning opportunities. It is derived from the description of the programme.

Programme Vision: An ambitious picture for the future of the academic programme to be a sophisticated, inspiring, stimulating, realistic and applicable programme.

Programme Mission: Briefly outlines the objectives and activities necessary to achieve them and defines the programme's development paths and directions.

Programme Objectives: They are statements that describe what the academic programme intends to achieve within a specific period of time and are measurable and observable.

Curriculum Structure: All courses / subjects included in the academic programme according to the approved learning system (semester, yearly, Bologna track) whether it is a requirement (ministry, university, college and scientific department) with the number of study units.

Learning Outcomes: A compatible set of knowledge, skills and values acquired by the student after the successful completion of the academic programme and must determine the learning outcomes of each course in a way that achieves the objectives of the programme.

Teaching and learning strategies: They are the strategies used by the faculty member to develop the student's teaching and learning, and they are plans that are followed to reach the learning goals. i.e. describe all classroom and extra-curricular activities to achieve the learning outcomes of the programme.

Academic Programmed Description Form

University Name: Al-Furat Al-Awsat Technical University
College/Institute: Diwaniyah Technical Institute
Scientific Department: Insurance Technology Department
Academic or Professional Program Name: Technical Diploma
Final Certificate Name: Diploma in Insurance Technology
Study System: Semester
Description Preparation Date: 27/10/2024
File Filling Date: 2024/10/27

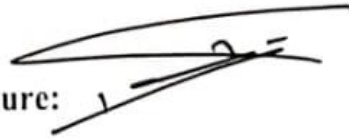
Signature:



Name of Head Department:
Asst. Prof. Ali Mahdi Hameed

Date: 27/10/2024

Signature:



Name of Scientific Assistant:
Prof. Dr. Khudhair Majeed Allawi

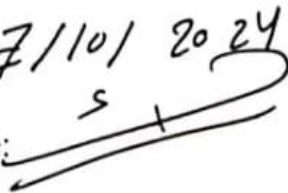
Date: 27/10/2024

File checked by
Quality Assurance and University Performance Division

**Name of Director of Quality Assurance and University
Performance Division:** Asst. Prof. Afrah Raheem Idan

Date: 27/10/2024

Signature:




Approval of Dean
2024/10/27

1. Program Vision

It is for the Insurance Department to reach the leading and preferred departments for students looking for an education at a distinguished level and an academic atmosphere characterised by cooperation, discipline and commitment to academic norms and high morals, at the regional level, and in line with the objectives of the Technical University to be a leading department in qualifying insurance cadres.

2. Programme Mission

1. Enable the graduate to obtain sufficient knowledge and concepts in the field of insurance.
2. Forming cadres capable of adapting the theoretical foundations and quantitative methods in developing new models of insurance coverage compatible with the requirements of quality and academic accreditation.
3. Enable the graduate to acquire knowledge, concepts and abilities, and the efficiency of the performance of insurance work in particular.
4. Providing the human cadres required to develop and develop the insurance market.
5. Developing the curriculum in line with the needs of the insurance sector.
6. The Insurance Department seeks to attract qualified teaching staff.

3. Programme Objectives

The insurance technology department programme aims to ensure that the graduate is familiar with scientific and practical knowledge consistent with quality standards and qualified for the labour market. Acquired analytical, explanatory, communication, initiative and leadership skills. To be able to address contemporary research problems and apply the knowledge gained in the field of insurance and risk management. It is also committed to the controls of teamwork, taking into account professional ethics and taking responsibility in a way that does not conflict with the values of society. Able to establish the concepts of insurance and risk management and highlight them in all courses taught.

4. Program Accreditation

The department is newly established, and the AACSB standards for administrative specializations have been approved.

5. Other external influences

Identifying and meeting the needs of society, individuals and institutions to guide academic content and practical training and the use of online distance learning platforms and other technologies may affect teaching and learning methods.

6. Program Structure

Program Structure	Number of courses	Academic unit	%	Notes *
Institution Requirements	3	6	%6	
College Requirements	5	14	%13	
Department Requirements	12	90	%81	
Summer Training	-	-	-	
Other		110	%100	

* It can include notes on whether the course is basic or optional.

7. Programme Description					
Year/Level	Course code	Course name	Credit hours		
			Theoretical	Practical	
Stage one	Chapter One				
		Insurance Principles 1	2	2	
		Risk Management & Insurance 1	2	3	
		English Readings in Insurance 1	1	2	
		Statistics 1	1	2	
		Management Principles 1	1	2	
		Economics Principles 1	1	2	
		Accounting Principles 1	1	2	
		Computer Applications	1	1	
		English Language 1	1	—	
		Human Rights & Democracy	2	—	
	Chapter Two				
		Insurance Principles 2	2	2	
		Risk Management & Insurance 2	2	3	
		English Readings in Insurance 2	1	2	
		Statistics 2	1	2	
		Management Principles 2	1	2	
		Economics Principles 2	1	2	
		Accounting Principles 2	1	2	
		Arabic language	2	—	
	English Language 2	1	—		

Year/Level	Course code	Course name	Credit hours	
			Theoretical	Practical
Stage two	Chapter One			
		Reinsurance 1	2	3
		Personal & Liability Insurance 1	2	2
		Insurance Marketing 1	2	2
		Insurance Accounting 1	2	3
		Marine Insurance 1	2	2
		Computer Applications	1	1
		English Language 1	1	—
		Crimes of Defunct Baath Party	2	—
	Chapter Two			
		Reinsurance 2	2	3
		Personal & Liability Insurance 2	2	2
		Insurance Marketing 2	2	2
		Insurance Accounting 2	2	3
		Marine Insurance 2	2	2
		English Language 2	1	—
		Arabic language	2	—
		Research Project	—	2

8. Expected learning outcomes of the programme	
Knowledge	
Learning Outcomes / Knowledge and Understanding	1- Enabling the learner to acquire knowledge, concepts, abilities and efficiency in the performance of insurance work in particular. 2- Familiarity with scientific and practical knowledge consistent with quality standards and qualified for the labour market. 3- Forming cadres capable of adapting the theoretical foundations and quantitative methods in developing new models of insurance coverage compatible with the requirements of quality and academic accreditation.
Skills	
Curriculum-Specific Skills	1- Acquire analytical, explanatory, communication, initiative and leadership skills. 2- Acquire the skill of addressing contemporary research problems and applying the knowledge gained in the field of insurance and risk management.
Thinking Skills	1- Finding solutions through insurance to the problems facing the institution. 2- Brainstorming skills 3- Seminars 4- Field visits
Values	
Learning Outcomes / General and Acquired Values	1- Commitment to the controls of teamwork, taking into account the ethics of the profession and taking responsibility in a manner that does not conflict with the values of society. 2- Mastering the use of mathematical and statistical methods in analysis, especially with regard to the use of computer-ready applications in the field of management and insurance. 3- The ability to work in insurance companies at an advanced qualification level consistent with the rapid developments in this scientific field, such as working in the financial departments and risk departments within different fields.

9. Teaching and Learning Strategies

- 1- Theoretical lectures and the use of modern scientific methods and advanced programmes in the presentation of preparations.
- 2- Lectures inside scientific laboratories.
- 3- Practical training in government departments.
- 4- Distributing students into groups to discuss a specific topic.
- 5- Transferring the reality of the lecture from the theoretical side to the practical side (by representing the lecture practically by students), laboratories, visits - field systematic training.

10. Evaluation methods

- **Theoretical exam**
 - 1- Daily exams (Participation in the hall, oral questions, testing the student's ability to apply what he learned in the practical and scientific lecture)
 - 2- Semester Exams
 - 3- Annual exams
- **Practical exam**
- **Submit research papers during the semester.**

1 The teaching staff						
Teaching staff						
Academic Rank	Specialization		Special requirements/skills (if any)		Preparing teaching staff	
	General	Special			Staff	lecturer
Ali Mahdi Hameed	Accounting	Cost Accounting			Staff	/
Saif Ali Jasim	Business Administration	Marketing			Staff	/
Adnan Hameed Yaseen	Arabic Language	Arabic Language			Staff	/
Nada Taher Malik	Calculators	Communication Engineering			Staff	/
Zahraa Saad Jasim	Statistics	Applied Statistics			Staff	/
Naseer Faisal Najm	Economics	Economic Systems Planning			Staff	/
Khalid Kadhim Mohammed	Business Administration	Marketing Management			Staff	/
Ali Jawad Kadhem	Accounting	Accounting			Staff	/
Rasha Hameed Neamah	Business Administration	Strategic Management			Staff	/
Hadeel Mohammed Noaman	Accounting	Accounting System			Staff	/
Omaima Ferman Tomas	Business Administration	Business Administration			Staff	/
Ranya Ali Mnager	Accounting	Accounting System			Staff	/
Ali Samer Youssef	Finance and banking	Finance and banking			Staff	/
Mustafa Kazem Sahar	Business Administration	Business Administration			Staff	/

Professional Development

- 1- Seminars and introductory meetings about the institution or department, its vision and objectives.
- 2- Emphasis and guidance on curricula, courses and teaching methods.
- 3- Knowledge of modern technologies and modern education tools.

Professional development of faculty members

- 1- Work to encourage the teaching staff to continuously learn and improve, search for development opportunities, and provide a supportive environment that encourages innovation.
- 2- We direct the teaching staff to attend scientific conferences and workshops.
- 3- Encourage the teaching staff to apply new ideas and innovate innovative teaching techniques.
- 4- Organize workshops and training courses that improve teaching skills.
- 5- Adopt various methods to evaluate the performance of teaching staff members.

2 Acceptance Criteria

Central admission plan organised by the Ministry of Higher Education for morning studies.

3 The most important sources of information about the programme

1. Specialized and related books in insurance sciences and risk management, which deal with the topics of the courses Study.
2. Educational websites.
3. Approved curriculum.

4 Programme Development Plan

1. Keeping pace with scientific development through new academic vocabulary that suits the rapid developments in the field of insurance sciences.
2. Organising field visits to the insurance departments through which the subjects of study are linked to the reality of the actual work through

Please tick the boxes corresponding to the individual learning outcomes from the programme under evaluation.

Programme Skills Outline																
Learning outcomes required from the programme																
Year/Level	Course Code	Course Name	Basic or optional	Knowledge				Skills				Values				
				1a	2a	3a	4a	1b	2b	3b	4b	1c	2c	3c	4c	
Stage one	Chapter One															
		Insurance Principles 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Risk Management & Insurance 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		English Readings in Insurance 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Statistics 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Management Principles 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Economics Principles 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Accounting Principles 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Computer Applications	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		English Language 1	Basic	√	√	√	√					√	√	√	√	
		Human Rights & Democracy	Basic	√	√	√	√					√	√	√	√	
	Chapter Two															
		Insurance Principles 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Risk Management & Insurance 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		English Readings in Insurance 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Statistics 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Management Principles 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Economics Principles 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Accounting Principles 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	
		Arabic language	Basic	√	√	√	√					√	√	√	√	
	English Language 2	Basic	√	√	√	√					√	√	√	√		

Programme Skills Outline																
Learning outcomes required from the programme																
Year/Level	Course Code	Course Name	Basic or optional	Knowledge				Skills				Values				
				1a	2a	3a	4a	1b	2b	3b	4b	1c	2c	3c	4c	
Stage two	Chapter One															
		Reinsurance 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Personal & Liability Insurance 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Insurance Marketing 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Insurance Accounting 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Marine Insurance 1	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Computer Applications	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		English Language 1	Basic	√	√	√	√					√	√	√	√	√
		Crimes of Defunct Baath Party	Basic	√	√	√	√					√	√	√	√	√
	Chapter Two															
		Reinsurance 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Personal & Liability Insurance 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Insurance Marketing 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Insurance Accounting 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		Marine Insurance 2	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√
		English Language 2	Basic	√	√	√	√					√	√	√	√	√
	Arabic language	Basic	√	√	√	√					√	√	√	√	√	
	Research Project	Basic	√	√	√	√	√	√	√	√	√	√	√	√	√	

Courses of the Department of Insurance Technologies for the first stage

Course Description Form for the First Semester

1. Course Name					
Insurance Principles1					
2. Course Code					
Insurance Principles1					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
4*15=60 hours / 4*15=60 units					
7. Course administrator's name (if more than one name)					
Name : Hadeel Mohammed Noaman Email : hadeel.numan.idi5@atu.edu.iq					
8. Course Objectives					
Objectives of course		<p>The course aims to provide the student with the special concepts and foundations associated with Insurance Principles in general, in addition to understanding the foundations of the different types of insurance. It also aims to identify insurance as a type of economic activity and its importance to the individual, family and society. In addition to the above, it contributes to identifying the mathematical and statistical aspects in measuring risks and compensation and calculating the premiums of life insurance policies, general insurance and pensions.</p>			
9. Teaching and learning strategies					
Strategy		<p>Recognise basic concepts such as risk, insurance, protection, and compensation. Disclose in general the importance of insurance in economic and social life.</p>			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	8	Insurance and	➤ Insurance	Giving lectures	* Oral

		understandable	<ul style="list-style-type: none"> concept ➤ Definition of insurance ➤ Insurance history ➤ The nature of the insurance business ➤ Basic characteristics of insurance ➤ Insurable risk conditions ➤ Characteristics of things that can be insured ➤ Insurance and reverse selection ➤ Insurance and gambling ➤ Insurance and hedging ➤ Insurance and deception 	and using multiple teaching aids	questions * Semester Exams
4-3	8	The Economic and Social Importance of Insurance	<ul style="list-style-type: none"> ➤ Insurance Jobs ➤ How the insurance system works ➤ Advantages and disadvantages of insurance ➤ The concept of "risk" and its types ➤ The difference between risk-based insurance and loss-based insurance 	Giving lectures and using multiple teaching aids	* Oral questions * Semester Exams
5	4	Basic divisions of	➤ Where	Giving lectures	* Oral

		insurance	(purpose, subject, loss determination, nature of insurance contract, practical division of insurance) ➤ Insurance Principles calculation mechanisms. ➤ Methods of processing and determining the type of insurance.	and using multiple teaching aids	questions * Semester Exams
8-7-6	12	Types of insurance	➤ Life Insurance ➤ Health Insurance ➤ Property Insurance	Giving lectures and using multiple teaching aids	* Oral questions * Semester Exams
10-9	8	Elements of the insurance policy	➤ Definition of insurance policy and its components ➤ Terms and conditions of the insurance policy Document exceptions	Giving lectures and using multiple teaching aids	* Oral questions * Semester Exams
12-11	8	Risk tariff and its divisions	➤ Definition of hazard. ➤ Hazard divisions. ➤ Risk management methods and treatment mechanisms.	Giving lectures and using multiple teaching aids	* Oral questions * Semester Exams
14-13	8	Risk assessment	➤ How to	Giving lectures	* Oral

			identify and assess risks. ➤ Risk control methods. ➤ Use Statistics in insurance.	and using multiple teaching aids	questions * Semester Exams
15	8	Commercial Insurance	➤ Types of insurance companies. ➤ How insurance companies work. ➤ Business practices in insurance.	Giving lectures and using multiple teaching aids	* Oral questions * Semester Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Al-Saifou, Walid, and Abu Bakr, Eid Ahmed, 2016, Risk Management and Insurance, Dar Al-Manhal for Publishing and Distribution
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	Websites

1. Course Name	
Risk Management & Insurance1	
2. Course Code	
Risk Management & Insurance1	
3. Chapter/Year	
First/First	
4. Date this description was prepared	
27/10/2024	
5. Available Attendance Forms	
Two attendance halls	
6. Number of Credit Hours (Total) / Number of Units (Total)	
5*15 = 75 hours / 5*15 = 75 units	
7. Course administrator's name (if more than one name)	
Name: Rasha Hameed Neamah Email : rasha.nemaa.idi15@atu.edu.iq	
8. Course Objectives	
Objectives of course	<ul style="list-style-type: none"> • Provide students with a comprehensive understanding of risk management concepts, and the importance of insurance as a tool to protect individuals and organisations from potential risks. • This course is essential for students seeking to work in the areas of financial management, insurance, or any field that requires a deep understanding of risk and how to deal with it.
9. Teaching and learning strategies	
Strategy	Presenting the scientific material by the professor of the subject, and involving students in the lecture by asking multiple questions regarding Risk Management & Insurance, which allows for dialogue and discussion, which in turn consolidates scientific information in the minds.

