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



Academic Program and Course Description Guide

Introduction:

The educational program is a well-planned set of courses that include procedures and experiences arranged in the form of an academic syllabus. Its main goal is to improve and build graduates' skills so they are ready for the job market. The program is reviewed and evaluated every year through internal or external audit procedures and programs like the External Examiner Program.

The academic program description is a short summary of the main features of the program and its courses. It shows what skills students are working to develop based on the program's goals. This description is very important because it is the main part of getting the program accredited, and it is written by the teaching staff together under the supervision of scientific committees in the scientific departments.

This guide, in its second version, includes a description of the academic program after updating the subjects and paragraphs of the previous guide in light of the updates and developments of the educational system in Iraq, which included the description of the academic program in its traditional form (annual, quarterly), as well as the adoption of the academic program description circulated according to the letter of the Department of Studies T 3/2906 on 3/5/2023 regarding the programs that adopt the Bologna Process as the basis for their work.

In this regard, we can only emphasize the importance of writing an academic programs and course description to ensure the proper functioning of the educational process.

Concepts and terminology:

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

<u>Course Description:</u> Provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the students to achieve, proving whether they have made the most of the available learning opportunities. It is derived from the program description.

<u>Program Vision:</u> An ambitious picture for the future of the academic program to be sophisticated, inspiring, stimulating, realistic and applicable.

<u>Program Mission:</u> Briefly outlines the objectives and activities necessary to achieve them and defines the program's development paths and directions.

<u>Program Objectives:</u> They are statements that describe what the academic program intends to achieve within a specific period of time and are measurable and observable.

<u>Curriculum Structure:</u> All courses / subjects included in the academic program according to the approved learning system (quarterly, annual, Bologna Process) whether it is a requirement (ministry, university, college and scientific department) with the number of credit hours.

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

<u>Teaching and learning strategies</u>: They are the strategies used by the faculty members to develop students' teaching and learning, and they are plans that are followed to reach the learning goals. They describe all classroom and extracurricular

activities to achieve the learning outcomes of the program.

Academic Program Description Form

University Name Al-Furat Al-Awsat Technical University

Faculty/Institute Diwaniyah Technical Institute

Scientific Department Department of Materials Management Technologies

Academic or Professional Program Name: technical diploma

Final Certificate Name: technical diploma in materials management

Academic System: Yearly

Description Preparation Date: 26/12 / 2024 File Completion Date: 26/12/2024

Signature

Head of Department Name: :

Sadiq Jafar Kathirn

Date: 26/12/2024

لر: Signature

Scientific Associate Name: Khader

Majecd Alawi

Date: 31/12/2024

The file is checked by:

Department of Quality Assurance and University Performance

Director of the Quality Assurance and University Performance Department:

Date: 26/12/2025

Signature: ______

Afrah Raheem Idan

1. Program Vision

Building an educational system that reaches to the level of leadership and creativity and is capable of embodying the philosophy of transparency and integrity standards, away from cases of administrative and financial corruption, to create an internal environment free of suspicion and to achieve the goals of technical education and transforming them into actual reality, in line with global developments and trends so that the department's outputs are able to meet the demand in the labor market. according to the latest scientific techniques

2. Program Mission

Updating curricula, developing teaching and training capabilities, and empowering students to be active elements in various activities to help build their scientific, professional, and national personality, and creating a state of interconnectedness and comprehensive integration between the institute and the work field through the serious pursuit of achieving the department's goals.

3. Program Objectives

Preparing qualified technical personnel to work in warehouse departments and carry out material and warehouse management and supply management (logistics in the organization according to the needs of public and private sector organizations

4. Program Accreditation

AACSB

5. Other external influences

Identifying and meeting labor market needs to guide academic content and practical training and the use of online learning platforms and other technologies that may affect teaching and learning methods.

6. Program Structure

Program Structure	Number of Courses	Credit hours	Percentage	Reviews*
In atitution			0/ =	
Institution	4	8	%7	
Requirements				
College	6	20	%17	
Requirements				
Department	12	92	%76	
Requirements				
Summer Training	_	_	_	
Other		120	%100	

^{*} This can include notes whether the course is basic or optional.

7. Program Description										
Year/Level	Course Code	Course Name	Cre	edit Hours						
first			theoretical	practical						
		storage techniques	1	4						
		Materials	1	3						
		Management								
		Risk management	2	2						
		Management	1	2						
		Accounting	1	2						
		Statistics	1	2						
		Computer applications	1	2						
		Human rights and	1	1						
		democracy								
		Specialized English	1	2						
		readings								
		English language	1	1						
		Arabic language	1	-						
Second		Planning monitoring	2	3						
		storages								
		Operations	2	3						
		Management								

	Marketing	2	2
	Management		
	storage accounting	2	3
	commercial	1	2
	correspondence		
	Applications of	1	2
	storages system		
	Computer applications	1	2
	Crimes of the Baath	1	_
	regime		
	English language	1	_
	Research project	_	2
	Arabic language	1	_

8. Expected learning	outcomes of the program
Knowledge	
Learning Outcomes	Knowledge of using warehouse systems applications for materials
	management, marketing activities, and planning, organizing and
	controlling materials management.
	Knowing how to keep and organize all records and documents
	related to warehouse work
	Learn how to manage the purchasing and storage activity in the
	facility, whether at the level of planning, organization, or control, and
	to practice marketing activities according to market requirements.
Skills	

Learning Outcomes 2	The ability to represent theoretical material with examples from practical reality Mastering the use of advanced technology and software in resource management Focus on practical applications in the fields of management, inventory management, and practical training on applying education skills to provide the labor market with efficient outputs.
Ethics	
Learning Outcomes 4	Motivating students to participate and provide their services to the community Promoting ethical values and social responsibility at work Dedication to achieving excellence in education to ensure outstanding students in the field of Material Management

9. Teaching and Learning Strategies

Presentation of the lecture by the professor and allowing the students to participate with questions and answer the questions that are asked (open questions and discussions), study practical cases or real situations to stimulate thinking and enhance interaction and understanding

10. Evaluation methods

Participation through discussions, daily exams, commitment to attendance, semester exams, and final exams

11. Faculty

Faculty Members

Academic Rank	Specialization		Special Requirements (if applicable	•	Number of the teaching staff			
	General Special				Staff	Lecturer		
Sadiq Jafar Kathim	Accounting				Staff			

Ali Abdulhussein Sagban	English	Teaching	Staff
	language	methods	
	0 0		
Taher Hameed Abbas	Business	operations	Staff
	Administration	management	
Eman Obed Jasm	Business	management	Staff
	Administration		
Wasan kamil afloog	Business	organizational	Staff
	Administration	behavior	
Afrah Raheem Idan	Business	Marketing	Staff
	Administration	Management	
Sanaa Saad Kadhim	Business	theory and	Staff
	Administration	organizational	
		behavior	
Ahmed Gghaffar Hussein	Business	Marketing	Staff
	Administration	Management	
		-	
Yas Khudhair Abbas	accounting	accounting	Staff
Fatlmah Abdulrazzaq	Statistics	Statistics	Staff
Abbood			
Iqbal Kumil Awad	Business	Marketing	Staff
	Administration	Management	
Ghufran	Business	Financial	Staff
shallal mohammed	Administration	management	
Shallar monamined			
Amodah Obaid Hussein	Business	Banking	Staff
	Administration	management	
Hasanain Ali hadi	law	Commercial	Staff
		law	
Wissam Abdel Kazem	Accounting	Tax	Staff
		accounting	
Mustafa Saleh	Accounting	Accounting	Staff

