

Course Description

University Compulsory Courses

ARB101 - Arabic Language

This course deals with issues related to Arabic grammar and literature. It studies some basic linguistic issues in the vocabulary, morphology, syntax, and semantics of Arabic. It also studies stylistic and literary features through analysing and discussing some selected texts from the holy Quran and other literary masterpieces.

(Prerequisite: None)

ENG101 - English Language (I)

ENG101 is a credit course that runs for one semester of 15 weeks for 3 or 6 hours per week during the summer semester. It is required for students of Law, Political Science, Business Administration, and Art and Design Bachelor Programmes delivered in Arabic. This course is for learners whose achievement in the Oxford Online Placement Test (OOPT) is 41 or higher. The course provides practice in reading, writing, and note-taking at the Intermediate level. It includes academic English, study skills and various reading texts and text types. The course is intended to improve students' English language skills to undertake a further English credit course, ENG102, and use English in their studies as needed. (Prerequisite: None)

ENG102 - English Language (II)

ENG102 is a credit course that runs for one semester of 15 weeks for 3 or 6 hours per week during the summer semester. It is required for students of Law, Political Science, Business Administration, and Art and Design Bachelor Programmes delivered in Arabic. This course is for learners who have completed ENG101. The course provides practice in reading, writing, and note-taking at the upper-intermediate level. It includes academic English, study skills and various reading texts and text types. The course is intended to improve students' English language skills to undertake various credit courses and use English in their studies as needed.

(Prerequisite: ENG101)

CS104 - Computer Skills

This course covers the basic information technology concepts, using the computer to manage files, word processing, spreadsheets, presentation and database. (Prerequisite: None)

BA 161 - Introduction to Entrepreneurship

This course aims to study the concept of entrepreneurship, explain its implications and significance, and provide students with the knowledge and skills necessary to transform ideas into applied entrepreneurial projects in accordance with the rules of founding entrepreneurial projects. Moreover, the course aims to provide students with the core skills of an entrepreneur, starting from establishing the project, choosing the legal formula for it, planning, organising, marketing, and financing until the whole process is fully managed while enabling students to submit proposals to establish a commercial project and discuss it at the end of the semester. Finally, the course aims to study practical cases for pioneering projects in the Kingdom of Bahrain. (Prerequisite: None)

HBH105 - Bahrain Civilization & History

This course deals with the history of Bahrain from 1500-1800. It studies the stages of the Portuguese invasion of this part of the world and the international power struggle that erupted after the invasion. It also deals with the ruling of Al-Utuub Tribe of Bahrain and the reign of Al-Khalifa thereafter. (Prerequisite: None)

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HR106 - Human Rights

This course discusses the basic principles of human rights. It acquaints students with the nature of human rights; their realms and sources, paying special attention to the international legal provisions concerning human rights included in the following documents: United Nations Charter, International Declaration of Human Rights, International Accord on Civil and Political Rights, International Accord on Social and Economic Rights, International agreement against torture and inhumane, disrespectful punishment, and Protection mechanisms and constitutional organisation of public rights and freedoms in the Kingdom of Bahrain.

(Prerequisite: None)

University Elective Courses ISL101 - Islamic Culture

The course deals with the concept of "Culture" in general and the concept of "Islamic Culture" in particular, and other related concepts. Thus, the course studies the characteristics of the Islamic culture, its sources, fields of study, and its role in creating "Islamic character". It also deals with the so-called "cultural invasion", its types, methodologies, and other related issues.

(Prerequisite: None)

ISL103 - Islam & Contemporary Issues

This course deals with the way Islam deals with contemporary issues such as the phenomenon of fanaticism, determination of the Islamic calendar, alms tax (Zakat) on money and jewellery, democracy and government system, and other scientific and cultural developments.

(Prerequisite: None)

ISL102 - Islamic Ethics

This course is an Elective University Requirement. It stresses the importance of ethics in Islam and the value Islam gives to ethics in general and work ethics in particular. The course draws general comparisons of the treatment of ethics along different ages in the history of Islam. According to Islam, it offers insights into the possible tools to enhance work ethics. (Prerequisite: None)

SPT101 - Special Topics

This course is an Elective University Requirement. It deals with special contemporary topics that are important to University students, and the topics dealt with may be economic, social, historical, or political.