10. Course Structure

Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	5	<ul style="list-style-type: none"> ➤ Insurance risk ➤ Its technical and legal characteristics, its divisions ➤ Risk management ➤ Risk management activities ➤ Stages of the risk management process 	<p style="text-align: center;">Addressing the concept of insurance risk and identifying the functions and the insurance classroom</p>	<p style="text-align: center;">Lecture and use of teaching aids</p>	<p style="text-align: center;">Exams, oral questions and classroom participation</p>
2	5	<ul style="list-style-type: none"> ➤ Ways to face danger ➤ Factors affecting the plan ➤ Addressing the risk ➤ Basic factors in the risk management process 	<p style="text-align: center;">Evaluating the methods and mechanisms for confronting risk</p>	<p style="text-align: center;">Lecture and use of teaching aids</p>	<p style="text-align: center;">Exams, oral questions and classroom participation</p>
4-3	10	<ul style="list-style-type: none"> ➤ Risk Manager Jobs ➤ Prevent and minimise losses in stores ➤ Insurance contract (parties to their obligations - pillars - characteristics) 	<p style="text-align: center;">Statement of mechanisms for preventing and analysing risk and focusing on the functions of the risk manager.</p>	<p style="text-align: center;">Lecture and use of teaching aids</p>	<p style="text-align: center;">Exams, oral questions and classroom participation</p>

		<ul style="list-style-type: none"> ➤ Economic benefits and functions of insurance <ul style="list-style-type: none"> ➤ Basic principles in insurance: ➤ The principle of good faith (importance, continuity, commitment of both parties to it) ➤ The principle of the insurance interest (definition, sources, transmission, limits, results of its absence) ➤ The principle of compensation (definition, limits, conditions, types, calculation in different insurance cases, lost loss) ➤ The principle of solutions (types, pillars, limits, causes, objectives, consequences and impossibility) ➤ The principle 			
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		<p>of participation (concept, conditions, applications in different insurance cases)</p> <ul style="list-style-type: none"> ➤ The principle of direct cause (concept, 1, cases) 			
6-5	10	<p>Securing stores from the risk of fire:</p> <ul style="list-style-type: none"> ➤ Fire (its insurance concept, its components, its sources, its causes, its effects, cases that are not considered fire) ➤ Factors affecting warehouse fires ➤ Prevention of the dangers of warehouse fires 	<p>Defining the concept and pillars of fire.</p>	<p>Lecture and use of teaching aids</p>	<p>Exams, oral questions and classroom participation</p>
8-7	10	<ul style="list-style-type: none"> ➤ Application for insurance on the warehouse from the risk of fire - insurance application form, its contents ➤ Inspection of the warehouse (benefits, who makes the 	<p>Focus on the concept of the detector, its qualities and insurance form.</p>	<p>Lecture and use of teaching aids</p>	<p>Exams, oral questions and classroom participation</p>

		<p>disclosure, its types, steps to detect compensation for the burned store, disclosure report)</p> <ul style="list-style-type: none"> ➤ Pricing, instalment calculation, downloads and discounts 			
9	5	<ul style="list-style-type: none"> ➤ Fire risk insurance policy its sections, conditions, exclusions appendices and endorsements, amendment, determination, cancellation and termination. 	Determine the conditions and sections of the insurance policy.	Lecture and use of teaching aids	Exams, oral questions and classroom participation
11-10	10	<ul style="list-style-type: none"> ➤ Other types of warehouse insurance documents against fire risk - Replacement document - Value document - First tranche document ➤ Monthly declarations document (its concept, calculation of the premium) ➤ Factors that determine the 	Focus on types of insurance policies	Lecture and use of teaching aids	Exams, oral questions and classroom participation

		<p>choice of the type of document when insuring the warehouse against fire (insurance amount, warehouse type, warehouse capacity, warehouse components, warehouse method)</p> <ul style="list-style-type: none"> ➤ Types of additional risks (chemical, social, natural, miscellaneous) 			
12	5	<p>Losses in imported goods:</p> <ul style="list-style-type: none"> ➤ Types of losses in imported and stored goods - Total loss (types, documents) ➤ Partial loss (specific and general types, conditions) ➤ Expense loss (types, conditions) 	Determine the types of goods for Marine Insurance.	Lecture and use of teaching aids	Exams, oral questions and classroom participation
14-13	10	<p>Types of cargo insurance contracts:</p> <ul style="list-style-type: none"> ➤ Floating document (its 	Determine the types of contracts for Marine Insurance and	Lecture and use of teaching aids	Exams, oral questions and classroom participation

		conditions, benefits) ➤ Open cover (its conditions, benefits) ➤ Types of insurance covers for imported goods ➤ Cover A - Cover B - Cover C ➤ Exceptions to covers A & B & C	the documents and the terms of each of them.		
15	5	Common Terms in C&A&B Covers	Focus on the types of insurance cover.	Lecture and use of teaching aids	Exams, oral questions and classroom participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Al-Balqini, Mohamed Tawfiq, 2023, Principles of Risk Management & Insurance, Dar Hamitra for Publishing and Translation.
Recommended books and references (scientific journals, reports...)	Insurance Principles and Risk Management / Mr. Mohamed Awad
Electronic References, Websites	Websites

1. Course Name					
English Readings in Insurance1					
2. Course Code					
English Readings in Insurance1					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3×15 = 45 hours / 3×15 = 45 units					
7. Course administrator's name (if more than one name)					
Name: Saif Ali Jasim & ,Majida Abdulaali Mudher, Email : saif.almofraje.idi@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course aims to provide students with an in-depth understanding of insurance concepts through literary and professional readings in English. It will help students develop critical reading and analysis skills in the context of insurance, enhancing their ability to deal with industry-related texts.			
9. Teaching and learning strategies					
Strategy		Understand the basics and terminology and read real-life examples of business messages.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	3	General review of the most important terms in business	Learn the most important terms related to insurance	Giving lectures and using the applied	Exams, oral questions and classroom participation

		correspondence		aspect in the field of the hall.	
2	3	Types of business letters	Definition of commercial messages and their importance.	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
3	3	Structure and parts of a business letter	Identify the importance of good structure in business letters and its impact on effective communication	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
4	3	Rules for writing a business letter	Adherence to rules improves the effectiveness of business letters	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
6-5	6	Business Correspondence Templates	Using templates to improve the effectiveness and efficiency of business correspondence	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
7	3	Business Letter Planning and Design	Identifying good layout and design in writing effective business	Giving lectures and using the applied aspect in	Exams, oral questions and classroom participation

			letters	the field of the hall.	
8	3	Inquiry Letters/The Importance of Inquiry Letters	Define inquiry letters and their role in business communication. Identify practices in writing inquiry letters and their impact on improving communication	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
9	3	How to Write Inquiry Letters	Define inquiry letters and their role in business communication. Identify practices in writing inquiry letters and their impact on improving communication	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
11-10	6	Inquiry Letter Structure	Identifying the good structure in writing effective inquiry letters	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
12	3	Letter Elements (Greetings, Content, Conclusion, Signature)	Stating the importance of each element in constructing a complete and effective letter	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation

14-13	6	Formal Letter Structure (Business Letter, Inquiry Letter, Complaint Letter, Confirmation Letter)	Build an understanding of the correct structure for each type of formal letter to enhance effective communication. Highlight the importance of time management and how to improve efficiency and productivity through setting priorities, deadlines, and effective scheduling.	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation
15	6	Time management (prioritization, deadlines, scheduling)	Build an understanding of the correct structure for each type of formal letter to enhance effective communication. Highlight the importance of time management and how to improve efficiency and productivity through setting priorities, deadlines, and effective scheduling.	Giving lectures and using the applied aspect in the field of the hall.	Exams, oral questions and classroom participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	https://www.scribd.com/doc/157459787-//قاموس-المصطلحات-التأمينية

1. Course Name	
Statistics1	
2. Course Code	
Statistics 1	
3. Chapter/Year	
First/First	
4. Date this description was prepared	
27/10/2024	
5. Available Attendance Forms	
Two attendance halls	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3×15 = 45 hours / 3×15 = 45 units	
7. Course administrator's name (if more than one name)	
Name: Zahraa Saad Jasim, Email : zahraa.jasim@atu.edu.iq	
8. Course Objectives	
Objectives of course	The course presents the methods of collecting and presenting statistical data of all kinds, as well as methods of calculating measures of central tendency and dispersion, along with an explanation of the concept of the relationship between two phenomena through the study of linear correlation and simple linear regression, in addition to the principles of probability. This will contribute to providing students with the ability to address some of the problems that they may face in their practical lives in a scientific manner based on descriptive and numerical measures. Moreover, it enables students to collect data on certain phenomena and then process this data through statistical methods. The course is mainly based on practical exercises using Microsoft Excel for statistical processing and its applications in the fields of management and business.
9. Teaching and learning strategies	
Strategy	Presenting the scientific material by the professor of the subject, and involving students in the lecture by asking multiple questions regarding statistics and its branches, which allows for dialogue and discussion, which in turn consolidates scientific information in the minds.

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	3	Statistics Science: ✓ Definition ✓ Its relationship with other sciences ✓ Scientific method of research ✓ Data collection, data classification, data presentation, data analysis.	Addressing the concept of Statistics and its relationship to other sciences	Lecture and use of teaching aids	Exams, oral questions and classroom participation
2	3	Data sources: ✓ Data acquisition methods ✓ Comprehensive registration ✓ Samples ✓ Questionnaires - conditions - conduct.	Evaluating methods of obtaining data and identifying samples	Lecture and use of teaching aids	Exams, oral questions and classroom participation
4-3	6	View data distribution ✓ Frequency distribution ✓ Graphical display of unclassified data ✓ Graphic bars ✓ Graph rectangle ✓ Tabular display of data ✓ Double frequency distribution ✓ Graph line ✓ Circuit graph	Explain the mechanisms of frequency distribution and classified and unclassified data	Lecture and use of teaching aids	Exams, oral questions and classroom participation
5	3	Graphical display of classified data: ✓ Histogram ✓ Frequency curve	Define the concept of graphical display methods for classified	Lecture and use of teaching aids	Exams, oral questions and classroom participation

		<ul style="list-style-type: none"> ✓ Iterative bald ✓ Aggregator frequency ascending and descending 	data		
6	3	Practical application on the computer using the statistical programme SPSS.	Focus on implementing the graphical display in the calculator	Lecture and use of teaching aids	Exams, oral questions and classroom participation
9-8-7	9	Central tendency measures: arithmetic mean - mode - median - relationship between averages, SPSS - applied to the computer using statistical software.	Measures of central tendency	Lecture and use of teaching aids	Exams, oral questions and classroom participation
12-11-10	9	Dispersion scales: range - standard deviation and variance - coefficient of variation - SPSS standard - practical application on the computer using statistical software.	Dispersion Measures	Lecture and use of teaching aids	Exams, oral questions and classroom participation
15-14-13	6	Simple linear correlation: understandable - the method of its theoretical calculation. SPSS - practical application on the computer using statistical software.	Identifying the types of linear correlation and methods of calculating it	Lecture and use of teaching aids	Exams, oral questions and classroom participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Insurance Statistics - Prepared by the Insurance Department at the University of Baghdad
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Main references (sources)	Principles of Statistics - Written by Dr. Haider Mahmoud
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	Websites and Artificial Intelligence.

