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**course description form**

**International Business Management**

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| This course description provides a brief summary of the most important characteristics of the course and the learning outcomes expected of the student to achieve, demonstrating whether he has made maximum use of the available learning opportunities . It must be linked to the description of the program. |

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| 1. **Educational institution** | **Shatt Al-Arab University College** |
| 1. **Scientific Department / Center** | **Business Management** |
| 1. **Course name / code** | **International Business Management BA412** |
| 1. **Instructor's name** | **Dr . Zine El Abidine Jassim Mohammed** |
| 1. **Available forms of attendance** | **Presence and e-mail** |
| 1. **season/year** | **chapter one** |
| 1. **Number of hours of study (total)** | **45** |
| 1. **The date this description was prepared** | **17/9/2024** |
| 1. **Course objectives** | |
| **1. Providing the student with the most important principles and basics of international management** | |
| **2. . Provide students with practical practices and field observation of some of the practices of international business management** | |

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| 1. **Course outcomes and methods of teaching, learning and assessment** |
| **A- Cognitive goals**  **-** **A review of the principles and characteristics of international management, as well as an introduction to international management approaches**  **A 2- Introducing the student to how the individual can work within the management team**  **A3 - To provide the student with the necessary administrative skills** |
| **B - Skills objectives of the course**  **B1 - Scientific skills**  **B2 - Skills in teaching and training students on how to use the appropriate negotiation approach to solve any problem , problem or situation that resulted in conflict**  **B3 - leadership skills** |
| **Teaching and learning methods** |
| **1- Theoretical study by giving lectures**  **2- Case study and discussion**  **3- Use the question-asking method** |
| **Evaluation methods** |
| 1. **oral exams** 2. **Monthly exams** 3. **daily exams** 4. **Student attendance and commitment** |
| **C- Emotional and moral goals**  **C1-** **Develop a culture of creativity and innovation among students**  **C2- Creating a kind of accumulation of knowledge for the student**  **C3 - Make the material attractive to the student by linking it to practical reality** |
| **Teaching and learning methods** |
| **1- Theoretical study**  **2- Case study**  **3- Field scientific visits** |
| **Evaluation methods** |
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| **D - Transferred general and rehabilitative skills (other skills related to employability and personal development).**  **D1- Providing the student with scientific skills related to international management**  **D2- Using creative thinking and innovation methods in international management**  **D3 - Enabling the student to face the problems facing the international administration and the possibility of solving them**  **D4-** |

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| 1. **Course structure** | | | | | |
|  | **hours** | **Required learning outcomes** | **Unit name and/or topic** | **education method** | **Evaluation method** |
| **1** | **3** | **Student understanding of the topic** | **International Business Administration: Concepts and an Intellectual Umbrella** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **2** | **3** | **Student understanding of the topic** | **International and competitive business environment** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **3** | **3** | **Student understanding of the topic** | **International business environment and doing business** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **4** | **3** | **Student understanding of the topic** | **Culture and negotiation companies in international business** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **5** | **3** | **Student understanding of the topic** | **Knowledge and International Business Companies** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **6** | **3** | **Student understanding of the topic** | **Negotiation in international business** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **7** | **3** | **Student understanding of the topic** | **Negotiation in International Business Companies (Advanced)** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **8** | **3** | **Student understanding of the topic** | **mid-course written exam** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **9** | **3** | **Student understanding of the topic** | **international business strategies** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **10** | **3** | **Student understanding of the topic** | **Strategic leadership in international business** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **11** | **3** | **Student understanding of the topic** | **Stakeholder analysis and the international business environment** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **12** | **3** | **Student understanding of the topic** | **International Human Resource Management** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **13** | **3** | **Student understanding of the topic** | **Primary Marketing Department** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **14** | **3** | **Student understanding of the topic** | **International Financial Management** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |
| **15** | **3** | **Student understanding of the topic** | **International Operations Management** | **theoretical lectures**  **Case Study**  **Discuss** | **oral exams**  **and ask questions** |

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| 1. **Infrastructure** | |
| 1. **Required course books** | **International Business Administration An integrated approach**  **Dr.. Ahmed Ali Saleh** |
| 1. **Main references (sources)** | **International Business Management: A Behavioral and Strategic Perspective**  **Dr.. Zakaria Mutlaq Al-Douri and d. Ahmed Ali Saleh** |
| 1. **Recommended books and references ( scientific journals, reports , .....)** | **Scientific journals dealing with international management** |
| 1. **Electronic references, websites,...** | **Websites dealing with international management** |

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| 1. **course development plan** |
| **A theoretical study mixed with practical practices and field evidence that facilitates the process of understanding international management as a science and practice** |