

## FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES

Faculty of Economics and Administrative Sciences, found in 1958, represents an inspiring and dynamic on-campus model for higher education.

Our vision is to become one of the top among the Faculties of Economics and Administrative Sciences with the identity of an innovative and sharing Higher Education Institute which is known by its educational quality as well as academic and scientific achievements both in national and international platforms.

Our mission is to contribute to the emergence of individuals who are equipped with global knowledge and skills through continuous consideration of the change and developments in our country and in the world; to provide our students with the skills of analytical thinking, strategy building, problem solving and initiative taking through well structured and interdisciplinary curricula parallel to sectoral developments; to contribute to the welfare of the society and the business world, either local or nationwide, through an interactive approach in collaboration with our stakeholders.

Dean : Prof. Dr. Sevgi Ayşe ÖZTÜRK  
Vice Dean : Prof. Dr. Ayşe Banu BAŞAR  
Vice Dean : Assoc. Prof. Dr. Ethem ESEN  
Secretary of Faculty : Durmuş GÖKNAR

### STAFF

**Professors:** Funda Rana ADAÇAY, Muharrem AFŞAR , Nurhan AYDIN , Gülfidan BARIŞ , Mehmet BAŞAR , Ayşe Banu BAŞAR, Serap BENLİGİRAY , Senem BESLER, M. Kemal BİÇERLİ , Verda CANBEY ÖZGÜLER , Metin COŞKUN, Elif DAĞDEMİR , Recai DÖNMEZ, Hasan DURUCASU , Nurten ERDOĞAN , Nezihe Figen ERSOY ARCA, Naci GÜNDOĞAN , Celal Hakan KAĞNICIOĞLU , Deniz KAĞNICIOĞLU , Ali KARTAL, Ayşe Çiğdem KIREL , Celil KOPARAL , Erol KUTLU , Saime ÖNCE , Mustafa ÖZER , Sevgi Ayşe ÖZTÜRK, Necdet SAĞLAM, Seval SELİMOĞLU , Emel ŞIKLAR, İlyas ŞIKLAR, H. Zümrüt TONUS , Özgür TONUS , Şebnem TOSUNOĞLU , Nurcan TURAN , Banu UÇKAN HEKİMLER , Yılmaz ÜRPER , M. Erkan ÜYÜMEZ, Kemal YILDIRIM , Nihal YILDIRIM MIZRAK , Güneş Nezire ZEYTİNOĞLU

**Associate Professors:** Mehmet Oğuz ARSLAN, Dilek BAYBORA , İsmail Onur BAYCAN, Ayşe Aytül CENGİZ, Nazım ÇATALBAŞ , Figen DALYAN, Ahmet Emre DEMİRCİ , Burhan DOĞAN , Cumhur DÜLGER, Ceyda ERDEN ÖZSOY , Levent ERDOĞAN , Meltem ERDOĞAN , Murat ERTUĞRUL , Ethem ESEN , Kemal GOLER , Hamdi Erdin GÜNDÜZ, Arman Aziz KARAGÜL , B. Gülümser KAYTANCI , Fatma KOCABAŞ , Özlem OKTAL , Erkan ÖZATA , Ali ÖZDEMİR , Bilge Kağan ÖZDEMİR , Adnan SEVİM , Meriç SUBAŞI ERTEKİN , Zerrin SUNGUR, Fatih TEMİZEL , Selim YILDIRIM , Zekeriya YILDIRIM

**Assistant professors:** Feyza AĞLARGÖZ , Ozan AĞLARGÖZ , Munise Tuba AKTAŞ , Mahmut ATLAS , Bilgin BARI , Tufan ÇAKIR , Emin Cihan DUYAN , Zeynep ELİTAŞ, Zeynep ERDİNÇ, Yaşar Tamer ERGÜL , Aslı GEYLAN, Hülya GÖKTEPE , Hasan İSLATİNCE , Emre KOL , Gülşah KULALI, Sevilay KÜÇÜKSAKARYA , Şenay LEZKİ , Tayfun MOĞOL , Vichuda K. POLATOĞLU , Yener ŞİŞMAN, B. Tuğberk TOSUNOĞLU , Duygu TUNALI, Sezen ULUDAĞ, Ayla YAZICI, Betül YÜCE DURAL

**Lecturers:** Nihan BOSTAN ÖNAL , Ahmet Yılmaz BOZKAYA , Meltem ÇALIŞ , Bilal KESKİNSOY , Fatma TOMBUL

**Research Assistants:** Ayşegül AKÇA , Taylan AKGÜL , Hatice ALTINOK , Yasin ARSLANTAŞ , Nil BELGİN, Ali BENLİ , Gülşen ÇAVUŞ , Haldun ÇOLAK , Seher DEMİRKAYA , Simge DİNDAR TIRAŞ , Önder DORAK , Ayça GÜZEL ÖZBEK , Saniye HAYDAROĞLU , Eylül KABAKÇI GÜNAY , Süleyman KASAL , Ferhat KAYIŞ , Aylin KOCA , Merve KUTLU , Özge MUTLU KAYA , Sedef OLUKLULU , İskender ÖZSARI, Burak PİRDAL, Deniz SEVİNÇ, Başak SEZGİN, Cansu ŞENGÜL, Nazlı Nur UZ , Aykut YAKAR

## DEPARTMENT OF BUSINESS ADMINISTRATION

Business organizations have fundamental roles in the economic system of countries. Business education provides the required knowledge and skills for the effective management of business organizations which are surrounded by fastly changing global environment. Business education focus on the decision making process that will lead to effective and efficient use of resources; strategic management; marketing; finance and accounting; human resources and contemporary management techniques.

Department of Business Administration of the Faculty of Economics and Administrative Sciences (FEAS) has six main fields of science as Management and Organization; Accounting and Finance; Quantitative Techniques; Production Management and Marketing; Trade Law; Cooperatives. The curricula of the Department consist of the compulsory courses in these distinct fields and a large variety of elective courses. The content of the courses are prepared in a way to give students theoretical and practical business knowledge, to enhance their analytical thinking and increase their ability to analyze business problems.

Head : Prof. Dr. Saime ÖNCE

Deputy Head : Assoc. Prof. Dr. Ali ÖZDEMİR

Deputy Head : Feyza AĞLARGÖZ

### PROGRAM

I. SEMESTER			II. SEMESTER		
HUK 143	Fundamental Concepts of Law	3+0 5,0	HUK 152	Law of Obligations	3+0 5,0
İKT 101	Introduction to Economics I	3+0 5,0	İKT 102	Introduction to Economics II	3+0 5,0
İŞL 113	Introduction to Business	4+0 5,0	MAT 162	Mathematics II	3+0 5,0
MAT 161	Mathematics I	3+0 5,0	MUH 120	Financial Accounting II	4+0 5,0
MUH 119	Financial Accounting I	4+0 5,0	PSİ 122	Psychology	2+0 5,0
TÜR 125	Turkish Language I	2+0 2,0	TÜR 126	Turkish Language II	2+0 2,0
	<i>Foreign Language Courses I (0)</i>	- 3,0		<i>Foreign Language Courses II (0)</i>	- 3,0
		30,0			30,0
III. SEMESTER			IV. SEMESTER		
ARY 209	Scientific Research and Report Writing	2+0 3,0	FIN 303	Financial Mathematics	3+0 5,0
BİL 811	Computer Laboratory	3+0 5,0	HUK 251	Commercial Law	3+0 5,0
İKT 203	Micro Economic Theory	3+0 5,0	İST 206	Statistics II	3+0 5,0
İST 205	Statistics I	3+0 5,0	İŞL 214	Organizational Design	3+0 5,0
İŞL 223	Business Management	3+0 5,0	MUH 242	Cost Accounting	4+0 6,0
SOS 124	Sociology	3+0 5,0	TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0 2,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0 2,0		<i>Elective Course (0)</i>	- 2,0
		30,0			30,0
V. SEMESTER			VI. SEMESTER		
FIN 301	Financial Management I	3+0 5,0	FIN 302	Financial Management II	3+0 5,0
İŞL 323	Human Resources Management	3+0 5,0	İŞL 318	Production Management	3+0 5,0
MLY 305	Turkish Tax System	3+0 5,0	İŞL 320	International Business	3+0 5,0
PZL 211	Principles of Marketing	3+0 5,0	PZL 310	Marketing Management	3+0 5,0
	<i>Departmental Elective Courses (0)</i>	- 5,0		<i>Departmental Elective Courses (0)</i>	- 5,0
	<i>Elective Courses (0)</i>	- 5,0		<i>Elective Courses (0)</i>	- 5,0
		30,0			30,0

**VII. SEMESTER**

İST 435	Linear Programing	3+0	5,0
İŞL 429	Management Information Systems	3+0	5,0
MUH 310	Financial Statement Analysis	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

**VIII. SEMESTER**

FİN 410	Capital Markets	4+0	5,0
İŞL 428	Strategic Management	4+0	5,0
MUH 412	Auditing	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

**DEPARTMENTAL ELECTIVE COURSES**

ÇEK 430	Labor and Social Security Law	2+0	5,0
FİN 402	Principles of Insurance	2+0	5,0
FİN 403	The Analysis of Investment Decision	2+0	5,0
FİN 407	International Finance	2+0	5,0
FİN 411	Principles of Banking	2+0	5,0
FİN 412	Financial Management in Multinational Companies	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 204	Macro Economic Theory	3+0	6,0
İKT 367	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 448	Turkish Economy	3+0	5,0
İKT 461	EU and Turkey	2+0	5,0
İLT 309	Presentation Techniques	2+0	5,0
İLT 416	Influential Face to Face Relations in Business Life	2+0	5,0
İLT 419	Body Language and Diction	2+0	5,0
İNG 225 (Eng)	Academic English I	3+0	3,0
İNG 226 (Eng)	Academic English II	3+0	3,0
İNG 325 (Eng)	Academic English III	3+0	3,0
İNG 326 (Eng)	Academic English IV	3+0	3,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İST 303	Statistical Package Programs	2+0	5,0
İST 414	Decision Theory	2+0	5,0
İST 416	Operations Research	2+0	5,0
İŞL 316	Design Management in Business	2+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 325	Public Administration	2+0	5,0
İŞL 327	Management and Marketing in Real Estate Industry	2+0	5,0
İŞL 329	Supply Chain Management	2+0	5,0
İŞL 410	Administration of Cooperatives	2+0	5,0
İŞL 415	Business Field Studies	0+4	5,0
İŞL 420	Foreign Trade Transactions and Management	2+0	5,0
İŞL 432	Innovation Management	2+0	5,0
İŞL 434	Case Studies in Management	2+0	5,0
İŞL 437	Social Responsibility and Ethics in Business	2+0	5,0
İŞL 459	Project Management	2+0	5,0
İŞL 469	Business Simulation	3+0	10,0

İŞL 469 (Eng)	Business Simulation	3+0	10,0
MLY 364	Fiscal Policy	4+0	5,0
MLY 458	Public Finance	3+0	5,0
MUH 308	Corporate Accounting	2+0	5,0
MUH 309	Governmental Accounting	2+0	5,0
MUH 315	Management Accounting	2+0	5,0
MUH 414	Enterprise Resource Planing and Application	2+0	5,0
MUH 415	Accounting Information System	2+0	5,0
MUH 417	Accounting Systems and Application	2+0	5,0
MUH 454	Introduction to Turkish Financial Reporting Standards	2+0	5,0
MUH 459	Essentials of Internal Audit	2+0	5,0
PZL 309	Brand Management	2+0	5,0
PZL 312	Consumer Behavior	2+0	5,0
PZL 313	Sales Management	2+0	5,0
PZL 314	Services Marketing	2+0	5,0
PZL 316	Social Media and Digital Marketing	3+0	5,0
PZL 409	Industrial Marketing	2+0	5,0
PZL 460	Retail Management	2+0	5,0
PZL 461	Marketing Research	2+0	5,0
PZL 463	Marketing Communication	2+0	5,0
PZL 465	Introduction to Retailing	2+0	5,0
SİY 303	Political Science	3+0	5,0
SOS 340	Organizational Behavior	3+0	6,0

**ELECTIVE COURSES**

BEÖ 155	Physical Education	2+0	2,0
KÜL 199	Cultural Activities	0+2	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0
SAN 155	Hall Dances	0+2	2,0
SNT 155	History of Art	2+0	2,0
SOS 155	Folkdance	2+0	2,0
THU 203	Community Services	0+2	3,0
TÜR 120	Turkish Sign Language	3+0	3,0

**FOREIGN LANGUAGE COURSES**

ALM 175 (Ger)	German I	3+0	3,0
ALM 176 (Ger)	German II	3+0	3,0
FRA 175 (Fra)	French I	3+0	3,0
FRA 176 (Fra)	French II	3+0	3,0
İNG 187 (Eng)	English I	3+0	3,0
İNG 188 (Eng)	English II	3+0	3,0

## DEPARTMENT OF ECONOMICS

The department of Economics educates people who are willing to do research and work on the various levels of economic life. The economic theory is given as an academic formation to students who are going to work on private and government sectors with the help of math, statistics and econometrics. The education of economics contains two basic processes. The first is to teach economic? principals and tools which will be used after graduating from university and to educate high quality labor force in changing global conditions. The second is to develop systematic and independent thinking ability, which will be helpful in every aspect of peoples life, and to give students academic formation in economic subjects. In this context, in the economics department, apart from economics courses there are business, law and public finance classes. These classes give students chances to find better jobs in a wide range of areas. During first two years, students take theoretical courses and completing these courses successfully they can take the third and fourth year classes. In the third and fourth year, there are a variety of elective courses, which are related to the areas that students desire to work after graduation. Thus, students are favoring courses in wide range and having the chance of graduating with a strong infrastructure. The department has four main branches Tehese are: Economic Theory, Economic Policy, Economic Growth and International Economics and History of Economics.

Head : Prof. Dr. Muharrem AFŞAR  
Deputy Head : Assoc. Prof. Dr. Levent ERDOĞAN

### PROGRAM

I. SEMESTER			II. SEMESTER		
HUK 143	Fundamental Concepts of Law	3+0 5,0	HUK 152	Law of Obligations	3+0 5,0
İKT 101	Introduction to Economics I	3+0 5,0	İKT 102	Introduction to Economics II	3+0 5,0
İŞL 113	Introduction to Business	4+0 5,0	MAT 162	Mathematics II	3+0 5,0
MAT 161	Mathematics I	3+0 5,0	MUH 120	Financial Accounting II	4+0 5,0
MUH 119	Financial Accounting I	4+0 5,0	SOS 124	Sociology	3+0 5,0
TÜR 125	Turkish Language I	2+0 2,0	TÜR 126	Turkish Language II	2+0 2,0
	<i>Foreign Language Courses I (0)</i>	- 3,0		<i>Foreign Language Courses II (0)</i>	- 3,0
		30,0			30,0
III. SEMESTER			IV. SEMESTER		
HUK 251	Commercial Law	3+0 5,0	İKT 216	Mathematical Economics	4+0 7,0
İKT 217	Microeconomic Theory I	3+0 5,0	İKT 218	Micro Economic Theory II	3+0 5,0
İKT 219	Macro Economic Theory I	3+0 6,0	İKT 220	Macro Economic Theory II	3+0 6,0
İST 205	Statistics I	3+0 5,0	İST 206	Statistics II	3+0 5,0
SİY 303	Political Science	3+0 5,0	MLY 458	Public Finance	3+0 5,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0 2,0	TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0 2,0
	<i>Elective Course (0)</i>	- 2,0			30,0
		30,0			
V. SEMESTER			VI. SEMESTER		
İKT 302	Economic Policy	3+0 5,0	İKT 310	Monetary Policy	3+0 5,0
İKT 309	Monetary Theory	3+0 5,0	İKT 330	International Economics II	3+0 5,0
İKT 329	International Economics I	3+0 5,0	İKT 380	Econometrics I	3+0 5,0
İKT 379	Econometrics I	3+0 5,0	MLY 305	Turkish Tax System	3+0 5,0
	<i>Departmental Elective Courses (0)</i>	- 5,0		<i>Departmental Elective Courses (0)</i>	- 5,0
	<i>Elective Courses (0)</i>	- 5,0		<i>Elective Courses (0)</i>	- 5,0
		30,0			30,0

**VII. SEMESTER**

İKT 437	Financial Economics I	3+0	5,0
İKT 445	History of Economic Thought	3+0	5,0
İKT 459	Economic Growth Theories	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

**VIII. SEMESTER**

İKT 403	Development Economics	3+0	5,0
İKT 438	Financial Economics II	3+0	5,0
İKT 448	Turkish Economy	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

**DEPARTMENTAL ELECTIVE COURSES**

ARY 303	Research Methods in Social Sciences	2+0	5,0
ÇEK 430	Labor and Social Security Law	2+0	5,0
FIN 303	Financial Mathematics	3+0	5,0
FIN 310	Real Estate Pricing and Finance	2+0	5,0
FIN 402	Principles of Insurance	2+0	5,0
FIN 403	The Analysis of Investment Decision	2+0	5,0
FIN 407	International Finance	2+0	5,0
FIN 409	Financial Management	3+0	5,0
HUK 126	Administrative Law	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 371	Labor Economics	2+0	5,0
İKT 372	International Economic Organizations	2+0	5,0
İKT 373	Economics of Crises	2+0	5,0
İKT 376	Financial Institutions and Banking	2+0	5,0
İKT 378	Economic Forecasting	2+0	5,0
İKT 419	Applications in Economics	0+4	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 461	EU and Turkey	2+0	5,0
İKT 462	Economic History of Turkey	2+0	5,0
İKT 463	History of Economics	2+0	5,0
İKT 464	Comparative Economic Systems	2+0	5,0
İKT 465	Industrial Economics	2+0	5,0
İKT 466	Economic Risk Management	2+0	5,0
İKT 468	World Economy	2+0	5,0
İKT 471	Managerial Economics I	2+0	5,0
İKT 472	Managerial Economics II	2+0	5,0
İKT 474	Strategic Management in Public Sector	2+0	5,0
İNG 225	(Eng) Academic English I	3+0	3,0
İNG 226	(Eng) Academic English II	3+0	3,0
İNG 325	(Eng) Academic English III	3+0	3,0

İNG 326	(Eng) Academic English IV	3+0	3,0
İNG 425	(Eng) Academic English V	3+0	3,0
İNG 426	(Eng) Academic English VI	3+0	3,0
İŞL 223	Business Management	3+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 420	Foreign Trade Transactions and Management	2+0	5,0
MLY 364	Fiscal Policy	4+0	5,0
MUH 242	Cost Accounting	4+0	6,0
MUH 308	Corporate Accounting	2+0	5,0
MUH 310	Financial Statement Analysis	3+0	5,0
PZL 211	Principles of Marketing	3+0	5,0

**ELECTIVE COURSES**

BEÖ 155	Physical Education	2+0	2,0
KÜL 199	Cultural Activities	0+2	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0
SAN 155	Hall Dances	0+2	2,0
SNT 155	History of Art	2+0	2,0
SOS 155	Folkdance	2+0	2,0
THU 203	Community Services	0+2	3,0
TÜR 120	Turkish Sign Language	3+0	3,0

**FOREIGN LANGUAGE COURSES I**

ALM 175	(Ger) German I	3+0	3,0
FRA 175	(Fra) French I	3+0	3,0
İNG 175	(Eng) English I	3+0	3,0

**FOREIGN LANGUAGE COURSES II**

ALM 176	(Ger) German II	3+0	3,0
FRA 176	(Fra) French II	3+0	3,0
İNG 176	(Eng) English II	3+0	3,0

**DEPARTMENT OF LABOUR ECONOMICS AND INDUSTRIAL RELATIONS**

Labour Economics and Industrial Relations is an interdisciplinary field of social sciences that studies social policy, sociology, psychology, economics and labour law.

The Department of Labour Economics and Industrial Relations has six main field of sciences: Social Policy, Industrial Relations, Labour Economics, Labour and Social Security Law, Management and Occupational Sociology, Management and Occupational Psychology. The Departmental courses have an interdisciplinary approach to work and work environment and various disciplines in social sciences such as social politics, law, economics, sociology, psychology and management.

The first two years of the program offers more general courses by various departments from the Faculty. However, the third and fourth years of study is devoted to specialized departmental courses. The Department offers students many elective courses to let the students specialize in the fields they want. Graduates from the Department will be experts in their field and also equipped with generalized skills, which allows them to retain their competence in a rapidly changing world. The graduates find opportunities of employment in personnel or human resources departments of the public and private sector. The department is located in the main Campus of Anadolu University which is called Yunus Emre. It is governed by one chairman and one deputy chairman.