(Prerequisite: None)

LFS102 - Thinking and Communications Skills Development

This course is a University Requirement. It introduces the concept of thinking, its characteristics, its forms and its importance in the educational process. The course also deals with applying modern strategies and theories interpreted for different kinds of thinking. The course deals in detail with aspects of communication skills to improve the students' skills in overcoming communicative barriers when communicating in various situations and for various purposes. (Prerequisite: None)

SOC101 - Introduction to Sociology

The course introduces Sociology; the scientific study of society. Thus, the course stresses social interaction processes and their impact on the members of any society. The course provides students with knowledge of the main social phenomena and the components of social structure.

(Prerequisite: None)

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MAN101 - Man and Environment

This course deals with issues related to the relationship between human beings and the environment they live in, with special attention to the environment of students at the University. The course draws students' attention to the environmental significance and the necessity of regulating our behaviour to avoid harming it.

(Prerequisite: None)

LIB101 - Introduction to Library Science

This course introduces the library sciences. It gives a general historical review of the development of libraries through the ages and sheds light on the importance of libraries in the development of knowledge and sciences. The course reviews the services the libraries introduce to those who may want to benefit.

(Prerequisite: None)

CS205 - Computer Applications

This course includes the following topics: using a word processing programme to write reports, using a spreadsheet software programme to create an elementary accounting programme, using a database software programme to design an elementary information system.

(Prerequisite: CS104)

College Compulsory Courses

BA303 - Methods of Scientific Research

This course studies the scope and significance of business research. It introduces the various aspects of business research, its types, tools and methods. Students will learn how to apply business research techniques to real-world situations. The course covers topics such as identifying a topic by the student, proposition of hypothesis, formulation of research inquiries, development of literature review, and all aspects of selecting research design and methodologies. Additionally, the students will learn data collection techniques; primary and secondary data with application to specific problems, scaling and research instrument design and sampling design.

(Prerequisite: None)

MATH101 - Business Mathematics

This course focuses on business mathematics topics such as set theory, distance formula, line equations, matrices, integration and derivation. During this course, the student will learn the various types of functions and be able to solve and sketch functions. The course will also generally increase the student's ability and mathematics skills.

(Prerequisite: None)

STA101 - Principles of Statistics

This course deals with collecting, processing, presenting, and interpreting measurements or observations, including all aspects of data handling. Thus, data constitutes the raw material we deal with statistics, and its collection is of major concern in any statistical investigation. The topics covered are concepts, tools, techniques and methods of statistics, data managing techniques, descriptive tools, and inferential statistics.

(Prerequisite: MATH101)

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ECO104 - Principles of Microeconomics

This course studies the methods of meeting the needs of society within limited resources, in addition to the conduct of individuals and economic institutions' behaviour in marketing decision-making. The course also includes consumption decisions made by individuals and production decisions made by industrial institutions.

(Prerequisite: None)

ECO105 - Principles of Macroeconomics

This course includes the calculation and analysis of national income in various ways. It also deals with the economic criteria, inflation and unemployment, the cash effects on the economy, policies and overall balances that lead to economic stability, such as fiscal and monetary policies. Moreover, it deals with the rate of economic growth and foreign trade.

(Prerequisite: ECO104)

BA 101 - Principles of Management 1

This is an introductory course for studying management and its role in organisations. It introduces the ideas of managerial levels, skills and management concepts, and develops their understanding of how successful employees and managers operate. The course begins with a historical overview of the Management field and the evolution of management thoughts. Additionally, the course focuses on the management process/ managerial functions such as planning, organising, leading, and controlling.

(Prerequisite: None)

BA211 - Principles of Marketing

This course focuses on the essentials of marketing, its nature and scope that are crucial to the organisation's success in a dynamic environment. The course provides a broad background on the marketing concept and the role of marketing

within the organisation and the external environment. Moreover, it introduces some basic and advanced marketing tools. During this course, the student will learn to think like a marketer and understand how marketing managers use marketing elements to enable their business organisation to gain a competitive advantage.

(Prerequisite: BA101)

ACC101 - Principles of Accounting 1

This course concentrates on basic accounting concepts, principles and assumptions, basic accounting equations, the accounting cycle (journalising, posting, preparation of a trial balance, financial statement), adjusting entries, the accounting cycle for a merchandising company, and computing inventory cost under periodic and perpetual inventory systems.