Zainab jassem karemm	Business	Business		Staff	
	Administration	Administration			
Sarah Alawi AbuSoda	Arabic language	Arabic language		Staff	
Dhuha Salim mohammed	х	x		Staff	

Professional Development

Mentoring new faculty members

Introductory sessions about the institution or department, its vision and goals

- · Guidance on curricula, courses, and teaching methods.
- Knowledge of modern technologies and e-learning tools
- Guidance on evaluation and promotion procedures

Professional development of faculty members

- Encouraging faculty members to engage in continuous learning, continuous improvement, and seeking development opportunities, while providing a supportive environment that encourages innovation
- Supporting faculty members' attendance at scientific conferences and workshops
- Encouraging faculty to apply new ideas and innovate innovative teaching techniques
- Organizing training courses to improve teaching skills.
- Adopting diverse methods to evaluate the performance of faculty members.

12. Acceptance Criterion

According to the central admission plan

13. The most important sources of information about the program

Approved curricula, other Arab and foreign scientific sources, the Internet

14. Program Development Plan

1-Adding new academic vocabulary to suit the rapid developments in administrative and warehouse work

And materials management2– Linking study topics to the actual work reality through field visits to management departments and warehouses in state departments.3–Working on preparing the department for academic accreditation from relevant authorities Inside and outside.

			Pro	gram	Skills	Out	line								
Required program Learning outcomes															
Year/Level	Course Code	Course Name	Basic or optional	Knov	vledge			Skills	S			Ethics			
				A1	A2	A3	A4	B1	B2	В3	B4	C1	C2	С3	C4
first		storage techniques	Basic	+	+	+	+	+	+	+	+	+	+	+	+
		Materials Management	Basic	+	+	+	+	+	+	+	+	+	+	+	+
		Risk management	Basic	+	+	+	+	+	+	+	+	+	+	+	+
		Management	Basic	+	+	+	+	+	+	+	+	+	+	+	+
		Accounting	Basic	+	+	+	+	+	+	+	+	+	+	+	+

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

Statistics	Basic	+	+	+	+	+	+	+	+	+	+	+	+
computer applications	Basic	+	+	+	+	+	+	+	+	+	+	+	+
Human rights &democracy	Basic	+	+	+	+	-	-	-	-	-	-	-	-
Specialized English readings	Basic	+	+	+	+	+	+	+	+	+	+	+	+
English language	Basic	+	+	+	+	-	-	-	-	-	-	-	-
Arabic language	Basic	+	+	+	+	-	-	-	-	-	-	-	-

			Pro	gram	Skills	Outl	ine								
				Required program Learning outcomes											
Year/Level	Course Code	Course Name	Basic or	Knov	wledge			Skill	s			Ethics			
			optional	A1	A2	A3	A4	B1	B2	В3	B4	C1	C2	С3	C4
Second		Planning monitoring Storages	Basic	+	+	+	+	+	+	+	+	+	+	+	
		Operations Management	Basic	+	+	+	+	+	+	+	+	+	+	+	
		Marketing Management	Basic	+	+	+	+	+	+	+	+	+	+	+	
		storage accounting	Basic	+	+	+	+	+	+	+	+	+	+	+	
		commercial correspondence	Basic	+	+	+	+	+	+	+	+	+	+	+	
		Applications of storages system	Basic	+	+	+	+	+	+	+	+	+	+		
		English language	Basic	+	+	+	+	-	-	-	-	-	-	-	-
		Arabic language	Basic	+	+	+	+	-	-	-	-	-	-	-	1

	computer applications	Basic	+	+	+	+	+	+	+	+	+	+	+	compu ter applica tions
	Crimes of the Baath regime in Iraq	Basic	+	+	+	+	-	-	-	-	-	-	-	Crimes of the Baath regime in Iraq

- 1. Course Name: storage techniques
- 2. Course Code: storage techniques
- 3. Semester / Year: first
- 4. Description Preparation Date: 2024
- 5. Available Attendance Forms: Two auditoriums
- 6. Number of Credit Hours (5) / Number of Units (10)
- 5*30 = 150 hours, 10*30 = 300 units
 - 7. Course administrator's name (mention all, if more than one name)

Name: wasan kamil afloog Email: dw.wsn@atu.edu.iq

8. Course Objectives

Course Objectives

- -Recognizes the basic concepts of warehouse management
- Learn how to perform operations Inventory procedures
- Learn how to use storage equipment and transportation.
- Learn how to maintain inventory

9. Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answer (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

10. Course Structure

Week	Hours	Required Learning	Unit or subject	Learning	Evaluation method	
		Outcomes	name	method		
1-30	5	Definition of warehouse management and its objectives	Definition of warehouse management and its objectives, Storage management jobs Inventory procedures Save materials Simplify – distinguish classification – Store inventory	Lecture and use clarification and discussion methods	Daily exams, oral tests, repor daily assignments, presentat	

Owning and renting Geographical location of stores Planning to establish warehouses Interior design of warehouses Storage equipment Transportation equipmer Coding concept, principle and systems - Integration tabulation and coding Objectives of the documentary cycle - types documents and records Inventory inventory - its importance - its responsibility - its types Ownership and leasing policy Factors affecting the selection of the site inside and outside the scope of t project Planning to establish warehouses and used and unused warehouse space the open Interior design requiremt - factors affecting the desi - redesigning warehouses Importance - types - facto affecting the selection of storage equipment Interior design requiremt Interior							
11. Course Evaluation Distribution of the grade out of 100 according to the tasks assigned to the student, such as dail preparation, daily, oral, monthly, and written exams, reports, attendance, etc. 12. Learning and Teaching Resources Required Textbooks(Methodology if available) Main References (Sources) 1. Modern Scientific Principles in Warehouse Management (Ghanem Finjan Muss 2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)		Geographical location of stores Planning to establish warehouses Interior design of warehouses Storage equipment Transportation equipmen Coding concept, principle and systems - integration tabulation and coding Objectives of the documentary cycle - types documents and records Inventory inventory - its importance - its responsibility - its types Ownership and leasing policy Factors affecting the selection of the site inside and outside the scope of t project Planning to establish warehouses and used and unused warehouse spaces the open Interior design requireme - factors affecting the desi - redesigning warehouses Importance - types - facto affecting the selection of storage equipment Internal transportation ar handling equipment - its importance - its types -					
preparation, daily, oral, monthly, and written exams, reports, attendance, etc. 12. Learning and Teaching Resources Required Textbooks(Methodology if available) Main References (Sources) 1. Modern Scientific Principles in Warehouse Management (Ghanem Finjan Musa 2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)	11. Course Evaluation						
12. Learning and Teaching Resources Required Textbooks(Methodology if available) Main References (Sources) 1. Modern Scientific Principles in Warehouse Management (Ghanem Finjan Musz 2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)		according to the tasks assigned to the student, such as dail					
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Available) Main References (Sources) 1. Modern Scientific Principles in Warehouse Management (Ghanem Finjan Musa 2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)		sources					
Main References (Sources) 1. Modern Scientific Principles in Warehouse Management (Ghanem Finjan Musz 2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)	,						
2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq) 4. Warehouse and Stores Management Systems (Shiraz Mohammed Khader) Recommended Supplementary Books and References (Scientific Journals, Reports, etc.)	,	1. Modern Scientific Principles in Warehouse Management (Chanem Finian Musc					
Books and References (Scientific Journals, Reports, etc.)	Main References (Sources)	2. Warehouse Management (Mohammed Al-Sayrafi, Bashir Al-Alaq) 3. Warehouse and Stores Management (Abdul Rahman Tawfiq)					
Journals, Reports, etc.)	Recommended Supplementary	Recommended Supplementary					
, and the second	Books and References (Scientific						
Electronic References, Internet Source	Journals, Reports, etc.)						
	Electronic References, Internet Source						