Head : Prof. Dr. Deniz KAĞNICIOĞLU

Deputy Head : Assoc. Prof. Dr. Zerrin SUNGUR

Deputy Head : Emre KOL

## PROGRAM

<b>I. SEMESTER</b>			<b>II. SEMESTER</b>		
HUK 143	Fundamental Concepts of Law	3+0 5,0	HUK 152	Law of Obligations	3+0 5,0
İKT 101	Introduction to Economics I	3+0 5,0	İKT 102	Introduction to Economics II	3+0 5,0
İŞL 113	Introduction to Business	4+0 5,0	İŞL 223	Business Management	3+0 5,0
MAT 179	Mathematics	3+0 5,0	MUH 120	Financial Accounting II	4+0 5,0
MUH 119	Financial Accounting I	4+0 5,0	SOS 124	Sociology	3+0 5,0
TÜR 125	Turkish Language I	2+0 2,0	TÜR 126	Turkish Language II	2+0 2,0
	<i>Foreign Language Courses I (0)</i>	- 3,0		<i>Foreign Language Courses II (0)</i>	- 3,0
		30,0			30,0
<b>III. SEMESTER</b>			<b>IV. SEMESTER</b>		
ÇEK 215	Social Policy	4+0 6,0	ÇEK 216	Social Policy II	4+0 6,0
ÇEK 353	History of Turkish Labor Relations	3+0 5,0	HUK 127	Constitutional Law	2+0 5,0
İKT 203	Micro Economic Theory	3+0 5,0	İKT 204	Macro Economic Theory	3+0 6,0
İST 205	Statistics I	3+0 5,0	İST 206	Statistics II	3+0 5,0
SİY 303	Political Science	3+0 5,0	SOS 340	Organizational Behavior	3+0 6,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0 2,0	TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0 2,0
	<i>Elective Course (0)</i>	- 2,0			
		30,0			30,0
<b>V. SEMESTER</b>			<b>VI. SEMESTER</b>		
ÇEK 201	Industrial Psychology	3+0 5,0	ÇEK 212	Labour Economics II	3+0 5,0
ÇEK 211	Labour Economics I	3+0 5,0	ÇEK 310	Collective Labor Law	4+0 5,0
ÇEK 303	Individual Labor Law	4+0 5,0	ÇEK 419	Occupational Health and Safety	3+0 5,0
ÇEK 313	Trade Unionism	4+0 5,0	SOS 342	Social Structure of Turkey	3+0 5,0
	<i>Departmental Elective Courses (0)</i>	- 5,0		<i>Departmental Elective Courses (0)</i>	- 5,0
	<i>Elective Courses (0)</i>	- 5,0		<i>Elective Courses (0)</i>	- 5,0
		30,0			30,0
<b>VII. SEMESTER</b>			<b>VIII. SEMESTER</b>		
ÇEK 409	Social Security	3+0 5,0	ÇEK 410	Social Security Law	4+0 5,0
ÇEK 427	Industrial Relations	3+0 5,0	İŞL 323	Human Resources Management	3+0 5,0
FİN 409	Financial Management	3+0 5,0	MLY 458	Public Finance	3+0 5,0
	<i>Departmental Elective Courses (0)</i>	- 15,0		<i>Departmental Elective Courses (0)</i>	- 15,0
		30,0			30,0

## DEPARTMENTAL ELECTIVE COURSES

ARY 303	Research Methods in Social Sciences	2+0	5,0
BİL 811	Computer Laboratory	3+0	5,0
ÇEK 315	Employment and Unemployment	2+0	5,0
ÇEK 316	Job Evaluation	2+0	5,0
ÇEK 317	Social Policy in Turkey	2+0	5,0
ÇEK 324	The Welfare Systems and Social Policies	2+0	5,0
ÇEK 326	Inspection of Working Life	2+0	5,0
ÇEK 328	Health Systems in Comparison	2+0	5,0
ÇEK 412	New Technology and Working Life	2+0	5,0
ÇEK 413	Industrial Relations Applications	0+4	5,0
ÇEK 420	Applied Labor Law	2+0	5,0
ÇEK 424	Wage Theory and Policy	2+0	5,0
ÇEK 428	Income Distribution and Poverty	2+0	5,0
ÇEK 429	Leadership Theory and Applications	2+0	5,0
ÇEK 431	Sociology of Work	2+0	5,0
FİN 402	Principles of Insurance	2+0	5,0
FİN 410	Capital Markets	4+0	5,0
FİN 411	Principles of Banking	2+0	5,0
HUK 126	Administrative Law	2+0	5,0
HUK 251	Commercial Law	3+0	5,0
HUK 378	Civil Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 367	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 448	Turkish Economy	3+0	5,0
İKT 461	EU and Turkey	2+0	5,0
İLT 416	Influential Face to Face Relations in Business Life	2+0	5,0
İLT 419	Body Language and Diction	2+0	5,0
İNG 225	(Eng) Academic English I	3+0	3,0
İNG 226	(Eng) Academic English II	3+0	3,0

İNG 325	(Eng) Academic English III	3+0	3,0
İNG 326	(Eng) Academic English IV	3+0	3,0
İNG 425	(Eng) Academic English V	3+0	3,0
İNG 426	(Eng) Academic English VI	3+0	3,0
İŞL 438	Performance and Career Management	2+0	5,0
MLY 305	Turkish Tax System	3+0	5,0
MUH 242	Cost Accounting	4+0	6,0
MUH 310	Financial Statement Analysis	3+0	5,0
MUH 414	Enterprise Resource Planing and Application	2+0	5,0
MUH 415	Accounting Information System	2+0	5,0
PSİ 122	Psychology	2+0	5,0
PSİ 328	Social Psychology	2+0	5,0
SHZ 422	Social Services	2+0	5,0

## ELECTIVE COURSES

BEÖ 155	Physical Education	2+0	2,0
KÜL 199	Cultural Activities	0+2	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0
SAN 155	Hall Dances	0+2	2,0
SNT 155	History of Art	2+0	2,0
SOS 155	Folkdance	2+0	2,0
THU 203	Community Services	0+2	3,0
TÜR 120	Turkish Sign Language	3+0	3,0

## FOREIGN LANGUAGE COURSES I

ALM 175	(Ger) German I	3+0	3,0
FRA 175	(Fra) French I	3+0	3,0
İNG 187	(Eng) English I	3+0	3,0

## FOREIGN LANGUAGE COURSES II

ALM 176	(Ger) German II	3+0	3,0
FRA 176	(Fra) French II	3+0	3,0
İNG 188	(Eng) English II	3+0	3,0

## DEPARTMENT OF PUBLIC FINANCE

Economies are generally separated in two sectors. While private sector produces good and services for individual needs and private benefits. Public sector produces good and services for social needs and social benefits. Public finance is interested in separation of duties between private sector and public sector. Therefore public finance is about what the duties of governments should be, how those duties are done and how costs of government operations should be and are financed.

Public Finance Department has four sub fields; Public Finance Theory, Budgeting and Fiscal Planning, Fiscal Policy and Fiscal Laws

Head : Prof. Dr. Recai DÖNMEZ

Deputy Head : Prof. Dr. Şebnem TOSUNOĞLU

## PROGRAM

### I. SEMESTER

HUK 127	Constitutional Law	2+0	5,0
HUK 143	Fundamental Concepts of Law	3+0	5,0
İKT 101	Introduction to Economics I	3+0	5,0
MAT 161	Mathematics I	3+0	5,0
SOS 124	Sociology	3+0	5,0
TÜR 125	Turkish Language I	2+0	2,0
	<i>Foreign Language Courses I (0)</i>	-	3,0
			30,0

### II. SEMESTER

HUK 126	Administrative Law	2+0	5,0
HUK 152	Law of Obligations	3+0	5,0
İKT 102	Introduction to Economics II	3+0	5,0
İŞL 325	Public Administration	2+0	5,0
MAT 162	Mathematics II	3+0	5,0
TÜR 126	Turkish Language II	2+0	2,0
	<i>Foreign Language Courses II (0)</i>	-	3,0
			30,0

### III. SEMESTER

İKT 203	Micro Economic Theory	3+0	5,0
İST 205	Statistics I	3+0	5,0
MLY 213	Public Finance I	3+0	5,0
MLY 215	General Tax Law	3+0	6,0
MUH 119	Financial Accounting I	4+0	5,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0
	<i>Elective Course (0)</i>	-	2,0
			30,0

### IV. SEMESTER

İKT 204	Macro Economic Theory	3+0	6,0
İST 206	Statistics II	3+0	5,0
MLY 214	Public Finance II	3+0	5,0
MLY 216	Law on Tax Procedure	3+0	7,0
MUH 120	Financial Accounting II	4+0	5,0
TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
			30,0

### V. SEMESTER

HUK 251	Commercial Law	3+0	5,0
MLY 321	Tax Law Special Part I	4+0	5,0
MLY 323	Government Budgeting	4+0	5,0
MUH 308	Corporate Accounting	2+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	5,0
	<i>Elective Courses (0)</i>	-	5,0
			30,0

### VI. SEMESTER

FİN 409	Financial Management	3+0	5,0
MLY 316	Public Economics	4+0	5,0
MLY 322	Tax Law Special Part II	4+0	4,0
MUH 242	Cost Accounting	4+0	6,0
	<i>Departmental Elective Courses (0)</i>	-	5,0
	<i>Elective Courses (0)</i>	-	5,0
			30,0

### VII. SEMESTER

MLY 364	Fiscal Policy	4+0	5,0
MLY 407	Tax Enforcement Law	3+0	5,0
MUH 310	Financial Statement Analysis	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

### VIII. SEMESTER

İKT 448	Turkish Economy	3+0	5,0
MLY 406	Dispute Resolution in Tax Law	3+0	5,0
MLY 427	Tax Penal Law	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			30,0

### DEPARTMENTAL ELECTIVE COURSES

ÇEK 303	Individual Labor Law	4+0	5,0
ÇEK 410	Social Security Law	4+0	5,0
FIN 402	Principles of Insurance	2+0	5,0
FIN 407	International Finance	2+0	5,0
FIN 410	Capital Markets	4+0	5,0
FIN 411	Principles of Banking	2+0	5,0
HUK 343	Law and Economics	2+0	5,0
HUK 378	Civil Law	2+0	5,0
HUK 380	Companies Law	2+0	5,0
İKT 322	International Economics	2+0	5,0

İKT 367	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 445	History of Economic Thought	3+0	5,0
İKT 468	World Economy	2+0	5,0
İNG 225 (Eng)	Academic English I	3+0	3,0
İNG 226 (Eng)	Academic English II	3+0	3,0
İNG 325 (Eng)	Academic English III	3+0	3,0
İNG 326 (Eng)	Academic English IV	3+0	3,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İŞL 321	Applied Entrepreneurship	3+1	5,0



İŞL 420	Foreign Trade Transactions and Management	2+0	5,0
MLY 312	Economics of Public Enterprise	2+0	5,0
MLY 314	History of Public Finance	2+0	5,0
MLY 357	Government and Market Economy	2+0	5,0
MLY 366	Public Financial Management	2+0	5,0
MLY 368	Economic Effects of Taxes	2+0	5,0
MLY 370	International Public Finance	2+0	5,0
MLY 421	Case Studies on Public Finance	0+4	5,0
MLY 449	EU Public Finance	2+0	5,0
MLY 459	Local Administration Finance	2+0	5,0
MLY 460	Tax Practices	2+0	5,0
MLY 461	Current Issues in Public Finance	2+0	5,0
MLY 463	Government Borrowing	2+0	5,0
MLY 465	Customs Transactions and Practices	2+0	5,0
MUH 412	Auditing	3+0	5,0
MUH 415	Accounting Information System	2+0	5,0
MUH 459	Essentials of Internal Audit	2+0	5,0
SiY 303	Political Science	3+0	5,0

### ELECTIVE COURSES

BEÖ 155	Physical Education	2+0	2,0
KÜL 199	Cultural Activities	0+2	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0
SAN 155	Hall Dances	0+2	2,0
SNT 155	History of Art	2+0	2,0
SOS 155	Folkdance	2+0	2,0
THU 203	Community Services	0+2	3,0
TÜR 120	Turkish Sign Language	3+0	3,0

### FOREIGN LANGUAGE COURSES I

ALM 175 (Ger)	German I	3+0	3,0
FRA 175 (Fra)	French I	3+0	3,0
İNG 187 (Eng)	English I	3+0	3,0

### FOREIGN LANGUAGE COURSES II

ALM 176 (Ger)	German II	3+0	3,0
FRA 176 (Fra)	French II	3+0	3,0
İNG 188 (Eng)	English II	3+0	3,0

## PROGRAM IN BUSINESS ADMINISTRATION (ENGLISH)

Business organizations have fundamental roles in the economic system of countries. Business education provides the required knowledge and skills for the effective management of business organizations which are surrounded by fastly changing global environment. Business education focus on the decision making process that will lead to effective and efficient use of resources; strategic management; marketing; finance and accounting; human resources and contemporary management techniques.

Department of Business Administration of the Faculty of Economics and Administrative Sciences (FEAS) has six main fields of science as Management and Organization; Accounting and Finance; Quantitative Techniques; Production Management and Marketing; Trade Law; Cooperatives. The curricula of the Department consist of the compulsory courses in these distinct fields and a large variety of elective courses. The content of the courses are prepared in a way to give students theoretical and practical business knowledge, to enhance their analytical thinking and increase their ability to analyze business problems.

Head : Prof. Dr. Saime ÖNCE

Deputy Head : Assoc. Prof. Dr. Ali ÖZDEMİR

Deputy Head : Feyza AĞLARGÖZ

### PROGRAM

I. SEMESTER				II. SEMESTER			
TÜR 125	Turkish Language I	2+0	2,0	HUK 152	Law of Obligations	3+0	5,0
HUK 143 (Eng)	Fundamentals Concepts of Law	3+0	5,0	TÜR 126	Turkish Language II	2+0	2,0
İKT 101 (Eng)	Introduction to Economics I	3+0	5,0	İKT 102 (Eng)	Introduction to Economics II	3+0	5,0
İNG 325 (Eng)	Academic English III	3+0	3,0	İNG 326 (Eng)	Academic English IV	3+0	3,0
İŞL 113 (Eng)	Introduction to Business	4+0	5,0	MAT 162 (Eng)	Mathematics II	3+0	5,0
MAT 161 (Eng)	Mathematics I	3+0	5,0	MUH 120 (Eng)	Financial Accounting II	4+0	5,0
MUH 119 (Eng)	Financial Accounting I	4+0	5,0	PSİ 122 (Eng)	Psychology	2+0	5,0
<hr/>				<hr/>			
30,0				30,0			

**III. SEMESTER**

TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0
ARY 209 (Eng)	Scientific Research and Report Writing	2+0	3,0
BİL 811 (Eng)	Computer Laboratory	3+0	5,0
İKT 203 (Eng)	Microeconomic Theory	3+0	5,0
İST 205 (Eng)	Statistics I	3+0	5,0
İŞL 223 (Eng)	Business Management	3+0	5,0
SOS 124 (Eng)	Sociology	3+0	5,0
			<u>30,0</u>

**V. SEMESTER**

MLY 305	Turkish Tax System	3+0	5,0
FİN 301 (Eng)	Financial Management I	3+0	5,0
İŞL 323 (Eng)	Human Resources Management	3+0	5,0
PZL 211 (Eng)	Principles of Marketing	3+0	5,0
	<i>Departmental Elective Courses (0) -</i>		5,0
	<i>Elective Courses (0)</i>	-	5,0
			<u>30,0</u>

**VII. SEMESTER**

İST 435 (Eng)	Linear Programming	3+0	5,0
İŞL 429 (Eng)	Management Information Systems	3+0	5,0
MUH 310 (Eng)	Financial Statement Analysis	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			<u>30,0</u>

**DEPARTMENTAL ELECTIVE COURSES**

ÇEK 430	Labor and Social Security Law	2+0	5,0
FİN 402 (Eng)	Principles of Insurance	2+0	5,0
FİN 403	The Analysis of Investment Decision	2+0	5,0
FİN 406 (Eng)	Investment Analysis	2+0	5,0
FİN 407 (Eng)	International Finance	2+0	5,0
FİN 411 (Eng)	Principles of Banking	2+0	5,0
FİN 412 (Eng)	Financial Management in Multinational Companies	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 392 (Eng)	Introduction to Public International Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 204 (Eng)	Macroeconomic Theory	3+0	6,0
İKT 367 (Eng)	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 448 (Eng)	Turkish Economy	3+0	5,0
İKT 461 (Eng)	EU and Turkey	2+0	5,0

**IV. SEMESTER**

HUK 251	Commercial Law	3+0	5,0
TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
FİN 303 (Eng)	Financial Mathematics	3+0	5,0
İST 206 (Eng)	Statistics II	3+0	5,0
İŞL 214 (Eng)	Organizational Design	3+0	5,0
MUH 242 (Eng)	Cost Accounting	4+0	6,0
	<i>Elective Course (0)</i>	-	2,0
			<u>30,0</u>

**VI. SEMESTER**

FİN 302 (Eng)	Financial Management II	3+0	5,0
İŞL 318 (Eng)	Production Management (Üretim Yönetimi)	3+0	5,0
İŞL 320 (Eng)	International Business	3+0	5,0
PZL 310 (Eng)	Marketing Management	3+0	5,0
	<i>Departmental Elective Courses (0) -</i>		5,0
	<i>Elective Courses (0)</i>	-	5,0
			<u>30,0</u>

**VIII. SEMESTER**

FİN 410 (Eng)	Capital Markets	4+0	5,0
İŞL 428 (Eng)	Strategic Management	4+0	5,0
MUH 412 (Eng)	Auditing	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			<u>30,0</u>

İLT 309 (Eng)	Presentation Techniques	2+0	5,0
İLT 416	Influential Face to Face Relations in Business Life	2+0	5,0
İLT 419	Body Language and Diction	2+0	5,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İST 303	Statistical Package Programs	2+0	5,0
İST 414 (Eng)	Decision Theory	2+0	5,0
İST 416 (Eng)	Operations Research	2+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 325 (Eng)	Public Administration	2+0	5,0
İŞL 329	Supply Chain Management	2+0	5,0
İŞL 329 (Eng)	Supply Chain Management	2+0	5,0
İŞL 415	Business Field Studies	0+4	5,0
İŞL 420 (Eng)	Foreign Trade Transactions and Management	2+0	5,0
İŞL 432 (Eng)	Innovation Management	2+0	5,0
İŞL 434 (Eng)	Case Studies in Management	2+0	5,0
İŞL 459 (Eng)	Project Management	2+0	5,0
İŞL 461 (Eng)	Negotiation Techniques	2+0	5,0
İŞL 469 (Eng)	Business Simulation	3+0	10,0

İŞL 471 (Eng) Applied Management By Real Life Experiences	2+0	5,0	PZL 463 (Eng) Marketing Communication	2+0	5,0
İŞL 473 (Eng) Corporate Governance	2+0	5,0	PZL 465 Introduction to Retailing	2+0	5,0
MLY 364 Fiscal Policy	4+0	5,0	SIY 303 (Eng) Political Science	3+0	5,0
MLY 458 (Eng) Public Finance	3+0	5,0	SOS 340 (Eng) Organizational Behaviour	3+0	6,0
MUH 308 Corporate Accounting	2+0	5,0	<b>ELECTIVE COURSES</b>		
MUH 315 (Eng) Management Accounting	2+0	5,0	BEÖ 155 Physical Education	2+0	2,0
MUH 414 Enterprise Resource Planing and Application	2+0	5,0	KÜL 199 Cultural Activities	0+2	2,0
MUH 417 Accounting Systems and Application	2+0	5,0	MÜZ 155 Turkish Folk Music	2+0	2,0
MUH 459 (Eng) Essentials of Internal Audit	2+0	5,0	MÜZ 157 Traditional Turkish Art Music	2+0	2,0
PZL 309 (Eng) Brand Management	2+0	5,0	SAN 155 Hall Dances	0+2	2,0
PZL 312 (Eng) Consumer Behavior	2+0	5,0	SNT 155 History of Art	2+0	2,0
PZL 313 (Eng) Sales Management	2+0	5,0	SOS 155 Folkdance	2+0	2,0
PZL 314 Services Marketing	2+0	5,0	THU 203 Community Services	0+2	3,0
PZL 316 (Eng) Social Media and Digital Marketing	3+0	5,0	TÜR 120 Turkish Sign Language	3+0	3,0
PZL 460 Retail Management	2+0	5,0			
PZL 461 (Eng) Marketing Research	2+0	5,0			

## PROGRAM IN BUSINESS ADMINISTRATION (IJD-PECKETT)

Name of Program Anaadolu University, Faculty of Economics and Managerial Sciences, Leeds Metropolitan University-Business Administration (English) International Joint Undergraduate Program Fees Fees are determined for 2009-2010 academic year and in the case of any probable increases in the following years, it will be declared to students before each academic year starts. Every student will be subject to new fees declared for that academic year notwithstanding their entry year. Anadolu University fee is 4.000TL for one year (Preparation English) and each of first three years. Leeds Metropolitan University fee is 5.800Pounds for the last year. This 5.800Pounds cover the education fee and basic charges of Leeds Metropolitan University. The expenditures for staying, food, books and other personal needs are predicted as about 650Pounds montly for the period students will have a time in England. Language The education language of this program is English. To start their undergraduate education, students should take minimum 6 points from IELTS examination, minimum 550 points from paper-based TOEFL examination, minimum 213 points from computer-based TOEFL examination or minimum 74 points from internet-based TOEFL examination. Students who do not satisfy these conditions are going to study English in Anadolu University School of Foreign Languages Preparation Program. Students are expected to satisfy the English proficiency condition within maximum 2 years. Students who do not satisfy the English proficiency condition within maximum 2 years may be severanced and placed by "ÖSYM" to an undergraduate program in Turkey bearing the same name if possible or to an equivalent program, whose language of education is Turkish. The placement is made according to "ÖSS" scores and preferences of students. Application, Acceptance and Placement Students are placed centrally to International Joint Undergraduate Program predicating on placement (EA-2) score covering "ÖSS" score and weighted secondary education feedback score by "ÖSYM". Students are obliged to take the visa to have education in England. Turkish and British program coordinators will help students in their visa applications.

