### *Course Descriptions:*

**BUS 101- Introduction to Economics I:** This is an introductory microeconomics course. The aim of the course is to develop an understanding of elementary microeconomic analysis and its applications. By the end of the term, the student will have acquired a basic understanding of the main microeconomic topics, including analysis of the consumer, the firm, the economics of public sector and product markets. The material covered as part of this course will help students to organize their ideas about economics.

**BUS 103- Introduction to Business and Management I:** This course presents a balanced view of business; the strengths, weaknesses, successes, failures, problems, and challenges. It provides students a base for more advanced courses. The objective of this course is to provide students a clear and complete description of the concepts underlying business and illustrate the dynamism and liveliness of business organizations and people who operate them with real life examples.

**BUS 105- Introduction to Law:** Sources of law, the concept of system of law, scope of the civil code, law of persons, family law, law of inheritance, law of property.

**BUS 131- Behavioral Sciences:** Understanding social behavior individual in society, social perception, understanding others and ourselves, attitude, evaluating the social world, social influence, changing others behavior, hurting and helping, groups dynamics, the consequences of belonging, leadership, decision making by groups.

**BUS 117- Mathematics for Business and Economics I:** The aim of the courses is that the student be familiar with a wide variety of mathematical concepts. 1. The rate of change of function, Equations for lines, Functions and graphs, absolute values, limits continuity. 2. Derivates. 3. Applications of derivatives. Curve Sketching, Maxima and Minima, The eigen value theorem. 4. Integration, Indefinite Integrals, Definite Integrals, Applications of Definite Integrals. 5. Transcendental functions Inverse Functions, Exponential and Logarithmic Functions. 6. Mathematics of Finance. 7. Introduction to Probability and statistics.

**IT 151- Basic Computer Skills I** **:** Introduction to Windows, Windows Commands, How the windows commands work, Introduction to Microsoft Office, Microsoft Word, Microsoft Power Point, Project of Microsoft Power point.

**BUS 107- Business English and Communication Skills I :** The central basis of the course is to consolidate students' academic approach to thinking, reading, speaking and writing and language usage. In addition, the course also aims to develop the students' abilities to synthesize and evaluate information and conduct basic, independent research.

**KUR105,7- Kurdology I-** This course intends to provide the knowledge about the history, language and background of Kurdish population in disseminated part of the world. This subject tries to shed light on the background of Kurdish culture as well.

**BUS 102- Introduction to Economics II:** This is an introductory macroeconomics course. The aim of the course is to develop an understanding of elementary macroeconomic analysis and its applications. By the end of the term, the student should have acquired a basic understanding of the main macroeconomic topics, including national income, aggregate demand and supply, an introduction to the real economy and money and prices in the long run and some basic concepts about inflation and unemployment trade-off. The material covered in this course will help the student to organize his/her ideas about economics.

**BUS 104- Introduction to Business and Management II:** This course intends to provide the students knowledge about both classical functions of management and emerging trends about management. The course aims to give an insight to the students about the concepts of management, the environment of management and the four important functions of management which are planning, organizing, leading and controlling.

**IT 152- Basic Computer Skills II:** Introduces the skills, concepts and capabilities for effective use of information technology including operating systems, applications of software, hardware technology, networks, internet, and database management.

**BUS 132- Introduction to Accounting:** Basic concepts and principles underlying the preparation and use of financial statements. Among the topics covered are basic accounting theory, transactional analysis, income determination, asset and liability valuation, and the preparation of financial statements.

**BUS 118- Mathematics for Business and Economics II:** Limits and Continuity. Average Rate of Change and Slope. Derivatives, Instantaneous Rate of Change, Higher Order Derivatives. Optimization, Concavity of Inflection Points. Maxima and Minima. Revenue, Cost and Profit Applications, Anti Derivatives, Rules of Integration, Differential Equations, Mathematics of Finance, Simple and Compound Interest, Present Value, Effective Interest, Future Value, Annuities.

**BUS 108- Business English and Communication Skills II:** This course aims to provide better understanding of purposes and processes of communication in business. Cases and projects improving students skills in a collaborative communication are provided. With the help of exercises, including videotaping, students have opportunities to improve and evaluate their oral communication skills. This course aims to provide better understanding of purposes and processes of communication in business. Cases and projects improving students` skills in a collaborative communication are provided. With the help of exercises, including videotaping, students have opportunities to improve and evaluate their oral communication skills.

**KUR 106,8- Kurdology II-** This course aims to provide knowledge about the cultural, social, economical and political understanding of Kurdish population in Iraq and other spread regions.