1. Course Name					
Management Principles1					
2. Course Code					
Management Principles1					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3*15 = 45 hours / 3*15 = 45 units					
7. Course administrator's name (if more than one name)					
Name: Omaima Ferman Tomas Email : amma.thomas@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course aims to introduce the basic concepts of management and its importance in achieving organisational goals. The various management functions, leadership styles, and the importance of planning, organising, and controlling operations will be explored.			
9. Teaching and learning strategies					
Strategy		The strategy for teaching Management Principles in the Insurance Department focuses on providing students with the theoretical and applied foundations of business management in the context of the insurance industry, in addition to understanding the concepts and practices of management that support insurance companies in making effective decisions.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	3	The nature of business management and the tasks of the manager: ✓ Nature of management ✓ Definition of management and manager ✓ Approaches to the study of management ✓ Challenges facing contemporary management	Identify the functions of the manager and the concept of each function	Classroom discussions Brainstorming	Exams and in-room participation

		<ul style="list-style-type: none"> ✓ The relationship of management with other sciences 			
4-3-2	9	Tasks of the manager: <ul style="list-style-type: none"> ✓ Patterns of administrative behaviour ✓ Management skills ✓ Skill resources ✓ Administrative ✓ Manager roles 	Define the tasks of the manager	Case studies Assigning students group projects	Exams and in-room participation
6-5	6	The development of administrative thought: <ul style="list-style-type: none"> ✓ Traditional school (classical) ✓ School of Scientific Management ✓ School of Administrative Divisions ✓ Bureaucratic school ✓ Common features of schools ✓ Minor under the traditional school 	Statement of the development and emergence of private schools Management Principles	Classroom discussions Brainstorming	Exams and in-room participation
8-7	6	Humanistic School: <ul style="list-style-type: none"> ✓ Hawthorne and Walton Mayo study ✓ Volt study - Chester Barnard study ✓ Theory of Y and X by Douglas McCracken 	Identifying the requirements and criticisms directed at this school	Case studies Assigning students group projects	Exams and in-room participation
11-10-9	9	Contemporary Trends School: <ul style="list-style-type: none"> ✓ Open Systems Theory (the concept of the system - components of the organization as a system - subsystems). ✓ Quantitative 	Identify the requirements and criticisms directed at this school	Classroom discussions Brainstorming	Exams and in-room participation

		Management ✓ Japanese Management (William Augie's Z Theory) ✓ Situational Management.			
12	3	Management and its structure: ✓ Components of the public environment ✓ Components of the private environment	Identify the internal and external environment	Case studies Assigning students group projects	Exams and in-room participation
-14-13 15	9	Planning function: ✓ Types of plans ✓ Obstacles to planning ✓ Nature of planning ✓ Responsibility for planning ✓ Addressing obstacles to planning	Defining the concept and importance of the planning function and what is related to it.	Classroom discussions Brainstorming	Exams and in-room participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Abdullah, Moataz, and Asaf, Marzouq, 2024, Principles of Business Administration, Al-Yazouri Printing and Publishing House
Main references (sources)	Abdullah, Moataz, and Asaf, Marzouq, 2024, Principles of Business Administration, Al-Yazouri Printing and Publishing House
Recommended books and references (scientific journals, reports...)	Abdul Qader, Sami, 2023, Principles of Business Administration, Anglo-Egyptian Library
Electronic References, Websites	Artificial Intelligence and Websites for Management Journals

1. Course Name	
Economics Principles1	
2. Course Code	
Economics Principles1	
3. Chapter/Year	
First/First	
4. Date this description was prepared	
27/10/2024	
5. Available Attendance Forms	
Two attendance halls	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3*15= 45 hours / 3*15= 45 units	
7. Course administrator's name (if more than one name)	
Name: Naseer Faisal Najm, Email : naseer.najm@atu.edu.iq	
8. Course Objectives	
Objectives of course	The course aims to familiarize itself with economics and its relationship to insurance, as well as to study and analyze economic phenomena. The article addresses the concepts of microeconomics and macroeconomics and the types of economic policies used to solve the economic problems faced by society. In addition, students learn about the principles underlying the capitalist system and the principles underlying the socialist system and compare them to the economic system.
9. Teaching and learning strategies	
Strategy	The strategy for teaching the subject of Economics Principles in Iraqi technical institutes focuses on providing a comprehensive understanding of basic economic concepts and their practical applications, so as to qualify students to enter the labour market or pursue postgraduate studies. Here are the highlights of this Strategy: 1. Educational Objectives Enabling students to understand basic economic concepts such as supply and demand, market, pricing, and economic growth. Strengthening the ability to analyse economic issues from a practical perspective and apply economic theories in everyday life. Developing students' critical thinking skills in assessing economic policies and their impacts. 2. Core Topics 3. Teaching Methods

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	3	Introduction to Economics	<ul style="list-style-type: none"> ✓ The concept of economics ✓ The importance of economics for business organizations ✓ Human needs and means of satisfying them ✓ The relationship of economics to other sciences 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
3-2	6	Insurance Economics	<ul style="list-style-type: none"> ✓ Definition of insurance economics ✓ The importance of insurance in the economy ✓ The economic problem, the nature of the economic problem in different economic systems, the pillars of the economic problem, patterns of solving the economic problem, the functions of the study in the context of macro and microeconomics 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
4	3	Insurance Risk	<ul style="list-style-type: none"> ✓ Types of Economic Risks ✓ Risk Assessment Methods ✓ Impact of Risks on the Economy 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
6-5	6	demand	<ul style="list-style-type: none"> ✓ Demand, concept of demand, law of demand, demand schedule, demand implementers, factors affecting demand. ✓ Concept and types of price elasticity of demand (internal, cross) and how to calculate them. 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall

			✓ Insurance demand models		
8-7	6	Supply	<ul style="list-style-type: none"> ✓ Supply, concept of supply, law of supply, supply schedule, supply curve, factors affecting supply. ✓ Elasticity of supply and how to calculate it, equilibrium price. ✓ Market equilibrium and insurance prices 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
9	3	Production	<ul style="list-style-type: none"> ✓ Production, concept of production, forms of production. Elements of production (land, labor, specialization and division of labor, capital, organization). 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
11-10	6	Insurance market	<ul style="list-style-type: none"> ✓ Forms of insurance market structure. ✓ Perfectly competitive market and its conditions ✓ Perfect monopoly market and its characteristics ✓ Monopolistic competition exams and participation in the hall ✓ Oligopoly ✓ Factors affecting the market ✓ Competition in the insurance market. ✓ Factors affecting the insurance market (How do economic changes affect the insurance market) 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
12	3	National output and insurance pricing	<ul style="list-style-type: none"> ✓ National product and national income, methods of calculating national income (production method, income method, 	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall

			expenditure method) ✓ Bases of pricing insurance policies. ✓ Factors affecting insurance pricing.		
-14-13 15	9	Money	✓ Money, concept of money, barter and its disadvantages, functions of money, types of money ✓ Monetary problems/Inflation: definition, causes, results ✓ Deflation: nature, causes, results	✓ Lectures ✓ Theoretical ✓ Group discussions	Exams and participation in the hall

11. Course Evaluation

Distribution of the grade of 100 in accordance with the tasks mandated by the student such as daily preparation, daily, oral, monthly and written examinations and reports.... etc.

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Al Habib, Fayez Ben Ibrahim, 2022 "Economics Principles, Al Obeikan Publishing
Main references (sources)	Microeconomics and Macroeconomics Book.
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	E-sources and articles - Use modern sources such as economic sites and academic articles to support learning.

			- Accounting cycle - General principles of accounting.		
5-4-3	9	Types of accounting books used	(Journal - General ledger - Accounting documents (Disbursement document - Receipt document - Journal entry document) Recording methods in books (Single entry - Double entry - (Types of accounts - Accounts analysis table	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
8-7-6	9	Capital formation	- The budget as a basis for double entry - Debtor and creditor - Components of the budget (Assets - Liabilities - Capital - (Statement of the impact of recording accounting operations on the balance sheet (accounting equation))	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
10-9	6	Journal	- How to plan a journal - How to record in the journal according to the double entry method	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
-12-11 13	9	Revenue and capital expenditures	Accounting treatment of capital cases Opening entry - Personal withdrawals - Purchases - Sales - Purchase returns - Sales returns - Expenses - Revenues - Insurance - Allowances Purchase allowances - Sales allowances - Different cases of selling assets	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall
15-14	6	Loans	-How to repay loans - How to calculate the loan and how to pay the interest of repaying the loan in advance - End of term - In installments	<ul style="list-style-type: none"> ✓ Lectures ✓ Theoretical ✓ Group discussions 	Exams and participation in the hall

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Abdul Akhras, Nafei, 2020, Accounting for Financial Derivatives, Dar Al-Taalim Al-Jami`i
Main references (sources)	Cost Accounting / Dr. Sabah Qaddouri
Recommended books and references (scientific journals, reports...)	Cost Accounting / Dr. Khalil Radhi
Electronic References, Websites	Artificial Intelligence and Electronic Libraries

1. Course Name					
Computer Applications1					
2. Course Code					
Computer Applications1					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
2*15= 30 hours / 2*15= 30 units					
7. Course administrator's name (if more than one name)					
Name: Nada Taher Malik			Email : nadamalik@atu.edu.iq		
8. Course Objectives					
Objectives of course		The course introduces the basic concepts of computers and identifies the hardware and software components. The course covers computer networks, the Internet and its various applications such as e-commerce, social media, identifying the risks of data loss and corruption, cybercrimes, and computer security and protection methods. The Windows operating system and how to use the tools available in this system will be presented.			
9. Teaching and learning strategies					
Strategy		<ul style="list-style-type: none"> ✓ Introducing the student to the components of the computer and basic operating systems. ✓ The student explains the concept of networks and the basics of the Internet ✓ Focusing on mechanisms for developing problem-solving skills through the use of Computer Applications 			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Introduction to Computer: Concepts of Hardware and Software with their components; Concept of Computing, Data	Introduction to Computers	Theoretical and practical education through work on the computer	Testing the student's ability to apply what he learned in the practical lecture

		and Information; Applications of Information Technology devices, and peripherals to CPU.			
3-2	8	Computer Components: Computer Portions, Hardware Parts, I/O Units, Memory Types, Basic CPU Components, Computer Ports, Personal Computer, Personal Computer (Features and Types)	Software	Theoretical and practical education through work on the computer	Testing the student's ability to apply what he learned in the practical lecture
5-4	8	Operating System and Graphical User Interface GUI: Operating System; Basics of Common Operating Systems; The User Interface, Using Mouse Techniques; Use of Common Icons, Status Bar, Using Menu and	Operating Systems and Graphical User Interface (GUI)	Theoretical and practical education through work on the computer	Testing the student's ability to apply what he learned in the practical lecture

		Menu-selection, Concept of Folders and Directories, Opening and closing of different Windows: Creating Short cuts.			
7-6	8	Word Processing: Word Processing Basics; Opening and Closing of documents; Text creation and Manipulation; Formatting of text; Table handling; Spell check, language setting and thesaurus; Printing of word document.	Word Processing	Theoretical and practical education through work on the computer	Testing the student's ability to apply what he learned in the practical lecture
7-6	8	Spread Sheet: Basics of Spreadsheet; Manipulation of cells; Formulas and Functions; Editing of Spread Sheet, printing of Spread Sheet.	Spreadsheets	Theoretical and practical education through work on the computer	Testing the student's ability to apply what he learned in the practical lecture
9-8	8	Presentation Software: Basics of Presentation;	Presentation Programs	Theoretical and practical education	Testing the student's ability to apply what

		<p>presentation software; Creating Preparation and Presentation of Slides; Slide Show; Taking printouts of presentation / handouts.</p>		<p>through work on the computer</p>	<p>he learned in the practical lecture</p>
11-10	4	<p>Introduction to Internet and Web Browsers: Computer networks Basic; LAN, WAN; Concept of Internet and its Applications; connecting to internet; World Wide Web; Web Browsing software's, Search Engines; Understanding URL; Domain name; IP Address.</p>	<p>Introduction to the Internet and Web Browsers</p>	<p>Theoretical and practical education through work on the computer</p>	<p>Testing the student's ability to apply what he learned in the practical lecture</p>
13-12	4	<p>Communications and Emails: Basics of electronic mail; Getting an email account; Sending and receiving emails; Accessing sent emails;</p>	<p>Communications and Email</p>	<p>Theoretical and practical education through work on the computer</p>	<p>Testing the student's ability to apply what he learned in the practical lecture</p>

		Using Emails; Document collaboration.			
15-14	4	Computer Troubleshooting: Identifying and solving common hardware and software problems that computer users encounter. Basic troubleshooting techniques and tools for diagnosing and resolving issues.	Computer Troubleshooting		

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Curriculum sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
English Language1					
2. Course Code					
English Language1					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
1*15= 15 hours / 1*15= 15 units					
7. Course administrator's name (if more than one name)					
Name: Zaid Fouad Hashim Email : zaid.hashim@atu.edu.iq					
8. Course Objectives					
Objectives of course		The course introduces the basic concepts of computers and identifies the hardware and software components. The course covers computer networks, the Internet and its various applications such as e-commerce, social media, identifying the risks of data loss and corruption, cybercrimes, and computer security and protection methods. The Windows operating system will be presented and how to use the tools available in this system.			
9. Teaching and learning strategies					
Strategy		Interactive learning and enhancing comprehension of English Language through memorization and listening			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	1	Unit One: hello Am/are/is, my/your This is with practice in work	Knows insurance terms in English and the concept of each		Exams
2	1				Exams
3	1				Exams
4	1	Unit Two: your world He/she /they, his/her Questions	Knows the evaluation of issues related to English		Exams
5	1				Exams
6	1				Exams
7	1	Unit Three:	Knows insurance terms in		Exams

8	1	all about	English and the concept of		Exams
9	1		each		Exams
10	1	Unit Four: family and friends Possessive adjectives Possessive's	Knows the evaluation of issues related to English		Exams
11	1				Exams
12	1				Exams
13	1				Exams
14	1	Has/have	Knows insurance terms in		Exams
15	1	Adjective+ noun	English and the concept of each		Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Curriculum sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Human Rights & Democracy					
2. Course Code					
Human Rights & Democracy					
3. Chapter/Year					
First/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
2*15= 30 hours / 2*15= 30 units					
7. Course administrator's name (if more than one name)					
Name: Ali Majeed Khaleel, Email : ali.khaleel.idi19@atu.edu.iq					
8. Course Objectives					
Objectives of course		Introducing the student to the principles of human rights and how to apply them in practical life, and explaining the most important international theories and laws in this field.			
9. Teaching and learning strategies					
Strategy		Education on the importance of human rights by addressing the nature and type of rights that serve the human entity.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	4	Definition of human rights	➤ Its objectives: Human rights in ancient civilizations, especially the civilization of Mesopotamia.	Scientific lecture	Exams
4-3	4	Human Rights in Contemporary and Modern History: ➤ Regional Recognition of Human Research	With a focus on human rights in Islam Human rights in divine laws • International recognition of human rights since World War I and the League of	Scientific lecture	Exams

