

وزارة التعليم العالي والبحث العلمي  
جهاز الإشراف والتقويم العلمي  
دائرة ضمان الجودة والاعتماد الأكاديمي

## استمارة وصف البرنامج الأكاديمي للكليات والمعاهد للعام الدراسي 2025-2024

الجامعة : جامعة شط العرب الاهلية  
الكلية /المعهد : الإدارة واقتصاد  
القسم العلمي : إدارة الاعمال

تاريخ ملء الملف : 2024/9/1

التوقيع :  
اسم المعاون العلمي: د. عبد الله عبد الله  
التاريخ : ٢٠٢٤/٩/١

التوقيع :  
اسم رئيس القسم : د. عبد الله عبد الله  
التاريخ : ٢٠٢٤/٩/١

دقق الملف من قبل  
شعبة ضمان الجودة والأداء الجامعي  
اسم مدير شعبة ضمان الجودة والأداء الجامعي:  
التاريخ : / /

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مصادقة السيد العميد



مصادقة السيد العميد  
د. عبد الله عبد الله

## **course description form**

### **Negotiation management**

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

<b>1. Educational institution</b>	<b>Shatt Al-Arab University /College of Administration and Economics</b>
<b>2. / Scientific Department Center</b>	<b>Business Management</b>
<b>3. Course name / code</b>	<b>Negotiation Management BA425</b>
<b>4. Instructor's name</b>	<b>Dr.. Zain Alabdeen Jasim Mohammed</b>
<b>5. Available forms of attendance</b>	<b>Presence and e-mail</b>
<b>6. season/year</b>	<b>Chapter II</b>
<b>7. Number of hours of study (total)</b>	<b>30</b>
<b>8. The date this description was prepared</b>	<b>1-9-2024</b>
<b>9. Course objectives</b>	
<b>.1 Providing the student with the most important principles and basics of negotiation management</b>	



**.2 Provide the student with how to conduct hypothetical negotiations to solve an issue**

## **10. Course outcomes and methods of teaching, learning and assessment**

### **A- Cognitive goals**

**A1- Review the principles and characteristics of the negotiation process, in addition to identifying negotiation methods**

**A 2- Introducing the student to how the individual can work within the negotiating team**

**A3 - To provide the student with the necessary negotiation 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**

**Theoretical study by giving lectures -1**

**Case study and discussion -2**

**Use the question-asking method -3**

### **Evaluation methods**

**1- oral exams**

**2- Monthly exams**

**3- daily exams**

**4- Student attendance and commitment**

### **C- Emotional and moral goals**

**A- Emphasis on attending lessons on time**

**C2- To develop the values of innovation and creativity among the students**

**C3- To develop the students' personal and technical skills and abilities**

**C4- Creating a kind of accumulation of knowledge for the student**

<b>Teaching and learning methods</b>
<b>Evaluation methods</b>
<b>D - Transferred general and rehabilitative skills (other skills related to .(employability and personal development</b> <b>D1- Providing the student with negotiation management skills</b> <b>D2- Using creative thinking and innovation methods in negotiation management</b>  <b>D 3- Enable the student to face and solve problems and conflicts and achieve his goals</b> <b>-D4</b>

<b>11. Course structure</b>					
<b>the week</b>	<b>hours</b>	<b>Required learning outcomes</b>	<b>Unit name and/or topic</b>	<b>education method</b>	<b>Evaluation method</b>
<b>1</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Introduction to negotiation</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>2</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Collective and social negotiation in light of the relationship between the organization and society</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>3</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Negotiation and conflict resolution within the organization</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>4</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Negotiating decision making and problem solving</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>5</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Negotiating and solving administrative problems within the organization</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>6</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Negotiation Information Systems</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>
<b>7</b>	<b>2</b>	<b>Understand and comprehend the subject</b>	<b>Information management in the negotiation process</b>	<b>theoretical lectures Case Study Discuss</b>	<b>oral exams and ask questions</b>

8	2	Understand and comprehend the subject	Contracts and Negotiation Management	theoretical lectures Case Study Discuss	oral exams and ask questions
9	2	Understand and comprehend the subject	Negotiating with third parties	theoretical lectures Case Study Discuss	oral exams and ask questions
10	2	Understand and comprehend the subject	Negotiation in the purchase process	theoretical lectures Case Study Discuss	oral exams and ask questions
11	2	Understand and comprehend the subject	,Negotiation, sales operations acquisition and investment of customers	theoretical lectures Case Study Discuss	oral exams and ask questions
12	2	Understand and comprehend the subject	Strategies to Obtain Consent Despite Conflicts of Interest	theoretical lectures Case Study Discuss	oral exams and ask questions
13	2	Understand and comprehend the subject	Negotiating leadership Leading the negotiation team	theoretical lectures Case Study Discuss	oral exams and ask questions
14	2	Understand and comprehend the subject	Negotiation requirements in light of globalization	theoretical lectures Case Study Discuss	oral exams and ask questions
15	2	Understand and comprehend the subject	Negotiation requirements in light of globalization	theoretical lectures Case Study Discuss	oral exams and ask questions

## 12. Infrastructure

<b>1- Required course books</b>	<b>Arrival of negotiation Dr.. Nader Ahmed Abu Sheikha</b>
<b>2- Main references (sources)</b>	<b>negotiation Dr . Mohsen Ahmed Al-Khudairi</b>
<b>Recommended books and ,references (scientific journals (..... ,reports</b>	<b>Journals and reports dealing with negotiation management</b>
<b>,Electronic references ...,websites</b>	<b>Websites dealing with negotiation management</b>

### **13. course development plan**

**Learn about the experiences of others in the field of negotiations . 1**

**Learn about the experiences of others in the field of successful negotiating .2  
teams**



**Assistant Lecturer  
D.r Zain AlAbidean J. Mohammed**



**Head of Deptment  
D.r Zain AlAbidean J. Mohammed**