1- Course Name: Materials management						
2- Cour	se Code: Materials management	t				
3- Seme	ester / Year: first					
4- Desc	4- Description Preparation Date: 2024					
5- Avai	lable Attendance Forms: Two au	ıditoriums				
6- Num	ber of Credit Hours (4)/Num	ber of Units (8)				
	0 hours, 8 * 30 = 240 units					
7-Course	e administrator's name (menti	on all, if more than one name)				
Nam	e: Eman Obed Jasm	Iqbal Kumil Awad				
Emai	il: Emanobeed@gmail.com	eqbal.khameel.idi13@atu.iq				
8- Cour	se Objectives					
Course Objectives		Familiarity with the correct scientific and techn concepts and methods in materials managem and their importance in the flow of materials a how to achieve economic returns for organization.				
9- Teac	hing and Learning Strategies					
Strategy		students to participate in questions and answe Study practical cases or real-life situations to raction and understanding				

10- Course Structure

Week	Hours	Required Learning	Unit or subject	Learning	Evaluation method
		Outcomes	name	method	
1-30	4	The concept of materials management - its importance - its objective Choosing sources of supp studying price - purchasing policies - methods of determining quality-Quality by brand name The relationship between purchasing management and warehouse management with other departments and storage policies Factors affecting consum purchasing behavior-Purchasing-storage strategies And evaluate the management of purchasins sources Economic Size of Purchasing orders - Evaluating the functional performance of the purchasing process Organizational mobilizating warehouse management and its relationship with other departments Minimum level - reorder level - maximum inventor level Stagnant items - causes of stagnant materials and the treatment purchases - sales - production - transportating - stores		Lecture and use of clarification and discussion methods	Daily exams, oral tests, report daily assignments, presentation

11- Course Evaluation

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

12- Learning and Teaching Resources

Required textbooks (curricular books, if a	
Main references (sources)	Haitham Al-Zaghbi and Mohammed Al-Adwan Materials Manageme Ghanem Finjan and Mohammed Abdul Hussein Purchasing Manager Ghanem Finjan and Mohammed Saleh Abdul Abbas Sales and Advertising Management
Recommended books and references	
(scientific journals, reports)	
Electronic References, Websites	

1- (1- Course Name: Risk management						
2- (Cours	se C	ode: Risk managen	nent			
3- 9	Seme	ste	r / Year: . First				
4- I	Descr	ipt	ion Preparation Da	te: 2024			
5- 4	Availa	able	e Attendance Forms	: Two au	ditoriums		
6- 1	Numb	er (of Credit Hours (4) / Numb	er of Units	(8)	
			ours, 8 * 30 = 240 u	/		,	
7	Cour	se	administrator's na	me (me	ntion all, if	more than o	one name)
	Name	e: S	aif Ali Jasim				
F	Email:	Sai	f.almofrae.idi@atu.edu	.iq			
8- (Cours	e C	Objectives				
Course	Ohiect	ives	. •		Undoretandir	ng and anniving	g insurance rules a
Ourse	Object	1763	•				ork. Using docume
							ining insurance co
						5 140mty 111 00to	
9- 7	Геасһ	ning	and Learning Strat	egies			
		nr	esenting the lecture ar	ad allowin	a students to	narticinata in	augstions and
Strategy		•	swers (open question:		•	• •	•
	situations to stimulate thinking and enhance interaction and understanding						understanding
10- Cc	urse	Str	ucture				
Week	Hour	S	Required Learning	Unit or s	subject	Learning	Evaluation
			Outcomes	name		method	method
			Insurance risk - risk management activities -			Lecture and u	

				. Daily
		stages of the risk	of clarificat	roporte daily accionmor
		management process	and discuss	presentations
4 00	_	Ways to confront risk, ba	methods	
1-30	4	factors in the risk		
		management process,		
		functions of the risk		
		manager - preventing and		
		reducing losses in		
		warehouses		
		The insurance contract, is		
		parties, obligations,		
		elements, and		
		characteristics		
		Fire (its insurance conce		
		- its elements - its source		
		its causes - its effects -		
		requesting insurance for		
		warehouse against the ris		
		of fire)		
		Pricing by installment -		
		downloads and discounts		
		The insurance policy, its		
		sections, conditions,		
		appendices, amendment,		
		renewal and cancellation		
		and termination.		
		Other documents for stor		
		warehouses against fire		
		risk: the replacement		
		document - the value		
		document -		
		Insurance against addition		
		risks - types of additional		
		risks		
		Marine insurance on		
		imported goods - its		
		importance - factors for i		
		development		
		Types of losses: Losses in		
		imported and stored goo		
		total loss		
		Types of insurance		
		contracts - floating policy		
		(conditions, benefits)		
		Insurance covers - types		
		exclusions from covers		
		Losses in goods - securi		
		warehouses from the risk		
		theft, the concept of theft		
		types of theft		
		Compensation for damag		
		to stolen stores - insuran		
		guaranteeing the		
		storekeeper's honesty -		
		types of guarantees		
		Store owner compensation		
		compensation statement		
		report - calculation		
		examples		

11- Course Evaluation

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

12- Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	Al-Balqini, Muhammad Tawfiq, 2023, Principles of Risk Management and Insurance, Hamitra Publishing House
Recommended books and references (scientific	
journals, reports)	
Electronic References, Websites	

- 1- Course Name: Specialized English readings
- 2- Course Code: Specialized English readings
- 3- Semester / Year: First
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (3) / Number of Units (6)

4*30 = 120 hours, 8*30 = 240 units

7- Course administrator's name (mention all, if more than one name)

Name: Afrah Raheem Idan

Email: Afrh.reheim.idi21@atu.edu.iq

8- Course Objectives

Course Objectives

The subject is aimed at improving the facilities of students in the field of materials management and the other approximate students in the field of knowledge.