			<p>Nations.</p> <ul style="list-style-type: none"> • European Convention on Human Rights 1950 • American Convention on Human Rights Scientific lectures 1969. • African Charter on Human Rights 1981. <p>Arab Charter on Human Rights 1994</p>		
5	2	➤ Non-governmental organizations and human rights	(International Committee of the Red Cross, International Human Rights Organization, Human Rights Watch, National Human Rights Organizations)	Scientific lecture	Exams
6	2	➤ Human rights in Iraqi constitutions between theory and reality	Addressing Iraqi human rights materials	Scientific lecture	Exams
7	2	✓ The relationship between human rights and public freedoms	<ul style="list-style-type: none"> ✓ In the Universal Declaration of Human Rights ✓ In regional charters and national constitutions, economic, social and cultural human rights and civil and political human rights 	Scientific lecture	Exams
8	2	✓ Democracy	Definition, concepts and other systems	Scientific lecture	Exams
10-9	4	✓ Modern human rights.	The right to development, the right to a clean environment, the right to solidarity, the right to religion, guarantees of respect for	Scientific lecture	Exams

			and protection of human rights at the national level, guarantees in the constitution and laws, guarantees in the principle of the rule of law, guarantees in constitutional oversight, guarantees in freedom of the press and public opinion, the role of non-governmental organizations in respecting and protecting human rights		
11	2	Guarantees, respect and protection of human rights at the international level	<ul style="list-style-type: none"> ➤ The role of the United Nations and its specialized agencies in providing guarantees ➤ The role of regional organizations (the Arab League, the European Union, the African Union, the Organization of American States, the ASEAN Organization). ➤ The role of international regional non-governmental organizations and public opinion in respecting and protecting human rights 	Scientific lecture	Exams
12	2	General theory of freedoms	<ul style="list-style-type: none"> ✓ The origin of rights and freedoms, the project's position on declared rights and freedoms ✓ The use of the term public freedoms 	Scientific lecture	Exams

13	2	The legal basis of the rule of law. Legal	The standards and legal positions stipulated by the general state law	Scientific lecture	Exams
14	2	Regulation of public freedoms by public authorities	Establishing legal provisions to regulate individual freedoms inside and outside the country.	Scientific lecture	Exams
15	2	Equality	<ul style="list-style-type: none"> ✓ Historical development of the concept of equality ✓ Modern development of the idea of equality ✓ Gender equality ✓ Equality between individuals according to their beliefs and race 	Scientific lecture	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Curriculum sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Insurance Technology Department Curriculum for the First Stage

Course Description Form for the Second Semester

1. Course Name	
Insurance Principles 2	
2. Course Code	
Insurance Principles 2	
3. Chapter/Year	
Second/First	
4. Date this description was prepared	
27/10/2024	
5. Available Attendance Forms	
Two attendance halls	
6. Number of Credit Hours (Total) / Number of Units (Total)	
4*15= 60 hours / 4*15= 60 units	
7. Course administrator's name (if more than one name)	
Name: Hadeel Mohammed Noaman Email : hadeel.numan.idi5@atu.edu.iq	
8. Course Objectives	
Objectives of course	The course aims to provide students with special concepts and foundations associated with the Insurance Principles in general, as well as understanding the foundations for different types of insurance. It also aims to identify insurance as a type of economic activity and its importance to the individual, family and society. In addition to the above, it contributes to the identification of mathematical and statistical aspects in the measurement of risks and compensation and the calculation of the premiums of life insurance documents, public insurance and pensions.
9. Teaching and learning strategies	
Strategy	Recognize basic concepts such as risk, insurance, protection, and compensation. and the general disclosure of the importance of insurance in economic and social life.

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1-2	8	Social Insurance	Definition of social insurance and its importance ✓ Types of social insurance. The relationship between social insurance and private insurance	Scientific lecture and use of modern scientific methods	Daily and semester exams
3-4	8	Insurance Legislation and Insurance Supervision	✓ Reasons for insurance legislation. ✓ Objectives of insurance legislation. ✓ Activities addressed by legislation. ✓ Laws regulating the insurance sector. ✓ Legal effects on insurance contracts.	Scientific lecture and use of modern scientific methods	Daily and semester exams
5-6-7	12	Digital Insurance	✓ Definition of digital insurance ✓ Definition and importance of financial technology ✓ The impact of technology on the insurance industry	Scientific lecture and use of modern scientific methods	Daily and semester exams
8-9-10	12	Takaful Insurance	✓ Definition of Takaful insurance ✓ Comparison between conventional and Takaful insurance	Scientific lecture and use of modern scientific methods	Daily and semester exams
11-12-13	12	Modern Trends in Insurance	✓ Contemporary issues in the insurance industry. ✓ Insurance and Big Data ✓ Case study in property insurance	Scientific lecture and use of modern scientific	Daily and semester exams

				methods	
14-15	8	Submit a project that includes applying theoretical concepts to a practical case.	Integrated application program	Scientific lecture and use of modern scientific methods	Daily and semester exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Insurance Principles/ Dr. Ziad Ramadan
Recommended books and references (scientific journals, reports...)	Al-Saifou, Walid, and Abu Bakr, Eid Ahmed, 2016, Risk Management and Insurance, Dar Al-Manhal for Publishing and Distribution
Electronic References, Websites	

1. Course Name					
Risk Management & Insurance2					
2. Course Code					
Risk Management & Insurance2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
5*15= 75 hours / 5*15= 75 units					
7. Course administrator's name (if more than one name)					
Name: Rasha Hameed Neamah			Email : saif.almofraje.idi@atu.edu.iq		
8. Course Objectives					
Objectives of course		<ul style="list-style-type: none"> • Provide students with a comprehensive understanding of risk management concepts, and the importance of insurance as a tool to protect individuals and organizations from potential risks. • This course is essential for students seeking to work in the fields of financial management, insurance, or any field that requires a deep understanding of risks and how to deal with them. 			
9. Teaching and learning strategies					
Strategy		Presenting the scientific material by the subject professor, and involving the students in the lecture by asking multiple questions regarding Risk Management & Insurance, which opens the way for dialogue and discussion, which in turn consolidates the scientific information in the minds.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	5	<ul style="list-style-type: none"> ➤ Types of additional covers for insurance of imported goods ➤ Additional war cover - Additional strike cover - Other additional sub- 	Determine other types of insurance coverage	Lecture and use of educational tools	Exams, oral questions and classroom participation

		covers			
2	5	<p>Additional conditions attached to covers A & B & C:</p> <ul style="list-style-type: none"> ➤ Clarifications condition - Ship classification condition - Damage notification condition - Carrier and depositary liability condition - Goods packaging condition - Activities to reduce and prevent losses in imported goods. 	Determine the conditions of insurance coverage	Lecture and use of educational tools	Exams, oral questions and classroom participation
4-3	10	<p>Warehouse insurance against the risk of theft:</p> <ul style="list-style-type: none"> ✓ The concept of theft legally and in insurance ✓ Types of theft in warehouses ✓ Contents of the warehouse insurance application form against the risk of theft 	Defining the concept of theft from a legal and insurance perspective	Lecture and use of educational tools	Exams, oral questions and classroom participation
6-5	10	<p>Inventory inspection:</p> <ul style="list-style-type: none"> ✓ The concept of the inspector ✓ Characteristics of the inspector ✓ Objectives of the inspector ✓ Inspection of the warehouse that needs to be secured (its importance, contents of the inspection report, recommendations of the 	Defining the characteristics and concept of the detector	Lecture and use of educational tools	Exams, oral questions and classroom participation

		inspector			
7	5	<ul style="list-style-type: none"> ✓ Warehouse theft insurance policy. ✓ Policy sections and scope of coverage ✓ Exceptions 	Stating the concept of the insurance policy and its sections	Lecture and use of educational tools	Exams, oral questions and classroom participation
8	5	<ul style="list-style-type: none"> ✓ General Conditions 	Defining the general conditions of the insurance policy	Lecture and use of educational tools	Exams, oral questions and classroom participation
9	5	<p>Other types of warehouse insurance against the risk of theft:</p> <ul style="list-style-type: none"> ✓ Compensation for damage to stolen warehouses - Procedures - Compensation request form ✓ Inspection of stolen warehouse - Activities and means of preventing the risk of theft in the warehouse 	Stating the types of inventory insurance	Lecture and use of educational tools	Exams, oral questions and classroom participation
11-10	10	<ul style="list-style-type: none"> ✓ Warehouse keeper's security guarantee ✓ Types of guarantees ✓ Employee and user security guarantee insurance document in warehouses ✓ General conditions of the document ✓ Insurance application form 	Stating the types of guarantees specific to the warehouse keeper's safety	Lecture and use of educational tools	Exams, oral questions and classroom participation

12	5	✓ Other forms of warehouse safety insurance documents - individual document - group document - floating document - mixed document - open document - functional document	Identify other forms of insurance documents	Lecture and use of educational tools	Exams, oral questions and classroom participation
13	5	✓ Compensation of the warehouse owner for damages caused by his employees' breach of trust ✓ Procedures	Identify the procedures required by the insurance document	Lecture and use of educational tools	Exams, oral questions and classroom participation
14	5	✓ Compensation Statement Report - Calculation Examples	Statement of the compensation disclosure form	Lecture and use of educational tools	Exams, oral questions and classroom participation
15	5	✓ Health Insurance	Address the concept, importance and types of health insurance	Lecture and use of educational tools	Exams, oral questions and classroom participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Risk Management & Insurance/ Dr. Mohamed Rashid
Main references (sources)	Insurance Principles & Risk Management/ Mr. Mohamed Awad
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
English Readings in Insurance2					
2. Course Code					
English Readings in Insurance2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3*15= 45 hours / 3*15= 45 units					
7. Course administrator's name (if more than one name)					
Name: Saif Ali Jasim & Majida Abdulaali Mudher, Email : saif.almofraje.idi@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course aims to provide students with an in-depth understanding of insurance concepts through literary and professional readings in English. It will help students develop critical reading and analysis skills in the insurance context, enhancing their ability to engage with texts related to the industry.			
9. Teaching and learning strategies					
Strategy		Explaining the scientific concepts and terms that help students learn how to create any type of business correspondence.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	3	Request Letter/ Importance of Inquiry Letters	Definition of request letters and their role in business communication	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
2	3	How to Write/ Request Letter	Identify best practices in writing request letters and their impact on improving communication	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
3	3	Request Letter Structure	Statement of the structure of the	Giving lectures and	Exams, oral questions and

		(Medicine, Price Request, Terms & Conditions, Acceptance)	request letter and how to improve communication through it	using the practical side in the hall field	classroom participation
4	3	How to Write/ Offer Letter	Definition of the offer letter and its importance in the business field	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
6-5	6	Offer Letter Structure (Offer, Price Request, Terms & Conditions, Acceptance)	Statement of the structure of the offer letter and how to improve communication through it	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
7	3	Bill of Lading	Definition of the bill of lading and its role in business operations.	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
8	3	Report Letter (Report, Executive Summary, Results, Recommendations)	Definition of the report letter and its importance in conveying information.	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
9	3	Customer Correspondence (Customer Service, Follow-up, Request for Feedback, Processing)	Definition of the importance of customer correspondence in building strong relationships and improving customer satisfaction	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
11-10	6	Legal Correspondence (Notice, Waiver, Liability)	Definition of legal correspondence and its importance in	Giving lectures and using the practical side in the hall	Exams, oral questions and classroom participation

			legal contexts.	field	
12	3	Review Letters (Proofreading, Editing, Review, Feedback)	Statement of the importance of reviewing letters in improving quality and professionalism.	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
13	3	Business Correspondence between Theory and Practice	Analyzing successful business letters and how to apply theoretical rules	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
14	3	Business Correspondence in the Light of Digital Development	Determine how technology contributes to accelerating communication	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
15	3	International Correspondence (Cultural Sensitivity, Language Barriers, Global Communication)	Definition of international correspondence and its importance in the contemporary business world.	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	
Recommended books and references (scientific journals, reports...)	https://www.scribd.com/doc/157459787-//قاموس-المصطلحات-التأمينية
Electronic References, Websites	

1. Course Name	
Statistics 2	
2. Course Code	
Statistics 2	
3. Chapter/Year	
Second/First	
4. Date this description was prepared	
27/10/2024	
5. Available Attendance Forms	
Two attendance halls	
6. Number of Credit Hours (Total) / Number of Units (Total)	
3*15= 45 hours / 3*15= 45 units	
7. Course administrator's name (if more than one name)	
Name: Zahraa Saad Jasim, Email : zahraa.jasim@atu.edu.iq	
8. Course Objectives	
Objectives of course	<p>The course presents methods of collecting and displaying statistical data of all kinds, as well as methods of calculating measures of central tendency and dispersion. It also explains the concept of the relationship between two phenomena through the study of linear correlation and simple linear regression, in addition to the principles of probability. This will contribute to providing students with the ability to address some problems that they may encounter in their practical life in a scientific manner based on descriptive and numerical measures. Moreover, it enables students to collect data on some phenomena and then process this data through statistical methods. The course relies mainly on practical exercises using Microsoft Excel for statistical processing and its applications in the fields of management and business.</p>
9. Teaching and learning strategies	
Strategy	<p>Presenting the scientific material by the subject professor, and involving the students in the lecture by asking multiple questions regarding Statistics and its branches, which opens the way for dialogue and discussion, which in turn consolidates the scientific information in the minds.</p>

10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	6	Learn about linear regression	Simple linear regression	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
3	3	Identify types of regression	Multiple linear regression	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
5-4	6	Identify types of F-value	Coefficient of interpretation and coefficients of determination and F-test	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
7-6	6	Identify rank correlation	Ranking correlation: Spearman's rank correlation coefficient - Coupling coefficient. SPSS- Practical application on the computer using the statistical program	Giving lectures and using the practical side in the hall field	Exams, oral questions and classroom participation
8	3	Identify least squares method	Least squares method to find the simple linear regression equation -	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation

