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**CIHAN UNIVERSITY-SULAIMANIYA**

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# **Course Outline**

**2023-2024**

**Address: Chwarchra-Opposite to Family Mall  
Sulaymaniyah City  
Kurdistan Region-Iraq  
Tel: 07714695656,  
email: [presidency@sulicihan.edu.krd](mailto:presidency@sulicihan.edu.krd)**

# MODULE DESCRIPTION FORM

Module Information			
<b>Module Title</b>	Principles of Management I		
<b>Module Type</b>	Degree	<input type="checkbox"/> Theory <input type="checkbox"/> Lecture <input type="checkbox"/> Tutorial <input type="checkbox"/> Practical <input type="checkbox"/> Seminar <input type="checkbox"/> Report <input type="checkbox"/> Extra activity	
<b>Module Code</b>	CUS72001		
<b>Language</b>	English		
<b>ECTS Credits : 7</b>			
<b>Module Level</b>		<b>Semester of Delivery</b>	1 <sup>st</sup> Semester
<b>Administering Department</b>	Business Administration	<b>College</b>	Administration and Finance
<b>Lecturer</b>	Sharoo Nawrooz Fadhil		
<b>Academic Title</b>	Lecturer	<b>Qualification</b>	Msc. In Business Management
<b>Module Tutor</b>	Sharoo Nawrooz Fadhil	<b>e-mail</b>	Sharoo.fadhil@sulicihan.edu.krd
<b>Peer Reviewer Name</b>		<b>e-mail</b>	
<b>Scientific Committee Approval Date</b>		<b>Version Number</b>	
<b>Cycle of Study</b>	Bachelor	<b>Form of Education</b>	Full time

Relation with other Modules			
<b>Prerequisite module</b>	N/A	<b>Semester</b>	
<b>Co-requisites module</b>	N/A	<b>Semester</b>	



Department: Business Administration

Discipline:

Stage: 1<sup>st</sup> stage

Total Contact Hours:	66
Total Self Study Hours:	123
Total No. Hours:	189
ECTS:	7

No. of Weeks	Contact Hours			Self-Study					
	Theoretical	Practical	G.W	Quiz	Reading	Presentation	Report	Midterm Exam.	Final Exam.
1 <sup>st</sup> Week (Registration)	2	1		-	-	-	-	-	-
2 <sup>nd</sup> Week	2	1	2		2			15	40
3 <sup>rd</sup> Week	2	1	2	3	2				
4 <sup>th</sup> Week	2	1	2		2				
5 <sup>th</sup> Week	2	1	2	5	2				
6 <sup>th</sup> Week	2	1	2		2	5			
7 <sup>th</sup> Week	2	1	2	5	2	5			
8 <sup>th</sup> Week	2	1	2		2				
9 <sup>th</sup> Week	2	1	2		2	5	5		
10 <sup>th</sup> Week	2	1	2		2		5		
11 <sup>th</sup> Week	2	1	2		2		5		
12 <sup>th</sup> Week	2	1	2		2				
13 <sup>th</sup> Week	2	1	2		1				
14 <sup>th</sup> Week (Final Exam)	2	1							
<b>TOTAL</b>	<b>28</b>	<b>14</b>	<b>24</b>	<b>15</b>	<b>23</b>	<b>15</b>	<b>15</b>	<b>=189</b>	

### Delivery Plan (Weekly Syllabus)

Material Covered	
Week 1	<ul style="list-style-type: none"> <li>Introduction to Management and why do we study management</li> </ul>
Week 2	<ul style="list-style-type: none"> <li>Definition of management</li> <li>Importance of Management</li> <li>Goals of management</li> </ul>

<b>Week 3</b>	<ul style="list-style-type: none"> <li>• Management levels</li> <li>• Organization and its characteristics</li> </ul>
<b>Week 4</b>	<ul style="list-style-type: none"> <li>• Who is manager</li> <li>• Management skills</li> <li>• Managerial roles</li> </ul>
<b>Week 5</b>	<ul style="list-style-type: none"> <li>• Management Theories and Schools</li> </ul>
<b>Week 6</b>	<ul style="list-style-type: none"> <li>• Management Theories and Schools – continues</li> </ul>
<b>Week 7</b>	<ul style="list-style-type: none"> <li>• Business environment</li> </ul>
<b>Week 8</b>	<b>Mid-Term Exam - Lecturing</b>
<b>Week 9</b>	<ul style="list-style-type: none"> <li>• Departments of an organization</li> <li>• Organizational culture</li> </ul>
<b>Week 10</b>	<ul style="list-style-type: none"> <li>• Presentations</li> </ul>
<b>Week 11</b>	<ul style="list-style-type: none"> <li>• Leadership</li> </ul>
<b>Week 12</b>	<ul style="list-style-type: none"> <li>• Difference between leader and Manager</li> <li>• Report Submissions</li> </ul>
<b>Week 13</b>	<ul style="list-style-type: none"> <li>• <b>Review week</b></li> </ul>
<b>Week 14</b>	<b>Final Exams</b>