(Prerequisite: None)

POL 101- Introduction to Political Sciences

The course aims to identify basic concepts and terminology, such as the concept of politics, political science, the relationship between political science and other humanities, methods of research in political science, key concepts of political science, such as the state, its concept, origin and functions, types of states, forms of government, political parties, lobby and interest groups, public opinion,

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and issues of international relations, such as foreign policy, the international system, and international organisations.

(Prerequisite: None)

Programme Compulsory Courses

POL101 - Introduction to Political Sciences

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(Prerequisite: None)

POL131 - Principles of International Relations

This course is designed to receive detailed knowledge of the theories, concepts and core principles in the International Relations field and familiarise with the most significant transformations and interactions related to the international arena through the study of the concept of international relations and related concepts, and access to the methods of studying international relations. The course also deals with the stages of development of the international political system and its characteristics and the most important factors affecting it, besides the study of foreign policy, its objectives and mechanisms of implementation, and the study of national power in international relations, the research into the phenomenon of international conflict, and stand on the power balance system and collective security system in international relations, as well as identifying of military alliances and the main images of international wars.

(Prerequisite: None)

POL124 - Principles of Law

This course is designed to provide students with detailed knowledge and understanding of the concept of law and its characteristics, the concept of legal regulation and its types, the relationship of law to social sciences, and the general law and its various categories. The course includes the definition of the right, its types and individuals, the legal protection of the right, the concept of legislation and types of legislation, and ways of enacting such legislation. It involves the concept of legal personality, which is addressed in terms of characteristics and types.

(Prerequisite: None)

POL121 - Comparative political systems

This course deals with detailed knowledge and understanding of comparative political systems from a comparative analytical perspective, based on many approaches to the study of the comparative political system with a focus on studying the characteristics of different political systems of government, such as presidential, parliamentary, mixed and parliamentary systems. The study includes applied models, such as the American system, the British system, the Swiss system and the French system, and other models of developing countries' systems, in addition to the future of political systems under globalisation. (Prerequisite: POL101)

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POL125 - Constitutional Law

This course is designed to provide students with detailed knowledge and understanding of the concept of Constitution and Constitutional Law, the origins of constitutions, the methods and types of constitutions, and the information use and systematising to analyse the relationship between the Constitution and the political system and the reasons for the supremacy of constitutional rules. The course provides information and ideas to compare the ways of amending constitutions, monitoring the constitutionality and the different ways of terminating constitutions, and analysing the development of the Bahraini constitutional system. (Prerequisite: POL124)

POL211 - Ancient & Medieval Systems

This course is designed to cover detailed knowledge, understanding, basic skills and some advanced skills in the environment generating political ideas in the civilisations of the ancient East, Western and Islamic civilisations in ancient and medieval times, with the study of models for the great thinkers of Western civilisation (Greek, Roman and Christian culture), and Islamic Al-Farabi, Al-Mawardi, Al-Ghazali, and Ibn Khaldun, to combine old and contemporary ideas. This requires understanding political phenomena and examining the main issues that have preoccupied political opinion in ancient and medieval times.

(Prerequisite: POL101)

POL268 - Readings in Politics (E)

This course is designed to provide students with advanced knowledge and understanding of the rentier state; economic interdependence; and oil politics, food and water security in the Middle East. This course is also structured to enable students to use advanced-level skills to deal with advanced and some complex topics such as refugees. Use a range of approaches to critically analyse several political topics like public policy-making, climate change, stability, governance, expatriates, and Arab integration.

(Prerequisite: ENG102 + POL101)

POL234 - International Organizations

This course is designed to provide advanced knowledge and skills in international organisations. It deals with studying international organisations as active units in the international system and other units, where their concept, historical origin, objectives, membership conditions, and institutional structure are addressed. It also studies legally and functionally its personality at the international and regional levels. It also discusses the study of international and regional organisations and the criteria of discrimination between them. It also assesses the functions and work of international organisations, their effectiveness in the international system, and analyses the impact of globalisation and international variables on the effectiveness of international regulation. It focuses as models on the United Nations, its branches and specialised agencies, the League of Arab States, and the Gulf Cooperation Council.

(Prerequisite: POL131)

POL251 - Political Sociology

This course is designed to provide students with advanced knowledge of some topics of political sociology, a wide range of assessment and critical methods, and some advanced skills in communication, presentation of ideas and working in changing contexts throughout the main topics of political sociology such as the relationship of the state with society and the concept of modern civil society, political elites and their sources of power, public opinion and its significance

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and methods of measurement, bureaucracy, political culture, political upbringing, ideology, political participation, political parties, lobby and interest groups, and theories of development in developing countries.