9	3	Using time series	Using time series as an independent variable to determine the general trend line equation for the time series SPSS	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
10	3	Identify indices	Indices: Concept - Use	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
11	3	Identify simple indices	Simple index and method of calculating it	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
12	3	Identify weighted indices	Weighted index and method of calculating it (Laspeyres - Paasche - Fisher)	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
13	3	Identify Z and T-tests	Z and T test for one and two averages	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
14	3	Identify types of T-tests	T test for one and two averages	Giving lectures and using the practical side in hall field	Exams, oral questions and classroom participation
15	3	Measure chi-square	X ² Chi-square test for independence	Giving lectures	Exams, oral questions

				and using the practical side in hall field	and classroom participation
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11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Insurance Statistics - Prepared by the Insurance Department at the University of Baghdad
Main references (sources)	Principles of Statistics - Written by Dr. Haider Mahmoud
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Management Principles2					
2. Course Code					
Management Principles2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3*15= 45 hours / 3*15= 45 units					
7. Course administrator's name (if more than one name)					
Name: Omaima Ferman Tomas Email : amma.thomas@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course aims to present the basic concepts of management and their importance in achieving organizational goals. Various management functions, leadership styles, and the importance of planning, organizing, and controlling operations will be explored.			
9. Teaching and learning strategies					
Strategy		The strategy for teaching the Management Principles course in the Insurance Department focuses on providing students with the theoretical and applied foundations of business management in the context of the insurance industry, in addition to understanding management concepts and practices that support insurance companies in making effective decisions.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	6	Decision making:	<ul style="list-style-type: none"> ✓ Types of decisions ✓ Decision making steps ✓ The concept of decision making ✓ Decision making patterns 	Scientific lectures. Modern means of education	Exams. Daily sharing
2	3	Regulating function:	<ul style="list-style-type: none"> ✓ Job design (concept and methods) ✓ The importance of the organizing function ✓ The basic forces affecting the organization ✓ Organizational structure 	Scientific lectures. Modern means of education	Exams. Daily sharing

			✓ Organization patterns		
4-3	6	Authority (authority) and responsibility	<ul style="list-style-type: none"> ✓ Its sources ✓ Renewers ✓ The chain of command ✓ Centralization and decentralization ✓ Nature of validity ✓ Its types ✓ Accept it ✓ Authorization authorization 	Scientific lectures. Modern means of education	Exams. Daily sharing
6-5	6	Internal organizational relations:	<ul style="list-style-type: none"> ✓ Horizontal relationships ✓ Vertical and advisory relationships ✓ Committees and councils ✓ Conflict between divisions 	Scientific lectures. Modern means of education	Exams. Daily sharing
7	3	Leadership and motivation:	<ul style="list-style-type: none"> ✓ The nature of motivation - theories of motivation (Maslow's theory of needs theory) ✓ The workers or the two elements - by Herzberg ✓ Expectancy theory ✓ Job satisfaction 	Scientific lectures. Modern means of education	Exams. Daily sharing
9-8	6	The leadership function of the manager:	<ul style="list-style-type: none"> ✓ Leadership traits ✓ To manage ✓ To manage by objectives ✓ Leadership theories ✓ Leadership styles ✓ Share 	Scientific lectures. Modern means of education	Exams. Daily sharing
10	3	Contact	<p>Contact methods : Nature of communication</p> <p>Communication channels: Develop effective communication</p>	Scientific lectures. Modern means of education	Exams. Daily sharing
12-11	6	Oversight function	<ul style="list-style-type: none"> ✓ The concept of control ✓ The nature of the oversight process ✓ Control tools and methods (financial control - internal and external control - other methods) ✓ Unintended consequences of oversight ✓ Improving the effectiveness 	Scientific lectures. Modern means of education	Exams. Daily sharing

			of oversight		
13	3	The social responsibility of the organization	<ul style="list-style-type: none"> ✓ Concept ✓ The extent of the organization's social responsibility ✓ Social responsibility of senior management and the Board of Directors 	Scientific lectures. Modern means of education	Exams. Daily sharing
15-14	6	Managing the organization's activities	<ul style="list-style-type: none"> ✓ Operations management (planning and organizing operations, selecting the project site, ✓ Internal arrangement of the factory, economic feasibility study of projects, ✓ Supply, process control, quality control) ✓ Marketing management (the concept of marketing activity, marketing activities, marketing approach, marketing facilities) ✓ Human resources management (human resources planning, job and business analysis and description, selection and appointment, reward, performance evaluation and promotion), financial management (financial management functions, working capital management, fixed asset management, financing sources) 	Scientific lectures. Modern means of education	Exams. Daily sharing

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Management Principles / written by Dr. Ahmed Maher
Main references (sources)	Principles of Management written by Dr. Fouad Shawqi
Recommended books and references (scientific journals, reports...)	Scientific books that include management vocabulary.
Electronic References, Websites	Artificial intelligence and websites for administrative journals

1. Course Name					
Economics Principles2					
2. Course Code					
Economics Principles2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3*15= 45 hours / 3*15= 45 units					
7. Course administrator's name (if more than one name)					
Name. Naseer Faisal Najm, Email : naseer.najm@atu.edu.iq					
8. Course Objectives					
Objectives of course		The course aims to introduce economics and its relationship to insurance, in addition to studying and analyzing economic phenomena. The course also addresses the concepts of microeconomics and macroeconomics and the types of economic policies used to solve the economic problems facing society. In addition, the student learns about the principles on which the capitalist system is based and the principles on which the socialist system is based and compares them to the economic system.			
9. Teaching and learning strategies					
Strategy		The strategy for teaching Economics Principles in Iraqi technical institutes focuses on providing a comprehensive understanding of basic economic concepts and their practical applications, in order to qualify students to enter the labor market or pursue graduate studies. Here are the most notable aspects of this Strategy: 1. Educational objectives Enable students to understand basic economic concepts such as supply and demand, market, pricing, and economic growth. Enhance the ability to analyze economic issues from a practical perspective and apply economic theories in daily life. Develop students' critical thinking skills in evaluating economic policies and their effects. 2. Basic topics 3. Teaching methods			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	6	Insurance in macroeconomics	<ul style="list-style-type: none"> ✓ Macroeconomic concept. ✓ The importance of growth in the macroeconomy. ✓ The impact of insurance on 	<ul style="list-style-type: none"> -The lectures Theory -Group 	Exams and participation inside the hall

			<p>economic growth.</p> <ul style="list-style-type: none"> ✓ Insurance as a tool to reduce economic risks ✓ The role of insurance in stabilizing the economy 	discussions	
3-2	6	<p>Economics of insurance companies</p> <p>Economic costs of insurance</p>	<ul style="list-style-type: none"> ✓ How insurance companies work. ✓ Sources of revenue and expenses ✓ Direct and indirect costs. ✓ Cost-benefit analysis in insurance 	<ul style="list-style-type: none"> - Theoretical lectures -Group discussions 	Exams and participation inside the hall
-6-5-4 7	12	Taxes on the economic costs of insurance	<ul style="list-style-type: none"> ✓ Taxes, definition of taxes, elements of tax. ✓ Tax purposes (economic purposes, social purposes). ✓ The tax base and the division of taxes according to their base (unified tax, multiple taxes, taxes on persons, taxes on funds, direct and indirect taxes). ✓ Tax price (relative price, ascending price, descending price) 	<ul style="list-style-type: none"> -The lectures Theory -Group discussions 	Exams and participation inside the hall
8	3	Insurance against natural risks	<ul style="list-style-type: none"> ✓ Economic crises and their impact on insurance ✓ Analysis of economic impacts. ✓ The role of insurance in managing the risks of economic crises ✓ Coping strategies for economic crises 	<ul style="list-style-type: none"> - Theoretical lectures -Group discussions 	Exams and participation inside the hall
9	3	Life insurance and its impact on the economy	<ul style="list-style-type: none"> ✓ The role of life insurance in protecting individuals ✓ Macroeconomic impacts 	<ul style="list-style-type: none"> -The lectures Theory -Group discussions 	Exams and participation inside the hall
-11-10 12	9	Insurance and financial risks	<ul style="list-style-type: none"> ✓ The relationship between insurance and financial markets. ✓ Financial risk analysis. ✓ Financial risk fees: <ul style="list-style-type: none"> · Fees: their definition, types, comparison with tax. ✓ Public loans, their definition, methods of subscribing to them, types, conditions, economic 	<ul style="list-style-type: none"> - Theoretical lectures -Group discussions 	Exams and participation inside the hall

			effects of public loans		
14-13	6	Social insurance policies in economics	<ul style="list-style-type: none"> ✓ The role of the government in regulating the insurance market. ✓ Economic impacts of government policies. ✓ The impact of social insurance on the economy 	-The lectures Theory -Group discussions	Exams and participation inside the hall
15	3	Recent trends in insurance	<ul style="list-style-type: none"> ✓ Definition of sustainable insurance. ✓ Types of sustainable insurance ✓ Measuring sustainable insurance 	- Theoretical lectures -Group discussions	Exams and participation inside the hall

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Al-Habib, Fayez bin Ibrahim, 2022' Economics Principles, Obeikan Publishing
Main references (sources)	Al-Habib, Fayez bin Ibrahim, 2022' Economics Principles, Obeikan Publishing
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	Electronic resources and articles – Using up-to-date sources such as business websites and academic articles to support learning.

1. Course Name					
Accounting Principles2					
2. Course Code					
Accounting Principles2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
3*15= 45 hours / 3*15= 45 units					
7. Course administrator's name (if more than one name)					
Name: Ali Mahdi Hameed Email : dw.ali6@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course is considered the basis from which the student begins to learn the science of accounting, as the course deals with an introduction to the science of accounting and its importance, basic accounting concepts and their applications, and financial terminology used as business costs. The course also deals with the steps of preparing financial statements in terms of defining, measuring, and presenting the basic elements of the financial statements. The course aims to introduce students to the nature of accounting and its role in individual enterprises. The course also aims to become familiar with accounting procedures “the accounting cycle,” such as analyzing financial transactions, recording them, posting them to the ledger, and preparing the audit budget and income summary.			
9. Teaching and learning strategies					
Strategy		The curriculum is based on theoretical studies and practical applications using electronic computers, which helps in developing students’ skills in using the accounting systems in force in Iraq. Training courses are also organized for public and private institutions to enhance the skills of workers in the field of accounting			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	6	opponent	✓ -Types-commercial discount-cash discount-quantity discount	Theoretical lectures -Group discussions	Exams and participation inside the hall
4-3	6	Audit budget	✓ Quantity of preparing trial balance, trial balance with balances - trial balance with totals	Theoretical lectures -Group discussions	Exams and participation inside the hall

6-5	6	Merchant operations in the bank	✓ - Opening a current account - Fixed deposit account - Interest on fixed deposits - Checks - Outgoing checks - Deposit in the fund	Theoretical lectures -Group discussions	Exams and participation inside the hall
9-8-7	9	Accounting errors	✓ - Types of errors (errors in the journal - errors of deletion - technical errors - methods of correcting errors (the long method - the short method)	Theoretical lectures -Group discussions	Exams and participation inside the hall
12-11-10	9	Preparing final accounts	✓ (Trading account - profit and loss account) entries for closing profits and losses - capital account - preparing the balance sheet	Theoretical lectures -Group discussions	Exams and participation inside the hall
15-14-13	9	Depreciation of fixed assets-	✓ Methods of calculating depreciation: the straight line method - the diminishing installment method - the re-estimation method (methods of recording depreciation in records.	Theoretical lectures -Group discussions	Exams and participation inside the hall

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Cost Accounting/Dr. Khalil Radi
Main references (sources)	Cost Accounting / Dr. Good morning Kaddouri
Recommended books and references (scientific journals, reports...)	Visit websites for accounting books.
Electronic References, Websites	Artificial intelligence and electronic libraries

1. Course Name					
Arabic language					
2. Course Code					
Arabic language					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
2*15= 30 hours / 2*15= 30 units					
7. Course administrator's name (if more than one name)					
Name: Adnan Hameed Yaseen, Email : adnan.yaseen.idi1@atu.edu.iq					
8. Course Objectives					
Objectives of course		1-Preserving the Arabic language and keeping it safe from linguistic errors, and teaching students the clear language, which is full of grammatical and rhetorical connotations that strengthen the tongue and thought. 2-Pay attention to reading and writing correctly.			
9. Teaching and learning strategies					
Strategy		Presenting the scientific material by the subject professor, and involving the students in the lecture by asking multiple questions (linguistic and literary) that pave the way for dialogue and discussion, which in turn embeds the scientific information in their minds.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	2	Introduction to linguistic errors	✓ Pointing out common linguistic errors, spelling and grammatical errors	Giving lectures and using teaching aids	Exams
2	2	The tied ta', the long ta' and the open ta'	✓ Avoid making spelling mistakes when writing multiple ta's	Giving lectures and using teaching aids	Exams
3	2	Rules for writing extended and short	✓ The alif that comes at the end of a word has special rules for writing it through the original.	Giving lectures and using teaching aids	Exams

		alifs			
4	2	Sun letters and lunar letters	✓ Explaining the effect of definiteness on words beginning with solar and lunar syllables by explaining their sounds	Giving lectures and using teaching aids	Exams
5	2	The difference between dha and dha	✓ The difference in pronunciation between the sounds of dha and dha	Giving lectures and using teaching aids	Exams
6	2	punctuation marks	✓ Explaining the value of punctuation marks while writing and not neglecting them	Giving lectures and using teaching aids	Exams
7	2	Writing the hamza	✓ Differentiating between the connecting hamza, the qat', and the intermediate and final hamza	Giving lectures and using teaching aids	Exams
8	2	Nouns and verbs and the distinction between them	✓ The noun has signs that distinguish it from the verbs, and vice versa as well.	Giving lectures and using teaching aids	Exams
9	2	Effects	✓ There are several objects in the Arabic language, including the direct object, the direct object, and the absolute object. They have their meanings within the sentence.	Giving lectures and using teaching aids	Exams
10	2	Writing and pronouncing numbers	✓ Each group of singular and compound numbers is pronounced according to the masculine and feminine between the number and the countable	Giving lectures and using teaching aids	Exams
12_11	2	Applications of common linguistic errors	✓ Use examples of several common linguistic errors and sentences	Giving lectures and using teaching aids	Exams
13	2	Nun and	✓ Differentiating	Giving	Exams

		Tanween	between the word “nun” and “tanween”.	lectures and using teaching aids	
14	2	Meanings of prepositions	✓ Each preposition has its meaning that is used in the sentence, and it is not permissible to put one letter in the place of another except with correct connotation	Giving lectures and using teaching aids	Exams
15	2	Interrogative	✓ Explaining the meaning of the question and defining its tools.	Giving lectures and using teaching aids	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Curriculum sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
English Language2					
2. Course Code					
English Language2					
3. Chapter/Year					
Second/First					
4. Date this description was prepared					
27/10/2024					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
1*15= 15 hours / 1*15= 15 units					
7. Course administrator's name (if more than one name)					
Name: Zaid Fouad Hashim			Email : zaid.hashim@atu.edu.iq		
8. Course Objectives					
Objectives of course		The course introduces the basic concepts of the computer and identifies the hardware and flexible software components. The course deals with computer networks and the Internet and its various applications, such as electronic commerce and social media, and identifying the risks of data loss and damage, cybercrimes, and methods of computer security and protection. The Windows operating system and how to use the tools available in this system will be presented.			
9. Teaching and learning strategies					
Strategy		Presenting the scientific material by the subject professor, and involving the students in the lecture by asking multiple questions (linguistic and literary) that pave the way for dialogue and discussion, which in turn embeds the scientific information in their minds.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	1	Unit Five: the way I live	Knows insurance terms in English and the concept of each	Scientific lecture	Exams
2	1	Present simple I/you /we /they		Scientific lecture	Exams
3	1	A and an		Scientific lecture	Exams
4	1	Adjective + noun		Scientific lecture	Exams