**DBT 101 Academic Debate And Critical Thinking**

Understanding social behavior individual in society, social perception, knowing others and ourselves, attitude, evaluating the social world, social influence, changing others behavior, hurting and helping, groups dynamics, the consequences of belonging, leadership, decision making by groups.

**DBT 102 Academic Debate And Critical Thinking**

Understanding social behavior individual in society, social perception, knowing others and ourselves, attitude, evaluating the social world, social influence, changing others behavior, hurting and helping, groups dynamics, the consequences of belonging, leadership, decision making by groups.

**BUS 205- Microeconomics:** In this course on introductory microeconomics, basic concepts of mainstream microeconomics at intermediate level are introduced. Among those concepts: Principles of microeconomics, Functioning of the market mechanism (demand and supply analysis, elasticity and applications, supply-demand interactions and government policies, consumer and producer surplus, efficiency of the market)The Economics of the public sector (Externalities, Public goods and Common resources, design of the tax system) Behavior of the firm in different market structures (competitive markets, monopoly, oligopoly) The economics of the factors market (Labor market, capital markets)

**BUS 221- Marketing I:** This course covers the concepts and topics related to marketing function and management, the qualitative and quantitative aspects of marketing management. Examples to basic topics covered are: Marketing organizations and organizing marketing activities, sales analysis, understanding marketing strategies, marketing mix, marketing environment, behavioral factors, performance criteria, segmentation, marketing plan, and various marketing subjects. A glossary of marketing is developed by all of the students and small individual research exercise by each student leads to a big project

**BUS 211- Organization Theory:** The purpose of the course is to provide a basic and well-structured understanding of many different ways in which organizations are understood. The course will cover different organization theories by informing the students about the reflection of these theories on the structures and functions of the organizations. The different theories of organizations will guide the students in understanding abstract images of what an organization is, how it functions, how its members and other interested parties interact with and within it.

**BUS 207- Business Law:** The titles of the subjects are; Commercial undertaking, commercial affairs and results, merchant, trade register, unfair competition, classification of companies, Stock Corporation, negotiable instruments.

**BUS 201- Statistics I:** The aim of the courses is that inference making in Business. The objective of the course is to help students to understand theoretical characteristics of statistical methods and develop practical knowledge and skills to analyze the business data.

**BUS 231- Financial Accounting I:** The aim of this course is to provide students with a basic accounting background. The role of accounting as a decision making tool is emphasized throughout the course. The complete accounting cycle, preparation of financial statements, accounting for merchandising activities are among the major topics covered during the semester.

**BUS 209 - Business English and Communication Skills III:** A typical lecture consists of the following sections: *Starting up*: It gives the students an opportunity to think about the unit topic and to exchange ideas and opinions with each other. There are variety of stimulating activities such as answering quiz questions, etc. *Vocabulary*: Essential business vocabulary is presented and practiced through a wide variety of creative and engaging exercise. *Discussion*: There are a number of discussion activities presented in the class relating to the weekly topics. The main purpose of discussion is to build up students’ confidence in expressing their views in English and improve their fluency.

**BUS 206- Macroeconomics:** Within the boundary of macroeconomics following topics are introduced: The basic data of macroeconomics. National income accounting and the methods of measurements: The real economy in the long run (production, growth, saving, investment, financial system, unemployment). Money and money market (the monetary system, money growth and inflation relationship). Basic concepts of open economy and its macroeconomic models: Aggregate demand and supply. Monetary and fiscal stabilization measures

**BUS 222- Marketing II:** Marketing topics such as consumer, industrial, national, international marketing, relationship of law and marketing, sales management, separate factors of marketing mix in detail, a complete marketing plan, and various special topics like relationship marketing or related topics out of marketing area like NLP are covered. The focus is on marketing strategies and understanding markets. Self learning, decision making is motivated with the coaching of the instructor. They first learn and then discuss in the classroom environment in the form of question-answer-feedback style. The overall aim is to lead the student to question-analyze and interpret and to grab the meaning of scientific thinking, plus give the ability of self performance appraisal.

**BUS 224- Public Finance:** Introduction to fiscal theory and policy; government expenditures, budgeting, taxation and subsidies; income distribution; intergovernmental financial relationships; budget systems and cost-benefit analysis.

**BUS 202- Statistics II:** The aim of the courses is that inference making in Business. The objective of the course is to help students to understand theoretical characteristics of statistical methods and develop practical knowledge and skills to analyze the business data.