(Prerequisite: POL101)

POL233 - Geopolitics

This course is designed to provide advanced knowledge and skills in geopolitics. It deals with the basic concepts and elements of geopolitics, Methods of scientific research in this specialisation, natural, human and economic elements of the state, its impact on its domestic political behaviour, their regional and international role, and the relationship between international relations and geopolitics, theories of power and its impact on international politics and developments in this matter, the impact of technological progress on geopolitics and its modern concepts, the introduction of models for some regional disputes over water and borders with a focus on the geopolitical characteristics of the Arab world, including the Gulf region and particularly the Kingdom of Bahrain.

(Prerequisite: POL131)

POL322 - Bahrain's Political System

This course is designed to cover advanced skills and knowledge of the characteristics and environment of the Bahraini political system, the constitutional and legal framework of the Bahraini regime, including the organisation of public authorities and their relationship, in addition to studying the internal and external operations of the Bahraini political system in which the dynamic nature of the system is shown.

(Prerequisite: POL121)

POL312 - Modern & Contemporary Political Thought

This course is designed to cover advanced knowledge, skills and some specialised skills in the environment that generates political ideas in modern and contemporary times, with the study of models for the great thinkers of Western civilisation (Martin Luther, Jean Calvin, Machiavelli, Thomas Hobbes, John Locke and Jean-Jacques Rousseau, Karl Marx, etc.), and Arab and Islamic (such as Mohammed Abdo, Abdul Rahman al-Kawakibi, Malik bin Nabi, Ismail Faruqi, and Muhammad Abed al-Jabri), to link reformist ideas with the current reality, which entails focusing on understanding political phenomena and studying the main issues that have occupied political thinking in modern and contemporary times.

(Prerequisite: POL211)

POL325 - Arab Political Systems

This course is designed to cover advanced skills and knowledge of the characteristics of Arab political systems, classification criteria, their environment and decision-making mechanisms, the constitutional and legal framework, ideologies prevailing in the Arab world, and institutions of Arab civil society. The course includes a description of the Arab regional and sub-regional systems throughout the study of their internal and external environment and some models of Arab political systems and their general features and the most important issues, in addition to models for some Arab political systems.

(Prerequisite: POL121)

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POL313 - Political Theory

This course is designed to cover advanced knowledge and skills and some specialised skills in political theory and its relationship with other branches of political science, topics at the heart of political phenomena, theoretical methods used in the past, and the tools of analysis used recently, scientific method empirical, behavioural school, post-behavioural school, the set of models used in the framework of the analysis of the national policy world (structural, functional, systematic and cultural), and the set of theories used in the framework of the analysis of the international policy world (communication theory, theories of automatic equilibrium, and theories of equilibrium).

(Prerequisite: POL 312)

POL342 - Comparative Foreign Policy

This course is designed to cover advanced knowledge and skills in the foreign policy concept and its most important concepts, its tools, research methods in the Study and Analysis field and internal and external factors affecting the foreign policy-making of States. At the same time, the applied side includes a comparative study of models of foreign policies of countries, the big countries particularly, such as the foreign policy of the United States of America and Russia, and the unified foreign policy of the European Union countries, and the foreign policy of developing countries, are compared at two levels: in particular topics, such as objectives and determinants, and the level of study of the foreign policy of these countries through their attitudes towards the Arab region.

(Prerequisite: POL 233)

POL327 - Public Administration

This course deals with the study of advanced knowledge and understanding of public administration from an analytical perspective, based on many approaches to management study, with a focus on studying the four functions of public administration such as planning, organisation, leadership and control. The course includes the bureaucratic issues in the state's administrative apparatus, centralisation and decentralisation, and linking decentralisation to local development. Finally, there is a practical part of the administrative system of the Kingdom of Bahrain.

(Prerequisite: POL121)

POL361 - Methodology of Political Science

This course is designed to provide students with critical knowledge and specialised skills in the curricula of political science research. This course deals with the detailed concepts in political science research, the study of political phenomenon and analysis, ethics of scientific research and intellectual property. It examines the research strategies included in quantitative, qualitative and mixed research methods. The course is also exposed practically to many methods, such as workshops to prepare a plan and research report. It also includes training students to work in a research team, collecting and organising data and information, and then using them and presenting scientific works.