5	1	Unit Six: every day	Knows how to assess issues related to the English language.	Scientific lecture	Exams
6	1	Present simple he/she		Scientific lecture	Exams
7	1	Questions and negatives		Scientific lecture	Exams
8	1	Adverbs of frequency		Scientific lecture	Exams
9	1	Unit seven: my favorites	Knows insurance terms in English and the concept of each	Scientific lecture	Exams
10	1	Question words		Scientific lecture	Exams
11	1	Pronouns		Scientific lecture	Exams
12	1	This and that		Scientific lecture	Exams
13	1	Unit eight: where I live	Knows how to assess issues related to the English language.	Scientific lecture	Exams
14	1	There is /are...		Scientific lecture	Exams
15	1	Prepositions		Scientific lecture	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Unified methodological material by the University of Middle Euphrates
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Insurance Technology Department Courses for the Second Stage

Course Description Form for the First Semester

1. Course Name					
Reinsurance 1					
2. Course Code					
Reinsurance 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
75 =15*5hours 75 =15*5 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course	The course aims to prepare students for work in the insurance and reinsurance fields, helping them understand the complex dynamics of this industry and how to deal with risks effectively.				
9. Teaching and learning strategies					
Strategy	Using multiple intelligences techniques to introduce the student to the importance of identifying the actors in reinsurance.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	5	Introduction to Reinsurance	Introduction to Reinsurance Reinsurance concept, Insurance company, Insurance risks	Scientific lecture	Midterm exams and daily participation
3-2	10	Types of Reinsurance	Types of Reinsurance Proportional	Scientific lecture	Midterm exams and

			Reinsurance Non-Proportional Reinsurance Reinsurance Contracts		daily participation
4	5	Principles of Reinsurance	Reinsurance Principles Risk Sharing Principle Retention Principle Underwriting Principle	Scientific lecture	Midterm exams and daily participation
6-5	10	Reserves	Reserves Claims Reserves Premium Reserves Unallocated Reserves	Scientific lecture	Midterm exams and daily participation
7	5	Claims	Claims Insurance Claims Claims Processing Claims Evaluation	Scientific lecture	Midterm exams and daily participation
8	5	Underwriting Conditions	Underwriting Terms Underwriting Terms Underwriting Risks Underwriting Criteria	Scientific lecture	Midterm exams and daily participation
10-9	10	Reinsurance Pricing	Reinsurance Pricing Reinsurance Pricing Reinsurance Rate Pricing Models	Scientific lecture	Midterm exams and daily participation
11	5	Reserve Management	Reserve Management Reserve Management Reserve Strategies Reserve Estimation	Scientific lecture	Midterm exams and daily participation
-13-12 15-14	20	Financial Analysis	Financial Analysis Financial Analysis Performance Ratios Profitability Analysis	Scientific lecture	Midterm exams and daily participation

13. Course Evaluation

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

14. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Al-Qassar, Abdulaziz Khalifa, 2020, Reinsurance Obstacles and Solutions, Faculty of Sharia, Kuwait University
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	<ol style="list-style-type: none">1. https://coadec.uobaghdad.edu.iq/wp-content/uploads/sites/9/2018/11/اعادة-التأمين.pdf2. https://kibs.edu.kw/wp-content/uploads/2021/10/Aug_2014_Reinsurance_Fida_1110.pdf

1. Course Name					
Personal & Liability Insurance 1					
2. Course Code					
Personal & Liability Insurance 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce insurance concepts related to protecting individuals and covering legal liabilities. The course reviews types of personal insurance, such as life and health insurance, in addition to civil liability insurance.			
9. Teaching and learning strategies					
Strategy		Using this material, students' understanding of personal and liability insurance can be enhanced, making it easier to apply the concepts in real life.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Enable students to understand life insurance as a tool to protect individuals and families	Life Insurance: Concept - Importance - Types of Risks to which People are Exposed/Mean of Insurance	Scientific lectures - Periodic visits	Midterm exams
2	4	Develop students' ability to	Types of Life Insurance (Comprehensive and Temporary).	Scientific lectures - Periodic	Midterm exams

		identify types of life insurance.		visits	
3	4	Understand the benefits of life insurance	Individual Temporary Insurance, Its Types, Importance and Uses - Difference between Life Insurance (Comprehensive and Temporary).	Scientific lectures - Periodic visits	Midterm exams
4	4	Determine how to choose an insurance plan	Advantages of Life Insurance	Scientific lectures - Periodic visits	Midterm exams
5	4	Understand the factors affecting the cost of insurance	- Financial Protection	Scientific lectures - Periodic visits	Midterm exams
6	4	Define insurance policies.	- Providing Peace of Mind	Scientific lectures - Periodic visits	Midterm exams
7	4	Define group insurance	How to Choose an Insurance Plan	Scientific lectures - Periodic visits	Midterm exams
9-8	8	Define life insurance contract	- Determining Needs	Scientific lectures - Periodic visits	Midterm exams
11-10	8	Understand types of life insurance companies	- Comparing Plans	Scientific lectures - Periodic visits	Midterm exams
12	4	Enable students to evaluate accident insurance	Factors Affecting Insurance Cost	Scientific lectures - Periodic visits	Midterm exams
13	4	Enable students to analyze life insurance in crises	- Age and Health	Scientific lectures - Periodic visits	Midterm exams

14	4	Define joint insurance, group insurance.	- Lifestyle	Scientific lectures - Periodic visits	Midterm exams
15	4	Enable students to evaluate industrial life insurance.	Insurance Documents	Scientific lectures - Periodic visits	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	<ol style="list-style-type: none"> 1. Juma, Haroun Nasr, 2015, Life Insurance, Dar Al Manhal for Publishing and Distribution. 2. Khader, Shiraz Muhammad, 2022, Life and Retirement Insurance, Dar Beit Al Akademiya for Publishing and Distribution, First Edition. 3. Khader, Shiraz Muhammad, 2022, Insurance and Risk Management Technologies, Dar Beit Al Akademiya for Publishing and Distribution, First Edition.
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Insurance Marketing 1					
2. Course Code					
Insurance Marketing 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce the basic concepts of insurance marketing and the importance of marketing strategies in the insurance industry. The tools and techniques used to attract customers and increase awareness of insurance products will be explored.			
9. Teaching and learning strategies					
Strategy		Using interactive learning mechanisms to introduce students to the basic foundations of insurance marketing.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Marketing Management	The concept of marketing management and its development. The objectives and importance of marketing for insurance companies.	Scientific material and use of modern educational methods	Midterm exams
2	4	Insurance Marketing	Introduction to Insurance Marketing - Definition of Insurance Marketing - Importance of Insurance Marketing in the Industry	Scientific material and use of modern educational methods	Midterm exams

3	4	Introduction to Basic Marketing Strategies	Basic Marketing Strategies - Traditional Marketing Strategies - Digital Marketing	Scientific material and use of modern educational methods	Midterm exams
4	4	Market Analysis	Market Analysis - Understanding Your Target Market - Market Analysis Tools	Scientific material and use of modern educational methods	Midterm exams
5	4	Service Concept	The concept of service , reasons for its growth and characteristics - The concept of insurance services marketing and its determinants	Scientific material and use of modern educational methods	Midterm exams
6	4	Introduction to Insurance	Introduction to Insurance: Introduction to the insurance industry and its importance. Development of the insurance sector at the Iraqi level - Comparing the insurance sector with international insurance companies.	Scientific material and use of modern educational methods	Midterm exams
7	4	Insurance Sector in the World	The insurance sector in the world: supply and demand in the global insurance market - and comparing supply and demand in local insurance markets with Arab and international ones.	Scientific material and use of modern educational methods	Midterm exams
8	4	Marketing Insurance Services	Insurance Services Marketing: Concept - Characteristics of	Scientific material and use of	Midterm exams

			Insurance Activity - Origin and Development of Insurance Marketing - Conditions for Introducing Marketing in Insurance Companies - Factors Influencing Insurance Services Marketing Policies - Technical Foundations of Insurance and Its Impact on the Economy	modern educational methods	
9	4	The Functional Role and Importance of Marketing Management	The functional role and importance of marketing management in insurance institutions - Conditions for applying marketing in insurance institutions.	Scientific material and use of modern educational methods	Midterm exams
10	4	Marketing Environment	Marketing environment and its impact on insurance institutions	Scientific material and use of modern educational methods	Midterm exams
11	4	Planning and Designing Insurance Services	Insurance Services Planning and Design Insurance Services Marketing Strategies	Scientific material and use of modern educational methods	Midterm exams
12	4	Content Marketing	Content Marketing - The Importance of Content in Insurance Marketing - Creating Engaging and Useful Content Social Media - Using Social Media	Scientific material and use of modern educational methods	Midterm exams

			in Insurance Marketing - Customer Engagement Strategies		
13	4	Marketing for New Products	Marketing New Products - How to Market New Insurance Products - Launch Strategies - Marketing Through Partnerships - The Importance of Partnerships in Insurance Marketing - Types of Possible Partnerships	Scientific material and use of modern educational methods	Midterm exams
14	4	Influencer Marketing	Influencer Marketing - The Role of Influencers in Insurance Marketing - How to Choose the Right Influencers	Scientific material and use of modern educational methods	Midterm exams
15	4	Ethical Marketing	Ethical Marketing - Ethical Issues in Insurance Marketing - How to Promote Ethics in Marketing	Scientific material and use of modern educational methods	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Araj, Bou Azouz Houari, 2013, Marketing of Insurance Services, Kunuz Al-Ma'rifa Publishing and Distribution House
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Insurance Accounting 1					
2. Course Code					
Insurance Accounting 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
75 =15*5hours 75 =15*5 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce students to the concept of insurance, its elements, types, the accounting system followed in insurance companies, as well as the accounting treatment of the main activities in insurance companies and how to prepare their accounting reports.			
9. Teaching and learning strategies					
Strategy		Setting educational goals, using active learning, and integrative learning			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	5	The nature and environment of accounting in insurance companies	The nature and environment of accounting in insurance companies / concept / importance / functions of insurance companies / structure of the accounting system in insurance companies /	Scientific lecture Modern teaching methods	Midterm exams Daily tests
3-2	10	The accounting system in insurance companies	The accounting system in insurance companies: the concept of basics and basic concepts of financial accounting / accounting theories and	Scientific lecture Modern teaching methods	Midterm exams Daily tests

			foundations /		
4	5	Characteristics of the accounting system in insurance companies	Characteristics of the accounting system in insurance companies / accounting cycle and types of accounts / reports and important accounting data in the management of insurance companies.	Scientific lecture Modern teaching methods	Midterm exams Daily tests
6-5	10	Accounting classification and documentary components	Basic Accounting Principles - General Accounting Principles (GAAP) - International Financial Reporting Standards (IFRS)	Scientific lecture Modern teaching methods	Midterm exams Daily tests
7	5	Technical reserves and provisions in insurance companies	Financial Statements of Insurance Companies - Components of Financial Statements - How to Read Financial Statements of Insurance Companies	Scientific lecture Modern teaching methods	Midterm exams Daily tests
8	5	Calculating personal insurance revenues and expenses	Calculating Insurance Premiums - How to Calculate Premiums - The Effect of Different Factors on Premiums	Scientific lecture Modern teaching methods	Midterm exams Daily tests
10-9	10	Income statement and surplus distribution statement	Accounting tabulation and documentary components/ Accounting treatment of insurance branches/ The importance of accounting and its impact on the profitability of institutions and improving the financial performance of	Scientific lecture Modern teaching methods	Midterm exams Daily tests

			insurance companies/		
12-11	10	Methods of calculating insurance and reinsurance premiums	Insurance Reserves - The concept of reserves - How to calculate reserves Technical reserves and provisions in insurance companies/ Provision for unearned premiums/Provision for unexpired risks/ Provision for outstanding claims/Provision for incurred but not reported claims/Provision for claims settlement expenses.	Scientific lecture Modern teaching methods	Midterm exams Daily tests
13	5	Methods of calculating insurance and reinsurance compensation and claims	Financial Analysis of Insurance Companies - Financial Analysis Tools - How to Evaluate Financial Performance	Scientific lecture Modern teaching methods	Midterm exams Daily tests
14	5	Closing accounts and preparing final accounts	How to calculate personal, property and liability insurance revenues and expenses related to different types of insurance.	Scientific lecture Modern teaching methods	Midterm exams Daily tests
15	5	Preparing a cash flow statement for insurance and reinsurance companies	Income Statement and Surplus Distribution Statement/Preparation of Income Statement for Insurance and Reinsurance Companies	Scientific lecture Modern teaching methods	Midterm exams Daily tests

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	<ol style="list-style-type: none">1. Al-Nafie, Ahmed Ne'ma, 2019, Accounting for financial derivatives investment in insurance companies, Dar Al-Taaleem Al-Jami'i for Printing and Publishing.2. Saeed, Shawqi Tariq, 2019, Corporate Accounting, Dar Al-Manhal for Publishing and Distribution.3. Al-Kassar, Talal Abdul Mohsen, 2016, Advanced Accounting between Theory and Application, Dar Company Kitab Limited for Publishing and Distribution, Second Edition.
Recommended books and references (scientific journals, reports...)	Al-Shabani, Walid Muhammad, 2014, Principles of Accounting and Financial Reporting, Al-Obeikan Publishing and Distribution House.
Electronic References, Websites	

1. Course Name					
Marine Insurance 1					
2. Course Code					
Marine Insurance 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		The course looks at what insurance companies in Iraq are doing in marine and aviation insurance, covering the different types of policies, risks, general and special conditions, prices, and procedures for each type of coverage, including cargo insurance, ship and aircraft hull insurance, and the civil liabilities related to these, as well as reinsurance for each.			
9. Teaching and learning strategies					
Strategy		The way we teach marine insurance is all about giving students a solid understanding of the basics, principles, and real-world uses related to shipping and maritime insurance.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Introduction to Marine Insurance	Introduction to Marine Insurance - The concept and origin of marine insurance - The importance of marine insurance in international trade	Scientific lecture	Midterm exams
2	4	Principles of Marine Insurance	Principles of Marine Insurance - Concept of Marine Risks	Scientific lecture	Midterm exams

