

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

استمارة وصف البرنامج الأكاديمي للكليات والمعاهد للعام الدراسي 2025-2026

الجامعة : جامعة شط العرب

الكلية /المعهد : كلية الادارة والاقتصاد

القسم العلمي : ادارة الاعمال

تاريخ ملء الملف : 2025/9/1

التوقيع : د. علاء عبد الوهاب حسون

اسم المعاون العلمي : د. علاء عبد الوهاب حسون

التاريخ : 2025/9/1

التوقيع : د. زين العابدين جاسم محمد

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التاريخ : 2025/9/1

دقق الملف من قبل

شعبة ضمان الجودة والأداء الجامعي

اسم مدير شعبة ضمان الجودة والأداء الجامعي : م م وفاء سعيد حسن

التاريخ : 2025/9/1

التوقيع

التوقيع : الأستاذ الدكتور محمد عبود طاهر الخلقوم

جامعة شط العرب
مصادقة السيد عميد الكلية



م.م وفاء سعيد حسن

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 It must be linked to the description of . learning opportunities the available .the program

1. Educational institution	Arab University-Shatt Al /College of Administration and Economics
2. Department / Scientific Center	Business Management
3. Course name / code	Management Negotiation BA425
4. Instructor's name	Dr.. Zain Alabdeen Jasim Mohammed
5. Available forms of attendance	mail-Presence and e
6. season/year	Chapter II
7. Number of hours of study (total)	30
8. The date this description was prepared	1-9-2025
9. Course objectives	

.1 of Providing the student with the most important principles and basics negotiation management

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

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

Cognitive goals -A

Review the principles and characteristics of the negotiation process, in -A1 addition to identifying negotiation methods to how the individual can work within the Introducing the student -A 2 negotiating team student with the necessary negotiation skills provide the To -A3

Skills objectives of the course - B

Scientific skills - B1

teaching and training students on how to use the appropriate Skills in - B2 negotiation approach to solve any problem, problem or situation that resulted in conflict

leadership skills - B3

Teaching and learning methods

Theoretical study by giving lectures -1

Case study and discussion -2

asking method-Use the question -3

Evaluation methods

1- oral exams

2- Monthly exams

3- daily exams

4- attendance and commitment Student

Emotional and moral goals -C Emphasis on attending lessons on time -A develop the values of innovation and creativity among the students To -C2 develop the students' personal and technical skills and abilities To -C3 a kind of accumulation of knowledge for the student Creating -C4
Teaching and learning methods
Evaluation methods
skills (other skills related to rehabilitative Transferred general and -D .(employability and personal development skills management negotiation the student with Providing -D1 and innovation methods in negotiation creative thinking Using -D2 management Enable the student to face and solve problems and conflicts and achieve -D 3 his goals -D4

11. Course structure					
the week	hours	Required learning outcomes	Unit name and/or topic	education method	Evaluation method
1	2	Understand and comprehend the subject	Introduction to negotiation	theoretical lectures Case Study Discuss	oral exams and ask questions
2	2	Understand and comprehend the subject	Collective and social negotiation in light of the relationship between the organization and society	theoretical lectures Case Study Discuss	oral exams and ask questions
3	2	Understand and comprehend the subject	conflict Negotiation and resolution within the organization	theoretical lectures Case Study Discuss	oral exams and ask questions
4	2	Understand and comprehend the subject	Negotiating decision making and problem solving	theoretical lectures Case Study Discuss	oral exams and ask questions
5	2	Understand and comprehend the subject	Negotiating and solving administrative problems within the organization	theoretical lectures Case Study Discuss	oral exams ask and questions
6	2	Understand and comprehend the subject	Information Negotiation Systems	theoretical lectures Case Study Discuss	oral exams and ask questions
7	2	Understand and comprehend the subject	Information management in the negotiation process	theoretical lectures Case Study Discuss	oral exams and ask questions
8	2	Understand and	Contracts and Negotiation	theoretical lectures	oral exams and ask

		comprehend the subject	Management	Case Study Discuss	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 ask and questions
11	2	Understand and comprehend the subject	operations, Negotiation, sales 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

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

13. course development plan

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

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

د. زين العابدين
رئيس قسم ادارة الاعمال

د. زين العابدين
مدرس المادة

**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