### Module Aims, Learning Outcomes and Indicative Contents

<b>Module Objectives</b>	<p>The Principles of Management course provides a comprehensive understanding of fundamental concepts that underpin effective organizational functioning. Beginning with an overview of management's historical evolution, the course covers key functions such as Planning, Organizing, Staffing, Directing, and Controlling.</p> <p>Students explore the significance of Planning, where goal setting, decision-making, and planning tools are emphasized. The Organizing module focuses on creating efficient structures and outlines principles related to authority, responsibility, and coordination.</p> <p>The course delves into the human side of management with leadership. Directing emphasizes leadership, motivation, communication, and team dynamics. Control mechanisms and their role in ensuring organizational efficiency are explored in the Controlling module.</p> <p>Contemporary Issues in Management highlight global challenges, diversity, ethics, and sustainability. Case studies provide practical applications, bridging theory and real-world scenarios. The course concludes by examining Future Trends in Management, addressing emerging practices and the need for adaptability.</p>
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	<p>In summary, the Principles of Management course equips students with a well-rounded understanding of management principles, preparing them for leadership roles and addressing contemporary challenges in the dynamic business landscape.</p> <p>The module is prepared to give students an understanding of:</p> <ol style="list-style-type: none"> <li>a. the principles of management</li> <li>b. the process of management</li> <li>c. decision making</li> <li>d. organization behavior and culture</li> <li>e. organization structure and design</li> <li>f. leadership</li> <li>g. motivation</li> </ol>
<p><b>Module Learning Outcomes</b></p>	<p>On completion of the module, the student should be able to:</p> <ol style="list-style-type: none"> <li>1. Demonstrate a basic understanding of management and its history.</li> <li>2. Understand why management is important.</li> <li>3. Demonstrate a basic understanding of the functions of management, including planning, organizing, leading, and controlling.</li> <li>4. Explain the purpose of the organization.</li> <li>5. Identify kinds of managers, the basic Management Functions, and fundamental management skills.</li> <li>6. Distinguish between management and leadership.</li> <li>7. Define &amp; describe the role of decision-making and problem-solving.</li> </ol>

<p align="center"><b>Learning and Teaching Strategies</b></p>	
<p><b>Strategies</b></p>	<p>The strategies to deliver this module can be as follows:</p> <ul style="list-style-type: none"> <li>Quizzes, homework, assignments, and group work</li> <li>Group discussions and participation</li> <li>Reports and presentations</li> <li>Reading related books and discussing them</li> <li>Debates</li> <li>Games</li> <li>Mid-term exam</li> <li>Final Exam</li> </ul>

Module Evaluation					
Assessment Types		Time/Number	Weight (Marks)	Week Due	Relevant Learning Outcome
Formative assessment	In class lecturing	42 hrs./ 14 weeks	-	1-14 weeks	
	Quizzes	15hrs. /3	9	3,5,7	
	Group works	24hrs. /3	9	2,4,6	
	Poster presentation	15hrs. /1	6	10	
	Report	15hrs. /1	6	12	
	Extra preparation (Reading)	23 hrs. / Daily	-	Daily	
Summative assessment	Midterm Exam	15 hrs. /1	20	8	
	Final Exam	40 hrs. /1	50	14	
Total assessment			100% (100 Marks)		

Learning and Teaching Resources		
	Text	Available in the Library?
Required Texts	<ul style="list-style-type: none"> <li>Robbins, S.P. &amp; Coulter, Mary (2014) Management; 11th Ed. New York: Prentice-Hall Publishing Prentice Hall.</li> </ul>	
Recommended Texts	<ul style="list-style-type: none"> <li>Stephen P. Robbins and Mary Coultar, 2007.Management. 9th ed. Prentice Hall</li> <li>Stephen P. Robbins and Dennis A. Decenzo, 2004.Fundamentals of Management, Essential Concepts and Applications. 4thed. Prentice Hall.</li> </ul>	
Websites	<ul style="list-style-type: none"> <li><a href="https://www.coursera.org/specializations/career-success?authMode=signup&amp;errorCode=failedPasswordRequirements">https://www.coursera.org/specializations/career-success?authMode=signup&amp;errorCode=failedPasswordRequirements</a></li> </ul>	

## Grading Scheme

### مخطط الدرجات

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

### Approved by Head of the Branch / Department

Signature

Date

Name

### Approved by Curriculum Development Committee and Bologna Process Committee

Signature

Date

Name