			- Principles of Compensation		
3	4	Types of Marine Insurance	Types of Marine Insurance - Ship Insurance - Cargo Insurance - Marine Liability Insurance	Scientific lecture	Midterm exams
4	4	Ship Insurance	Ship Insurance (Transportation) - How to Valuate Ships - Ship Insurance Factors	Scientific lecture	Midterm exams
6-5	8	Transport Risk Insurance	Insurance against transportation risks, types of transportation means, pricing of transportation insurance Land insurance: concept, origin, importance	Scientific lecture	Midterm exams
8-7	8	Principles of Land Insurance	Land Insurance Principles, Main Types of Land Insurance Policies	Scientific lecture	Midterm exams
9	4	Covered and Excluded Risks	Covered risks excluded in land insurance	Scientific lecture	Midterm exams
10	4	Land Insurance Contract	Land insurance contract: Land insurance system, stages of land insurance, land losses and how to calculate them - compensation - settlement	Scientific lecture	Midterm exams
11	4	Cargo Insurance	Cargo Insurance - Types of Insured Goods - How to Determine the Value of Goods	Scientific lecture	Midterm exams

12	4	Marine Liability Insurance	Marine Liability Insurance - Marine Liability Concept - How to Insure Against Liabilities	Scientific lecture	Midterm exams
13	4	Joint Insurance	Joint Insurance - Joint Insurance in Maritime Transport - How to Deal with Joint Insurance	Scientific lecture	Midterm exams
15-14	8	Cargo Insurance	Cargo Insurance - Cargo Insurance Strategies - How to Protect Shipments	Scientific lecture	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Jassim, Faiz Dhnoon, 2017, Principles of Maritime Law, Dar Al Manhal for Publishing and Distribution
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Computer Applications					
2. Course Code					
Computer Applications					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 =15*2hours 30 =15*2 / units					
7. Course administrator's name (if more than one name)					
Name: Ms. Nada Taher Malik Email: nadamalik@atu.edu.iq					
13. Course Objectives					
Objectives of course		The course introduces the basic concepts of computers and identifies the hardware and software components. The course covers computer networks, the Internet and its various applications such as e-commerce, social media, identifying the risks of data loss and corruption, cybercrimes, and computer security and protection methods. The Windows operating system and how to use the tools available in this system will be presented.			
8. Teaching and learning strategies					
Strategy		<ul style="list-style-type: none"> Introducing the student to the components of the computer and basic operating systems. Explaining the concept of networks and the basics of the Internet Focusing on mechanisms for developing problem-solving skills through the use of computer applications 			
9. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	2	Security and Networking	Security and Networking: What is a network? Types of networks. Basic network components. Network Security Basics. Understanding network threats. Network Troubleshooting	Theoretical Lecture	Computer Test

2	2	E-Commerce	E-Commerce: Concepts of Electronic banking services this include online banking: ATM and debit card services, Phone banking, SMS banking, electronic alert, Mobile banking	Practical Lecture on Computer	Computer Test
3	2	Computer Troubleshooting	Computer Troubleshooting: Identifying and solving common hardware and software problems tha computer users encounter. Basic troubleshooting techniques and tools for diagnosing and resolving ssues.	Theoretical Lecture	Computer Test
4	2	Introduction to Artificial Intelligence	Introduction to AI: Definition of AI, History of AI, AI Techniques and Approaches, Challenges and Ethical Considerations.	Theoretical Lecture	Computer Test
5	2	AI in Our Daily Life	AI in Our Daily Lives: AI in smartphones and virtual assistants like Siri or Google Assistant.)	Practical Lecture on Computer	Computer Test
6	2	AI Applications	Applications of AI: Education, Healthcare, Finance, Transportation, Marketing and Advertising.	Theoretical Lecture	Computer Test
7	2	AI and Society	AI and Society: (How AI affects social, AI and international relations, AI and the future of humanity.)	Practical Lecture on Computer	Computer Test
8	2	Ethical Challenges in AI	Ethical Challenges in AI :(AI ethics, privacy and surveillance, the impact of AI on the job	Theoretical Lecture	Computer Test

			market.)		
9	2	The Future of AI	The Future of AI (Future trends in AI, recent research and emerging technologies.)	Theoretical Lecture Practical Lecture on Computer	Computer Test

10. Course Evaluation

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

11. Learning and Teaching Resources

Required textbooks (methodology, if any)	Material sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
English Language 1					
2. Course Code					
English Language 1					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 =15*1hours 30 =15*1 / units					
7. Course administrator's name (if more than one name)					
Name: Zaid Fouad Hashim Email: zaid.hashim@atu.edu.iq					
8. Course Objectives					
Objectives of course		The course introduces the basic concepts of computers and identifies the hardware and software components. The course covers computer networks, the Internet and its various applications such as e-commerce, social media, identifying the risks of data loss and corruption, cybercrimes, and computer security and protection methods. The Windows operating system will be presented and how to use the tools available in this system.			
9. Teaching and learning strategies					
Strategy		Interactive education, enhancing the comprehension of the English language through memorization and listening			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	1	Knows insurance terms in English and the concept of each	Unit nine: times past Was /were born Past simple -irregular verb	Lecture	Exams
2	1			Lecture	Exams
3	1			Lecture	Exams
4	1			Lecture	Exams
5	1	Knows how to assess issues related to the English language.	Unit ten: we had a great time! Past simple -regular & irregular Question Negatives Ago	Lecture	Exams
6	1			Lecture	Exams
7	1			Lecture	Exams
8	1			Lecture	Exams

9	1	Knows insurance terms in English and the concept of each	Unit Eleven Can /can't Adverbs Requests I can do that!	Lecture	Exams
10	1			Lecture	Exams
11	1			Lecture	Exams
12	1	Knows how to assess issues related to the English language.	Unit twelve: please I'd like... Some and any Like and would like and thank you	Lecture	Exams
13	1			Lecture	Exams
14	1			Lecture	Exams
15	1			Lecture	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	The material prepared by Al-Furat Al-Awsat Technical University and includes all technical departments.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Crimes of Defunct Baath Party					
2. Course Code					
Crimes of Defunct Baath Party					
3. Chapter/Year					
First/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 =15*2hours 30 =15*2 / units					
7. Course administrator's name (if more than one name)					
Name: Ali Majeed Khaleel Email: ali.khaleel.idi19@atu.edu.iq					
8. Course Objectives					
Objectives of course		This course aims to provide students with a clear picture of the killing, displacement and oppression committed by the regime against the people.			
9. Teaching and learning strategies					
Strategy		Teaching about the importance of identifying the crimes of the defunct Baath Party by addressing the nature and type of crimes.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	4	The crimes of the Baath regime	Addressing the crimes of the Baath regime in accordance with the Law of the Supreme Iraqi Criminal Court in 2005	Scientific lecture	Midterm exams
4-3	4	concept	Crimes and their oaths and crimes of the Baath regime according to the documentation of the Iraqi Criminal Court law	Scientific lecture	Midterm exams
6-5	4	Types of international crimes, organized crime, and decisions issued by the Supreme Criminal	There are many international crimes committed by the Baath Party regime at that time.	Scientific lecture	Midterm exams

		Court			
8-7	4	Detailing the decisions of the Supreme Criminal Court and psychological and social crimes and their effects	The criminal court has many decisions according to multiple psychological and social laws	Scientific lecture	Midterm exams
9	2	The most prominent violations of the Baathist regime in Iraq, psychological crimes, and the Baathist position on religion and belief	Iraq suffered from psychological crimes that harmed the Iraqi individual throughout the previous regime as a result of the harassment and practices that the regime used.	Scientific lecture	Midterm exams
10	2	Violating Iraqi laws	Environmental crimes of the Baath regime in Iraq and military and radioactive pollution	Scientific lecture	Midterm exams
11	2	Draining the marshes, mass grave crimes, the latest genocide graves, and the bulldozing of orchards	The Baath Party destroyed many of Iraq's resources, while harming people and violating their rights.	Scientific lecture	Midterm exams
12	2	Destruction of cities and chronological classification of extermination cemeteries	The previous regime destroyed many cities as a result of standing against it	Scientific lecture	Midterm exams
13	2	Prison and detention locations and	The Iraqi prisoner was not given his most basic rights, in addition to that he suffered	Scientific lecture	Midterm exams

		some decisions on political violations	continuous torture until death.		
14	2	Some decisions regarding military violations and images of human rights violations	The Iraqi army was subjected to many violations	Scientific lecture	Midterm exams
15	2	Militarization of society	He worked to recruit all members of society, even school students	Scientific lecture	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	The material prepared by Al-Furat Al-Awsat Technical University and includes all technical departments.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

Insurance Technology Department Curriculum for the Second Stage

Course Description Form for the Second Semester

1. Course Name					
Reinsurance 2					
2. Course Code					
Reinsurance 2					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
75 =15*5hours 75 =15*5 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course	The course aims to prepare students for work in the insurance and reinsurance fields, helping them understand the complex dynamics of this industry and how to deal with risks effectively.				
9. Teaching and learning strategies					
Strategy	Using multiple intelligences techniques to introduce the student to the importance of identifying the actors in reinsurance.				
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	10	Learn about reporting	Reporting Reinsurance Reporting Financial Data Analysis Actuarial Reports	Scientific lecture	Midterm exams and daily participation
4-3	10	Learn about market risks	Market Risks Price Volatility Hedging Strategies	Scientific lecture	Midterm exams and daily

					participation
6-5	10	Learn about transitional justice	Transitional Justice Social Risk Management Societal Impact of Reinsurance	Scientific lecture	Midterm exams and daily participation
8-7	10	Learn about periodic assessment	Regular Assessment Performance Review Data Updates	Scientific lecture	Midterm exams and daily participation
-10-9 11	10	Learn about recent trends in reinsurance	Modern trends in reinsurance Insurance Technology Digital Insurance Big Data	Scientific lecture	Midterm exams and daily participation
14-13	10	Learn about insurance litigation	Legal Framework Insurance Legislation	Scientific lecture	Midterm exams and daily participation
15-14	10	Learn about reporting	Insurance Litigation	Scientific lecture	Midterm exams and daily participation

15. Course Evaluation

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

16. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Al-Qassar, Abdulaziz Khalifa, 2020, Reinsurance Obstacles and Solutions, Faculty of Sharia, Kuwait University
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	1- https://coadec.uobaghdad.edu.iq/wp-content/uploads/sites/9/2018/11/اعادة-التأمين.pdf 2- https://kibs.edu.kw/wp-content/uploads/2021/10/Aug_2014_Reinsurance_Fida_1110.pdf

1. Course Name					
Personal & Liability Insurance 2					
2. Course Code					
Personal & Liability Insurance 2					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
3. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce insurance concepts related to protecting individuals and covering legal liabilities. The course reviews types of personal insurance, such as life and health insurance, in addition to civil liability insurance.			
9. Teaching and learning strategies					
Strategy		Using this material, students' understanding of personal and liability insurance can be enhanced, making it easier to apply the concepts in real life.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Learn about health insurance	Health Insurance: Concept and Importance/ History of Health Insurance/ Basic Components of the Health Insurance System	Scientific lectures -Periodic visits	Midterm exams
2	4	Learn about the types of health insurance	Types of health insurance (individual, group) / health insurance procedures / health insurance documents	Scientific lectures -Periodic visits	Midterm exams
3	4	Learn about the benefits of health	Health Insurance Benefits - Financial Protection - Access to Health Care	Scientific lectures -Periodic	Midterm exams

		insurance		visits	
4	4	Learn about the legal and legitimate principles of the health insurance contract	Legal and Sharia principles of health insurance contract Health insurance system in Iraq, health reinsurance.	Scientific lectures -Periodic visits	Midterm exams
6-5	8	Learn about work injury insurance	Work injury insurance/work hazards and their types/work insurance procedures (death - permanent total disability or partial disability)/compensation and medical treatment expenses resulting from work accidents.	Scientific lectures -Periodic visits	Midterm exams
8-7	8	Learn about social insurance	Social Insurance: Concepts - Origin and Development / Social, Economic and Political Impacts of the Social Insurance System / Social Risks Covered by the Social Insurance System and Methods of Calculating Them / Compensation / Social Insurance Financing Systems	Scientific lectures -Periodic visits	Midterm exams
10-9	8	Learn about work injury insurance	Work injury and occupational disease insurance - Work injury law - Legal penalties against the employer (financial fines - compensation - legal procedures - suspension of activity).	Scientific lectures -Periodic visits	Midterm exams
11	4	Learn about retirement insurance	Retirement insurance/retirement systems (civil-military)/deductions/beneficiaries/benefit cases, etc.	Scientific lectures -Periodic visits	Midterm exams
12	4	Learn about personal accident insurance	Personal Accident Insurance / Death / Permanent Total Disability or Partial Disability / Medical Expenses Resulting from a Sudden Accident Reinsurance from Personal Accidents	Scientific lectures -Periodic visits	Midterm exams
13	4	Learn about health insurance	Mental Health Insurance - The Importance of Mental Health Insurance - Options for Psychological Treatment	Scientific lectures -Periodic	Midterm exams

		and prevention		visits	
14	4	Learn about health insurance and prevention	Health Insurance and Prevention - The Importance of Prevention in Health Insurance - Available Prevention Programs - Health Insurance and Legislation - Laws and Regulations Related to Health Insurance - The Impact of Government Policies	Scientific lectures -Periodic visits	Midterm exams
15	4	Learn about social security companies	Social security companies at work and their procedures in employing the unemployed / unemployment problem and treatment	Scientific lectures -Periodic visits	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	1. Juma, Haroun Nasr, 2015, Life Insurance, Dar Al Manhal for Publishing and Distribution. 2. Khader, Shiraz Muhammad, 2022, Life and Retirement Insurance, Dar Beit Al Akademiya for Publishing and Distribution, First Edition. 3. Khader, Shiraz Muhammad, 2022, Insurance and Risk Management Technologies, Dar Beit Al Akademiya for Publishing and Distribution, First Edition.
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Insurance Marketing 2					
2. Course Code					
Insurance Marketing 2					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce the basic concepts of insurance marketing and the importance of marketing strategies in the insurance industry. The tools and techniques used to attract customers and increase awareness of insurance products will be explored.			
9. Teaching and learning strategies					
Strategy		Using interactive learning mechanisms to introduce students to the basic foundations of insurance marketing.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Introduction to Marketing Mix	Introduction to Marketing Mix - Definition of Marketing Mix - The Four Elements of Marketing Mix (4Ps)	Lectures	Oral exams
2	4	Product Statement in Insurance	Product in Insurance - Concept of Insurance Product - Types of Insurance Products	Lectures	Oral exams
3	4	Defining Insurance Product Development	Insurance Product Development - How to Develop	Lectures	Oral exams