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

10- Course Structure

Week	Hours	Required Learning	Unit or	Learning	Evaluation method
		Outcomes	subject name	method	
1-30	3	Material management Communication Kinds , levels ,direction And importance of communications Management		Lecture and use of clarification and discussion methods	Daily exams, oral tests reports, daily assignments, presentations

	Statistics in business Warehouse – Insurance Marketing Sales management Accounting Democracy and human-rights Computer systems Review			
11- (Course Evaluation			
	iting the score out of 100 acco	_	•	student such as daily
12- l	earning and Teaching Re	sources		
Require	d textbooks (curricular books, i	f any)		
Main ref	erences (sources)			
Recomn	nended books and refe	rences		
(scientifi	c journals, reports)			
Electron	ic References, Websites			

				_			
1- (Cours	e Name:	Managemer	nt			
2- (Cours	e Code: Ma	ınagement				
3- 9	Semes	ster / Year	: First				
4- I	Descri	ption Prep	paration Da	te: 2024			
5- A	Availa	ble Attenda	ance Forms:	: Two auditor	riums		
6- N	Vumb	er of Credit	t Hours (3) / Number	of Units (6)		
			80 = 180 un	•	or omes (o)		
		·			all, if more tha	in one name)	
		•	sem karemm				
			eem.idi4@atı	ı.edu.iq			
		e Objective	S				
Course	Objecti	ves		The student	acquires basic cor	ncepts related to the princip	
						agement and their application	
				in different b	in different business organizations		
9- 7	Геасh	ing and Lea	arning Strat	egies			
Strategy		open quest	ions and disc	cussions), Stud		te in questions and answe r real-life situations to nding	
10- Cc	ourse	Structure					
Week	Hours	Required	d Learning	Unit or	Learning	Evaluation method	
		Outcome	es	subject	method		
				name			
1-3	3	managem duties of	re of business nent and the the manager lopment of		Lecture and use		

management thought -

the humanistic school

School of contemporar

trends

of clarification

and discussion

methods

Daily exams, oral tests, reports, assignments, presentations

envir plann Decis organ Authoresponding The leading of the Administration and the plann and the plan	gement and its onment - the ing function ion making - nizing function ority and onsibility nal organizational ons ership and ration eadership function manager nistrative nunication		
The s of the Mana	sight function ocial responsibilit organization ging nization's activitie		

11- Course Evaluation

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

12- Learning and Teaching Resources					
Required textbooks (curricular books, if any)	- Dr. Shawqi Dahi/Ayad Mahmoud Al-Rahim, Reda Abdul Razzaq, Baghdad, 1998 - Dr. Nouri Al-Azzawi, Basra.				
Main references (sources)					
Recommended books and references (scientific journals, reports)					
Electronic References, Websites					

- 1- Course Name: Accounting
- 2- Course Code: Accounting
- 3- Semester / Year: First
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (3) / Number of Units (6)
- 3 * 30 = 90 hours, 6 * 30 = 180 units
 - 7- .Course administrator's name (mention all, if more than one name)

Name: Ghufran shallal mohammed Email: Ghfran.mohamed.idi6@atu.edu

8- Course Objectives

Course Objectives

Introducing the student to accounting rules and the va financial accounting cycles and their applications in enterp

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinkin; and enhance interaction and understanding

10- Course Structure

Week	Hours	Required Learning	Unit or	Learning	Evaluation method
		Outcomes	subject name	method	
1-30	3	Nature of accounting Accounting books Capital formation Revenue expenses Loans-Discount and its types- Trial Balance Merchant operations in the bank		Lecture and use of clarification and discussion methods	Daily exams, oral tests, rep daily assignments, presentations

		Preparing final account Depreciation of fixed Assets –Accounting period and accounting cycle- Types of account books - methods of recording in the books Purchases-Sales - How to repay loans - How to calculate loans - Pay the loan interest						
11- (Course E	Evaluation						
	Distributing the score out of 100 according preparation, daily oral, monthly, or written e				l to t	he studen	t such as	daily
12- l	_earning	and Teaching Reso	urces					
Required	d textbook	ks (curricular books, if a	ny)					
Main ref	erences (sources)		ad Suleiman A nammed Tahen		awi		
Recomm	nended	books and referer	nces					
(scientifi	c journals	, reports)						
Electron	ic Referer	nces, Websites						

1- Cours	se Name: Statistics	
2- Cours	se Code: Statistics	
3- Seme	ester / Year: First	
4- Descr	ription Preparation	Date: 2024
5- Avail	able Attendance For	ms: Two auditoriums
6 Numb	an of Chodit House	2 \ / Number of Units (6)
	hours, $6 * 30 = 180$	3) / Number of Units (6)
	·	name (mention all, if more than one name)
	e: FatImah Abdulrazza : Fatimaabdulrazzak@a	-
8- Cours	se Objectives	
Course Object	tives	Introducing the student to the importance of statistics and the stage of statistical methods, starting with data collection and Statistical analysis and the importance of using different statistical programs, and defining the methods– Statistical methods and their application in various fields of subject management topics that he studies requester
9- Teach	ning and Learning St	rategies
Strategy		d allowing students to participate in questions and answers cussions), Study practical cases or real-life situations to stimulate thinking understanding
10- Course	Structure	

Week	Hours	Required Learning	Unit or	Learning	Evaluation method
		Outcomes	subject	method	
1-30	3	Definition of statistics. Data collection methods. Data presentation - data analysis Get Data - Display Data Distribution - Display Tabular data - distribution - frequency - double frequency distribution Graphical display of unclassified data-Graphical display of tabulat Data Practical application on the computer using the statistical program Spss Measures of central tendency - measures of dispersion Simple linear correlation - rank correlation: correlation coefficient Least squares method To find the simple-linear regress equation-Definition of standard	name	Lecture and us of clarification and discussion methods	Daily exams, oral tests, reports, daily assignments, presentations
		numbers- T-Z test - T-test X2 Definition of the chi-square test for independence			

11- Course Evaluation

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

12- Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	Dr. Mohamed Samir Darkzanli, Imad Nazmy Attia Dr. Abdul K Abdul Jabbar Al-Naqeeb
Recommended books and references	
(scientific journals, reports)	
Electronic References, Websites	

1- Course Name: Computer applications						
2- (Course	Code: Computer app	olication	S		
3- 9	Semeste	er / Year: First				
4- l	Descrip	tion Preparation Da	ate: 20	24		
5- 4	Availabl	e Attendance Forms	s: Two a	udito	oriums	
		of Credit Hours (,	umb	er of Units (ố)
		urs, 2 * 30 = 60 uni				
		administrator's na	•	entio	n all, if more	than one name)
		Name: Najoud Abdul				
	Email: N	lejood.abddi.idi@a	tu.edu.i	q		
8- (Course	Objectives				
Course	Course Objectives Teaching students' computer skills and instruction them on utilizing ready-made applications and internet fundamentals within the field of specialization					
9- Teaching and Learning Strategies						
Strategy	Strategy presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding					
10- Co	10- Course Structure					
Week	Hours	Required Learning	Unit or		Learning	Evaluation method
		Outcomes	subject		method	
			name			
1-30	3	Computer components software - windows (Windows) Icons and their types (standard and general			Lecture and use of clarification	

Window – Methods of	and discussion	Daily exams, oral tests, reports, daily assignment
operation of applicatio	methods	presentations
and programs		
Folders and files		
FOLDER&FILE		
Additional programs -		
entertainment progran		
Computer Ethics -Virus		
Word processor - key		
OFFICE -HOME		
Font - text - paragraph		
Styles-Edit-Pages-Tabl		
EXCEL Quick Tables		
Text - Layout		
Page layout - attributes		
setting - arrangement Table of contents –		
Footnotes-References		
correspondence-reviev		
Synonyms -comments		
review		
Changes - View -		
Web planning - the		
Internet		
11- Course Evaluation		
		. 1 . 1 1 1
Distributing the score out of 100 according preparation, daily oral, monthly, or written	2	student such as daily
12- Learning and Teaching Resour	ces	
Required textbooks (curricular books, if any		
	Ahmad Mahammad Ihrahim /	ALTERIAL DE DE DE ALON DE
Main references (sources)	Aimeu Mohammeu ibrahim A	Al-Hajj Imad Al-Din Fadl Al-Qadi
Main references (sources) Recommended books and references	Annieu Monaninieu ibi annii A	AI-Hajj Imad AI-Din Fadi AI-Qadi