### PROGRAM

I. SEMESTER			II. SEMESTER		
HUK 143 (Eng) Fundamentals Concepts of Law	3+0	5,0	HUK 152 Law of Obligations	3+0	5,0
İKT 101 (Eng) Introduction to Economics I	3+0	5,0	İKT 102 (Eng) Introduction to Economics II	3+0	5,0
İNG 325 (Eng) Academic English III	3+0	3,0	İNG 326 (Eng) Academic English IV	3+0	3,0
İŞL 113 (Eng) Introduction to Business	4+0	5,0	MAT 162 (Eng) Mathematics II	3+0	5,0
MAT 161 (Eng) Mathematics I	3+0	5,0	MUH 120 (Eng) Financial Accounting II	4+0	5,0
MUH 119 (Eng) Financial Accounting I	4+0	5,0	PSİ 122 (Eng) Psychology	2+0	5,0
TÜR 125 Turkish Language I	2+0	2,0	TÜR 126 Turkish Language II	2+0	2,0
		30,0			30,0

**III. SEMESTER**

ARY 209 (Eng)	Scientific Research and Report Writing	2+0	3,0
BİL 811 (Eng)	Computer Laboratory	3+0	5,0
İKT 203 (Eng)	Microeconomic Theory	3+0	5,0
İST 205 (Eng)	Statistics I	3+0	5,0
İŞL 223 (Eng)	Business Management	3+0	5,0
SOS 124 (Eng)	Sociology	3+0	5,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0
			<u>30,0</u>

**V. SEMESTER**

FİN 301 (Eng)	Financial Management I	3+0	5,0
İŞL 323 (Eng)	Human Resources Management	3+0	5,0
MLY 305	Turkish Tax System	3+0	5,0
PZL 211 (Eng)	Principles of Marketing	3+0	5,0
<i>Departmental Elective Courses (0)</i>		-	5,0
<i>Elective Courses (0)</i>		-	5,0
			<u>30,0</u>

**VII. SEMESTER**

300 01 (Eng)	Innovation & Change	2+0	7,5
300 14 (Eng)	Project Management	2+0	7,5
300 21 (Eng)	Cross Cultural Management	2+0	7,5
<i>Departmental Elective Courses (0)</i>		-	7,5
			<u>30,0</u>

**DEPARTMENTAL ELECTIVE COURSES**

ÇEK 430	Labor and Social Security Law	2+0	5,0
FİN 402 (Eng)	Principles of Insurance	2+0	5,0
FİN 403	The Analysis of Investment Decision	2+0	5,0
FİN 406 (Eng)	Investment Analysis	2+0	5,0
FİN 407 (Eng)	International Finance	2+0	5,0
FİN 410 (Eng)	Capital Markets	4+0	5,0
FİN 411 (Eng)	Principles of Banking	2+0	5,0
FİN 412 (Eng)	Financial Management in Multinational Companies	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 392 (Eng)	Introduction to Public International Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 204 (Eng)	Macroeconomic Theory	3+0	6,0
İKT 367 (Eng)	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 448 (Eng)	Turkish Economy	3+0	5,0
İKT 461 (Eng)	EU and Turkey	2+0	5,0

**IV. SEMESTER**

FİN 303 (Eng)	Financial Mathematics	3+0	5,0
HUK 251	Commercial Law	3+0	5,0
İST 206 (Eng)	Statistics II	3+0	5,0
İŞL 214 (Eng)	Organizational Design	3+0	5,0
MUH 242 (Eng)	Cost Accounting	4+0	6,0
TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
<i>Elective Course (0)</i>		-	2,0
			<u>30,0</u>

**VI. SEMESTER**

FİN 302 (Eng)	Financial Management II	3+0	5,0
İŞL 318 (Eng)	Production Management (Üretim Yönetimi)	3+0	5,0
İŞL 320 (Eng)	International Business	3+0	5,0
PZL 310 (Eng)	Marketing Management	3+0	5,0
<i>Departmental Elective Courses (0)</i>		-	5,0
<i>Elective Courses (0)</i>		-	5,0
			<u>30,0</u>

**VIII. SEMESTER**

300 00 (Eng)	Consultancy Project	2+0	7,5
300 02 (Eng)	Personel & Career Effectiveness-PACE 3	2+0	7,5
300 09 (Eng)	Business Strategy	2+0	7,5
<i>Departmental Elective Courses (0)</i>		-	7,5
			<u>30,0</u>

İLT 309 (Eng)	Presentation Techniques	2+0	5,0
İLT 416	Influential Face to Face Relations in Business Life	2+0	5,0
İLT 419	Body Language and Diction	2+0	5,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İST 303	Statistical Package Programs	2+0	5,0
İST 414 (Eng)	Decision Theory	2+0	5,0
İST 416 (Eng)	Operations Research	2+0	5,0
İST 435 (Eng)	Linear Programming	3+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 325 (Eng)	Public Administration	2+0	5,0
İŞL 329	Supply Chain Management	2+0	5,0
İŞL 329 (Eng)	Supply Chain Management	2+0	5,0
İŞL 415	Business Field Studies	0+4	5,0
İŞL 420 (Eng)	Foreign Trade Transactions and Management	2+0	5,0
İŞL 428 (Eng)	Strategic Management	4+0	5,0
İŞL 429 (Eng)	Management Information Systems	3+0	5,0
İŞL 432 (Eng)	Innovation Management	2+0	5,0
İŞL 434 (Eng)	Case Studies in Management	2+0	5,0

İŞL 459 (Eng) Project Management	2+0	5,0	PZL 314	Services Marketing	2+0	5,0
İŞL 461 (Eng) Negotiation Techniques	2+0	5,0	PZL 316 (Eng) Social Media and Digital Marketing		3+0	5,0
İŞL 469 (Eng) Business Simulation	3+0	10,0	PZL 460	Retail Management	2+0	5,0
İŞL 471 (Eng) Applied Management By Real Life Experiences	2+0	5,0	PZL 461 (Eng) Marketing Research		2+0	5,0
İŞL 473 (Eng) Corporate Governance	2+0	5,0	PZL 463 (Eng) Marketing Communication		2+0	5,0
MLY 364 Fiscal Policy	4+0	5,0	PZL 465	Introduction to Retailing	2+0	5,0
MLY 458 (Eng) Public Finance	3+0	5,0	SİY 303 (Eng) Political Science		3+0	5,0
MUH 308 Corporate Accounting	2+0	5,0	SOS 340 (Eng) Organizational Behaviour		3+0	6,0
MUH 310 (Eng) Financial Statement Analysis	3+0	5,0				
MUH 315 (Eng) Management Accounting	2+0	5,0	<b>ELECTIVE COURSE</b>			
MUH 412 (Eng) Auditing	3+0	5,0	BEÖ 155	Physical Education	2+0	2,0
MUH 414 Enterprise Resource Planing and Application	2+0	5,0	KÜL 199	Cultural Activities	0+2	2,0
MUH 417 Accounting Systems and Application	2+0	5,0	MÜZ 155	Turkish Folk Music	2+0	2,0
MUH 459 (Eng) Essentials of Internal Audit	2+0	5,0	MÜZ 157	Traditional Turkish Art Music	2+0	2,0
PZL 309 (Eng) Brand Management	2+0	5,0	SAN 155	Hall Dances	0+2	2,0
PZL 312 (Eng) Consumer Behavior	2+0	5,0	SNT 155	History of Art	2+0	2,0
PZL 313 (Eng) Sales Management	2+0	5,0	SOS 155	Folkdance	2+0	2,0
			THU 203	Community Services	0+2	3,0
			TÜR 120	Turkish Sign Language	3+0	3,0

## **PROGRAM IN BUSINESS ADMINISTRATION (IJDJ-SUNY EMPIRE STATE COLLEGE)**

Name of Program Anadolu University, Faculty of Economics and Managerial Sciences, TheState University of New York (SUNY), Empire State College-Business Administration (English) International Joint Undergraduate Program Fees Fees are determined for 2009-2010 academic year and in the case of any probable increases in the following years, it will be declared to students before each academic year starts. Every student will be subject to new fees declared for that academic year notwithstanding their entry year. Anadolu University fee is 4.000TL for each year of Preparation English Program. Fees determined according to Empire State College for 2009-2010 academic year are 3.000TL and 2.500 US Dollars for the first year, 3.000TL and 2.500 US Dollars for the second year, 1.000TL and 3.725 US Dollars for the third year and 1.000TL and 3.725 US Dollars for the fourth year. Arbitrarily, students can take maximum 2 courses in the summerschool whose fee is 3.150 US Dollars. The expenditures for transport, staying, food, books and other personal needs are predicted as about 1.500 US Dollars for the period students will have a time in U.S.A. Language The education language of this program is English. To start their undergraduate education, students should take minimum 550 points from paper-based TOEFL examination, minimum 213 points from computer-based TOEFL examination or minimum 74 points from internet-based TOEFL examination. Students who do not satisfy these conditions are going to study English in Anadolu University School of Foreign Languages Preparation Program. After one-year Preparation Program, students are obliged to take specified TOEFL scores. Students who do not satisfy the English proficiency condition within maximum 2 years may be severanced and placed by "ÖSYM" to an undergraduate program in Turkey bearing the same name if possible or to an equivalent program, whose language of education is Turkish. The placement is made according to "ÖSS" scores and preferences of students. Application, Acceptance and Placement Students are placed centrally to International Joint Undergraduate Program predicating on placement (EA-2) score covering "ÖSS" score and weighted secondary education feedback score by "ÖSYM". Students accepted to International Joint Undergraduate Program are obliged to take the visa to attend the summerschool in U.S.A. Turkish and American program coordinators will help students in their visa applications.

### **PROGRAM**

<b>I. SEMESTER</b>			<b>II. SEMESTER</b>		
TÜR 125	Turkish Language I	2+0 2,0	HUK 152	Law of Obligations	3+0 5,0
HUK 143 (Eng)	Fundamentals Concepts of Law	3+0 5,0	TÜR 126	Turkish Language II	2+0 2,0
İKT 101 (Eng)	Introduction to Economics I	3+0 5,0	İKT 102 (Eng)	Introduction to Economics II	3+0 5,0
İNG 325 (Eng)	Academic English III	3+0 3,0	İNG 326 (Eng)	Academic English IV	3+0 3,0
İŞL 113 (Eng)	Introduction to Business	4+0 5,0	MAT 162 (Eng)	Mathematics II	3+0 5,0
MAT 161 (Eng)	Mathematics I	3+0 5,0	MUH 120 (Eng)	Financial Accounting II	4+0 5,0
MUH 119 (Eng)	Financial Accounting I	4+0 5,0	PSİ 122 (Eng)	Psychology	2+0 5,0
		30,0			30,0

**III. SEMESTER**

TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0
ARY 209 (Eng)	Scientific Research and Report Writing	2+0	3,0
BİL 811 (Eng)	Computer Laboratory	3+0	5,0
COM M-75201 (Eng)	Communication for Success	3+0	5,0
İST 205 (Eng)	Statistics I	3+0	5,0
İŞL 223 (Eng)	Business Management	3+0	5,0
PZL 211 (Eng)	Principles of Marketing	3+0	5,0
			<hr/>
			30,0

**V. SEMESTER**

MLY 305	Turkish Tax System	3+0	5,0
CUL - 222114 (Eng)	The Pursuit of Happiness in American History	3+0	6,0
FİN 301 (Eng)	Financial Management I	3+0	5,0
İŞL 323 (Eng)	Human Resources Management	3+0	5,0
MUH 315 (Eng)	Management Accounting	2+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	4,0
			<hr/>
			30,0

**VII. SEMESTER**

İKT 461 (Eng)	EU and Turkey	2+0	5,0
İST 435 (Eng)	Linear Programming	3+0	5,0
İŞL 429 (Eng)	Management Information Systems	3+0	5,0
MUH 310 (Eng)	Financial Statement Analysis	3+0	5,0
SMT - 272044 (Eng)	Population and Diseases	3+0	6,0
	<i>Departmental Elective Courses (0)</i>	-	4,0
			<hr/>
			30,0

**DEPARTMENTAL ELECTIVE COURSES**

ÇEK 430	Labor and Social Security Law	2+0	5,0
FİN 303 (Eng)	Financial Mathematics	3+0	5,0
FİN 402 (Eng)	Principles of Insurance	2+0	5,0
FİN 403	The Analysis of Investment Decision	2+0	5,0
FİN 406 (Eng)	Investment Analysis	2+0	5,0
FİN 407 (Eng)	International Finance	2+0	5,0
FİN 410 (Eng)	Capital Markets	4+0	5,0
FİN 411 (Eng)	Principles of Banking	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 251	Commercial Law	3+0	5,0
HUK 392 (Eng)	Introduction to Public International Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 203 (Eng)	Microeconomic Theory	3+0	5,0
İKT 204 (Eng)	Macroeconomic Theory	3+0	6,0

**IV. SEMESTER**

TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
ART - 222444 (Eng)	Diversity in American Arts	3+0	6,0
İST 206 (Eng)	Statistics II	3+0	5,0
İŞL 214 (Eng)	Organizational Design	3+0	5,0
PZL 310 (Eng)	Marketing Management	3+0	5,0
SOS 124 (Eng)	Sociology	3+0	5,0
	<i>Elective Course (0)</i>	-	2,0
			<hr/>
			30,0

**VI. SEMESTER**

BUS - 761474 (Eng)	Ethics for a Global Economy	3+0	6,0
FİN 302 (Eng)	Financial Management II	3+0	5,0
İŞL 318 (Eng)	Production Management (Üretim Yönetimi)	3+0	5,0
MGT - 761093 (Eng)	International Cross-Cultural Management	3+0	6,0
	<i>Departmental Elective Courses (0)</i>	-	8,0
			<hr/>
			30,0

**VIII. SEMESTER**

HIS - 243454 (Eng)	Science and Technology in Western Culture	3+0	6,0
IND S- 76999 (Eng)	Senior Project/Educational Planning	3+0	6,0
İŞL 320 (Eng)	International Business	3+0	5,0
PZL 312 (Eng)	Consumer Behavior	2+0	5,0
SOS 340 (Eng)	Organizational Behaviour	3+0	6,0
	<i>Departmental Elective Courses (0)</i>	-	2,0
			<hr/>
			30,0

İKT 367 (Eng)	Monetary Theory and Policy	2+0	5,0
İKT 369	Interpretation of the Economic Indicators	2+0	5,0
İKT 443	Gender and Development	2+0	5,0
İKT 448 (Eng)	Turkish Economy	3+0	5,0
İLT 309 (Eng)	Presentation Techniques	2+0	5,0
İLT 416	Influential Face to Face Relations in Business Life	2+0	5,0
İLT 419	Body Language and Diction	2+0	5,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İST 303	Statistical Package Programs	2+0	5,0
İST 414 (Eng)	Decision Theory	2+0	5,0
İST 416 (Eng)	Operations Research	2+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 325 (Eng)	Public Administration	2+0	5,0
İŞL 329	Supply Chain Management	2+0	5,0

İŞL 329 (Eng)	Supply Chain Management	2+0	5,0	PZL 309 (Eng)	Brand Management	2+0	5,0
İŞL 415	Business Field Studies	0+4	5,0	PZL 313 (Eng)	Sales Management	2+0	5,0
İŞL 420 (Eng)	Foreign Trade Transactions and Management	2+0	5,0	PZL 314	Services Marketing	2+0	5,0
İŞL 428 (Eng)	Strategic Management	4+0	5,0	PZL 316 (Eng)	Social Media and Digital Marketing	3+0	5,0
İŞL 432 (Eng)	Innovation Management	2+0	5,0	PZL 460	Retail Management	2+0	5,0
İŞL 434 (Eng)	Case Studies in Management	2+0	5,0	PZL 461 (Eng)	Marketing Research	2+0	5,0
İŞL 459 (Eng)	Project Management	2+0	5,0	PZL 463 (Eng)	Marketing Communication	2+0	5,0
İŞL 461 (Eng)	Negotiation Techniques	2+0	5,0	PZL 465	Introduction to Retailing	2+0	5,0
İŞL 469 (Eng)	Business Simulation	3+0	10,0	SİY 303 (Eng)	Political Science	3+0	5,0
İŞL 471 (Eng)	Applied Management By Real Life Experiences	2+0	5,0	<b>ELECTIVE COURSE</b>			
İŞL 473 (Eng)	Corporate Governance	2+0	5,0	BEÖ 155	Physical Education	2+0	2,0
MLY 364	Fiscal Policy	4+0	5,0	KÜL 199	Cultural Activities	0+2	2,0
MLY 458 (Eng)	Public Finance	3+0	5,0	MÜZ 155	Turkish Folk Music	2+0	2,0
MUH 242 (Eng)	Cost Accounting	4+0	6,0	MÜZ 157	Traditional Turkish Art Music	2+0	2,0
MUH 308	Corporate Accounting	2+0	5,0	SAN 155	Hall Dances	0+2	2,0
MUH 412 (Eng)	Auditing	3+0	5,0	SNT 155	History of Art	2+0	2,0
MUH 414	Enterprise Resource Planing and Application	2+0	5,0	SOS 155	Folkdance	2+0	2,0
MUH 417	Accounting Systems and Application	2+0	5,0	THU 203	Community Services	0+2	3,0
MUH 459 (Eng)	Essentials of Internal Audit	2+0	5,0	TÜR 120	Turkish Sign Language	3+0	3,0

## PROGRAM IN ECONOMICS (ENGLISH)

The department of Economics educates people who are willing to do research and work on the variety levels of economic life. The economic theory is given as an academic formation to students who are going to work on private and government sectors with the help of math, statistics and econometrics. The education of economics contains two basic processes. The first is to teach economics? principals and tools which will be used after graduating from university and to educate high quality labor force in changing global conditions. The second is to develop systematic and independent thinking ability, which will be helpful in every aspect of people?s life, and to give students academic formation in economics subjects. In this context, in the department apart from economics there are business, law, and public finance classes. These classes give students chances to find better jobs in a wide range of areas. During first two years, students take theoretical courses and completing these courses in success they can take the third and fourth year classes. In the third and fourth year, there are a variety of elective courses, which are related to the areas that student?s desire to work after graduation. Thus, students are favoring courses in wide range and having the chance of graduating with a strong infrastructure. The department has four following main branches; Economic Theory, Economic Policy, Economic Growth and International Economics and History of Economics.

Head : Prof. Dr. Muharrem AFŞAR

Deputy Head : Assoc. Prof. Dr. Levent ERDOĞAN

### PROGRAM

I. SEMESTER				II. SEMESTER			
TÜR 125	Turkish Language I	2+0	2,0	HUK 152	Law of Obligations	3+0	5,0
HUK 143 (Eng)	Fundamentals Concepts of Law	3+0	5,0	TÜR 126	Turkish Language II	2+0	2,0
İKT 101 (Eng)	Introduction to Economics I	3+0	5,0	İKT 102 (Eng)	Introduction to Economics II	3+0	5,0
İNG 325 (Eng)	Academic English III	3+0	3,0	İNG 326 (Eng)	Academic English IV	3+0	3,0
İŞL 113 (Eng)	Introduction to Business	4+0	5,0	MAT 162 (Eng)	Mathematics II	3+0	5,0
MAT 161 (Eng)	Mathematics I	3+0	5,0	MUH 120 (Eng)	Financial Accounting II	4+0	5,0
MUH 119 (Eng)	Financial Accounting I	4+0	5,0	SOS 124 (Eng)	Sociology	3+0	5,0
<hr style="width: 100%; border: 0; border-top: 1px solid black; margin-bottom: 5px;"/>				<hr style="width: 100%; border: 0; border-top: 1px solid black; margin-bottom: 5px;"/>			
30,0				30,0			

**III. SEMESTER**

HUK 251	Commercial Law	3+0	5,0
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0
İKT 217 (Eng)	Microeconomic Theory I	3+0	5,0
İKT 219 (Eng)	Macroeconomic Theory I	3+0	6,0
İST 205 (Eng)	Statistics I	3+0	5,0
SİY 303 (Eng)	Political Science	3+0	5,0
	<i>Elective Course (0)</i>	-	2,0
			<u>30,0</u>

**V. SEMESTER**

İKT 302 (Eng)	Economic Policy	3+0	5,0
İKT 309 (Eng)	Monetary Theory	3+0	5,0
İKT 329 (Eng)	International Economics I	3+0	5,0
İKT 379 (Eng)	Econometrics I	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	5,0
	<i>Elective Courses (0)</i>	-	5,0
			<u>30,0</u>

**VII. SEMESTER**

İKT 437 (Eng)	Financial Economics I	3+0	5,0
İKT 445 (Eng)	History of Economic Thought	3+0	5,0
İKT 459 (Eng)	Economic Growth Theories	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			<u>30,0</u>

**DEPARTMENTAL ELECTIVE COURSES**

ARY 303	Research Methods in Social Sciences	2+0	5,0
ÇEK 430	Labor and Social Security Law	2+0	5,0
FİN 303 (Eng)	Financial Mathematics	3+0	5,0
FİN 310	Real Estate Pricing and Finance	2+0	5,0
FİN 402 (Eng)	Principles of Insurance	2+0	5,0
FİN 403	The Analysis of Investment Decision	2+0	5,0
FİN 406 (Eng)	Investment Analysis	2+0	5,0
FİN 407 (Eng)	International Finance	2+0	5,0
FİN 408 (Eng)	Emerging Markets Finance	2+0	5,0
FİN 409	Financial Management	3+0	5,0
HUK 126	Administrative Law	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 371 (Eng)	Labor Economics	2+0	5,0
İKT 372 (Eng)	International Economic Organizations	2+0	5,0
İKT 373 (Eng)	Economics of Crises	2+0	5,0
İKT 376	Financial Institutions and Banking	2+0	5,0
İKT 378 (Eng)	Economic Forecasting	2+0	5,0
İKT 419	Applications in Economics	0+4	5,0
İKT 443	Gender and Development	2+0	5,0

**IV. SEMESTER**

TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
İKT 216 (Eng)	Mathematical Economics	4+0	7,0
İKT 218 (Eng)	Microeconomic Theory II	3+0	5,0
İKT 220 (Eng)	Macroeconomic Theory II	3+0	6,0
İST 206 (Eng)	Statistics II	3+0	5,0
MLY 458 (Eng)	Public Finance	3+0	5,0
			<u>30,0</u>

**VI. SEMESTER**

MLY 305	Turkish Tax System	3+0	5,0
İKT 310 (Eng)	Monetary Policy	3+0	5,0
İKT 330 (Eng)	International Economics II	3+0	5,0
İKT 380 (Eng)	Econometrics II	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	5,0
	<i>Elective Courses (0)</i>	-	5,0
			<u>30,0</u>

**VIII. SEMESTER**

İKT 403 (Eng)	Development Economics	3+0	5,0
İKT 438 (Eng)	Financial Economics II	3+0	5,0
İKT 448 (Eng)	Turkish Economy	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	15,0
			<u>30,0</u>

İKT 461 (Eng)	EU and Turkey	2+0	5,0
İKT 462	Economic History of Turkey	2+0	5,0
İKT 463	History of Economics	2+0	5,0
İKT 464	Comparative Economic Systems	2+0	5,0
İKT 465 (Eng)	Industrial Economics	2+0	5,0
İKT 466	Economic Risk Management	2+0	5,0
İKT 468	World Economy	2+0	5,0
İKT 471 (Eng)	Managerial Economics I	2+0	5,0
İKT 472 (Eng)	Managerial Economics II	2+0	5,0
İKT 474 (Eng)	Strategic Management in Public Sector	2+0	5,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İŞL 223 (Eng)	Business Management	3+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 420 (Eng)	Foreign Trade Transactions and Management	2+0	5,0
MLY 319 (Eng)	Government Politics and Budgeting	2+0	5,0
MLY 364	Fiscal Policy	4+0	5,0
MUH 242 (Eng)	Cost Accounting	4+0	6,0
MUH 308	Corporate Accounting	2+0	5,0
MUH 310 (Eng)	Financial Statement Analysis	3+0	5,0
PZL 211 (Eng)	Principles of Marketing	3+0	5,0



**ELECTIVE COURSES**

BEÖ 155	Physical Education	2+0	2,0	SAN 155	Hall Dances	0+2	2,0
KÜL 199	Cultural Activities	0+2	2,0	SNT 155	History of Art	2+0	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0	SOS 155	Folkdance	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0	THU 203	Community Services	0+2	3,0
				TÜR 120	Turkish Sign Language	3+0	3,0

**PROGRAM IN ECONOMICS (IJDP-SUNY CORTLAND)****Name of the Program**

Anadolu University, Faculty of Economics and Administrative Sciences, The State University of New York (SUNY), Cortland College-Economics International dual-diploma program.