(Prerequisite: BA 303)

POL354 - Public Opinion and Media

The course deals with the definition of public opinion and the media, origin and development, and their relationship with some other social sciences. The course deals with the factors of formation and change of public opinion and its features, characteristics, types and behavioural aspects in public opinion and the role of the media in its formation. It also examines the relationship between the media and public opinion. On the one hand, the political authority on the other, and the

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leadership role of society and political authority over the media. The course examines the differences between opinion, direction, behaviour and the distinction between public opinion and rumours. It also examines the impact of modern media on political life in society.

(Prerequisite: POL 251)

POL343 - Diplomacy in Theory & Practice

This course is designed to provide students with detailed and critical knowledge and specialised skills in diplomatic work, starting with the role of international diplomatic work, particularly in the light of globalisation and the communications revolution, and the concept of the diplomatic corps and its functions, throughout the study of the preparation of diplomatic cadres, such as organisations and specialised institutions, and the function of diplomatic language, and conduct a critical analysis of the central and subsidiary organs of the Department of External Relations, the impact of public opinion on diplomatic decision-making, the forms of diplomatic work, the permanent bilateral diplomatic exchange system, the sources of its rules and the conditions of its practice to identify the problems of contemporary diplomacy and identify and implement solutions related to them, and then evaluate some types of diplomacy, such as preventive diplomacy and coercive diplomacy and secret diplomacy, and public diplomacy and popular diplomacy.

(Prerequisite: POL 234)

POL362 - Internship

This course is designed to equip political science students with experience, bridge the gap between scientific theories, concepts and practical practices, and apply the specialised skills studied, which increases the chances of professional success and career advancement in the workplace. This course also helps the student to communicate in a specialised manner with his colleagues and blend smoothly into the work environment.

(Prerequisite: 90 Credit Hours)

POL 439 - Contemporary International Issues (E)

This course is designed to provide students with critical knowledge about several contemporary issues that will continue to influence international politics for many years, such as terrorism and nuclear proliferation. This course is framed to enable students to use specialist-level skills to deal with advanced issues, such as international terrorism and efforts to combat it, refugees and human rights issues, racial discrimination, environmental issues and climate change.

(Prerequisite POL131 + POL268)

POL 451 - Political Development

This course is designed to provide students with critical knowledge and specialised skills in political development, political backwardness and related concepts. The course also examines the causes, consequences and effects of political underdevelopment, theories, trends, proposals, approaches and details of political development, and the emergence and development of the study of political development and its tools. The student studies various crises of political development and their relationship with nation-building and development of the capabilities of the political system, and the building of state institutions and good governance. The student concludes with a study of case studies in the Political Development field.

(Prerequisite: POL 251)

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POL465 - Ethics in Politics

This course is designed to provide a critical knowledge of the ethics concept. The concepts associated with it, and have detailed knowledge of the various approaches to the study of ethics in politics, conduct a critical analysis of the study of ethics in Western and Islamic political thought, and addresses models of political ethical value, such as justice, equality and integrity, and respect for human rights, and accountability and the rule of law, environmental issues, rules of war, humanitarian intervention in times of war and disaster, and the efforts of the international community in these various aspects.

(Prerequisite: POL 313)

POL433 - International Economic System (E)

This course is designed to provide students with critical knowledge about the international economic system, such as the concept of the international economic system and the development of the international economy. This course is framed to enable students to use specialist skills to deal with advanced issues such as the development of the international economic system, policies of international trade, international finance and economic development issues. This course also deals with international economic crises such as the international monetary system crisis, technology transfer crisis, external debt, energy crisis, and global financial crises.

(Prerequisite: POL131 + POL268)

POL434 - The Theories of International Relations

This course is designed to provide critical knowledge of the theoretical frameworks and concepts related to international relations and to have detailed knowledge of traditional and contemporary theories, the British and Chinese theorists of international relations, then deal with critical theory, post-structuralism, structuralism theory, feminist theory, green theory, and peaceful evolution theory. (Prerequisite: POL433)

POL464 - Applied Research in Political Science

This course is designed to provide students with specialised skills to investigate problems and carry out scientific research to address them. This course deals with an introduction to applied research, research methods, selection of research topic, reviews of previous studies, identification of research problem, questions and methodology, discussion of the research plan, data collection and analysis, writing the final report of the research and self-assessment report.