Electronic References, Websites

1- Course Name: Human rights and democracy						
2- (Cours	se C	Code: Human rights and	democracy		
3- 9	Seme	ste	r / Year: First			
4-]	Desci	ipt	ion Preparation Date: 2	2024		
5- 4	Avail	able	e Attendance Forms: Tw	o auditoriums		
6-]	Numb	oer (of Credit Hours (1)	/ Number of	Units (2)	
			urs, 2 * 30 = 60 units		/ /	
7	=	Co	ourse administrator's n	ame (mentic	n all, if more	than one name)
			asanain Ali hadi ssanein.hadi@atu.edu.iq			
			Objectives			
Course	Object	ives	;	human rights life, and ident		principles of y them in practical nportant international
9	Teach	ning	and Learning Strategies			
Strategy	,	(ol	senting the lecture and allowing oen questions and discussions), l enhance interaction and under	Study practical c		
10- Co	ourse	Str	ucture			
Week	Hou	rs	Required Learning	Unit or	Learning	Evaluation method
			Outcomes	subject	method	
			Human rights - definition -	name		
1-30	1	L	goals. Human rights in ancient civilizations Human rights in divine laws with a focus on human right in Islam Human rights in contempora and modern history Regional recognition of hum rights - European Conventio on Human Rights 1950		Lecture and use of clarification and discussion methods	Daily exams, oral tests, reports, assignments, presentations

T	
Human rights in Iraqi	
constitutions between theor	
and reality.	
The relationship between	
human rights and public	
freedoms -Economic, social	
and cultural	
human rights	
Human civil and political rig	
Modern human rights – fact:	
development	
Guarantees of respect and	
protection of human rights a	
the national and internation	
levels	
General theories of freedom	
the origin of declared rights	
and freedoms	
The legal rule of the state of	
law - Equality – the historica	
Democracy - its definition	
- its types	
Concepts of democracy.	
Democratic systems in the	
world.	
Fundamental freedoms -	
intellectual freedoms	
Freedom of education.	
Freedom of the press	
Freedom of education, freed	
of the press, intellectual	
freedoms, associations, and	
freedom of work-Freedom o	
trade and industry-women	
freedom-Political parties an	
public freedoms. Scientific a	
technical progress and publi	
freedoms-The future of publ	
freedoms	
11- Course Evaluation	

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

12- Learning and Teaching Resources

Required textbooks (curricular books, if any)	
Main references (sources)	Dr. Hamid Hanoun
Recommended books and references	
(scientific journals, reports)	
Electronic References, Websites	

1- (Course	Name: English la	nguage			
2- (Course	Code: English lang	juage			
3- 9	Semeste	er / Year: First				
4- l	Descrip	tion Preparation	Date: 2024			
5- 4	Availab	le Attendance Form	ns: Two audite	oriums		
6- 1	Viimber	of Credit Hours (1) / Number	of Units	(2)	
		$\frac{\text{or creat Hodis}}{\text{ours, } 2 * 30 = 60 \text{ u}}$		or Circs	(2)	
	_	administrator's r		all, if m	ore than one	name)
I	Name: I	Raneen Mufaq Fade	1			,
J	Email: <u>r</u>	aneen.fadel@atu.edu.i	<u>iq</u>			
0 4		OI: "				
8- (Jourse	Objectives				
			- Identify general	-	_	
			- Identify adminis			
					-	n diverse subjects.
	01.1				-	to communicate effect
Course	Objective	S	in everyday situat	•	G	
			-develop reading		_	and structured toyte
			Enhance listening		ing to write thear	and structured texts.
			_		ooken language ti	nrough listening practic
-improve understanding of spoken language through listening practic						
9- Teaching and Learning Strategies Strategy Lectures, exams, training and application						
Strategy			application			
	ourse St					
Week	Hours	Required Learning	Outcomes	Unit or	Learning	Evaluation method
				subject	method	
				name		
1-30		Have & has/Transla Everyday English	tion / Reading /		Lecture and use	Daily exams, oral tests, repoi
		Sports, Food, and Dr	rinks		of clarification	assignments, presentations

Translation/Vocabulary & Pronunciation Translation/Vocabulary & Pronunciation Translation/Vocabulary & Pronunciation Writing / Write about yourself The time / Questions & Negative Translation/Vocabulary/Everyday English This & That/Words/Translationsn Reading / Everyday English Reading / Translation Translation / Everyday English Writing Write about the types of adverting Write about the types of adverting Wocabulary / Reading
Activities / Can & can't / Translation Everyday English Translation / Reading Vocabulary / Everyday English Listening / Translation Reading & Listening
11- Course Evaluation
Distributing the score out of 100 according to the tasks assigned to the student such as daily preparation, daily oral, monthly, or written exams, reports etc
12- Learning and Teaching Resources
Required textbooks (curricular books, if any)
Main references (sources) HEADWAY PLUS Johan and Liz Soars OXFORD
Recommended books and references (scientific journals,
reports)
Electronic References, Websites

1. (Course	Name: Arab	ic language			
2 (2. Course Code: Arabic language					
2. (Lourse	Code: Alabi	c language			
3. 9	Semeste	er / Year: F	irst			
		,				
4.]	Descrip	tion Prepar	ration Date: 2024			
		•				
5. 4	Availab	le Attendand	ce Forms: Two aud	itoriums		
6 1	Viimber	of Credit H	ours (1) / Numb	er of Uni	ts (2)	
		or credit 11 ours, 2 * 30	,	ci oi oiii		
			tor's name (mention	on all, if	more than on	e name)
		Sarah Alawi A				·
			li1@atu.edu.iq			
		Objectives				
Course	Objective	S	- Acquiring the ability to			
			-Acquiring the ability to		ikes in pronunciati	on and the skill to write
			researchers free from e	rrors.		
9	Teachin	g and Learr	ing Strategies			
Strategy	Le	ectures, exams,	training and application			
10. Co	ourse St	ructure				
Week	Hours	Required Le	earning Outcomes	Unit or	Learning	Evaluation method
				subject	method	
				name		
1-30		Rules for wri Writing the h Punctuation Noun and ve between the Number Applications	marks rb and the difference		Lecture and use of clarification and discussion methods	Daily exams, oral tests, repassing assignments, presentations
		errors Noon and tar	nween			

	Formal aspects of administrative				
	discourse Language of administrative discourse				
	Samples of administrative				
	correspondence				
	Simple sentence construction				
	- Relative pronouns				
	- Definite and indefinite nouns				
	- Basic verb conjugations				
	- Past and present verbs				
	- Adjectives - Subject and object state				
	Conjunctions				
	- Interrogative tools				
	- Short texts				
	- Writing simple sentences				
	- Introduction to paragraph writing				
	Basic grammar rules				
11. Course	Evaluation				
_	e score out of 100 according to tilly oral, monthly, or written exams,		_	student such	as da ly
12. Learnin	g and Teaching Resources				
Required textboo	oks (curricular books, if any)				
Main references	(sources)	Dr.	Safaa Kazim Makk	i Dr. Lama Mohamn	ned Yo ni
Recommended	books and references (scientific				
journals, reports)				