**Fees**

The Common international undergraduate degree program which will be held with Cortland University is a 4 year program. Living the first year in Turkey, the students will complete two years of their education life in Cortland and two years in Anadolu University. For 2007-2008 academic year, the tuition for this program is 10.000 USA Dollar per year. This tuition will be paid at the beginning of each semester as 2 equal payments during this 4 years. This money constitutes of the tuition and fees of the Cortland University, compulsory health insurance fee for the study period in USA, the fee of the orientation program and the registration fee in Anadolu University. It is estimated that the money required for dormitory, food, books, expendable items and personal expenses will be about 11.200 USA Dollar per year in Cortland. The tuition for the prep school is 4.200 USA Dollar.

**The Language of the Education**

The Language of this program is English. In order the students to begin their undergraduate education, they have to take the TOEFL exam, should get at least; 550 from the written TOEFL exam, 213 from the computer based TOEFL exam and 74 points from the TOEFL exam on the internet. The students who can not fulfill these requirements will take intensive language education in the preparation program. After one year of intensive english education, students will take the TOEFL exam again and should get the scores stated above. At most two years are given to the students to fulfill the TOEFL requirements.

If the students can not get the necessary scores from the TOEFL exam in two years time they are dismissed from the program and placed by OSYM to another program in Turkish and with the samename according to the choices of the students.

**Application Acceptance and Placement**

The students are placed to this program centrally by OSYM in accordance with their OSS scores in the related type and their higher education success scores. In order to be accepted to this international common undergraduate program, the students OSS score in the related area should be at least 210 and Y-OSS score should be at least 250.

The students who are accepted to international common undergraduate program are obliged to take the visa necessary for education in USA. The program coordinators of both universities will guide the students for visa procedures.

You can check the web site below for detailed information about SUNY, Cortland.

**PROGRAM**

<b>I. SEMESTER</b>				<b>II. SEMESTER</b>			
TÜR 125	Turkish Language I	2+0	2,0	HUK 152	Law of Obligations	3+0	5,0
HUK 143 (Eng)	Fundamentals Concepts of Law	3+0	5,0	TÜR 126	Turkish Language II	2+0	2,0
İKT 101 (Eng)	Introduction to Economics I	3+0	5,0	İKT 102 (Eng)	Introduction to Economics II	3+0	5,0
İNG 325 (Eng)	Academic English III	3+0	3,0	İNG 326 (Eng)	Academic English IV	3+0	3,0
İŞL 113 (Eng)	Introduction to Business	4+0	5,0	MAT 162 (Eng)	Mathematics II	3+0	5,0
MAT 161 (Eng)	Mathematics I	3+0	5,0	MUH 120 (Eng)	Financial Accounting II	4+0	5,0
MUH 119 (Eng)	Financial Accounting I	4+0	5,0	SOS 124 (Eng)	Sociology	3+0	5,0
			<u>30,0</u>				<u>30,0</u>
<b>VII. SEMESTER</b>				<b>VIII. SEMESTER</b>			
TAR 165	Atatürk's Principles and History of Turkish Revolution I	2+0	2,0	TAR 166	Atatürk's Principles and History of Turkish Revolution II	2+0	2,0
İKT 445 (Eng)	History of Economic Thought	3+0	5,0	İKT 403 (Eng)	Development Economics	3+0	5,0
İKT 459 (Eng)	Economic Growth Theories	3+0	5,0	İKT 448 (Eng)	Turkish Economy	3+0	5,0
	<i>Departmental Elective Courses (0)</i>	-	16,0		<i>Departmental Elective Courses (0)</i>	-	8,0
	<i>Elective Course (0)</i>	-	2,0		<i>Elective Courses (0)</i>	-	10,0
			<u>30,0</u>				<u>30,0</u>

## DEPARTMENTAL ELECTIVE COURSES

ARY 303	Research Methods in Social Sciences	2+0	5,0
ÇEK 430	Labor and Social Security Law	2+0	5,0
FIN 303 (Eng)	Financial Mathematics	3+0	5,0
FIN 310	Real Estate Pricing and Finance	2+0	5,0
FIN 402 (Eng)	Principles of Insurance	2+0	5,0
FIN 403	The Analysis of Investment Decision	2+0	5,0
FIN 406 (Eng)	Investment Analysis	2+0	5,0
FIN 407 (Eng)	International Finance	2+0	5,0
FIN 408 (Eng)	Emerging Markets Finance	2+0	5,0
FIN 409	Financial Management	3+0	5,0
HUK 126	Administrative Law	2+0	5,0
HUK 127	Constitutional Law	2+0	5,0
HUK 251	Commercial Law	3+0	5,0
HUK 469	Human Rights	2+0	5,0
İKT 216 (Eng)	Mathematical Economics	4+0	7,0
İKT 217 (Eng)	Microeconomic Theory I	3+0	5,0
İKT 218 (Eng)	Microeconomic Theory II	3+0	5,0
İKT 219 (Eng)	Macroeconomic Theory I	3+0	6,0
İKT 220 (Eng)	Macroeconomic Theory II	3+0	6,0
İKT 302 (Eng)	Economic Policy	3+0	5,0
İKT 309 (Eng)	Monetary Theory	3+0	5,0
İKT 310 (Eng)	Monetary Policy	3+0	5,0
İKT 329 (Eng)	International Economics I	3+0	5,0
İKT 330 (Eng)	International Economics II	3+0	5,0
İKT 371 (Eng)	Labor Economics	2+0	5,0
İKT 372 (Eng)	International Economic Organizations	2+0	5,0
İKT 373 (Eng)	Economics of Crises	2+0	5,0
İKT 376	Financial Institutions and Banking	2+0	5,0
İKT 378 (Eng)	Economic Forecasting	2+0	5,0
İKT 379 (Eng)	Econometrics I	3+0	5,0
İKT 380 (Eng)	Econometrics II	3+0	5,0
İKT 419	Applications in Economics	0+4	5,0
İKT 437 (Eng)	Financial Economics I	3+0	5,0
İKT 438 (Eng)	Financial Economics II	3+0	5,0
İKT 443	Gender and Development	2+0	5,0

İKT 461 (Eng)	EU and Turkey	2+0	5,0
İKT 462	Economic History of Turkey	2+0	5,0
İKT 463	History of Economics	2+0	5,0
İKT 464	Comparative Economic Systems	2+0	5,0
İKT 465 (Eng)	Industrial Economics	2+0	5,0
İKT 466	Economic Risk Management	2+0	5,0
İKT 468	World Economy	2+0	5,0
İKT 471 (Eng)	Managerial Economics I	2+0	5,0
İKT 472 (Eng)	Managerial Economics II	2+0	5,0
İKT 474 (Eng)	Strategic Management in Public Sector	2+0	5,0
İNG 425 (Eng)	Academic English V	3+0	3,0
İNG 426 (Eng)	Academic English VI	3+0	3,0
İST 205 (Eng)	Statistics I	3+0	5,0
İST 206 (Eng)	Statistics II	3+0	5,0
İŞL 223 (Eng)	Business Management	3+0	5,0
İŞL 321	Applied Entrepreneurship	3+1	5,0
İŞL 420 (Eng)	Foreign Trade Transactions and Management	2+0	5,0
MLY 305	Turkish Tax System	3+0	5,0
MLY 319 (Eng)	Government Politics and Budgeting	2+0	5,0
MLY 364	Fiscal Policy	4+0	5,0
MLY 458 (Eng)	Public Finance	3+0	5,0
MUH 242 (Eng)	Cost Accounting	4+0	6,0
MUH 308	Corporate Accounting	2+0	5,0
MUH 310 (Eng)	Financial Statement Analysis	3+0	5,0
PZL 211 (Eng)	Principles of Marketing	3+0	5,0
SİY 303 (Eng)	Political Science	3+0	5,0

## ELECTIVE COURSE

BEÖ 155	Physical Education	2+0	2,0
KÜL 199	Cultural Activities	0+2	2,0
MÜZ 155	Turkish Folk Music	2+0	2,0
MÜZ 157	Traditional Turkish Art Music	2+0	2,0
SAN 155	Hall Dances	0+2	2,0
SNT 155	History of Art	2+0	2,0
SOS 155	Folkdance	2+0	2,0
THU 203	Community Services	0+2	3,0
TÜR 120	Turkish Sign Language	3+0	3,0

## COURSE CONTENTS

### ALM 175 German I

3+0 3,0

Greeting and Saying Goodbye; Introducing Yourself and Others; Giving Personal Information About Yourself; Spelling a Word; Counting up to 100; Communicating in Private Life; Telling Profession; Talking About Occupation and Business; Expressing a Problem; Introducing Family; Telling the Time; Planning Events; Making an Appointment; Saying the Names of Foods; Reading the Menu; Ordering in the restaurant; Shopping at the Market; Making A Complaint; Saying the Names of Vehicles; Asking for Address; Understanding Directions; Talking about the

Illness; Reading and Writing Dates; Replying to an Invitation; Making Holiday Plans; Understanding and Talking About the Weather Forecast.

### ALM 176 German II

3+0 3,0

Giving Feedback; Making A Suggestion; Asking Questions; Expressing Ideas; Expressing Requests and Fears; Understanding Signs; Giving Directions; Talking about Sports; Reading and Understanding Newspapers; Ordering by Telephone; Preferring a Profession; Talking about Professions; Making a Complaint; Intercultural

Communication; Comprehending Instructions for Use; Making Weather Forecast; Reading Literary Texts; Celebrating; Comprehending and Giving Recipe; Identify Things; Comprehending Adventure Stories and Movies.

**ARY 209 Scientific Research and Report Writing 2+0 3,0**

Science; Science Philosophy; Scientific Thinking; Science and Ethics; Scientific Research Approaches; Scientific Research Process; Data Gathering Methods; Writing Scientific Research; Presenting Scientific Research; Group Work; Meeting Management; Critical Thinking.

**ARY 209 Scientific Research and Report Writing 2+0 3,0**

Science; Science Philosophy; Scientific Thinking; Science and Ethics; Scientific Research Approaches; Scientific Research Process; Data Gathering Methods; Writing Scientific Research; Presenting Scientific Research; Group Work; Meeting Management; Critical Thinking.

**ARY 303 Research Methods in Social Sciences 2+0 5,0**

Social Sciences and Research: Social sciences, Scientific research; Planning Research in Social Research: Subject, Aim, Research questions, Research methods, Population and sample; Research Models in Social Sciences: Historical model, Descriptive model, Casual-Comparative model, Experimental model; Measurement: Levels of measurement, Characteristics of measurement tools, Types of measurement tools; Techniques of Data Analysis; Preparing Research Reports in Social Sciences.

**BEÖ 155 Physical Education 2+0 2,0**

Definition of Physical Education and Sports; Aims, Disadvantages of Inactive Life; Various Activities for Physical Education; Recreation; Human Physiology; First Aid; Sports Branches: Definition, Rules and Application; Keep Fit Programs.

**BİL 811 Computer Laboratory 3+0 5,0**

Windows 98 as an Operating System; Characteristics and Use of Windows 98; Windows File System; Introduction and Usage of Network Applications Supported by Windows 98; Instructions for using Internet Explorer, Instructions for Internet Mail applications, Internet News, Microsoft Exchange, Microsoft NetMeeting; Introduction to Office 97; Microsoft Outlook; Introduction to Visual Basic Programming Language; Introduction to Access.

**BİL 811 Computer Laboratory 3+0 5,0**

Windows 98 as an Operating System; Characteristics and Use of Windows 98; Windows File System; Introduction and Usage of Network Applications Supported by Windows 98; Instructions for using Internet Explorer, Instructions for Internet Mail applications, Internet News, Microsoft Exchange, Microsoft NetMeeting; Introduction to Office 97; Microsoft Outlook; Introduction to Visual Basic Programming Language; Introduction to Access.

**ÇEK 201 Industrial Psychology 3+0 5,0**

Personnel Psychology: Psychological dimensions of job analysis, Employee selection, Training, Motivation and performance appraisal processes; Work Environment its Influence on Individual: Conditions related to physical, social, internal environment, and working hours, Boredom, Stress, Dissatisfaction and aggression at work; Psychology of Industrial Relations: Individual motives and attitudes influencing Union participation, Trust and Loyalty; Negotiation Process: Power of negotiation, Ability, Personality.

**ÇEK 211 Labour Economics I 3+0 5,0**

Characteristics of Labor Markets; Neo-Classical Traditions; Instructional Traditions; Supply of Labor; Neo Classical Work/Leisure Theory; Characteristics of indifference curves affecting the labor supply non wage elements; Labor force participation rate; Demand for labor in the short run; Demand for labor in the long run; Equilibrium employment rate; Elasticity of demand for labor; Wage settings; Wage settings in competitive markets; Wage settings in competitive markets; Wage settings in monopolist markets; Wage determination; Heterogeneous work; Heterogeneous worker; Failure of labor markets and wage determination; The economics of education; Human Capital Theory; The criticism directed to the Human Capital Theory.

**ÇEK 212 Labour Economics II 3+0 5,0**

Economics analysis of Labor Mobility; Types of Labor Mobility; Labor Migration as a Human Capital Investment; Brain Drain; The results of the labor migration; Labor Migration from Turkey to Foreign Countries; Economic Analysis of Trade Unions; Supply and Demand for Labor Union Services; Objectives of Trade Unions; Trade union activities; Economic Impact of Trade Unions; Impact of Trade Unions on Relative Wages; Impact of Trade Unions on Firms? profitability; Governments and Labor Markets; Labor Productivity; Relationship between productivity and technology; Unemployment; Type of Unemployment; Relationship between Unemployment and technology; Unemployment in Turkey; Policies to reduce unemployment in Turkey; Passive Labor Market Policies; Active Labor Market Policies; Inflation and wages; Inflation and Employment; Labor Markets in Globalization Process; Discrimination in Labor Markets.

**ÇEK 215 Social Policy 4+0 6,0**

Social Policy: Principles and rules of social policy, Social welfare, Social care, Work conditions, Society and the State; Basic Instruments of Social Policy: Social planning, Social Security System, Industrial Relations System; Historical Development of Social Policy; Industrial Revolution; International Social Policy; Themes in Comparative Analysis of Social Policies; International Labor Office; Social Policy in the European Union; Current Social Policies.

**ÇEK 216 Social Policy II 4+0 6,0**

Selected Areas in Social Policy; Unemployment and Employment Policies; Informal Sector and Social Policy; Wages, Minimum Wages and Social Policy; Improving

Working Conditions; Female Labor and Social Policy; Employment of the Disabled; Ex-offenders and Social Policy; Children and Social Policy; Protection of Child Labor; Social Care for the Elderly; Social Policy and Mobility, Migration and Settlement; Consumer Movement; Social Security Systems and Social Policy. Industrial Relations and Social Policy.

**ÇEK 303 Individual Labor Law 4+0 5,0**

History, Sources and Basic Concepts of Labor Law; Scope of Labor Act. No:1475; Contract of Service; Types of Contract; Employer and Employee Obligations; Termination of Contract of Service; Results of Termination, Indemnity Pay and Certificate of Work; Work Hours; Overtime; Night Work; Paid Holidays and Vacations; Protection of Child Workers and Women Workers; Convicted and Handicapped Workers.

**ÇEK 310 Collective Labor Law 4+0 5,0**

Unions in General; Structure of Trade Unions: Union membership, Guarantees, Financial structure; Activities, Auditing; Termination of Trade Unions and Confederations; Collective Agreement: Collective labor disputes, Mediation and arbitration; Strike and Lockout in Collective Labor Disputes.

**ÇEK 313 Trade Unionism 4+0 5,0**

Development of the Trade Unionism; Trade Union Theories; Types; Development of Turkish Trade Unionism; Social, Economic and Legal Determinants of Trade Union Movement; Structure of Trade Unions; Models of Trade Unions; Activities of Trade Unions: Collective agreement, Strike and other activities; Trade Unions and the State; Characteristics of Trade Union Movements and Major Issues in Trade Unions of EU Countries, Southeast Asia Countries, USA, Israel, etc.; Development and Future of International Unionism.

**ÇEK 315 Employment and Unemployment 2+0 5,0**

Definition of Concepts Related to Employment and Unemployment; Labor Markets and Their Characteristics; Economically Active Population; Labor Force; Labor Force Participation; Dependency Ratio; Underemployment; Theoretical Background of Employment and Unemployment Concepts; Classical Economics (Classical Employment Theory); Labor Market in Classical Economics; Employment and Unemployment in Keynesian Economics; Neoclassical Economics; Constitutional Economics; Contemporary Economic Approaches; Production Relations and Employment; Employment Problems; Underemployment; Unemployment; Definition; Ratio; Measurement; Types of Unemployment (Hidden; Frictional; Structural; Cyclical; Seasonal); Microeconomic Analysis of Employment and Unemployment; Firm and Labor Force Supply and Demand; Macroeconomic Analysis of Employment and Unemployment; Employment and Unemployment in the World; Employment and Unemployment in Turkey.

**ÇEK 316 Job Evaluation 2+0 5,0**

Human Resource Management and Job Evaluation in Whole Business Management; Objectives and Benefits of the Job Evaluation System; Job Evaluation and Job Study; Job Analysis; Job Description and Job Requirement; Approaches to Job Evaluation; Non-analytical Methods; Whole Job Ranking; Paired Comparison; Job Classification; Analytical Methods: Factor Comparison, Point-Factor; Market comparisons; Selecting the Right Job; The Process of Developing a Compensation Plan for the Organization.

**ÇEK 317 Social Policy in Turkey 2+0 5,0**

Historical Development of Social Policy; Unemployment and Social Policy in Turkey; Wages and Minimum Wages in Turkey and Wage Protection Policies; Policies for Improving Work Conditions in Turkey; Policies for the Protection of Disabled People in Turkey; Female Labor Force in Turkey; Child Labor and Protection of Child Labor in Turkey; Informal Sector in Turkey and Policies for the Protection of Informal Sector Workers; Social Security System and Social Policy in Turkey; Consumer Protection in Turkey; Environment Policies of Turkey; Population Growth in Turkey; Settlement Policy of Turkey.

**ÇEK 324 The Welfare Systems and Social Policies 2+0 5,0**

Basic Concepts Related to Welfare State and Social Policy; Causes of the Emergence of the Welfare State: Change in state understanding, Inter-party competition, Market failures and other reasons; Thought Systems and Understanding Playing a Role in the Development of The Idea of Welfare; Welfare State Systems: The modern welfare state, The corporate welfare state, The residual welfare state and The inchoate welfare state; Historical Background of Welfare States: The period up to the Industrial Revolution, the period between the Industrial Revolution and World War II, World War II and the postwar period and Modern era; Social Policies in Welfare State Systems; Globalization and Welfare State; Crisis in the Welfare State and Restructuring of the Welfare State.

