MODULE DESCRIPTION FORM

نموذج وصف المادة الدراسية

<table>
<tr><th colspan="5">Module Information
معلومات المادة الدراسية</th></tr>
<tr><td>Module Title</td><td colspan="2">Principles of Economics</td><td colspan="2">Module Delivery</td></tr>
<tr><td>Module Type</td><td colspan="2">B</td><td colspan="2" rowspan="4">☒Theory
☐ Lecture
☐ Lab
☒Tutorial
☐Practical
☐ Seminar</td></tr>
<tr><td>Module Code</td><td colspan="2">BF1201</td></tr>
<tr><td>ECTS Credits</td><td colspan="2">7</td></tr>
<tr><td>SWL (hr/sem)</td><td colspan="2">175</td></tr>
<tr><td>Module Level</td><td>1</td><td>Semester of Delivery</td><td colspan="2">1</td></tr>
<tr><td>Administering Department</td><td>Business Administration</td><td>College</td><td colspan="2">Shatt al-Arab University, College of Administration and Economics</td></tr>
<tr><td>Module Leader</td><td>Mahmood Jasim Mohamed</td><td>e-mail</td><td colspan="2">mahmood.jasim@sa-uc.edu.iq</td></tr>
<tr><td>Module Leader’s Acad. Title</td><td>Lecturer</td><td>Module Leader’s Qualification</td><td colspan="2">master</td></tr>
<tr><td>Module Tutor</td><td>Mahmood Jasim Mohamed</td><td>e-mail</td><td colspan="2">mahmood.jasim@sa-uc.edu.iq</td></tr>
<tr><td>Peer Reviewer Name</td><td>Dr. Rafid Abdul Jalil Alhassen</td><td>e-mail</td><td colspan="2">rafid.abduljalil@sa-uc.edu.iq</td></tr>
<tr><td>Scientific Committee Approval Date</td><td>6/11/2024</td><td>Version Number</td><td colspan="2">1.0</td></tr>
</table>

<table>
<tr><th colspan="4">Relation with other Modules
العلاقة مع المواد الدراسية الأخرى</th></tr>
<tr><td>Prerequisite module</td><td>None</td><td>Semester</td><td></td></tr>
<tr><td>Co-requisites module</td><td>None</td><td>Semester</td><td></td></tr>
</table>

Module Objectives أهداف المادة الدراسية	**a. Providing students with the most important principles and basics of economics at the level of individual consumers, private institutions and application.** **b. Teaching students how to apply economics** **c. Providing graduates with the necessary knowledge on micro economics job in organizations.** **d. Improving the administrative skills in the field of economics.** **e. Providing graduates with the skills of education and creative learning.**
Module Learning Outcomes مخرجات التعلم للمادة الدراسية	1. **Explaining key concepts such as supply and demand, costs and benefits, prices, markets, and analyzing how economic factors influence individual and collective decision-making.** 2. **Using economic principles to interpret and analyze everyday economic phenomena and different economic situations. Identifying the various roles of individuals, businesses, and governments in the economy and how they interact.** 3. **Employing economic analysis tools such as graphs and equations to solve economic problems and interpret results.** 4. **Clarifying the definition of market demand, its impact on prices and quantities, explaining the law of demand, and how price affects the quantity demanded. Additionally, illustrating and interpreting the demand curve and determining prices and quantities on this curve. Analyzing how the demand curve shifts based on changes in influencing factors.** 5. **Identifying factors affecting demand, such as income, tastes, prices of substitutes, and complementary goods.** 6. **Analyzing how demand changes based on variations in these factors.** 7. **Defining price, income, and cross elasticity of demand, calculating demand elasticity, and analyzing its impact on pricing and marketing policies.** 8. **Explaining the concept of marginal utility, how to measure it, and how it influences consumer decision-making. Additionally, interpreting how marginal utility affects consumer choices and using this concept to analyze individual consumer behavior.** 9. **Understanding the concept of indifference curves, defining them, representing them graphically, analyzing their properties, and applying them practically.** 10. **Analyzing factors affecting supply, utilizing the supply curve,**

	measuring supply elasticity, and analyzing the supply and demand curves. 11. Understanding the concept of market equilibrium, explaining its definition, and how it is achieved in the economy. 12. Clarifying the definition of production, its impact on the economy, explaining the production process and its different stages, and identifying the primary factors of production (land, labor, capital, and management) and their influence on production. 13. Understanding costs and their types, explaining the different types of costs (fixed costs, variable costs, and total costs), and interpreting how to calculate costs in the short and long run. 14. Defining money, explaining its basic characteristics, and outlining its functions as a medium of exchange, a unit of account, a store of value, and a standard for deferred payments. Differentiating between various types of money, such as paper money, coins, electronic money, and cryptocurrencies. 15. Defining national income, explaining how to measure it, and highlighting its importance in the national economy.
Indicative Contents المحتويات الإرشادية	Indicative content includes the following. **a. Enabling students to acquire the skill and art of micro economics.** **b. Enabling students to apply creative thinking in micro economics.** **c. Enabling students to use modern methods of analysis and conclusions.** **d. Enabling students to for planning and thinking in solving economic and financial problems that focus administration and administrative systems on the personal level**.