- 1. Course Name: Planning storages &monitoring
- 2. Course Code: Planning storages &monitoring
- 3. Semester / Year: second
- 4. Description Preparation Date: 2024
- 5. Available Attendance Forms: Two auditoriums
- 6. Number of Credit Hours (5) / Number of Units (10) 5*30= 150 hours, 10*30=300 units
- 7. Course administrator's name (mention all, if more than one name)

Name: Ahmed Gghaffar Hussein Email: Ahmed.hussein.idi3@atu.edu.iq

8. Course Objectives

Course Objectives	Recognizes the basic concepts of storage control
	enables him to use scientific methods to
	control storage

9. Teaching and Learning Strategies

St	ra	te	a	V
•	•		-	

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

Week	Hours	Required Learning	Unit or subject	Learning	Evaluation method
		Outcomes	name	method	
1-30	5	Inventory - Strategies for storing materials Controlling storage - storage costs Quantitative Methods Economic order quantity system Cost Annual quantity of inventory Quality and storage systems -Storage levels Control of storage Statistical distributions		Lecture and use of clarification and discussion methods	Daily exams, oral tests, reports, assignments, presentations

	Reserve storage	
	Determine the reserve	
	storage	
	Requirements planning	
	system	
	Controlling production	
	residues and waste	
	Cash budget	
	Using the automated	
	system to control the	
	warehouse	
	Importance of inventor	
	Store materials strateg	
	Its concept and	
	importance	
	Single order costs and	
	storage costs inside the warehouse	
	Supply period in days,	
	weeks and months	
	Quantity extraction	
	methods	
	Order quantity and	
	quantity discount	
	Comparison between	
	suppliers' offers	
	Quality and storage	
	systems	
	Material Requirements	
	Planning System	
	Time-Specific System	
	Control of Production	
	Remains and Waste	
11. Cou	ırse Evaluation	
	g the score out of 100 acco n, daily oral, monthly, or writ	ording to the tasks assigned to the student such as daily itten exams, reports etc
	rning and Teaching Resor	
Required tex	xtbooks (curricular books, if a	
Main referer	nces (sources)	Jassim Nasser Hussein / Sabah Majeed Al-Najjar / Hamid Khair Allah Salman

Recommended books and references

(scientific journals, reports...)

Electronic References, Websites

1- Course Name: Operations Management

2- Course Code: Operations Management

3- Semester / Year: second

4- Description Preparation Date: 2024

5- Available Attendance Forms: Two auditoriums

6- Number of Credit Hours (5) / Number of Units (10)

5*30=150 hours, 10*30=300 units

19. Course administrator's name (mention all, if more than one name)

Name: Taher Hameed Abbas

Email: Taher.hemeed.idi22@atu.edu.iq

7- Course Objectives

Course Objectives

Providing the student with theoretical and practical skills in managing operations in industrial facilities in the field of planning, organizing and control industrial operations and using quantitative methods in making decisions related to various aspects of productive work activity in business organizations.

8- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questi and discussions), Study practical cases or real-life situations to stimulate thinking and enha interaction and understanding

Week	Hours	Required Learning	Unit or	Learning	Evaluation method
		Outcomes	subject	method	
			name		
1-30	4	Production management and production operation Operations management			
		operations strategy Economic feasibility study		Lecture and use of clarification	Daily exams, oral tests, reports, assignments, presentations

Choos	sing the project site	and discussion	
Metho	ods and means of	methods	
produ	iction		
Study	of the market and		
comm			
	nd forecasting -		
	ction planning		
-	portation and mater		
handl	=		
	al path		
	oncept and importar		
	llity control		
	_		
	Quality Managemen		
	enance systems lizing and		
	•		
1 2 0	amming work		
	izational Structure		
	tions Management		
_	tions Management		
-	ystems Approach -		
	iveness Efficiency		
	Considerations in		
	ating the Industrial		
Projec			
	rs Affecting the		
	trial Project		
	cial evaluation of th		
	trial project		
	nal arrangement of t		
	y and its buildings		
	et and commodity		
study			
Using	statistical methods		
Linear	r programming and		
produ	ction planning		
Basic	tools for quality		
mana	gement		
Applio	cations in total quali		
syster	ns		
	- Maintenance and		
reliab	ility		
	study - Time study		
	al Review		

10- Course Evaluation

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

Required textbooks (curricular books, if any)	
Main references (sources)	Dr. Abdul Karim Mohsen and Dr. Sabah Majeed Al-Najjar Dr. Abdul Hadi Al-Maamouri
Recommended books and references (scientific	
journals, reports)	

F11	D - (14/-111
Electronic	References,	vvebsites

2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of them, how to stimulate sales and stimulate motivation among the consumer for the purp purchasing, and to identify and control strategic requirements in organizations. 9- Teaching and Learning Strategies Strategy presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding 10- Course Structure Week Hours Required Learning Unit or subject Learning Evaluation method		Ou	utcomes	name	method		
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of them, how to stimulate sales and stimulate motivation among the consumer for the purp purchasing, and to identify and control strategic requirements in organizations. 9- Teaching and Learning Strategies Strategy presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding	Week Ho	ours Re	equired Learning	Unit or subject	Learning	Evaluation method	
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4)/Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sana Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of them, how to stimulate sales and stimulate motivation among the consumer for the purp purchasing, and to identify and control strategic requirements in organizations. 9- Teaching and Learning Strategies Strategy presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction	10- Course Structure						
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of them, how to stimulate sales and stimulate motivation among the consumer for the purp purchasing, and to identify and control strategic requirements in organizations.	and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction						
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of them, how to stimulate sales and stimulate motivation among the consumer for the purp see	9- Teaching and Learning Strategies						
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sana Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and methods of marketing products in terms of pricing, distribution and promotion of		purchasing, and to identify and control strategic requirements in organizations.					L
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Providing the student with knowledge and skills in the field of marketing activities and enabling him to become familiar with the foundations, principles and			them, how to stimula	ite sales and stimulate	motivation among t	the consumer for the purp	se
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives Providing the student with knowledge and skills in the field of marketing activities							
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com 8- Course Objectives	Course Obje			_		_	
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim Email: sanakadham@gmail.com				t with knowledge and s	kills in the field of	marketing activities	L
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name) Name: Sanaa Saad Kadhim							H
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8) 4*30=120 hours, 8*30=240 units 7- Course administrator's name (mention all, if more than one name)	_						
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums 6- Number of Credit Hours (4) / Number of Units (8)				e (mention all, if r	more than one	e name)	
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024 5- Available Attendance Forms: Two auditoriums			,				
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024	6- Nun	mber of	Credit Hours (4) / Number of Ur	nits (8)		
2- Course Code: Marketing Management 3- Semester / Year: second 4- Description Preparation Date: 2024	5- Ava	ailable A	Attendance Forms	: Two auditoriums			L
2- Course Code: Marketing Management 3- Semester / Year: second							
2- Course Code: Marketing Management 3- Semester / Year: second	4- Des	scription	n Preparation Da	te: 2024			
2- Course Code: Marketing Management							
	3- Sem	nester /	Year: second				
							_
	2- Cou	ırse Coc	le: Marketing Ma	anagement			L
1 double management							
1 Course Hume, management							
1- Course Name: Marketing Management	1- Course Name: Marketing Management						