**ÇEK 326 Inspection of Working Life 2+0 5,0**

General Information on the Inspection of Working Life; International Regulations about the Inspection of Working Life; National Legislation on the Inspection of Working Life; Inspection by the Ministry of Labour and Social Security; Inspection by Other Organizations and Institutions; Inspection by the Social Security Administration and the Social Security High Health Committee; Inspection by the Workplace; Transformation and Restructuring in the Inspection of Working Life.

**ÇEK 328 Health Systems in Comparison 2+0 5,0**

Definition and Characteristics of Health Care; Types and Financial Methods of Health Care; Transformation of Public Characteristics of Health Care; Neo-Liberal Transformation and Health Care Policies; Health Care Systems and Different Health Care System Models; Typologies of Health Care Systems; Health Care Systems in terms of Welfare Regimes; Privatization of Health Care Services; Market Failures and

Public Intervention in Health Care Services; Health Care Policies in Turkey; Definition and Components of Health Rights; Post-2003 Health Care Policies: Health transformation program in Turkey.

**ÇEK 353 History of Turkish Labor Relations 3+0 5,0**

Basic Concepts and Problems related with the Field of Labour Relations: Concept of Labor Force, Different Statuses in Labor Force, Concepts of Labour Relations, Industrial Relations and Social Policy; Different Theoretical Perspectives in Labour Relations; Pre-Republic Era: 2nd Constitutional Monarchy, 2nd Constitutional Monarchy and the World War I, Turkish War of Independence; The Republic of Turkey: Single-Party Period: Labour relations between 1920 and 1946, Labour relations between 1946 and 1960; Multi-Party Period, Labour relations between 1960 and 1971, Labour relations between 1971 and 1980, Labour relations between 1980 and 1983, Labour relations after 1983; Globalization and Working Life; Comparison of Working Conditions in Turkey and in Developed Countries.

**ÇEK 409 Social Security 3+0 5,0**

Concept of Social Security; Historical Development of Social Security in the World; Historical Development of Social Security in Turkey; Methods of Social Security; Concept of Social Risk; Classification of Social Risk; Category of Social Risks; Benefits; Financing Source of Social Security; Financing Methods of Social Security; International Documents of Social Security; Public Service and Social Security; Importance of Modern Social Security.

**ÇEK 410 Social Security Law 4+0 5,0**

Basic Concepts of Social Security; Turkish Social Security System; Main Principles of Social Security Law; Scope of Social Security Act NR: 506; Short and Long Term Social Insurance Types: Work accidents, Occupational diseases; Sickness, Maternity, Disability, Old age, Disabled, Unemployment; Responsibilities of the Employers and the Insured Employee; Common Principles of Insurance Pays; Turkish Pension Fund; Social Security of the Public Employees; Social Security of the Self Employed (Bağ;Kur); Social Security for Agricultural Workers.

**ÇEK 412 New Technology and Working Life 2+0 5,0**

The Rise of Science-Related Technology; Microeconomics of Innovation: Firm Theory; Synthetic Substances; Mass Production; Cars; Electricity Industry and Computers; Macroeconomics of Innovation; Technology; Growth and Globalization; Success and Failure in Industrial Innovation; Innovation and Firm Size; Innovation and Company Strategy; Innovation and Public Policy; National Innovation Systems; Technology and Economic Growth; Power and Steel of the Industrial Revolution Era Petroleum and Chemical Process Innovations; Innovation and International Trade Performance; Development and Dissemination of Technology; Process of Work and Employment Creation and Economic Results in the Framework of Firm Theory; Public Policy for Science and Technological Innovation; Information Society and Employment; Technology and Unemployment; Technology and Labor Force Participation;

Technology; Growth and Employment in the Process of Globalization; The process of job creation through Micro Loans(credits); Entrepreneurship ect.; Global Production Network; Global Unemployment; Poverty and Social Exclusion.

**ÇEK 413 Industrial Relations Applications 0+4 5,0**

This course aims at teaching the students the applications of theoretical knowledge in the real world situations. The first semester reviews the theoretical background and tries to establish a relationship between the theory and practice. In the second semester, the parties in industrial relations such as labor unions, employer unions and non-union employers are examined. Concepts such as collective bargaining, strike, lock out and mediation are studied. At the end of the semester comparison of theory and practice is made by a report prepared by the students.

**ÇEK 419 Occupational Health and Safety 3+0 5,0**

Development and Importance of Occupational Health and Safety; Causes of Work Accidents and Occupational Illnesses; Measures against Work Accidents and Employee Health Problems; Occupational Health and Safety in Turkey; Legal Responsibilities of Employers; Organization and Practice of Safety Control in Turkey.

**ÇEK 420 Applied Labor Law 2+0 5,0**

Some Resolved and Unresolved Issues Related to Labor Law No. 1475: Class discussions, Sample cases, Discussion of resolutions suggested by students; Some Resolved and Unresolved Issues Related to Trade Union Law No. 2821: Class discussions, Sample cases, Discussion of resolutions suggested by students; Some Resolved and Unresolved Issues Related to Law No. 2822 on Collective Agreement, Strike and Lockout: Class discussions, Sample cases, Discussion of resolutions suggested by students.

**ÇEK 424 Wage Theory and Policy 2+0 5,0**

Wage and Functions of Wage: Definition of wage, Principles of wage, Historical development of wage; Wage Systems: Definition, Types; Wage Formation; Wage Theories: Traditional theories of wage, Contemporary theories of wage; Determination of Wage: Determination of real wage rate, Determination of nominal wage rate; Wage Differentials; Relations Between Wage and Productivity; Wage Policies: Low-wage policy, High-wage policy, Policy of purchasing power, Wage policy based on efficiency; Application of Wage Policy; Minimum Wage Policy; Wage Policy and Income Distribution: Income distribution policy, Tools and Objectives; Wage Policies in Turkey.

**ÇEK 427 Industrial Relations 3+0 5,0**

Definition of Industrial Relations: Historical background, Basic concepts; Structure of Industrial Relations Systems: Economic, Political, Technological, Production systems; Structural Features of Work Force; Theoretical Approaches to Industrial Relations; Parties in Industrial Relations and Their Relations: Collective bargaining; Collective Labor Disputes and Social Compromise; Current Issues and Structure of Turkish Industrial Relations; Industrial

Relations in Turkey and the World: Individualization of industrial relations, Globalization, Effects of multinational companies and human resources management on industrial relations.

**ÇEK 428 Income Distribution and Poverty 2+0 5,0**

Basic Concepts of Income Distribution; Theories of Income Distribution; Measurement of Inequity in Income Distribution; Economic Growth and Income Distribution; Globalization and Income Distribution; Income Distribution in Turkey: Indicators of income distribution; Structural Factors Affecting Income Distribution; Income Distribution Policies in Turkey; Poverty and Measurement; Poverty in the World and in Turkey; International Organizations and Combating Poverty; Combating Poverty in Turkey.

**ÇEK 429 Leadership Theory and Applications 2+0 5,0**

Concept of Leadership; Classical Leadership Theories; New Perspectives in Leadership Theories; Measurement and Analyses of Leadership; Leadership Qualifications in Turkish Organizational Culture; Concept of Social Capital; Relationship Between Trust and Social Capital; Analyses of Social Network; Theories of Social Network; Social Capital Management in Organizations; Social Capital Outcomes in Organizations; Profile of Social Capital in Turkish Organizational Culture.

**ÇEK 430 Labor and Social Security Law 2+0 5,0**

Labor Law: Scope, Fundamental principles, Fields of application; Employment Contract: Debt emerging from employment contracts, Paying off debts; Work Arrangements: Arranging work in terms of time, wages and vacation; Security and Health of Laborers; Law of Unions: Collective Agreement; Law of Strike and Lockout.

**ÇEK 431 Sociology of Work 2+0 5,0**

What is Industrial Sociology?; The Emergence of Industrialization; Current Perspectives in Industrialization; Convergence Theories; The Family and Industrialization; Fundamental Characteristics of Agricultural, Industrial and Information Societies; Current Developments in Business Management; Organizational Socialization; What is Organizational Culture?; Place of Women in Work Life; Flexible Organization Model; Organizations and Bureaucracy; Technology and Environmental Problems.

**FİN 301 Financial Management I 3+0 5,0**

Financial Management and Its Functions: Purposes of a company, Historical evolution of finance; Legal Foundations and Types of Companies: Joint stock companies, Publicly held Corporations; Time Value of Money: Interest calculations, Annuities; Financial Analysis: Analysis techniques, Breakeven analysis; Financial Planning and Control: Cash budget, Statement of fund flows; Working Capital Management, Risk and Profitability; Short-Term Financing: Major sources of short-term finance; Medium-Term Financing: Bank loans, Credits from sellers, Leasing, Forfeiting.

**FİN 301 Financial Management I 3+0 5,0**

Financial Management and Its Functions: Purposes of a company, Historical evolution of finance; Legal Foundations and Types of Companies: Joint stock companies, Publicly held Corporations; Time Value of Money: Interest calculations, Annuities; Financial Analysis: Analysis techniques, Breakeven analysis; Financial Planning and Control: Cash budget, Statement of fund flows; Working Capital Management, Risk and Profitability; Short-Term Financing: Major sources of short-term finance; Medium-Term Financing: Bank loans, Credits from sellers, Leasing, Forfeiting.

**FİN 302 Financial Management II 3+0 5,0**

Capital Structure; Capital Structure in Efficient Markets; Capital Structure in Non-Efficient Markets; Capital Structure Approaches; Cost of Capital; Cost of Equity; Cost of Debt; Weighted Average Capital Cost; Dividend Policy: Relationship between dividend and value of firm; Forms of Cooperation between Companies; Business Failure and Crises; International Financial Management; Contemporary Techniques in Financial Management.

**FİN 302 Financial Management II 3+0 5,0**

Capital Structure; Capital Structure in Efficient Markets; Capital Structure in Non-Efficient Markets; Capital Structure Approaches; Cost of Capital; Cost of Equity; Cost of Debt; Weighted Average Capital Cost; Dividend Policy: Relationship between dividend and value of firm; Forms of Cooperation between Companies; Business Failure and Crises; International Financial Management; Contemporary Techniques in Financial Management.

**FİN 303 Financial Mathematics 3+0 5,0**

Simple Interest: Description and importance of interest, Calculation of simple interest, External interest; Simple Discount: Discount calculation related to external discount method, Discount calculation related to internal discount method, Equivalent notes, Consolidation of notes, Financial assets and calculation of interest in financial markets; Compound Interest and Annuities; Normal Annuities; Debt Depreciation; Debt Pay-off with Equal Principals; Evaluation of Bonds and Stocks; Bond Valuation and Stock Valuation.

**FİN 303 Financial Mathematics 3+0 5,0**

Simple Interest: Description and importance of interest, Calculation of simple interest, External interest; Simple Discount: Discount calculation related to external discount method, Discount calculation related to internal discount method, Equivalent notes, Consolidation of notes, Financial assets and calculation of interest in financial markets; Compound Interest and Annuities; Normal Annuities; Debt Depreciation; Debt Pay-off with Equal Principals; Evaluation of Bonds and Stocks; Bond Valuation and Stock Valuation.

**FİN 310 Real Estate Pricing and Finance 2+0 5,0**

Basic concepts; Introduction to Real Estate Economics; Urban Space Market: Divided structure of the urban space

market, Supply-demand dynamics of space and Determination rental value in the market; Real Estate System; 4 Quarter-Plane (4-Q) Model: Long-term balance of the real estate system; Calculus of Present Value in Real Estate Valuation: Classical methods, Use of GIS in real estate valuation; Housing Markets: Housing demand, Housing supply, Housing market equilibrium, The hedonic price model, Housing policies in Turkey, Legal framework for housing policy, Organizations involved in the implementation of housing policies, Evolution of housing policies.

**FİN 402 Principles of Insurance 2+0 5,0**

Risk and Insurance; Functions of Insurance; History of Insurance; Basic Insurance Concepts; Basic Principles of Insurance; Turkish Insurance System and Institutions; Types of Insurance; Life Insurance; Non-Life Insurance; Private Pension System.

**FİN 402 Principles of Insurance 2+0 5,0**

Risk and Insurance; Functions of Insurance; History of Insurance; Basic Insurance Concepts; Basic Principles of Insurance; Turkish Insurance System and Institutions; Types of Insurance; Life Insurance; Non-Life Insurance; Private Pension System.

**FİN 403 The Analysis of Investment Decision 2+0 5,0**

Investment and Its Features: Investment and investment types; Project Description and Investment Projects; Preparation of Investment Projects; Economic Analysis of Investment Projects; Technical Analysis of Investment Projects; Financial Analysis of Investment Projects; Evaluation of Investment Projects: Static valuation methods, Dynamic valuation methods; Risk and Uncertainty in Investment Projects: Methods used in evaluation of investment projects under conditions of uncertainty; Evaluating Public Investment Projects.

**FİN 406 Investment Analysis 2+0 5,0**

Elements of Investment Decisions: Financial markets, Players and Financial assets; Investment and Asset Allocation Decisions: Time value of money, Risk, Return, Portfolio diversification; Investment Analysis: Efficient Markets Hypothesis (EMH), Capital Asset Pricing Model (CAPM) and Asset Pricing Model (APT); Debt Securities; Investment Environment in Turkey.

**FİN 407 International Finance 2+0 5,0**

Foreign Exchange Market, Currency Derivatives, Exchange Rate Quotations and Contract Settlements, Cross Rates and Inter-market Arbitrage, Economic Determinants of Exchange Rates; Financial Determinants of Exchange Rates: Foreign exchange exposure and Hedging; Currency Position and Liquidity Position, Optimum Hedge Ratio, Managing Economic Exposure, Managing Translation Exposure; Exchange Rate Regimes: Fixed, Pegged, Floating, Floating pegs, Crawling pegs; How Flexible Are Exchange Rates; Why Do Countries Fix Their Exchange Rates; Theory of Optimal Currency Areas and Monetary Union; Speculative Currency Attacks; Coordination Games, Multiple Equilibria,

Equilibrium Selection, IMF and Capital Market Liberalization, Discussion of Tobin Tax.

**FİN 407 International Finance 2+0 5,0**

Foreign Exchange Market, Currency Derivatives, Exchange Rate Quotations and Contract Settlements, Cross Rates and Inter-market Arbitrage, Economic Determinants of Exchange Rates; Financial Determinants of Exchange Rates: Foreign exchange exposure and Hedging; Currency Position and Liquidity Position, Optimum Hedge Ratio, Managing Economic Exposure, Managing Translation Exposure; Exchange Rate Regimes: Fixed, Pegged, Floating, Floating pegs, Crawling pegs; How Flexible Are Exchange Rates; Why Do Countries Fix Their Exchange Rates; Theory of Optimal Currency Areas and Monetary Union; Speculative Currency Attacks; Coordination Games, Multiple Equilibria, Equilibrium Selection, IMF and Capital Market Liberalization, Discussion of Tobin Tax.

**FİN 408 Emerging Markets Finance 2+0 5,0**

Performance of Turkish Business Enterprises and Multinational Companies Functioning in Turkey; Performance of Business Enterprises Functioning in Other Important Emerging Markets, e.g. China, India and Brazil; Evaluation of International Business Enterprises Growing in Domestic Markets of Turkey and Other Emerging Market Economies; History, Current Condition and Future of Turkey's Economic Status and Financial Markets as an Emerging Market; Evaluation of Financial Markets, Manufacturing and Trade Relations in Turkey in View of the European Union Standards and Regulations; Financial Development in Turkey and in Other Emerging Market Economies.

**FİN 409 Financial Management 3+0 5,0**

Financial Management and Its Functions; Types of Legal Business Organizations; Financial System and Interest Rates; Time Value of Money: Simple interest, Compound interest, Annuities; Financial Analysis: Ratio analysis, Comparative analysis, Vertical analysis, Trend analysis; Breakeven and Leverage Analysis; Financial Planning and Control: Preparation of proforma financial statements, Cash budgeting; Working Capital Management; Sources of Finance: Debt, Equity; Capital Structure; Cost of Capital; Capital Budgeting.

**FİN 410 Capital Markets 4+0 5,0**

Financial Markets: Basic types of financial markets, Operations in a capital market, Intermediaries, Mutual funds, Investment companies; Financial Instruments; Instruments in money markets, Instruments in capital markets, Borsa Istanbul, Equity market, Bond market; Clearing and Maintenance for Stocks; Default; Quotation: Quotation Systems; Concept of Risk; Calculation of Return.

**FİN 410 Capital Markets 4+0 5,0**

Financial Markets: Basic types of financial markets, Operations in a capital market, Intermediaries, Mutual funds, Investment companies; Financial Instruments; Instruments in money markets, Instruments in capital markets, Borsa

Istanbul, Equity market, Bond market; Clearing and Maintenance for Stocks; Default; Quotation: Quotation Systems; Concept of Risk; Calculation of Return.

**FİN 411 Principles of Banking 2+0 5,0**

Financial System; Financial Institutions and Banks; Historical Development of Banking; Establishment of Banks and Types of Banks; Organizational Structure of Banks; Sources of Funds of Commercial Banks; Use of Funds of Commercial Banks; Credit Policy of Banks; Banking Services; International Banking; Banking Risks and Banking Crises; Government Policies and Regulation; Supervision and Control; Analyzing Bank Performance.

**FİN 411 Principles of Banking 2+0 5,0**

Financial System; Financial Institutions and Banks; Historical Development of Banking; Establishment of Banks and Types of Banks; Organizational Structure of Banks; Sources of Funds of Commercial Banks; Use of Funds of Commercial Banks; Credit Policy of Banks; Banking Services; International Banking; Banking Risks and Banking Crises; Government Policies and Regulation; Supervision and Control; Analyzing Bank Performance.

**FİN 412 Financial Management in Multinational Companies 2+0 5,0**

International Financial System; Functioning of International Financial Markets: Currency markets, International money markets, International equity markets, International bond markets; International Financial Management: Distinguishing features of international financial management, The importance of financial management in multinational companies, Working capital management in multinational companies, Capital budgeting in multinational companies; Mergers and Acquisitions; Foreign Direct Investments.

**FİN 412 Financial Management in Multinational Companies 2+0 5,0**

International Financial System; Functioning of International Financial Markets: Currency markets, International money markets, International equity markets, International bond markets; International Financial Management: Distinguishing features of international financial management, The importance of financial management in multinational companies, Working capital management in multinational companies, Capital budgeting in multinational companies; Mergers and Acquisitions; Foreign Direct Investments.

**FRA 175 French I 3+0 3,0**

Greeting and Introducing yourself; Saying the day and hour; Presenting somebody; Talking about occupations; Discovering the environment; Talking about the weather report; Informing oneself about health issues; Locating and Settling; Expressing one's opinion; Suggesting an activity; Expressing one's feelings; Reserving a train ticket; Communicating on the telephone; Talking about work; Expressing one's interest; The progress of an Action; Obtaining information about the press.

**FRA 176 French II 3+0 3,0**

Greeting and Introducing yourself; Saying the day and hour; Presenting somebody; Talking about occupations; Discovering the environment; Talking about the weather report; Informing oneself about health issues; Locating and Settling; Expressing one's opinion; Suggesting an activity; Expressing one's feelings; Reserving a train ticket; Communicating on the telephone; Talking about work; Expressing one's interest; The progress of an Action; Obtaining information about the press.

**HUK 126 Administrative Law 2+0 5,0**

The Concept of Administration; Constitution and Administration; Sources of Administrative Law; Administrative Decisions; Administrative Contracts; Powers of Administration; Police Actions; Public Services; Financial Responsibility of Administration; Organization of Administration; Public Personnel; Judicial Review of Administration.

**HUK 127 Constitutional Law 2+0 5,0**

Political Power and the State: Legal theory of the State, Government systems; Constitution and Constitutional State: Constitutionalism, Requirements of a constitutional state; Constitutional State and Democracy: Definition, Types, Principles and Organizations of democracy; Development of Constitutionalism in Turkey; 1982 Constitution; Fundamentals of Constitutional Regime: Philosophy of the Constitution, Qualities of the Republic; Power map of the Constitution: Legislature, Executive, Judiciary powers, Constitutional Court, Political parties.

**HUK 143 Fundamental Concepts of Law 3+0 5,0**

Rules Regulating Social Life and Law; Sanction; Sources of Law; Written Laws (The Constitution, Codes and Statutes, International Treaties, Statutory Decrees, Regulations); Principles for the Implementation of Laws and Methods of Interpretation; Legal Systems and Turkish Legal History; Legal Relations and the Concept of Rights; Types of Rights; Law of Persons (Natural Persons and Legal Persons); Acquisition, Protection and Loss of Rights; Judicial Organization; Branches of Law; Branches of Private Law; Branches of Public Law.

**HUK 143 Fundamentals Concepts of Law 3+0 5,0**

Rules Regulating Social Life and Law; Sanction; Sources of Law; Written Laws (The Constitution, Codes and Statutes, International Treaties, Statutory Decrees, Regulations); Principles for the Implementation of Laws and Methods of Interpretation; Legal Systems and Turkish Legal History; Legal Relations and the Concept of Rights; Types of Rights; Law of Persons (Natural Persons and Legal Persons); Acquisition, Protection and Loss of Rights; Judicial Organization; Branches of Law; Branches of Private Law; Branches of Public Law.