**BUS 232- Financial Accounting II:** This course, which is a continuation of the first semester’s Introduction to Accounting course, introduces the rest of the basic accounting theory and practice. Analyzing financial assets, liabilities, and stockholders’ equity, plant assets and depreciation, and financial statement analysis are among the primary topics covered.

**BUS 212- Organization Theory II:** Emphasizes the complex relationships among individuals, groups, organizations and society. A dynamic, holistic, systems approach to understanding and facilitating work relationships is examined. Consideration is given to the interaction of individual values, attitudes, needs, abilities, traits, and motivation within teams and organizations.

**BUS 210 - Business English and Communication Skills III:** Business English course is designed to bring the real world of international business into the language teaching classroom. It has been developed association of financial times. This course is intended for students preparing for a career in business and for students to improve their English communication skills.

**BUS 331- Cost Accounting:** Cost Accounting Course is designed to provide an overview of cost concepts and cost calculation methods in contemporary organizations. This course will focus on how costs behave, what relevancy is and how the accurate and timely cost information can be created. While financial accounting provides information for external users, cost accounting provides information for both external and internal users. Cost Accounting will address the usage of cost information which is used for product costing, planning and control processes

**BUS 333- Business Finance:** Finance function and role of financial manager, financial statements and analysis, cash flow concept, time value of money, risk versus return with a consideration of liquidity, financial forecasting, planning and control, working capital policy, current asset management, capital budgeting and related techniques.

**BUS 321- Production Management:** To familiarize the students with the basic concepts and principles of operations management and to improve the analytical thinking and modeling abilities of the students on quantitative management problems. The course includes topics such as systems, models and modeling approaches, decision analysis, certainty, risk and uncertainty conditions, linear programming, sensitivity analysis and transportation and assignment problems.

**BUS 325- International Economics I:** Topics in the theory of international trade; causes and effects of international trade, gains from trade, theory of tariffs and customs; effective protection, economic growth and trade intermediate products, optimal trade policies, factor market imperfections, theory of integration, and effects of uncertainty.

**BUS 351- International Marketing:** This course tries to enhance students' knowledge in international marketing affairs and in formulating strategies for international marketing operations of a firm. The first part of the course is about the conceptual developments in international marketing, globalization attempts, and the importance of marketing research for international marketing. The second part concentrates on the developments in the world economy, politics and culture; emphasizing the marketing implications of these international environmental developments for the Turkish firms. The third part deals with the formulation of the marketing programs with respect to the marketing mix elements within the international context. The last part of the course covers the export procedures, mechanics, and export promotion measures in Turkey, as well as the future developments in international marketing.

**BUS 323- Quantitative Methods & Decision Making:** The objective of the course is to help students to give students to develop practical knowledge and skills to understand and carry out research projects. The course is designed to give students opportunity to do diagnostic analysis of the data structures for business practices and application of statistical methods practices and application of statistical methods by using various statistical package programs. The objective of the course is to help students to understand theoretical characteristics of statistical methods in decision making process and develop practical knowledge and skills to make decision under the conditions of both certainty and uncertainty.

**BUS 352- Consumer Behavior:** This course aims to familiarize the students with (1)how and why people buy and use products and services; (2)how to conduct consumer research; (3) what types of internal and external factors are influential in consumer decision making process for understanding and affecting consumer behavior.

**BUS 324- Operations Research:** To familiarize the students with the basic concepts and principles of operations management and to improve the analytical thinking and modeling abilities of the students on quantitative management problems. The course includes topics such as systems, models and modeling approaches, decision analysis, certainty, risk and uncertainty conditions, linear programming, sensitivity analysis and transportation and assignment problems.

**BUS 322- Project Management:** The course aims to introduce basic concepts in systems analysis in business, the process of systems development, techniques of managing information systems development, structured systems analysis and documentation. In the systems design part, basic methods in systems design, the process of systems design, design strategies will be introduced. At the end of this course, the students should be able to; determine information requirements, analyze system needs, design an effective information system and evaluate alternative design options

**BUS 334- Finance Management:** Finance function and role of financial manager, financial statements and analysis, cash flow concept, time value of money, risk versus return with a consideration of liquidity, financial forecasting, planning and control, working capital policy, current asset management, capital budgeting and related techniques. Working capital management, cash and marketable securities management, credit management, inventory management, cost of capital, dividend policy, financial structure and leverage, multinational financial management, long term finance.