		The concept of marketi		
1-30	4	mix - Marketing		
1-30	Т	environment		
		Consumer behavior	Lecture and use	Daily exams, oral tests, repo
		purchasing decisions	of clarification	assignments, presentations
		Market segmentation	and discussion	
		Product – Product Mix	methods	
		Product Development		
		Packaging		
		Distribution and		
		distribution channels		
		Wholesale trade - retai		
		trade		
		Marketing		
		Communications		
		Advertising-sales		
		Pricing		
		Service marketing		
		Information system		
		Marketing strategy		
		Marketing in non-profi		
		organizations		
		Direct marketing		
		Social considerations		
		Green marketing		
		Factors affecting the		
		decision - Types of		
		purchasing decisions -		
		Motives - Decision-		
		making steps - Motives		
		for purchasing		
		- Types of market -		
		Choosing the market		
		target - Market		
		segmentation foundati		
		- Sales forecasting		
		Product - What is mean		
		by the product - Produ		
		life cycle		
		Concept of packaging -		
		Packaging standards		
		Concept of distribution		
		channels		
		Concept of marketing		
		establishments -		
		Classification of		
		wholesale trade		
		Nature and importance retail trade		
		Physical distribution		
		activities, transportation		
		Communication		
		procedures - Promotio		
		mix		

	Importance of advertis - Objectives of using advertising Sales activation - Use o the concept of sales activation Concept - Personal sell procedures - Sales forc management	
11- Course		
Distributing the score out of 100 accord preparation, daily oral, monthly, or written		ding to the tasks assigned to the student such as daly n exams, reports etc
12- Learning	and Teaching Resour	ces
Required textboo	ks (curricular books, if any)	
Main references (sources)		Philip Kotler Al-Jaafari, Muhammad Naji, 1998, Marketing Tawfiq, Abdul Rahman, Marketing, Center for Professiona Administrative Expertise for Publishing
Recommended	books and references	
(scientific journals, reports)		
Electronic Refere	ences, Websites	

- 1- Course Name: Storage Accounting
- 2- Course Code: Storage Accounting
- 3- Semester / Year: Second
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (5) / Number of Units (10)

5*30=150 hours, 10*30=300 units

7- Course administrator's name (mention all, if more than one name)

Name: Amodah Obaid Hussein Wissam Abdel Kazem Email: Amodah.hussein@atu.edu.iq Dw-wsm@atu.edu.iq

8- Course Objectives

Course Objectives

Study specialized accounting methods in their applied fields to control the movement of materials within warehouses in terms of quantity and value and provide the necessary information for inventory planning.

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open question and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

Week	Hours	Required Learning	Unit or subject	Learning	Evaluation method
		Outcomes	name	method	
1-30	5	Basic concepts in inventory accounting External purchases Approval documents Goods received Accounting treatments		Lecture and use of clarification	Daily exams, oral tests, reports, assignments, presentations

	01 1		1 1	
	Shared expenses		and discussion methods	
	Distribution of expense		methous	
	Store documents and records			
	Outgoing inventory			
	materials			
	Incoming Method -			
	Average Method			
	Weighted rate			
	Pricing method			
	Administrative price method			
	Comparison of pricing			
	systems Returned inventory			
	Returned inventory materials			
	Inventory			
	Unified accounting			
	system Division of directory			
	accounts			
	Accounting treatment			
	External purchasing			
	Diaries and records			
	Purchasing Procedures			
	Local - Accounting			
	Treatment			
	Documentary Credits -			
	Accounting Treatment			
	General Conditions for			
	Credits			
	Insurance Documents			
	Shipping Documents -			
	Commercial Lists			
	Interests - Closing			
	Documentary Credit -			
	Closing Goods in Shipp			
	Damaged - Loss - Non-			
	Specification Units			
	Explanation of account			
	guide accounts			
	Double entry theory			
	Accounts payable-			
	accounts of supplies			
11- Course Evaluation				
Distributing the score out of 100 according to the tasks assigned to the student such as daily				
_	ly oral, monthly, or writ	_	_	
12- Learning	12- Learning and Teaching Resources			

Main references (sources)

Karam Zaki Rizk Country of publication Baghdad

Recommended books and	references
(scientific journals, reports)	
Electronic References, Websites	

1- Course Name: Commercial Correspondence				
2- Course Code: Commercial Correspondence				
3- Semester / Year: Second				
4- Description Preparation Date: 2024				
5- Available Attendance Forms: Two auditoriums				
6- Number of Credit Hours (3) / Number of Units (6)				
3*30=90 hours, 6*30=180 units				
7- Course administrator's name (mention all, if more than one name)				
Name: Ali Abdulhussein Sagban				
Email: Dw.ali3@atu.edu.iq				
8- Course Objectives				
Course Objectives				
and companies and on various topics related to the work of				
managing, storing and controlling materials, and learns about modern and				
advanced methods of communication through the application and				
practice of correspondence through the services of the International Telecommunic				
Network (the Internet).				
9- Teaching and Learning Strategies				
Strategy presenting the lecture and allowing students to participate in questions and answers (open question and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding				
10- Course Structure				

11- Course Evaluation

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

12- Learning and Teaching Resources				
Required textbooks (curricular books, if any)				
Main references (sources)	Hikmat Shakouri Paulina .Salah Abdu Qadir .Adnan J.R.Al-Jaboury			
Recommended books and references (scientific journals, reports)				
Electronic References, Websites				

- 1- Course Name: Applications of storages system
- 2- Course Code: Applications of storages system
- 3- Semester / Year: Second
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (3) / Number of Units (6)
- 3*30=90 hours, 6*30=180 units
 - 7- Course administrator's name (mention all, if more than one name)

Name: Yas Khudhair Abbas Email: Yass_abbas85@yahoo.com

8- Course Objectives

Course Objectives

Defining the importance of applying warehouse systems and modern software applied in warehouses and large projects, how to use them in warehouse operations, and how to use ready-made technical applications in managing, planning and controlling warehouse operations.