**HUK 152 Law of Obligations 3+0 5,0**

Obligation: Concept, Characteristics, Responsibilities of the parties; Sources of Obligation; Obligations Created through Contracts: Formation, Form, Subject and enforceability of a



contract; Representation; Obligations Created by Torts: Conditions, Liability and compensation; Obligations Created by unjust enrichment: Conditions and responsibilities; Paying Debts; Default of a Debtor, Default by Creditor; Termination of Debt and the Reasons for Termination.

**HUK 251 Commercial Law 3+0 5,0**

The Concept of Commercial Law and Commercial Enterprise; The Concept of 'Merchant' and its Consequences; Trade Name; Commercial Register; Unfair Competition; Books of Account; Prokura and Other Commercial Authorizations; Current Accounts; Business Associations: Concept, Definition, Components; General Partnership: Formation, Operation; Limited Partnership: Formation, Operation, Termination; Joint Stock Corporation: Formation, Operation, Termination; Limited Liability Company: Formation, Operation, Termination; Negotiable Instruments: Definition, Components; Bill of exchange, Promissory note, Check.

**HUK 343 Law and Economics 2+0 5,0**

Economic Analysis of Law: Economic Approach to Law; The Coase Theorem: Revision on the Problem of Social Cost; The economics of Property: Economic foundations of property law, Economics of intellectual property; Economics of Tort Liability: Value of Risk to Life and Health; Economy of Criminal Law: Crime and Punishment: An Economical Approach.

**HUK 378 Civil Law 2+0 5,0**

Definition and Scope of Civil Law; Concept of Sources in Law and Operational Sources of Civil Law; Acts, Regulations; Customary Law; Law of Persons: Real persons, Legal entities; Concept of Rights in Law: Types of rights, Right holder, Acquisition and transfer of rights; Concept of Bona Fide; Protection of Rights.

**HUK 380 Companies Law 2+0 5,0**

General Knowledge Concerning Partnership; Unincorporated Partnership; General Provisions Concerning Commercial Partnerships; General Partnership: Formation, Operation, Termination; Limited Partnerships: Formation, Operation, Termination; Joint-Stock Companies: General knowledge, Formation, Operation, Concept of share, Legal status of shareholders, Stocks and shares connected with joint-stock companies, Modifications in contracts, Accounts of partnerships, Termination and liquidation; Companies Partially Limited by Shares: Formation, Operation, Termination; Limited Companies: Formation, Operation, Termination; Cooperative Companies.

**HUK 392 Introduction to Public International Law 2+0 5,0**

The Origins and Nature of Public International Law, Theories of PIL; Sources of PIL; Treaties, General Principles of Law; Customary Law; Treaties in PIL; Definition of Treaty in PIL; Reservations to Treaties in PIL; Sovereignty and States; International Organizations; League of Nations, United Nations, The Law of the Sea; Aegean Disputes; Peaceful Settlement for International Disputes; International

Court of Justice, International Commercial Arbitration, Use of Force in International Law; UN Charter, Preemptive Strike, Humanitarian Intervention, Humanitarian Law: Development and Practice, International Protection of Human Rights; International Environmental Law.

**HUK 469 Human Rights 2+0 5,0**

Development Of Human Rights Idea; The Concept Of Human Rights: Human Dignity, Rights, Justice; The Classification Of Rights: First Generation Human Rights, Second Generation Human Rights, Third Generation Human Rights; Human Rights Documents: Universal Declaration of Human Rights , European Convention on Human Rights; Threats To Protection Of Human Rights: Discrimination, Poverty, Terrorism; Mechanisms To Protect Human Rights.

**İKT 101 Introduction to Economics I 3+0 5,0**

Basic Concepts: Economic activity, Economics as a science; Methodology and Systematic; Production Process: Factors of production; Productivity laws, Types of enterprises; Introduction to Price Theory: Value and utility, Optimal consumer behavior, Demand functions, Various types of demand elasticity; Supply: Cost and revenue functions, Market equilibrium, Determination of the supply curve; Demand and supply; Equilibrium Price and its Functions; Pricing Policies and Market Types; Determination of Equilibrium Price in Perfect Competition; Equilibrium in Monopoly; Imperfect Competition and Price Determination: Rent, Wages, Interest and entrepreneurial income.

**İKT 101 Introduction to Economics I 3+0 5,0**

Basic Concepts: Economic activity, Economics as a science; Methodology and Systematic; Production Process: Factors of production; Productivity laws, Types of enterprises; Introduction to Price Theory: Value and utility, Optimal consumer behavior, Demand functions, Various types of demand elasticity; Supply: Cost and revenue functions, Market equilibrium, Determination of the supply curve; Demand and supply; Equilibrium Price and its Functions; Pricing Policies and Market Types; Determination of Equilibrium Price in Perfect Competition; Equilibrium in Monopoly; Imperfect Competition and Price Determination: Rent, Wages, Interest and entrepreneurial income.

**İKT 102 Introduction to Economics II 3+0 5,0**

National Income Accounting and National Product: Economic Equilibrium, Various Ways of Presenting Macroeconomic Relationships, Nominal and Real National Income; Introduction to Monetary Theory: Theories Describing the Value of Money, Calculation of Purchasing Power, Inflation, International Economic Equilibrium (Exchange Rates), Primary Tools of the Monetary Theory; Factors Determining Business Cycles and National Income: Introduction to Business Cycles Theories, Consumption Expenditures, investment Expenditures, Employment; International Economic Relations: International Mobility of Goods and Services, International Mobility of Factors of Production; Economic Growth and Development.

**İKT 102 Introduction to Economics II 3+0 5,0**

National Income Accounting and National Product: Economic Equilibrium, Various Ways of Presenting Macroeconomic Relationships, Nominal and Real National Income; Introduction to Monetary Theory: Theories Describing the Value of Money, Calculation of Purchasing Power, Inflation, International Economic Equilibrium (Exchange Rates), Primary Tools of the Monetary Theory; Factors Determining Business Cycles and National Income: Introduction to Business Cycles Theories, Consumption Expenditures, investment Expenditures, Employment; International Economic Relations: International Mobility of Goods and Services, International Mobility of Factors of Production; Economic Growth and Development.

**İKT 203 Micro Economic Theory 3+0 5,0**

Consumer Behavior and Consumption Analysis: Introduction, Marginal benefit analysis, Identity curve Analysis; Income, Price and Substitution Effects; Supplier Behavior and Production Analysis: Introduction, Marshall analysis, Hicks analysis; Change in Supplier Equilibrium; Price Analysis: Supply, Demand, Market, Price constitution and results, Supply and demand elasticity; Cost Theory; Competing Company Equilibrium; Company Equilibrium in Lacking Competition; Factor Markets; General Equilibrium and Prosperity Economics.

**İKT 203 Microeconomic Theory 3+0 5,0**

Consumer Behavior and Consumption Analysis: Introduction, Marginal benefit analysis, Identity curve Analysis; Income, Price and Substitution Effects; Supplier Behavior and Production Analysis: Introduction, Marshall analysis, Hicks analysis; Change in Supplier Equilibrium; Price Analysis: Supply, Demand, Market, Price constitution and results, Supply and demand elasticity; Cost Theory; Competing Company Equilibrium; Company Equilibrium in Lacking Competition; Factor Markets; General Equilibrium and Prosperity Economics.

**İKT 204 Macro Economic Theory 3+0 6,0**

Transition from Micro Analysis to Macro Analysis; Analysis of National Income: National Income Equilibrium; Factor Accelerator: Analysis of Money Markets, Money and national income, Money market equilibrium, Basic macroeconomic variables, Basic Macroeconomic Relationships; Reference Models: Classical model, Keynesian model; Basic Models: IS-LM Model, IS-LM-BP Model AD-AS Model; Basic Problems: Unemployment and inflation; Internal and external economic growth; Consumption, Saving, Investment: Constant capital investments, Stock investments, Money supply and demand.

**İKT 204 Macroeconomic Theory 3+0 6,0**

Transition from Micro Analysis to Macro Analysis; Analysis of National Income: National Income Equilibrium; Factor Accelerator: Analysis of Money Markets, Money and national income, Money market equilibrium, Basic macroeconomic variables, Basic Macroeconomic Relationships; Reference Models: Classical model, Keynesian model; Basic Models: IS-LM Model, IS-LM-BP

Model AD-AS Model; Basic Problems: Unemployment and inflation; Internal and external economic growth; Consumption, Saving, Investment: Constant capital investments, Stock investments, Money supply and demand.

**İKT 216 Mathematical Economics 4+0 7,0**

The Mathematical Framework of Economic Analysis, Economic Models and Characteristics of Economic Models; Introduction to Functions and Types of Functions; Linear Functions and Economic Applications; Univariate Functions and Optimization; Multivariate Functions and Optimization; Constrained Optimization; The Exponential and Logarithmic Functions and Economic Applications; Compounding Interest Rate and Growth Rate Accounting; Integral Calculus and Economic Applications; Systems of Equations and Matrix Algebra; Input-Output Analysis; Difference Equations.

**İKT 216 Mathematical Economics 4+0 7,0**

The Mathematical Framework of Economic Analysis, Economic Models and Characteristics of Economic Models; Introduction to Functions and Types of Functions; Linear Functions and Economic Applications; Univariate Functions and Optimization; Multivariate Functions and Optimization; Constrained Optimization; The Exponential and Logarithmic Functions and Economic Applications; Compounding Interest Rate and Growth Rate Accounting; Integral Calculus and Economic Applications; Systems of Equations and Matrix Algebra; Input-Output Analysis; Difference Equations.

**İKT 217 Microeconomic Theory I 3+0 5,0**

Consumer Behavior theory, Consumer choice, Indifference curves, Optimal choice and utility maximization, Consumer demand, Generalized compensated demand functions, Demand elasticities, Producer behavior theory, Production functions, Short and long term analysis, Production cost theory, Profit maximization of firm in a competitive market and supply of the firm, short and long term adjustments in response to the changes in the demand and supply parameters, Efficiency in production and General equilibrium.

**İKT 217 Microeconomic Theory I 3+0 5,0**

Consumer Behavior theory, Consumer choice, Indifference curves, Optimal choice and utility maximization, Consumer demand, Generalized compensated demand functions, Demand elasticities, Producer behavior theory, Production functions, Short and long term analysis, Production cost theory, Profit maximization of firm in a competitive market and supply of the firm, short and long term adjustments in response to the changes in the demand and supply parameters, Efficiency in production and General equilibrium.

**İKT 218 Micro Economic Theory II 3+0 5,0**

Imperfect competitive markets, Equilibrium of firms in the monopolistic market, Pricing strategies in the monopolistic market, Oligopolistic markets, Non cooperative models, Cooperative models, Game theory and applications,

Monopolistic competition, Factor markets, Uncertainty and uncertainty model applications, Asymmetric Information, Adverse selection, Moral hazard, Main firm and agent, reputation signal and guaranties, Public goods and externalities.

**İKT 218 Microeconomic Theory II 3+0 5,0**

Imperfect competitive markets, Equilibrium of firms in the monopolistic market, Pricing strategies in the monopolistic market, Oligopolistic markets, Non cooperative models, Cooperative models, Game theory and applications, Monopolistic competition, Factor markets, Uncertainty and uncertainty model applications, Asymmetric Information, Adverse selection, Moral hazard, Main firm and agent, reputation signal and guaranties, Public goods and externalities.

**İKT 219 Macro Economic Theory I 3+0 6,0**

Fundamentals of macroeconomics, (Variables and their relations, reference models, Classical model and Keynesian model), Basic Models, Money, Interest and National Income, IS-LM Model, Equilibrium in the goods and money market, Effects of fiscal and monetary policies, IS-LM-BP Model, Mundel-Fleming Model, Evaluation of policies in the fixed and floating exchange rate systems, AD-AS Models.

**İKT 219 Macroeconomic Theory I 3+0 6,0**

Fundamentals of macroeconomics, (Variables and their relations, reference models, Classical model and Keynesian model), Basic Models, Money, Interest and National Income, IS-LM Model, Equilibrium in the goods and money market, Effects of fiscal and monetary policies, IS-LM-BP Model, Mundel-Fleming Model, Evaluation of policies in the fixed and floating exchange rate systems, AD-AS Models.

**İKT 220 Macro Economic Theory II 3+0 6,0**

AD-AS Models and dynamic AD-AS, Basic macroeconomic problems, unemployment, Inflation, Budget deficits and external deficits, Economic growth, (factors and sources of growth ), neoclassical growth model, New growth theories, human capital and endogenous growth theory, New look into the facts of growth, Microeconomic foundations of macroeconomics (Consumption and saving, Investment, Money supply and demand).

**İKT 220 Macroeconomic Theory II 3+0 6,0**

AD-AS Models and dynamic AD-AS, Basic macroeconomic problems, unemployment, Inflation, Budget deficits and external deficits, Economic growth, (factors and sources of growth ), neoclassical growth model, New growth theories, human capital and endogenous growth theory, New look into the facts of growth, Microeconomic foundations of macroeconomics (Consumption and saving, Investment, Money supply and demand).

**İKT 302 Economic Policy 3+0 5,0**

Fundamental Concepts of Economic Policy; Description of Economic Policy; Factors Accelerating Development of Economic Policy; Basic Elements of Economic Policy; Goals-Tools Balance; Determination and Application of

Economic Policy; Fundamental Objectives of Economic Policy; Instruments(Tools) of Economic Policy; Theories of Economic Policy and Macroeconomics; Classic Macro Theory and Economic Policy; Rational Expectations and Economic Policy.

**İKT 302 Economic Policy 3+0 5,0**

Fundamental Concepts of Economic Policy; Description of Economic Policy; Factors Accelerating Development of Economic Policy; Basic Elements of Economic Policy; Goals-Tools Balance; Determination and Application of Economic Policy; Fundamental Objectives of Economic Policy; Instruments(Tools) of Economic Policy; Theories of Economic Policy and Macroeconomics; Classic Macro Theory and Economic Policy; Rational Expectations and Economic Policy.

**İKT 309 Monetary Theory 3+0 5,0**

Definition and Functions of Money; Interest Rates; Calculation of Interest Rates; Theories of Interest Rates; Loanable Funds Theory; Liquidity Preference Theory; Risk and Term Structure of Interest Rates: Yield curves and interpretation, Expectations hypothesis, Liquidity premium hypothesis, Segmented markets hypothesis; Theories of Demand for money: Classical quantity theory, Developments in Keynesian theory, Post Keynes; Transmission of money; General Equilibrium and Effectiveness of Monetary Policy.

**İKT 309 Monetary Theory 3+0 5,0**

Definition and Functions of Money; Interest Rates; Calculation of Interest Rates; Theories of Interest Rates; Loanable Funds Theory; Liquidity Preference Theory; Risk and Term Structure of Interest Rates: Yield curves and interpretation, Expectations hypothesis, Liquidity premium hypothesis, Segmented markets hypothesis; Theories of Demand for money: Classical quantity theory, Developments in Keynesian theory, Post Keynes; Transmission of money; General Equilibrium and Effectiveness of Monetary Policy.

**İKT 310 Monetary Policy 3+0 5,0**

Balance Sheet Analysis in Banking: Asset, Liquidity, Liability and capital management; Deposit Creation in Banking; Money Stock Determination: Monetary base, Money multiplier, Changes in money stock; Central Banking and Analysis of Central Bank balance sheet; Tools of Monetary Policy; Conduct of Monetary Policy: Choice of targets, Indicators of monetary policy; Monetary Policy Theory: Expectations and monetary policy, Activist and non-activist policy debate, Monetary policy rules and discretionary monetary policy; Monetary Policy Games.

**İKT 310 Monetary Policy 3+0 5,0**

Balance Sheet Analysis in Banking: Asset, Liquidity, Liability and capital management; Deposit Creation in Banking; Money Stock Determination: Monetary base, Money multiplier, Changes in money stock; Central Banking and Analysis of Central Bank balance sheet; Tools of Monetary Policy; Conduct of Monetary Policy: Choice of targets, Indicators of monetary policy; Monetary Policy Theory: Expectations and monetary policy, Activist and non-

activist policy debate, Monetary policy rules and discretionary monetary policy; Monetary Policy Games.

**İKT 322 International Economics** 2+0 5,0  
Globalization in World Economy; International Economic Integration; European Economic Community; North America Free Trade Areas; Association of Southeast Asian Nations; United Nations Conference on Trade and Development; International Economic Policies; Trade Restrictions; Dumping; Export Subsidies; Foreign Exchange Markets; Balance of Payments; International Monetary Systems; International Credit Markets; Third World Countries; International Monetary Fund and Turkey; International Investment Analysis.

**İKT 329 International Economics I** 3+0 5,0  
Comparative Advantages: Labour Productivity and Ricardo Model, Factor Payments and Neo-Classic Model, Trade and International Balance, Hecksher-Ohlin Theory; Trade, Share and Wealth: Partial and General Balance Analysis, Stolper-Samuelson Theory, Theory of Factor Prices Equilibrium, Specific Factor Models; Empiric Proofs and New Trade Theories; Kinds of Tariffs and Measurement Techniques; Production, Consumption and their Effects on Prices, Tariffs, Effective Protection Ratio; Non-Tariffs Barriers and new Protectionism: Quotas, Export Restrictions, Export Incentives, Dumping, Measurement of Non-Tariffs Barriers.

**İKT 329 International Economics I** 3+0 5,0  
Comparative Advantages: Labour Productivity and Ricardo Model, Factor Payments and Neo-Classic Model, Trade and International Balance, Hecksher-Ohlin Theory; Trade, Share and Wealth: Partial and General Balance Analysis, Stolper-Samuelson Theory, Theory of Factor Prices Equilibrium, Specific Factor Models; Empiric Proofs and New Trade Theories; Kinds of Tariffs and Measurement Techniques; Production, Consumption and their Effects on Prices, Tariffs, Effective Protection Ratio; Non-Tariffs Barriers and new Protectionism: Quotas, Export Restrictions, Export Incentives, Dumping, Measurement of Non-Tariffs Barriers.

**İKT 330 International Economics II** 3+0 5,0  
Economy Policy of Foreign Trade Policy: A Short History of Foreign Trade Policy, Economic Integration and Regional Trade, Inter-regional Trade; Economic Growth and Multinational Companies, Development and foreign Trade, Money Markets and Foreign Exchange Rate: Foreign Exchange Markets, Parity of Interest Rates, Determination of Flexible Exchange Rate, Determination of Fixed Exchange Rate, Effective Exchange Rate, Balance of Payments Accounts; Open Economy and Macro Economics: Goods and Service Markets in Open Economy, Money and Banking System and Foreign Exchange, Short term Macro Economic Policies in Fixed and Flexible Exchange Systems, Alternative International Monetary Systems.

**İKT 330 International Economics II** 3+0 5,0  
Economy Policy of Foreign Trade Policy: A Short History of Foreign Trade Policy, Economic Integration and Regional Trade, Inter-regional Trade; Economic Growth and

Multinational Companies, Development and foreign Trade, Money Markets and Foreign Exchange Rate: Foreign Exchange Markets, Parity of Interest Rates, Determination of Flexible Exchange Rate, Determination of Fixed Exchange Rate, Effective Exchange Rate, Balance of Payments Accounts; Open Economy and Macro Economics: Goods and Service Markets in Open Economy, Money and Banking System and Foreign Exchange, Short term Macro Economic Policies in Fixed and Flexible Exchange Systems, Alternative International Monetary Systems.

**İKT 367 Monetary Theory and Policy** 2+0 5,0  
Introduction to Monetary Economics; Definition of Money; Multiple Deposit Creation; The Money Supply Process; Central Banking; Tools of Monetary Policy; The Conduct of Monetary Policy; Exchange Rate Targeting; Foreign Exchange Interventions; Inflation Targeting; Theories of Money Demand; Money and Output in the Short-Run; Transmission Mechanism of Monetary Policy; Money and Inflation; Monetary Policy Theory.

**İKT 367 Monetary Theory and Policy** 2+0 5,0  
Introduction to Monetary Economics; Definition of Money; Multiple Deposit Creation; The Money Supply Process; Central Banking; Tools of Monetary Policy; The Conduct of Monetary Policy; Exchange Rate Targeting; Foreign Exchange Interventions; Inflation Targeting; Theories of Money Demand; Money and Output in the Short-Run; Transmission Mechanism of Monetary Policy; Money and Inflation; Monetary Policy Theory.

**İKT 369 Interpretation of the Economic Indicators** 2+0 5,0  
The Concept of Economic Indicator; Methods for Acquisition of Economic Indicators and Major Sources of Data; Microeconomic Indicators and Their Interpretation: Formation of the market equilibrium price, Formation of firm equilibrium, Flexibility; Macroeconomic Indicators and Their Interpretation: Gross domestic product, National income, Growth rate, Inflation, Price indices, Money supply, Interest rates, Banking system, Central Bank analytical balance sheet, Stock exchange indicators, Budget deficits, Economic tendency surveys and expectations; International Economic Indicators; Analysis of Applied Monetary and Fiscal Policy; Influence of Non-Economic Factors on Economic Indicators.

**İKT 371 Labor Economics** 2+0 5,0  
Factor Markets: Demand and supply in factor markets, Determining factor prices; Labor Markets: Labor demand and labor supply, Equilibrium in labor markets, Labor markets in Turkey; Types of Labor Markets; International Labor Mobility; Wages and Wage Theories; Trade Unionism and Collective Bargaining; Vocational Education and Training; Latest Developments in Turkish Industrial Relations; Unemployment in Turkey; Wages in Turkey; Labor Problems in Turkey; Relationship between Inflation and Unemployment.