			New Products - The Importance of Innovation in Insurance		
4	4	Insurance Pricing Statement	Insurance Pricing - Insurance Pricing Strategies - Factors Affecting Product Pricing	Lectures	Oral exams
5	4	Understanding Distribution in Insurance	Distribution in Insurance - Different Distribution Channels - Role of Agents and Brokers	Lectures	Oral exams
6	4	Understanding Promotion in Insurance	Promotion in Insurance - Effective Promotion Strategies - Using Advertising and Public Relations	Lectures	Oral exams
7	4	Understanding Digital Marketing in Insurance	Digital Marketing in Insurance - Digital Marketing Tools - Online Marketing Strategies	Lectures	Oral exams
8	4	Understanding Quality of Insurance Marketing	Quality of Insurance Services Marketing - The Concept of Quality of Services - The Importance of Marketing Quality in Insurance Characteristics of Insurance Services - The Nature of Insurance Services - The Difference Between Services and Products	Lectures	Oral exams
9	4	Defining Service Quality Standards	Service Quality Standards - Service Quality	Lectures	Oral exams

			Standards in Insurance - How to Measure Quality		
10	4	Defining the Impact of Service Quality on Customers	The impact of service quality on customers - The relationship between quality and customer satisfaction - The impact of quality on customer retention	Lectures	Oral exams
11	4	Understanding Quality Improvement Strategies	Quality Improvement Strategies - Effective Strategies for Improving Service Quality - How to Implement Improvements	Lectures	Oral exams
12	4	Measuring Customer Satisfaction	Measuring Customer Satisfaction - Customer Satisfaction Concept - Customer Satisfaction Measurement Tools - How to Analyze Results	Lectures	Oral exams
13	4	Service Excellence Statement	Service Excellence - How to Achieve Service Excellence - Excellence Strategies	Lectures	Oral exams
14	4	Understanding Innovation in Insurance Services	Innovation in Insurance Services - The Importance of Innovation in Improving Quality - Examples of Successful Innovations	Lectures	Oral exams

15	4	Defining Customer Experience	Customer Experience - Customer Experience Concept - How to Improve Customer Experience	Lectures	Oral exams
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11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Araj, Bou Azouz Houari, 2013, Marketing of Insurance Services, Kunuz Al-Ma'rifa Publishing and Distribution House
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Insurance Accounting 2					
2. Course Code					
Insurance Accounting 2					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
75 =15*5hours 75 =15*5 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		This course aims to introduce students to the concept of insurance, its elements, types, and the accounting system followed in insurance companies, in addition to the accounting treatment of the main activities in insurance companies and how to prepare their accounting reports.			
9. Teaching and learning strategies					
Strategy		Defining educational goals, using active learning, and integrated learning			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
2-1	10	Preparing financial reports	Preparing financial reports: (income statement, balance sheet, and cash flow statement). Financial performance analysis / regulatory reports / internal reports / claims and compensation reports / reserves and provisions reports / reinsurance reports.	Scientific lecture Modern teaching methods	Midterm exams Daily tests
3	5	Methods of calculating insurance premiums	Methods of calculating insurance and reinsurance premiums	Scientific lecture Modern	Midterm exams Daily tests

				teaching methods	
4	5	Methods of calculating compensation	Methods of calculating insurance and reinsurance claims and compensation	Scientific lecture Modern teaching methods	Midterm exams Daily tests
5	5	Identifying types of closing accounts	Closing accounts and preparing final accounts	Scientific lecture Modern teaching methods	Midterm exams Daily tests
6	5	Preparing a cash flow statement	Preparing cash flow statements for insurance and reinsurance companies	Scientific lecture Modern teaching methods	Midterm exams Daily tests
8-7	10	Developing skills related to presenting reports	Developing skills related to reporting on financial performance/the type of information that helps in accounting in insurance companies	Scientific lecture Modern teaching methods	Midterm exams Daily tests
9	5	Identifying the bases for evaluating financial statements	Fundamentals of evaluating the financial statements of insurance companies/ Balance sheet or balance sheet	Scientific lecture Modern teaching methods	Midterm exams Daily tests
10	5	Understanding the cash flow statement	cash flow statement	Scientific lecture Modern teaching methods	Midterm exams Daily tests
11	5	Accounting statement in bankruptcy cases	Accounting in Bankruptcy - How to Deal with Bankruptcy - The Impact of Bankruptcy on Accounting	Scientific lecture Modern teaching methods	Midterm exams Daily tests
13-12	10	Statement of laws and regulations in	Laws and regulations in insurance	Scientific lecture	Midterm exams

		insurance accounting	accounting - Local and international laws - Impact on accounting	Modern teaching methods	Daily tests
14	5	Defining accounting for reinsurance	Accounting for Reinsurance - The Concept of Reinsurance - How to Deal with Reinsurance Transactions	Scientific lecture Modern teaching methods	Midterm exams Daily tests
15	5	Understanding sustainability in insurance accounting	Sustainability in Insurance Accounting - The Importance of Sustainability - How to Integrate Sustainability into Accounting	Scientific lecture Modern teaching methods	Midterm exams Daily tests

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

11. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	1- Al-Nafie, Ahmed Ne'ma, 2019, Accounting for financial derivatives investment in insurance companies, Dar Al-Taaleem Al-Jami'i for Printing and Publishing. 2- Saeed, Shawqi Tariq, 2019, Corporate Accounting, Dar Al-Manhal for Publishing and Distribution. 3- Al-Kassar, Talal Abdul Mohsen, 2016, Advanced Accounting between Theory and Application, Dar Company Kitab Limited for Publishing and Distribution, Second Edition.
Recommended books and references (scientific journals, reports...)	Al-Shabani, Walid Muhammad, 2014, Principles of Accounting and Financial Reporting, Al-Obeikan Publishing and Distribution House.
Electronic References, Websites	

1. Course Name					
Marine Insurance 2					
2. Course Code					
Marine Insurance 2					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
60 =15*4hours 60 =15*4 / units					
7. Course administrator's name (if more than one name)					
The subject is part of the requirements of the second stage, and since the department is new, there are currently no assignments for professors within this stage.					
8. Course Objectives					
Objectives of course		The course deals with a presentation of the work of insurance companies in the State of Iraq in the field of marine insurance and aviation insurance by studying the types of documents and the risks they cover, the general and special conditions thereof, their prices, and the work procedures for each coverage in cargo insurance, ship hull insurance, aircraft hull insurance, and civil liabilities related to these types and reinsurance for each of them.			
9. Teaching and learning strategies					
Strategy		The teaching strategy of marine insurance is based on providing students with comprehensive knowledge of the foundations, principles and practical applications related to shipping and marine transport insurance.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	4	Learn about marine accident insurance	Marine Accident Insurance - Types of Marine Accidents - How to insure against accidents	Scientific lecture	Midterm exams
2	4	Learn about the components of the marine insurance market	Components of the marine insurance market , marine risks: risks covered and excluded in marine	Scientific lecture	Midterm exams

			insurance,		
4-3	8	Learn about marine losses	Marine Losses: The concept of general marine loss and marine salvage, Examples of how to calculate marine losses (general-specific-total)	Scientific lecture	Midterm exams
5	4	Learn about the marine insurance contract Marine insurance system	Marine insurance contract Marine insurance system, stages of marine insurance conclusion, effects of marine insurance contract	Scientific lecture	Midterm exams
6	4	Learn about marine insurance documents	Marine Insurance Documents: - Types of Documents (Insurance Policy, Insurance Certificate) Ship Insurance Document, Implied Undertakings	Scientific lecture	Midterm exams
7	4	Learn about marine insurance procedures	Marine insurance procedures, loss compensation, maritime fraud	Scientific lecture	Midterm exams
8	4	Learn about marine insurance in crises	Marine Insurance in Crises - How to Deal with Crises in Marine Insurance - Protection Strategies	Scientific lecture	Midterm exams
10-9	8	Learn about aviation insurance	Aviation insurance, concept, origin, importance	Scientific lecture	Midterm exams
12-11	8	Learn about the principles of aviation insurance	Principles of aviation insurance and its types	Scientific lecture	Midterm exams
13	4	Learn about covered and excluded risks	Covered and excluded risks in aviation insurance, the most important international	Scientific lecture	Midterm exams

			agreements in the field of aviation insurance		
14	4	Learn about the aviation insurance document	Aviation insurance policy , procedures, losses, compensation	Scientific lecture	Midterm exams
15	4	Learn about the economic effects of insurance	The economic effects of marine and aviation insurance and its importance for international trade	Scientific lecture	Midterm exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	
Main references (sources)	Jassim, Faiz Dhnoon, 2017, Principles of Maritime Law, Dar Al Manhal for Publishing and Distribution
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
English Language 2					
2. Course Code					
English Language 2					
3. Chapter/Year					
الثانية / الثانية					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 =15*1hours 30 =15*1 / units					
7. Course administrator's name (if more than one name)					
Name: Zaid Fouad Hashim Email: zaid.hashim@atu.edu.iq					
8. Course Objectives					
Objectives of course		The course introduces the basic concepts of computers and identifies the hardware and software components. The course covers computer networks, the Internet and its various applications such as e-commerce, social media, identifying the risks of data loss and corruption, cybercrimes, and computer security and protection methods. The Windows operating system will be presented and how to use the tools available in this system.			
9. Teaching and learning strategies					
Strategy		Interactive education, enhancing the comprehension of the English language through memorization and listening			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	1	Knows how to assess issues related to the English language.	Unit thirteen: here and now Present continuous	Lecture	Exams
2	1			Lecture	Exams
3	1			Lecture	Exams
4	1	Knows insurance terms in English and the concept of	Present simple & present continuous	Lecture	Exams
5	1			Lecture	Exams

		each			
6	1		Unit fourteen: it's time to go! Future plans	Lecture	Exams
7	1			Lecture	Exams
8	1			Lecture	Exams
9	1	Knows how to assess issues related to the English language.	Revision writing email and informant letter part 1	Lecture	Exams
10	1			Lecture	Exams
11	1	Knows insurance terms in English and the concept of each	Unit fourteen: it's time to go! Future plans	Lecture	Exams
12	1			Lecture	Exams
13	1			Lecture	Exams
14	1	Knows how to assess issues related to the English language.	Revision writing email and informant letter part 2	Lecture	Exams
15	1			Lecture	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	The material prepared by Al-Furat Al-Awsat Technical University and includes all technical departments.
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	

1. Course Name					
Arabic language					
2. Course Code					
Arabic language					
3. Chapter/Year					
Second/Second					
4. Date this description was prepared					
2024/10/27					
5. Available Attendance Forms					
Two attendance halls					
6. Number of Credit Hours (Total) / Number of Units (Total)					
30 =15*2hours 30 =15*2 / units					
7. Course administrator's name (if more than one name)					
Name: Adnan Hameed Yaseen, Email: adnan.yaseen.idi1@atu.edu.iq					
8. Course Objectives					
Objectives of course		<p>1- Preserving the Arabic language and keeping it free from linguistic errors, and teaching students a solid language full of grammatical and rhetorical connotations that strengthen the tongue and mind.</p> <p>2- Taking care of reading and writing correctly.</p>			
9. Teaching and learning strategies					
Strategy		Presenting the scientific material by the subject professor, and involving the students in the lecture by asking multiple questions (linguistic and literary) that open the way for dialogue and discussion, which in turn consolidates the scientific information in the minds.			
10. Course Structure					
Week	Hours	Required Learning Outcomes	Unit or Part Name	Learning Method	Evaluation Method
1	2	Dependents	Dependents / There are many dependents that follow the subject in grammar, including (affirmation, substitution, etc.)	Lecture and use of educational tools	Exams
2	2	Language of administrative discourse	Language of administrative discourse / There are special considerations in administrative correspondence that must	Lecture and use of educational tools	Exams

			be adhered to.		
3	2	Formal aspects of administrative discourse	Formal aspects of administrative discourse / There is a specific way to produce administrative discourse according to its direction and level.	Lecture and use of educational tools	Exams
4	2	Samples of administrative correspondence	Examples of administrative correspondence / Displaying illustrated examples of solid administrative correspondence	Lecture and use of educational tools	Exams
5	2	Linguistic tests	Linguistic tests / Testing students linguistically and knowing their ability	Lecture and use of educational tools	Exams
6	2	Pronouns	Pronouns / Differentiating between the nominative and accusative pronouns, separate and connected, and discussing hidden pronouns and their meanings	Lecture and use of educational tools	Exams
7	2	From the history of Arabic literature	From the history of Arabic literature / Reading in the history of Arabic literature and its value.	Lecture and use of educational tools	Exams
8	2	Pioneers of Iraqi poetry	Pioneers of Iraqi poetry / Statement of the most important pioneers of Iraqi poetry throughout literary history	Lecture and use of educational tools	Exams
10-9	4	Iraqi free verse	Iraqi free poetry / Free poetry has an Arab status, launched from Iraq and reserved a wide place in the Arab poetic arena	Lecture and use of educational tools	Exams
12-11	4	Literary prose and its topics	Literary prose and its topics / Arabic prose has a valuable status that	Lecture and use of educational	Exams

			often approaches poetry, with its different topics	tools	
14-13	4	In modern literary criticism	In modern literary criticism / Literary criticism has great value in stating what is good or not.	Lecture and use of educational tools	Exams
15	2	A comprehensive review	Comprehensive review/comprehensive review of everything we have covered by asking questions	Lecture and use of educational tools	Exams

11. Course Evaluation

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

12. Learning and Teaching Resources

Required textbooks (methodology, if any)	Curriculum sent by Al-Furat Al-Awsat Technical University
Main references (sources)	
Recommended books and references (scientific journals, reports...)	
Electronic References, Websites	