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

Week	Hours	Required Learning	Unit or	Learning	Evaluation method
		Outcomes	subject name	method	
1-30	5	Introduction to Management Information Systems (MIS). Learn about warehouse and accounting informati systems Relationship program (security, Quick book		Lecture and use of clarification and discussion methods	Daily exams, oral tests, reports, assignments, presentations

Configure the organization			
default settings			
electronically			
How to prepare a			
chart of accounts			
Steps of the accounting			
cycle			
Store inventory			
Barcode, barcode			
Inventory items			
Customers			
Inventory classification /			
How to access inventory			
Sales orders, invoice			
creation, collection from			
customers			
Mechanism for dealing w			
suppliers, details of the			
balance and transactions			
the supplier, purchase			
orders, tax payments,			
payment operations			
Recording entries for			
system inputs and			
preparing payment			
Suppliers, procurement			
Recording transactions in			
the mail book			
E-commerce and credit c			
transactions			
Database,			
11- Course Evaluation			

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

Required textbooks (curricular books, if any)	
Main references (sources)	. Ghanem Finjan Musa and Raad Rizq Istifan, 1991, Wareho Management, Dar Al-Kutub for Printing, 2nd ed., Universit Mosul. 2. Diaa Abdul Hussein Al-Qamousi and Adnan Abdul Hamio Hadith, 2012, Accounting Principles, Dar Al-Taqni Prin Press, Baghdad 3. Ziad Hashim Al-Saqa and Qasim Mohsen Al-Hubaiti, 2 Accounting Information Systems, Dar Al-Hadba for Prin and Publishing, Mosul 4. Al-Ashhab, Nawal Abdul Karim, 2015, Electronic Comme Dar Amjad for Publishing and Distribution. 1st ed.
Recommended books and references (scientific journals, reports)	
Electronic References, Websites	

- 1- Course Name: computer application
- 2- Course Code: computer application
- 3- Semester / Year: Second
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (3) / Number of Units (6)
- 3*30=90 hours, 2*30=60 units
- 7- Course administrator's name (mention all, if more than one name)

Name: Najoud Abdul Yasser

Email: Nejood.abddi.idi@atu.edu.iq

8- Course Objectives

Course Objectives

Teaching the student skills to work on the computer and use ready-made applications and the Internet in the field of specialization

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

Week	Hours	Required Learning	Unit or	Learning method	Evaluation method
		Outcomes	subject		
			name		
1-30	3	The Internet and e- mail Advantages of e- mail - how to create it - e-mail addresses Email features - Internet browser - Sorting message Deleting mail - Sending		Lecture and use of clarification and discussion methods	Daily exams, oral tests, reports assignments, presentations

options - Printing mail -	
Opening and compressing	
files	
Introduction to power	
point	
How to operate –	
Create presentations	
Entering data and texts -	
Inserting slides - Numberii	
slides - Adding effects to	
slides	
Excel application	
Excel Microsoft office	
Home page - Inserts –	
Page layout	
Create a database - Home	
page - Create tables - Repo	
wizard - Document the	
database - Analyze data -	
Formulas Data and	
Review	
And the view	
Access application	
Projects by specializatio	

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

Required textbooks (curricular books, if any)	
Main references (sources)	Mustafa Sadiq Latif Adel Abdel Nour
Recommended books and references	
(scientific journals, reports)	
Electronic References, Websites	

- 1. Course Name: English language
- 2. Course Code: English language
- 3. Semester / Year: Second
- 4. Description Preparation Date: 2024
- 5. Available Attendance Forms: Two auditoriums
- 6. Number of Credit Hours (1) / Number of Units (2)

1*30=30 hours, 2*30=60 units

7. Course administrator's name (mention all, if more than one name)

Name: Ali Abdulhussein Sagban Email: Dw.ali3@atu.edu.iq

8. Course Objectives

Course Objectives

- Identify general vocabulary in the English language
- Identify administrative vocabulary in the English language
- -Vocabulary expansion: increase vocabulary in diverse subjects.
- -Enhance communication: enhance the ability to communicate effectively in ever situations. Improve reading.
- -develop reading skills through diverse texts.
- -Writing development: teaching to write clear and structured texts. Enhance lister
- -improve understanding of spoken language through listening practice

9. Teaching and Learning Strategies

Strategy Lectures, exams, training and application

Week	Hours	Required Learning Outcomes	Unit or subject	Learning method	Evaluation method
			name		
1-30	3	Jobs/ Negative / What's your Translation/Reading/ Everyd English		Lecture and use	

	The family/ Possessive's/ Vocabulary Have & has/ Translation / Reading / Everyday English Sport, Food and Drinks Translation/ Vocabulary/ & pronunciation Translation/ Vocabulary/ & pronunciation Writing / Write about yourse The time / Questions & Negat Translation/ Vocabulary/ Everyday English This & that/ Questions words translation Reading/ Everyday English Rooms & Furniture/ Prepositi Reading / Translation Saying years/ Was & were Bo writing Translation / Everyday Englis Writing Write about The type of adverbs Questions & Negative / Translation Vocabulary / Reading Activities / Can & can't / Translation Everyday English In restaurant / Translation / Reading Translation/ Reading Vocabulary / Everyday Englis Listening / Translation Reading & Listening		of clarification and discussion methods	Daily exams, oral tests, reports assignments, presentations		
11. Course Evaluation						

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

Required textbooks (curricular books, if any)	
Main references (sources)	HEADWAY PLUS
, ,	Johan and Liz Soars
	OXFORD
Recommended books and references	
(scientific journals, reports)	
Electronic References, Websites	

- 1- Course Name: Crimes of the Baath regime
- 2- Course Code: Crimes of the Baath regime
- 3- Semester / Year: Second
- 4- Description Preparation Date: 2024
- 5- Available Attendance Forms: Two auditoriums
- 6- Number of Credit Hours (1) / Number of Units (2)
- 1*30=30 hours, 2*30=60 units
 - 7-Course administrator's name (mention all, if more than one name)

Name: Hasanain Ali hadi

Email: Hassanein.hadi@atu.edu.i

8- Course Objectives

Course Objectives Recognizes the concept of crime and its types

9- Teaching and Learning Strategies

Strategy

presenting the lecture and allowing students to participate in questions and answers (open questions and discussions), Study practical cases or real-life situations to stimulate thinking and enhance interaction and understanding

Week	Hours	Required Learning	Unit or subject	Learning	Evaluation method
		Outcomes	name	method	
1-30	1	The concept of crime an its types Crimes, Social Crimes, Authority and Governme Religion and Belief, Confiscation of Property Displacement, Human Rights Violations Environmental Crimes Crimes of the Baath reginance of the documentation of the Ira		Lecture and use of clarification and discussion methods	Daily exams, oral tests, reports, daily assignments, presentation

	Supreme Criminal Cour					
	Law of 2005					
	Types of international					
	crimes including: 1-					
	Genocide Crimes agains					
	humanity.					
	Decisions issued by the					
	Supreme Criminal Cour					
	The crime of the Dujail					
	massacre, the crime of					
	Halabja, the crime of the					
	Anfal operation					
	The crime of executing a					
	number of Iraqi merchar					
	- The crime of the Frida					
	prayer events, the					
	liquidation of religious a					
	secular parties, the crime					
	displacing the Faylee					
	Kurds					
	Psychological and social					
	crimes and their effects					
	the most prominent					
	violations of the Baath					
	regime in Iraq					
	Politicization and					
	partisanship of the					
	judiciary and the					
	appointment of Baathist					
	judges in judicial					
	institutions with loyal tit					
	Some decisions of politi					
	and military violations b					
	the Baath regime. Environmental crimes of					
	the Baath regime Genocide graves related					
	the Iran-Iraq War of 198					
	the Iran-Iraq war of 198					
	Genocide graves of victi					
	of the 1991 Sha'ban					
	uprising					
	uprising					
11 (Course Evaluation					
	Distributing the score out of 100 according to the tasks assigned to the student such as daily					
prepara	oreparation, daily oral, monthly, or written exams, reports etc					

Required textbooks (curricular books, if an	Curriculum from the Ministry of Higher Education without an author		
Main references (sources)			

Recommended books and references	5	
(scientific journals, reports)		
Electronic References, Websites		