**İKT 371 Labor Economics 2+0 5,0**

Factor Markets: Demand and supply in factor markets, Determining factor prices; Labor Markets: Labor demand and labor supply, Equilibrium in labor markets, Labor markets in Turkey; Types of Labor Markets; International Labor Mobility; Wages and Wage Theories; Trade Unionism and Collective Bargaining; Vocational Education and Training; Latest Developments in Turkish Industrial Relations; Unemployment in Turkey; Wages in Turkey; Labor Problems in Turkey; Relationship between Inflation and Unemployment.

**İKT 372 International Economic Organizations 2+0 5,0**

Globalization in the World Economy; Economic Cooperation among Industrialized Countries; Economic Cooperation among Muslim Countries; United Nations: United Nations Conference on Trade and Development; World Trade Organization; World Bank; International Monetary Fund: Aims, Functioning, IMF-Turkey relations; Economic Integration in the Continental Europe.

**İKT 372 International Economic Organizations 2+0 5,0**

Globalization in the World Economy; Economic Cooperation among Industrialized Countries; Economic Cooperation among Muslim Countries; United Nations: United Nations Conference on Trade and Development; World Trade Organization; World Bank; International Monetary Fund: Aims, Functioning, IMF-Turkey relations; Economic Integration in the Continental Europe.

**İKT 373 Economics of Crises 2+0 5,0**

Finansal Krizler ve Finansal Krizleri Açıklamaya Yönelik Teorik ve Ampirik Modeller. Birinci Nesil, İkinci Nesil, Üçüncü Nesil Döviz Kriz Modelleri; Bankacılık Krizleri, Finansal Liberalizasyon ve (De)Regülasyon, Ahlaki Tehlike ve Makroekonomik Problemler; Döviz Krizleri ve Bankacılık Krizleri İlişkisi: İkiz Krizler; Finansal Krizlerde Bulaşma, Bütçe ve Cari Hesap Açıkları, Sermaye Akımlarının Önemi ve Uluslararası Finansal Sistemine Yönelik Reform Yaklaşımları, Finansal Krizler İçin Erken Uyarı Sistemleri ve Öncü Göstergeler; Politik Sonuçlar, Latin Amerika Ve Doğu Asya Ülkelerinde Döviz Krizi Deneyimleri; 1990 Sonrası Dönemde Türkiye'de Yaşanılan Finansal Kriz Dönemleri.

**İKT 373 Economics of Crises 2+0 5,0**

Finansal Krizler ve Finansal Krizleri Açıklamaya Yönelik Teorik ve Ampirik Modeller. Birinci Nesil, İkinci Nesil, Üçüncü Nesil Döviz Kriz Modelleri; Bankacılık Krizleri, Finansal Liberalizasyon ve (De)Regülasyon, Ahlaki Tehlike ve Makroekonomik Problemler; Döviz Krizleri ve Bankacılık Krizleri İlişkisi: İkiz Krizler; Finansal Krizlerde Bulaşma, Bütçe ve Cari Hesap Açıkları, Sermaye Akımlarının Önemi ve Uluslararası Finansal Sistemine Yönelik Reform Yaklaşımları, Finansal Krizler İçin Erken Uyarı Sistemleri ve Öncü Göstergeler; Politik Sonuçlar, Latin Amerika Ve Doğu Asya Ülkelerinde Döviz Krizi Deneyimleri; 1990 Sonrası Dönemde Türkiye'de Yaşanılan Finansal Kriz Dönemleri.

**İKT 376 Financial Institutions and Banking 2+0 5,0**

Definition and Functions of Financial Markets; Scope and Functions of Financial Instruments; Structure and Functions of the Central Bank in Turkey and in the World; Commercial Banking Theory; Basic Functions of Commercial Banking in the World and in Turkish Economy; Structure and Functions of Investment and Development Banking in Turkey; Stock Exchange in the World and in Turkish Economy; Brokerage Houses in Turkey; Mutual Funds and Investment Corporations in Turkey; Islamic Banking in Turkey.

**İKT 378 Economic Forecasting 2+0 5,0**

Estimation and Basic Structure of Various Estimation Models; Basic Estimation Methods: Necessary calculations and descriptions for using quantitative methods, Criteria used for comparison of estimations derived from different methods, Time series, Smoothing time series, Exponential smoothing methods, Two variable regression, Multiple regression, The Box-Jenkins Methodology for ARIMA models; Advanced Estimation Models: Regression by using the ARIMA errors, Dynamic regression models (Transfer Function); Using Estimation Methods in Applications.

**İKT 378 Economic Forecasting 2+0 5,0**

Estimation and Basic Structure of Various Estimation Models; Basic Estimation Methods: Necessary calculations and descriptions for using quantitative methods, Criteria used for comparison of estimations derived from different methods, Time series, Smoothing time series, Exponential smoothing methods, Two variable regression, Multiple regression, The Box-Jenkins Methodology for ARIMA models; Advanced Estimation Models: Regression by using the ARIMA errors, Dynamic regression models (Transfer Function); Using Estimation Methods in Applications.

**İKT 379 Econometrics I 3+0 5,0**

Two variable Linear Model: Assumptions, Two-Variable Regression Analysis with ordinary least squares method and its statistical properties, Correlation Coefficient, Analysis of Variance and F Test, Multiple Regression Analysis: Notation and Assumptions, Multiple Regression Analysis with ordinary least squares method and its statistical properties, The Multiple Coefficient of Determination, Deriving the multiple regression coefficients in the mean difference form, Hypothesis testing in multiple regression and analysis of Variance, Other subjects related with the linear model : Linear constraints, Multicollinearity, Model Specification errors, Dummy variables, Analysis of covariance.

**İKT 379 Econometrics I 3+0 5,0**

Two variable Linear Model: Assumptions, Two-Variable Regression Analysis with ordinary least squares method and its statistical properties, Correlation Coefficient, Analysis of Variance and F Test, Multiple Regression Analysis: Notation and Assumptions, Multiple Regression Analysis with ordinary least squares method and its statistical properties, The Multiple Coefficient of Determination, Deriving the multiple regression coefficients in the mean difference form, Hypothesis testing in multiple regression and analysis of Variance, Other subjects related with the linear model :

Linear constraints, Multicollinearity, Model Specification errors, Dummy variables, Analysis of covariance.

**İKT 380 Econometrics I 3+0 5,0**

The Method of Generalized Least Squares, application of least squares method to generalized assumptions, Estimation with the generalized least squares method, Properties of GLS Estimators, Heteroscedastic error terms, Detection of Heteroscedasticity, Autocorrelation, Lagged Variables, Simultaneous Equation Models : Structural form, Reduced Form, Two numerical examples, Identification Problem, Rules for identification, identification test, Examples about the identification of simultaneous equation models, Estimation of the simultaneous equation models.

**İKT 380 Econometrics II 3+0 5,0**

The Method of Generalized Least Squares, application of least squares method to generalized assumptions, Estimation with the generalized least squares method, Properties of GLS Estimators, Heteroscedastic error terms, Detection of Heteroscedasticity, Autocorrelation, Lagged Variables, Simultaneous Equation Models : Structural form, Reduced Form, Two numerical examples, Identification Problem, Rules for identification, identification test, Examples about the identification of simultaneous equation models, Estimation of the simultaneous equation models.

**İKT 403 Development Economics 3+0 5,0**

Development and Underdevelopment: Characteristics of underdeveloped nations; Theories of Underdevelopment: Economic approaches, Socio-cultural approaches; Capital Accumulation and Technology; Development and Capital; Development and Technology; Development Financing: Internal financing, External financing; Development and the Human Element: Population, Investment on human, employment; Development and Foreign Trade; Development and International Division of Labor; Protective Foreign Trade; Resource Allocation: Theoretical basics, Resource allocation in underdeveloped countries; Industrialization Strategies; Sustainable growth; Natural Resources and the Environment.

**İKT 403 Development Economics 3+0 5,0**

Development and Underdevelopment: Characteristics of underdeveloped nations; Theories of Underdevelopment: Economic approaches, Socio-cultural approaches; Capital Accumulation and Technology; Development and Capital; Development and Technology; Development Financing: Internal financing, External financing; Development and the Human Element: Population, Investment on human, employment; Development and Foreign Trade; Development and International Division of Labor; Protective Foreign Trade; Resource Allocation: Theoretical basics, Resource allocation in underdeveloped countries; Industrialization Strategies; Sustainable growth; Natural Resources and the Environment.

**İKT 419 Applications in Economics 0+4 5,0**

The main purpose of this one semester course is to enable students to grasp the broad context of the Program in

Economics whilst introducing them to recent developments in the economy by having students work on projects of their choice. An advisor is assigned to each student to supervise the process of research and its writing.

**İKT 437 Financial Economics I 3+0 5,0**

The importance of financial markets; Fund flow table in economics and its connection with the real sector; Fund management; Supply of securities; Demand for securities; Securities market; Active market hypothesis; Introduction to the determination of stock prices; Options; Option pricing; Future contracts; Future markets and future pricing; Swap and swap pricing

**İKT 437 Financial Economics I 3+0 5,0**

The importance of financial markets; Fund flow table in economics and its connection with the real sector; Fund management; Supply of securities; Demand for securities; Securities market; Active market hypothesis; Introduction to the determination of stock prices; Options; Option pricing; Future contracts; Future markets and future pricing; Swap and swap pricing

**İKT 438 Financial Economics II 3+0 5,0**

Capital markets and basic organizational form; Institutions in capital markets and their instruments; Analysis of bonds market: Determination of bond quality; Valuation of bonds; The relationship between the maturity and yield of a bond; Time approach in bond valuation; Management of the bond portfolio; Fundamental analysis approach in stock valuation; Dow theory; Price and quantity indicators; Portfolio management; Evaluation of portfolio performance; Market indicators and data sources.

**İKT 438 Financial Economics II 3+0 5,0**

Capital markets and basic organizational form; Institutions in capital markets and their instruments; Analysis of bonds market: Determination of bond quality; Valuation of bonds; The relationship between the maturity and yield of a bond; Time approach in bond valuation; Management of the bond portfolio; Fundamental analysis approach in stock valuation; Dow theory; Price and quantity indicators; Portfolio management; Evaluation of portfolio performance; Market indicators and data sources.

**İKT 443 Gender and Development 2+0 5,0**

Sex, Gender and Sexuality; Formation of Gender; Theories of Gender; Institutionalization of Gender; Feminism and Feminist Economics; Gender Inequality in Development: Equality and inequality, Inequality in development, Women's issues and gender inequalities in development, Gender inequality in Turkey, Solution Policies for Gender Inequality in Turkey: Development of gender equality in the framework of national legislation, Development of gender equality in the framework of international legislation, Chronological history of gender equality, Some institutional mechanisms for promoting gender equality.

**İKT 445 History of Economic Thought 3+0 5,0**

Economic Thought in the Ancient Times: Greek Thinkers; Economic Thought in the Middle Ages: Islamic Classics and the Christian Scholastics; Development of Economic Thought in the Modern Ages; The Mercantilists; Rise of Economics and the Classical School; Reactions to the Classical Thought: Socialism. Marginal Revolution and the Neoclassical Synthesis: Vienna, Lozane and Cambridge Schools; Neo-classics: Marshall; Walras and the others; Departure from Neoclassical School and Contributions to the Neoclassical School: Chamberlain; Robinson and other developments; Keynes and the Keynesian Revolution. New Developments in Macroeconomics.

**İKT 445 History of Economic Thought 3+0 5,0**

Economic Thought in the Ancient Times: Greek Thinkers; Economic Thought in the Middle Ages: Islamic Classics and the Christian Scholastics; Development of Economic Thought in the Modern Ages; The Mercantilists; Rise of Economics and the Classical School; Reactions to the Classical Thought: Socialism. Marginal Revolution and the Neoclassical Synthesis: Vienna, Lozane and Cambridge Schools; Neo-classics: Marshall; Walras and the others; Departure from Neoclassical School and Contributions to the Neoclassical School: Chamberlain; Robinson and other developments; Keynes and the Keynesian Revolution. New Developments in Macroeconomics.

**İKT 448 Turkish Economy 3+0 5,0**

Turkey: Geographic Location, Population, Geopolitics; Turkish Economy and the World Economy; National Income and Income Distribution in Turkey; Public Finance; Public Debts in Turkey; Developments in Agriculture; Structure of Industry; Energy and Service Sectors; Public Enterprises in Turkey: Privatization of Public Enterprises; Inflation in Turkey: Economic stabilization programs; Evaluation of Turkish Foreign Trade Policy; European Union Relations; Foreign Capital Policy of Turkey.

**İKT 448 Turkish Economy 3+0 5,0**

Turkey: Geographic Location, Population, Geopolitics; Turkish Economy and the World Economy; National Income and Income Distribution in Turkey; Public Finance; Public Debts in Turkey; Developments in Agriculture; Structure of Industry; Energy and Service Sectors; Public Enterprises in Turkey: Privatization of Public Enterprises; Inflation in Turkey: Economic stabilization programs; Evaluation of Turkish Foreign Trade Policy; European Union Relations; Foreign Capital Policy of Turkey.

**İKT 459 Economic Growth Theories 3+0 5,0**

Basic Concepts Related to Growth: Product function, Properties of growth, Results of growth; Growth Models: Classical growth models: Smith, Ricardo, Marx, Schumpeter; Modern Growth Theories: Harrod-Domar; Post-Keynesian Growth Model; Income Distribution Theories: Kaldor Model, Pasinetti Model; Optimal Growth Models: Von Neumann Model; Endogenous Growth Models; Case Studies of Growth in Turkey and the World.

**İKT 459 Economic Growth Theories 3+0 5,0**

Basic Concepts Related to Growth: Product function, Properties of growth, Results of growth; Growth Models: Classical growth models: Smith, Ricardo, Marx, Schumpeter; Modern Growth Theories: Harrod-Domar; Post-Keynesian Growth Model; Income Distribution Theories: Kaldor Model, Pasinetti Model; Optimal Growth Models: Von Neumann Model; Endogenous Growth Models; Case Studies of Growth in Turkey and the World.

**İKT 461 EU and Turkey 2+0 5,0**

European Community: Establishment, Enlargement, Goals, Foundations, Management of European community, Criterion for membership, Results of membership; Economic and Monetary Union; Harmonization of Economic and Social Policies; Budget and European Investment Bank; Relationship Between Turkey and European Union: The history of relations, Terms of partnership, Financial assistance; Customs Union between Turkey and European Union: Establishment and scope of customs union, Effects of customs union on Turkish economy; Analysis of European Summit Decisions.

**İKT 461 EU and Turkey 2+0 5,0**

European Community: Establishment, Enlargement, Goals, Foundations, Management of European community, Criterion for membership, Results of membership; Economic and Monetary Union; Harmonization of Economic and Social Policies; Budget and European Investment Bank; Relationship Between Turkey and European Union: The history of relations, Terms of partnership, Financial assistance; Customs Union between Turkey and European Union: Establishment and scope of customs union, Effects of customs union on Turkish economy; Analysis of European Summit Decisions.

**İKT 462 Economic History of Turkey 2+0 5,0**

Pre-Ottoman Period: Economic structures of Byzantines and Seljuks; Ottoman Economy during the 15th and 16th Centuries; Mercantilist Development of Western European Economy and Its Structural Effects on Ottoman Economy: Financial problems, Collapse of the monetary system, Structural changes in agricultural sector; Semi-colonization of Ottomans by European Capitalism during the 19th and 20th Centuries: External debts, Foreign capital in the Ottoman Economy; Inherited Economic Resources of the Turkish Republic.

**İKT 463 History of Economics 2+0 5,0**

History of Economics; Agricultural Revolution and Its Consequences; Economies in the Early Ages; Geographical and Social Frame of European Civilizations; Early Middle Ages; Late Middle Ages; European Economy at the Beginning of the Modern Age; Shifts in Economic Power Structure; Industrial Revolution; Economic Developments in the 19th Century; Spread of Industrialization in the 19th Century; World Economy in the 20th Century.

**İKT 464 Comparative Economic Systems 2+0 5,0**

Capitalist System: Definition, Institutions; Evaluation of the Capitalist System; Advantages and Disadvantages of the Capitalist System; Socialist System: Socialist thought, Definition of socialism; Principles and Institutions of the Socialist System; Types of Socialist Systems; Existing Socialist Systems; Mixed Economic Systems; Communism: Definition, Stages of communism, Principles of communism.

**İKT 465 Industrial Economics 2+0 5,0**

Market Structure and Performance: Definition of market structure, Firm behavior; Pricing Strategy: Competitive markets, Oligopoly, Monopoly, Natural monopoly; Resource allocation in regulatory markets and Non-profit organizations; Game Theory: Static games under perfect information, Dynamic games under perfect information; Contemporary Approaches to Firm Theory; Imperfect Information; Advertisement, Research and Development; Timing in Firm Decisions; Economic Reasons for Government Intervention; Regulation and Liberalization; Static and Dynamic Criteria for Market Performance; Antitrust Policies; Game Theory: Static games under imperfect information, Imperfect information and dynamic games.

**İKT 465 Industrial Economics 2+0 5,0**

Market Structure and Performance: Definition of market structure, Firm behavior; Pricing Strategy: Competitive markets, Oligopoly, Monopoly, Natural monopoly; Resource allocation in regulatory markets and Non-profit organizations; Game Theory: Static games under perfect information, Dynamic games under perfect information; Contemporary Approaches to Firm Theory; Imperfect Information; Advertisement, Research and Development; Timing in Firm Decisions; Economic Reasons for Government Intervention; Regulation and Liberalization; Static and Dynamic Criteria for Market Performance; Antitrust Policies; Game Theory: Static games under imperfect information, Imperfect information and dynamic games.

**İKT 466 Economic Risk Management 2+0 5,0**

Evolution of Economic Risk Management; Classification and Measurement of Economic Risks Management; Economic Growth and Opportunity Management; Total Economic Risk; Macroeconomic Policies to Eliminate Economic Risks; Economic Risk Management in Turkey.

**İKT 468 World Economy 2+0 5,0**

Basic problems in World Economy: Population and resources, Migration, Nature, Underdevelopment, Industrialization and technological developments; Recent Developments in World Economy: Economic policies, International trade, Technology and recent developments in social government; Principal Organizations in World Economy: The new world economic order, Globalization, Market economy, Regionalization, New world economic order and Turkish economy; Analyzing Recent Developments in World Economy: International economic activities, Regional analyses.

**İKT 471 Managerial Economics I 2+0 5,0**

Economic Way of Thinking and Business Strategy; Measuring and Maximizing Economic Profit; Market Structure and Managerial Decision Making, Demand-supply and market equilibrium: Direct demand function, Inverse demand function; Theory of Consumer Behavior: Utility function, Indifference curves, Marginal rate of substitution, Budget constraint; Elasticity and Demand: Elasticity total and marginal revenue, Other demand elasticities; Basic Estimation Techniques: Linear and multiple regression, Evaluation of the regression equation; Estimating Demand; Business and its Macroeconomic Environment.

**İKT 471 Managerial Economics I 2+0 5,0**

Economic Way of Thinking and Business Strategy; Measuring and Maximizing Economic Profit; Market Structure and Managerial Decision Making, Demand-supply and market equilibrium: Direct demand function, Inverse demand function; Theory of Consumer Behavior: Utility function, Indifference curves, Marginal rate of substitution, Budget constraint; Elasticity and Demand: Elasticity total and marginal revenue, Other demand elasticities; Basic Estimation Techniques: Linear and multiple regression, Evaluation of the regression equation; Estimating Demand; Business and its Macroeconomic Environment.

**İKT 472 Managerial Economics II 2+0 5,0**

Theory of Firm; Production and Cost in the Short Run; Production and Cost in the Long Run: Isoquants, Isocost curves, Optimization and costs; Production and Cost Estimating: Specification of the short run production function, Specification of the short run cost function; Managerial Decision Making in Competitive Markets; Managerial Decision Making for Firms with Market Power: Measurement of market power, Profit maximization under monopoly and monopolistic competition; Strategic Decision Making in Oligopoly Markets; Advanced Pricing Techniques; Decision Making under Risk and Uncertainty.

**İKT 472 Managerial Economics II 2+0 5,0**

Theory of Firm; Production and Cost in the Short Run; Production and Cost in the Long Run: Isoquants, Isocost curves, Optimization and costs; Production and Cost Estimating: Specification of the short run production function, Specification of the short run cost function; Managerial Decision Making in Competitive Markets; Managerial Decision Making for Firms with Market Power: Measurement of market power, Profit maximization under monopoly and monopolistic competition; Strategic Decision Making in Oligopoly Markets; Advanced Pricing Techniques; Decision Making under Risk and Uncertainty.

**İKT 474 Strategic Management in Public Sector 2+0 5,0**

Society and government, New public management and governance, Public sector principles and tools, Describe and analyze strategic management, Politics and political parties, Governmental institutions, The making decision process, Current issues and problems in strategic management, Public sector theory, Profitability in public sector, Alternative approaches to strategizing, Classification in strategic



management, The implementation of strategic planning, Public sector and stakeholders, Accountability, Fiscal transparency, SWOT analysis in public sector.