Learning and Teaching Strategies استراتيجيات التعلم والتعليم	
Strategies	**1. Use lectures prepared in advance by the teacher.** **2. Use modern projectors.** **3. Homework.** **4. The method of reports and studies.** **5. Dividing students into groups for discussion.** 6. **Holding lectures on the Internet on classroom programs, FCC).**

Student Workload (SWL) الحمل الدراسي للطالب محسوب لـ ١٥ أسبوعا			
Structured SWL (hr/Sem) الحمل الدراسي المنتظم للطالب خلال الفصل	73	Structured SWL (h/w) الحمل الدراسي المنتظم للطالب أسبوعيا	7
Unstructured SWL (hr/Sem) الحمل الدراسي غير المنتظم للطالب خلال الفصل	102	Unstructured SWL (h/w) الحمل الدراسي غير المنتظم للطالب أسبوعيا	6
Total SWL (hr/Sem) الحمل الدراسي الكلي للطالب خلال الفصل	175		

Module Evaluation تقييم المادة الدراسية					
		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	Quizzes	2	10% (10)	4-7-10	LO #4
	Assignments	2	10% (10)	3-11	LO #5, #6
	Projects	1	10% (10)	12	LO #7, #8
	Report	4	10% (10)	2-5-8-13	All
Summative assessment	Midterm Exam	1hr	10% (10)	9	LO #1 - #6
	Final Exam	3hr	50% (50)	16	All
Total assessment			100% (100 Marks)		

Delivery Plan (Weekly Syllabus) المنهاج الاسبوعي النظري	
	Material Covered
Week 1	The importance of studying economics and its relationship to other sciences
Week 2	Basic concepts of economics
Week 3	Economics and the economic problem
Week 4	Demand theory: the concept of demand - the law and curve of demand
Week 5	Factors Affecting the Order Quantity and the Demand Function
Week 6	Demand elasticity: price elasticity of demand
Week 7	income and intersectional demand elasticities

Week 8	Theories of consumer behavior: marginal utility theory
Week 9	Indifference curve theory
Week 10	Supply theory
Week 11	Market equilibrium
Week 12	Production theory
Week 13	Cost theory
Week 14	Money theory
Week 15	National income
Week 16	Preparatory week before the Final exam

Delivery Plan (Weekly Lab. Syllabus) المنهاج الاسبوعي للمختبر	
	Material Covered
Week 1	
Week 2	
Week 3	
Week 4	
Week 5	
Week 6	
Week 7	

Learning and Teaching Resources مصادر التعلم والتدريس		
	Text	Available in the Library?
Required Texts	Principles of Microeconomics / Dr. Karim Mahdi Al-Hasnawi	Yes
Recommended Texts	Principles of Microeconomics / Dr. Asaad Jawad Al-Attar Principles of Economic Knowledge / Dr. Hussein Omar	Yes
Websites	Web site springer	

Grading Scheme

مخطط الدرجات				
Group	**Grade**	**التقدير**	**Marks %**	**Definition**
Success Group (50 - 100)	**A – Excellent**	**امتياز**	**90 - 100**	**Outstanding Performance**
	B - Very Good	**جيد جدا**	**80 - 89**	**Above average with some errors**
	C – Good	**جيد**	**70 - 79**	**Sound work with notable errors**
	D - Satisfactory	**متوسط**	**60 - 69**	**Fair but with major shortcomings**
	E – Sufficient	**مقبول**	**50 - 59**	**Work meets minimum criteria**
Fail Group (0 – 49)	**FX – Fail**	**راسب (قيد المعالجة)**	**(45-49)**	**More work required but credit awarded**
	F – Fail	**راسب**	**(0-44)**	**Considerable amount of work required**

Note: Marks Decimal places above or below 0.5 will be rounded to the higher or lower full mark (for example a mark of 54.5 will be rounded to 55, whereas a mark of 54.4 will be rounded to 54. The University has a policy NOT to condone "near-pass fails" so the only adjustment to marks awarded by the original marker(s) will be the automatic rounding outlined above.

رئيس القسم
م.د رافد عبد الجليل حسن

مدرس المادة
م.م محمود جاسم

Director of the Quality Assurance and Performance Department of the University: Wafa Saeed Hassan

مسؤولة وحدة الجودة كلية
الادارة والاقتصاد
م. م وفاء سعيد حسن