**BUS 336- Managerial Accounting:** Decision making implications of information provided by accounting theory; contemporary problems in reporting of financial statements; presentation format of financial statements as required by the ministry of Finance in Turkey, analysis and interpretation of items appearing on the financial statements; methods of financial statement analysis; assigning a project for the analysis of the financial statements of a real Turkish company.

**BUS 344- International Economics II:** International trade and finance theories and practice; foreign exchange rates, fiscal instruments and markets; alternative international currency systems and reformation proposals; the economics of currency, and financial instruments in futures markets.

**BUS 421- Human Resources Management:** The most important innovations of our era are the modern organizations. These organizations can only succeed if they can efficiently and effectively combine their resources. Among the others employees are the key resources of the organizations, because employees besides being input also direct the other inputs towards the achievement of the organizational goals. So the objective of this course is to inform the students about how to attain, retain and maintain human resources in the organizations.

**BUS 431- Marketing Strategies:** The course is designed to integrate and extend fundamental marketing concepts and apply them to business problems. Focus is on studying strategic issues relating to selection of business and segments in which to compete and how to spread resources across products and elements of the marketing mix. Case and simulation methodologies are employed.

**BUS 404- Project Evaluation and Finance:** Through this course students learn the essentials of planning, evaluating, financing and managing projects at the micro and macro levels. Bringing a project in on time and to budget requires a particular skill set. To do it successfully managers need to have a thorough understanding of the financial implications of the variables within a project. This course enables to set budgets, master terminology, evaluate risk, interpret data and forecast cash flow and final profit and loss on any project.

**BUS 415- Iraq Economy I:** Economic organization in, and resources of, Iraq; structure and trends in income, production, population, finance and trade; evolution of economic policy. Microeconomic and macroeconomic issues of the Iraq economy will be discussed in a historical perspective. Emphasis will be placed on recent changes such as structural change, liberalization, privatization and public sector finance.

**BUS 435- Auditing:** This course concentrates mainly on external auditing and includes topics as: Definition of auditing, auditing standards, ethics in auditing, independence issues, types of audit reports, the study and evaluation of internal controls including the EDP environment, audit risks, no statistical and statistical sampling in audit, audit of balance sheet and income statement items.

**BUS 432- Bank Management:** Corporate finance and microeconomics are applied to matters of importance to commercial bankers. Among the subjects treated are bank asset portfolio construction, lending policies, liabilities management, bank capital structure, short run cash management, financial market rates and flows, and quantitative models for bank management. Commercial bank management is analyzed from an internal viewpoint in terms of what bank managers should look for in asset management and why; what market conditions they should be aware of; and what techniques they can use to meet changing economic and financial conditions.

**BUS 416- Iraq Economy II:** Certain aspects in regard to the economy of Kurdistan are covered in this course. These include the labor market policy concerning different public and private employment programs. The mismatch of education produced and skills demanded for development. The economic development plan and policy of the regional government, reconstruction and development capacity building of the region, the highly desired of foreign direct investment to the region.

**BUS 424- Management Information System:** This integrative general management course is designed to communicate the academic principles of business management applicable to solving of problems of small and medium size businesses and assist in their development. This course will provide a background in the forms of business, the development of business plans and systems integration, venture capital, accounting, procurement, promotion, financing, distribution and

**BUS 405- Research Methodology:** This course is designed to outline what is expected of you with regard to the production of high quality research in your own business; to give you guidance on how to access literature and compile a literature review; to equip you with a basic understanding of the philosophies of applied business and social research, so that you can select one which is most appropriate to your needs.

**BUS 406- Graduation Project: -** Each student will work directly with a faculty advisor on an independent research project. The student’s role is to identify an appropriate research question, develop a systematic research plan to address it, and then execute this plan themselves, collecting, analyzing and interpreting the resulting data and writing them up in standard scholarly format (the thesis). That is, the students are ultimately responsible for all steps in the research process. The faculty advisor’s role is to provide guidance in these various steps where appropriate, such as in helping to identify the research question and in providing

Feedback on the student’s proposed research design, its execution, and the data.

**BUS 422- Strategic Management:** An examination of the special nature of current management problems facing financial institutions because of securities markets' fluctuations, legal requirements, and responsibilities to shareholders and creditors. The course will make use of case materials and simulations including portfolio selection techniques.

negotiations for initial organization, and operation and expansion of the firm.

**BUS 408- Total Quality Management:** The underlying philosophy of total quality management; concepts and tools of total quality management and its relation with some advanced topics such as re-engineering and benchmarking, total quality management practices and experiences from a functional and general management perspective.