(Prerequisite: POL361 + POL362)

Programme Elective Courses

POL366 - Special Topics in Political Science

This course is designed to provide critical knowledge of selected and influential political events in today's international life, which are separatist, populist and cyber movements where countries in the world generally and the Arab world particularly are affected by separatist movements of varying motives. Populism also affects public life in countries with international influence, such as the United States, Germany and some Western European countries. The course took care of cyberspace from the point of view of a phenomenon that reflects the impact of tremendous technological progress on the dimensions of a security and political nature. Therefore, besides providing in-depth knowledge of these topics, the Rapporteur will be concerned about conducting a critical analysis of the study and its discussion.

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(Prerequisite: POL 251)

POL 432 - Arab's Neighboring Countries

This course is designed to provide students with critical and detailed knowledge of the definition of the neighbouring countries and the external orientations of these countries towards the Arab countries due to the geographical locations of the different parties throughout addressing the policies adopted by the neighbouring countries towards the Arab countries, and how to address some of the key issues that matter to these countries, such as national security, border problems, water crisis and minorities.

(Prerequisite: POL233)

POL 414 - Contemporary Political Ideology

This course is designed to cover critical knowledge, skills and specialised methods in the concept of ideology, its characteristics and functions, what is the state, criteria for classifying ideologies, opinions and their political role in societies, and assessing the political use of ideology. The course also addresses a number of contemporary ideologies: liberalism, socialism, communism, fascism, Islamic movements, Arab nationalism, feminism, etc.) and its main thinkers.

(Prerequisite: POL 312)

POL 353 - Political Parties

The course aims to provide students with specialised concepts in relation to the study of the partisan phenomenon and in terms of concept, pillars, origins and roles. It also provides students with critical knowledge about building political parties and criticism, their relationship to the political system, and theoretical trends related to political parties. The course explains political and ideological parties and indicators to measure the effectiveness of parties and political parties, communication, political marketing and public opinion. The course also teaches students about the parties and party practices in Western Europe, the United States, the Arab world and other developing countries.

(Prerequisite: POL251)

POL 467 - Strategic Studies

This course is designed to address critical knowledge and understanding of theories in the conceptual framework of the strategy and related terminology, strategy attributes, the nature of the strategic environment, the effects of the strategic environment, strategic thinking, and the relationship between policymaker and strategist. This course is designed to understand contemporary issues and utilise specialised skills to deal with sophisticated situations in the strategy industry and its effects on the levels and the international environment. This course also concerns strategic assessment, strategy formulation, and study of American strategy.

(Prerequisite: POL233)

POL 326 - Electoral systems

This course deals with an analytical and comparative study of the electoral system, throughout the study of the concepts and terms associated with the voting systems, its legal adaptation, the basics and methods of elections, the preparatory procedures for the elections, the objectives, types and formats of different voting systems. The course stands on the most important electoral system and its characteristics and features and highlights the importance of the relationship between the electoral system and democracy. The study also includes practical models of modern and contemporary electoral systems.

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(Prerequisite: POL121)

POL 436 - International Crises Management

This course is designed to address critical knowledge of international crisis management and its associated concepts, understand contemporary issues arising from international crises, and utilise specialised skills to deal with sophisticated situations to apply and analyse knowledge or practices in international crisis management, their causes, their characteristics, their types and methods of management. The course also deals with crisis containment and management, and the steps of restoring the situation, balancing after the end of the crisis and overcoming the consequences of the crisis. The course also studies the relationship of mutual impact between the management of international crises and the structure of the international system, the role of information and communication technologies in crisis management, and models of international crisis management.

(Prerequisite: POL234)

POL431 - Negotiation Skills

This course is designed to provide students with detailed and critical knowledge and specialised skills in the art of negotiation. The course deals with the concept of negotiation, its objectives, and its historical development. It also deals with negotiating methods, elements of the negotiation process and principles of negotiation science in social, economic, political and military issues. The course focuses on the human element in the negotiation process, the skills and rules of negotiation and psychological and moral aspects. Moreover, it deals with studying the negotiation controls of various kinds and negotiation strategies, in addition to studying the stages of the negotiation process through practical models in the issues of negotiations and tactics used in the bargaining.

(Prerequisite: POL343)