**İKT 474 Strategic Management in Public Sector 2+0 5,0**  
Society and government, New public management and governance, Public sector principles and tools, Describe and analyze strategic management, Politics and political parties, Governmental institutions, The making decision process, Current issues and problems in strategic management, Public sector theory, Profitability in public sector, Alternative approaches to strategizing, Classification in strategic management, The implementation of strategic planning, Public sector and stakeholders, Accountability, Fiscal transparency, SWOT analysis in public sector.

**İLT 309 Presentation Techniques 2+0 5,0**  
Effective Presentation Process; Preparation of a Presentation; Brainstorming; Writing Objectives; Developing Meaningful Sentences; Providing Exercises That Ensure Student Involvement; Determining Presentation Time; Determining Presentation Plan; A Attention-Drawing Introduction; Effective Closure; Common Mistakes Made in Presentations; Preparing Visual Materials Using Computers; Presentation Software; Introduction to PowerPoint; Visual Literacy Rules; Roles of Visual Materials in Presentation Process; Developing Visual Materials; Visual and Verbal Elements; Placement; Composition; Balance, Style and Color.

**İLT 309 Presentation Techniques 2+0 5,0**  
Effective Presentation Process; Preparation of a Presentation; Brainstorming; Writing Objectives; Developing Meaningful Sentences; Providing Exercises That Ensure Student Involvement; Determining Presentation Time; Determining Presentation Plan; A Attention-Drawing Introduction; Effective Closure; Common Mistakes Made in Presentations; Preparing Visual Materials Using Computers; Presentation Software; Introduction to PowerPoint; Visual Literacy Rules; Roles of Visual Materials in Presentation Process; Developing Visual Materials; Visual and Verbal Elements; Placement; Composition; Balance, Style and Color.

**İLT 416 Influential Face to Face Relations in Business Life 2+0 5,0**  
Key Concepts and Research on Face-to-Face Communication; Face-to-Face Communication Settings; Role-Plays for Understanding Settings; Environments of Presentations; Giving Lectures and Briefing; Job Interview: Interview, Interview committees; Customer Relations; Importance of Physical Appearance; Meeting Others; Awareness of Personal Spaces; Approaching to and Touching People; Location and Direction of Our Body in Communication; Use of Psychological Sources for Effective and Memorable Relations.

**İLT 419 Body Language and Diction 2+0 5,0**  
Research on Body Language and Concepts of Body Language; Face-to-Face Relations; Relation between Human

and Society; Relation between Body and Objects; Relation between Body and Space; Orientation Exercises; Diction Exercises: Intonation, Stress, Articulation; Use of Voice: Control of sound volume, tone color and breath; Speech Control; Movements of Head and Eyes; Facial Expressions; Use of Hands and Arms; Use of Feet and Legs; Harmony in Body Use; Relation between Speech and Body Use; Harmonious Use of Body, Space and Objects.

**İNG 175 English I 3+0 3,0**  
Using the Verb 'to be'; Saying Name, Phone Number and e-mail Address; Describing Things and Places in a Classroom; Asking for Help While Studying; Using the Verb 'to be' in Questions, Describing Favourite Celebrities, Friends and Family; Using Simple Present Statements, Yes-No Questions and Short Answers; Talking about Daily and Weekly Routines; Saying How Often You Do Things; Talking about Free-time Activities and TV shows; Using 'there is, there are'; Using 'some, no, a lot of, and a couple of'; Describing Neighbourhood and Local Events; Asking for and Telling the Time.

**İNG 176 English II 3+0 3,0**  
Using the Present Continuous; Talking About the Weather and Sports; Using 'like to', 'want to', 'need to' and 'have to' with Other Verbs; Using 'this', 'that', 'these', 'those'; Asking Questions with 'How much'; Talking about Clothes, Colours, Shopping and Prices; Using can; Talking about Countries, Languages, and Nationalities; Talking about International Foods; Using the Simple Past of Regular and Irregular Verbs; Using the Past of be; Asking Simple Past Information Questions; Describing Past Experiences; Using Many and Much; Using Some and Any; Using Would Like; Describing Favourite Foods and Eating Habits; Using 'or something' and 'or anything'.

**İNG 187 English I 3+0 3,0**  
Using Personal Pronouns and Possessive Adjectives; Using to be in Present Tense; Using Singular and Plural Nouns; Using Basic Language Related to Food and Drink; Using "There is-there are" in sentences; Using "have got"; Asking "yes-no" Questions and Giving Short Answers to Them; Talking about Daily and Weekly Routines; Talking about Likes and Dislikes; Talking about Sports and Hobbies; Talking about Abilities by Using "can", "can't"; Using Adjectives that Describe People; Talking about Appearance, Personality and Feelings of People; Talking about Clothes and Colours; Talking about Shopping and Prices; Using Present Continuous Tense.

**İNG 188 English II 3+0 3,0**  
Using Simple Present Tense; Comparing Simple Present and Present Continuous Tenses; Using Prepositions of Time and Place; Giving Directions, Making Reservations; Using "to be" in Past Tense; Using Regular and Irregular Verbs in Simple Past Tense; Using Comparative and Superlative Form of Adjectives; Using Modals to Give Advice; Suggestions and Obligations; Using Future Tense: Making Sentences Using "going to" and "will"; Using If Clauses Type 0 and 1.

**ING 225 Academic English I 3+0 3,0**

Reading Skills for Academic Study: Understanding key vocabulary, Getting the gist of the text, Skimming and scanning, Understanding text organization, Developing basic vocabulary knowledge; Listening Skills for Academic Study: Listening for main idea, Listening for detailed information, Listening to short daily conversations, Listening for key ideas; Speaking Skills for Academic Study: Introducing oneself, Maintaining everyday conversations, Giving descriptions of events, Asking and answering questions; Writing Skills for Academic Study: Writing simple sentences, Writing notes, Writing basic descriptions of events, Writing informal letters.

**ING 226 Academic English II 3+0 3,0**

Reading Skills for Academic Study: Exposure to simple academic texts, Developing reading fluency, Identifying text type, Improving academic vocabulary knowledge, Distinguishing key ideas from supporting details; Listening Skills for Academic Study: Distinguishing main idea from the detailed information, Listening to short texts on different topics, Noticing intonation; Speaking Skills for Academic Study: Asking for information, Giving detailed information on relevant topics, Asking for and giving directions; Writing Skills for Academic Study: Writing simple and compound sentences, Writing simple biographies, Writing brief reports, Writing short paragraphs.

**ING 325 Academic English III 3+0 3,0**

Reading Skills for Academic Study: Developing reading fluency, Adapting reading style to different text types, Practicing critical reading skills; Listening Skills for Academic Study: Listening to longer texts, Listening to short authentic texts, Recognizing stress and intonation; Speaking Skills for Academic Study: Asking for clarification, Asking for confirmation, Giving reasons and explanations, Giving short presentations on familiar topics; Writing Skills for Academic Study: Identifying different styles of paragraphs, Paraphrasing ideas in short texts, writing academic paragraphs, Writing formal and informal academic texts, Writing summaries.

**ING 326 Academic English IV 3+0 3,0**

Reading Skills for Academic Study: Adjusting speed and reading style to different genres and tasks, Reviewing and analyzing material, Focusing on critical reading skills, Recognizing biases in written works; Listening skills for academic study: Listening to longer authentic texts, Taking notes, Distinguishing facts from opinions, Drawing inferences; Speaking Skills for Academic Study: Participating in group discussions, Expanding opinions, Giving longer presentations on familiar topics; Writing skills for academic study: Expressing opinions in well-organized academic essays, paraphrasing ideas in texts, writing summaries of longer texts.

**ING 425 Academic English V 3+0 3,0**

Reading Skills for Academic Study: Analyzing texts, Drawing conclusions and identifying implied meaning, Developing the vocabulary in the field of study; Listening

Skills for Academic Study: Drawing inferences from the theme, Taking notes during a lecture, Interpreting what is heard, Following lectures on familiar topics; Speaking Skills for Academic Study: Participating in discussions, Summarizing, Interviewing, Applying turn-taking rules, Giving presentations on a variety of topics, Commenting on classmates presentations; Writing Skills for Academic Study: Writing various forms of academic writing, Building effective arguments using evidence.

**ING 426 Academic English VI 3+0 3,0**

Reading Skills for Academic Study: Drawing conclusions based on the information in the text, Comparing and contrasting main ideas, Summarizing extracts from various sources, Evaluating information; Listening Skills for Academic Study: Following lectures, Synthesizing, Evaluating and transferring what was heard; Speaking Skills for Academic Study: Participating in discussions, Justifying point of view, Using strategies to achieve comprehension, Carrying out interviews, Summarizing discussions, Giving longer presentations on academic topics; Writing Skills for Academic Study: Writing well-researched essays and reports, Writing commentaries.

**IST 205 Statistics I 3+0 5,0**

Definition of Statistics: History, Significance; Data Collection: Fundamental concepts, Data collection techniques, Classification of data; Frequency Distributions; Graphs; Average, Mean, Variability: Range, Standard deviation, Moment, Probability: Binomial, Poisson, Normal distributions; Normal Distribution: Calculation of the area under normal curve. ve.

**IST 205 Statistics I 3+0 5,0**

Definition of Statistics: History, Significance; Data Collection: Fundamental concepts, Data collection techniques, Classification of data; Frequency Distributions; Graphs; Average, Mean, Variability: Range, Standard deviation, Moment, Probability: Binomial, Poisson, Normal distributions; Normal Distribution: Calculation of the area under normal curve. ve.

**IST 206 Statistics II 3+0 5,0**

Sampling Theory: Sampling techniques, Sample selection; Statistical Estimation; Point and Interval Estimation; Statistical Decision Making: Hypothesis testing, Small sampling theory; Time Series Analysis: Least squares, Linear relations; Indexes: Types of indexes; Regression and Correlation Analysis: Linear regression, Correlation; Chi-square Test: Chi-square tests for goodness-of-fit, Independence, Homogeneity.

**IST 206 Statistics II 3+0 5,0**

Sampling Theory: Sampling techniques, Sample selection; Statistical Estimation; Point and Interval Estimation; Statistical Decision Making: Hypothesis testing, Small sampling theory; Time Series Analysis: Least squares, Linear relations; Indexes: Types of indexes; Regression and Correlation Analysis: Linear regression, Correlation; Chi-

square Test: Chi-square tests for goodness-of-fit, Independence, Homogeneity.

**İST 303 Statistical Package Programs 2+0 5,0**

Types of Data and Scales: Nominal, Ordinal, Interval and Ratio scales; Data Editing on SPSS: Data entry, Data file creation; Descriptive Statistics by Using SPSS: Measures of central tendency, Measures of variability; Hypothesis Testing on SPSS: z test, t test, Chi-square test; Regression Analysis on SPSS: Simple linear regression analysis.

**İST 414 Decision Theory 2+0 5,0**

Basic Concepts of Decision Making and Decision Problems; Payoff Table; Decision Making Under Certainty; Decision Making Under Uncertainty: Laplace criterion, Maximin (pessimistic) criterion, Minimax (regret) criterion, Maximax (optimistic) criterion, Hurwicz criterion; Decision Making Under Risk: Expected value criterion, Expected value of perfect information, Bayesian approach to decision making; Decision Tree.

**İST 414 Decision Theory 2+0 5,0**

Basic Concepts of Decision Making and Decision Problems; Payoff Table; Decision Making Under Certainty; Decision Making Under Uncertainty: Laplace criterion, Maximin (pessimistic) criterion, Minimax (regret) criterion, Maximax (optimistic) criterion, Hurwicz criterion; Decision Making Under Risk: Expected value criterion, Expected value of perfect information, Bayesian approach to decision making; Decision Tree.

**İST 416 Operations Research 2+0 5,0**

Network Analysis and Planning: CPM, PERT and maximum flow; Inventory Models: Deterministic inventory models, Stochastic inventory models; Game theory: Zero-sum games, Saddle point, Use of linear programming in zero-sum games; Queuing (Waiting lines) Models: Queuing models and solution approaches.

**İST 416 Operations Research 2+0 5,0**

Network Analysis and Planning: CPM, PERT and maximum flow; Inventory Models: Deterministic inventory models, Stochastic inventory models; Game theory: Zero-sum games, Saddle point, Use of linear programming in zero-sum games; Queuing (Waiting lines) Models: Queuing models and solution approaches.

**İST 435 Linear Programming 3+0 5,0**

Linear Programming: Model formulation; Linear Programming Solutions: Graphic and simplex methods; Duality and Sensitivity Analysis: Dual simplex, Shadow price; Integer Programming: Brand-and-bound and cutting plane methods; Transportation and Assignment Models: Initial solution techniques, Optimum solution techniques, Hungarian technique.

**İST 435 Linear Programming 3+0 5,0**

Linear Programming: Model formulation; Linear Programming Solutions: Graphic and simplex methods;

Duality and Sensitivity Analysis: Dual simplex, Shadow price; Integer Programming: Brand-and-bound and cutting plane methods; Transportation and Assignment Models: Initial solution techniques, Optimum solution techniques, Hungarian technique.

**İŞL 113 Introduction to Business 4+0 5,0**

Fundamental Concepts about Business; Business and Environment: Components of environment, Interaction with environment; Business Ethics and Corporate Social Responsibility; Classification of Businesses; Establishment Process of a Business; Identifying the Size of a Business and the Concept of Capacity: Optimal size and capacity use; Management in Businesses: Concept of management and its importance for businesses, Management process; Production; Marketing; Human Resources; Finance; Accounting; Public Relations; Research and Development; International Business; Quantitative Methods in Decision Making.

**İŞL 113 Introduction to Business 4+0 5,0**

Fundamental Concepts about Business; Business and Environment: Components of environment, Interaction with environment; Business Ethics and Corporate Social Responsibility; Classification of Businesses; Establishment Process of a Business; Identifying the Size of a Business and the Concept of Capacity: Optimal size and capacity use; Management in Businesses: Concept of management and its importance for businesses, Management process; Production; Marketing; Human Resources; Finance; Accounting; Public Relations; Research and Development; International Business; Quantitative Methods in Decision Making.

**İŞL 214 Organizational Design 3+0 5,0**

Fundamentals of Organization Theory: Organization, Dimensions of Organizational Design, Evolution of Organizational Theory and Design; Strategy, Organizational Design and Effectiveness: Role of the Strategies in Organizational Design, Organizational Goals, Importance of Goals, Selection of Strategy and Organizational Design; Fundamentals of Organizational Design: Organizational Design Models; Open Systems Design: External Environment, Uncertainty and Risk; Interorganizational Relations: Organizational Ecosystems, Resource Dependence, Population Ecology; Information Technologies and Control: Evolution of Information Technologies, IT's Role in Decision Making and Control, E-Business Organizational Design; Organizational Size and Life Cycle: Organizational Size, Organizational Life Cycle, Bureaucracy and Control, Downsizing Strategies; Innovation and Organizational Change: Fundamentals of Innovation, Phases of Organizational Change, Strategies for Organizational Change; Decision Making Pr

**İŞL 214 Organizational Design 3+0 5,0**

Fundamentals of Organization Theory: Organization, Dimensions of Organizational Design, Evolution of Organizational Theory and Design; Strategy, Organizational Design and Effectiveness: Role of the Strategies in

Organizational Design, Organizational Goals, Importance of Goals, Selection of Strategy and Organizational Design; Fundamentals of Organizational Design: Organizational Design Models; Open Systems Design: External Environment, Uncertainty and Risk; Interorganizational Relations: Organizational Ecosystems, Resource Dependence, Population Ecology; Information Technologies and Control: Evolution of Information Technologies, IT's Role in Decision Making and Control, E-Business Organizational Design; Organizational Size and Life Cycle: Organizational Size, Organizational Life Cycle, Bureaucracy and Control, Downsizing Strategies; Innovation and Organizational Change: Fundamentals of Innovation, Phases of Organizational Change, Strategies for Organizational Change; Decision Making Pr

**İŞL 223 Business Management 3+0 5,0**

Management as a Field of Science: Discussion on the scientific and artistic aspects of management; Role and Importance of Management Function in Organizations; Manager and Similar Roles in Organizations: Administrator, Leader etc., Different roles of managers; Historical Development of Management as a Science: From classical behavioral approaches to contemporary management models, Contingency approach; Functions of Management; Planning and Decision-Making Processes: Types of plans; Organization Principles and Processes; Use of Authority and Power in Organizations: Types of authority, Authority delegation, Sources of power; Control Function and Its Characteristics: Control as a improvement process.

**İŞL 223 Business Management 3+0 5,0**

Management as a Field of Science: Discussion on the scientific and artistic aspects of management; Role and Importance of Management Function in Organizations; Manager and Similar Roles in Organizations: Administrator, Leader etc., Different roles of managers; Historical Development of Management as a Science: From classical behavioral approaches to contemporary management models, Contingency approach; Functions of Management; Planning and Decision-Making Processes: Types of plans; Organization Principles and Processes; Use of Authority and Power in Organizations: Types of authority, Authority delegation, Sources of power; Control Function and Its Characteristics: Control as a improvement process.

**İŞL 316 Design Management in Business 2+0 5,0**

Design concept and design management process; design awareness in business and the relation of it with innovation; product design process and its phases. The relation of design with business functions; the role of design in business strategies; design and marketing relation; design and operations management relation; the relation of design to other business functions. Design tools and creation of design future; the effect of technological improvement to design process and business.

**İŞL 318 Production Management 3+0 5,0**

Functions of Production: Definition, Inputs, Transformation process; Production Systems: Customized production, Mass

production systems, Large-batch production; Product Design: Concept of design, Standardization, Leaning, Coding; Product-Based Process Design; Process-Based Design System; Production Chamber Process Design; Choice of Technology: Expert systems; Capacity Planing: Types of capacity, Capacity policies; Project Planning Models: Gantt Method CPM, PERT; Inventory Control Models; Production Planing Model.

**İŞL 318 Production Management (Üretim Yönetimi) 3+0 5,0**

Functions of Production: Definition, Inputs, Transformation process; Production Systems: Customized production, Mass production systems, Large-batch production; Product Design: Concept of design, Standardization, Leaning, Coding; Product-Based Process Design; Process-Based Design System; Production Chamber Process Design; Choice of Technology: Expert systems; Capacity Planing: Types of capacity, Capacity policies; Project Planning Models: Gantt Method CPM, PERT; Inventory Control Models; Production Planing Model.

**İŞL 320 International Business 3+0 5,0**

Multinational Business Organizations: Definition, Development, Advantages; Policies for Entering Foreign Countries: With or without managerial activities; Management of Multinational Business Organizations: Planning, Organizational structures; Marketing Strategies of Multinational Business Organizations: Product, Pricing and Distribution policies; Financial Structures of Multinational Business Organizations; Personnel Policies in Multinational Business.

**İŞL 320 International Business 3+0 5,0**

Multinational Business Organizations: Definition, Development, Advantages; Policies for Entering Foreign Countries: With or without managerial activities; Management of Multinational Business Organizations: Planning, Organizational structures; Marketing Strategies of Multinational Business Organizations: Product, Pricing and Distribution policies; Financial Structures of Multinational Business Organizations; Personnel Policies in Multinational Business.

**İŞL 321 Applied Entrepreneurship 3+1 5,0**

Introduction to Entrepreneurship: Basic Concepts; Climate for Entrepreneurship: Economic Perspective: Opportunity Recognition and Idea Creating: Theory and practice; Feasibility Analysis; Industry and Competitive Analysis; Marketing Plan: Theory and practices; Operations Plan: Theory and practices; Management Plan: Theory and practices; Financial Plan: Theory and practices; Business Model Development; Financing and Funding for Entrepreneurial Business; Marketing Issues in Entrepreneurial Business; Franchising and Buying an Existing Business.

**İŞL 323 Human Resources Management 3+0 5,0**

Introduction: Importance of human as a resource, Importance of human resources management busines; Historical

Development of Human Resources Management: Personnel management, Human resource management, Strategic human resource management and Talent management; Human Resources Planning: Methods and Planning instruments; Job Analysis: Methods and process, Job descriptions and Job requirements; Functions of Human Resources Management: Recruitment, Finding and selecting, Placement, Orientation, Training and development, Performance appraisal, Wage and salary administration, Career management, Occupational health and safety, Industrial relations and discipline.

**İŞL 323 Human Resources Management 3+0 5,0**

Introduction: Importance of human as a resource, Importance of human resources management business; Historical Development of Human Resources Management: Personnel management, Human resource management, Strategic human resource management and Talent management; Human Resources Planning: Methods and Planning instruments; Job Analysis: Methods and process, Job descriptions and Job requirements; Functions of Human Resources Management: Recruitment, Finding and selecting, Placement, Orientation, Training and development, Performance appraisal, Wage and salary administration, Career management, Occupational health and safety, Industrial relations and discipline.

**İŞL 325 Public Administration 2+0 5,0**

Basic Concepts: Definition of administration and public administration, Traditional public administration, New public management, Governance, The nature of state and its transformation; Principles of Administration: Centralization, Deconcentration, Decentralization, Transparency, Accountability, Participation, Ethics; Development of the Science of Public Administration: Early pioneers, Classical era, Organizational behavior approach, New perspectives; Bureaucracy: Definition, Theoretical framework, Bureaucracy and political institutions; Structure of Public Administration: Central government, Local government, Public authorities; Public Policy: Definition, Related concepts, Actors, Public policy analysis; Human Resources Management: Definition and related concepts, Turkish public personnel regime; Control of Public Administration: Political control, Administrative control, Public scrutiny, Ombudsman and judicial review.

**İŞL 325 Public Administration 2+0 5,0**

Basic Concepts: Definition of administration and public administration, Traditional public administration, New public management, Governance, The nature of state and its transformation; Principles of Administration: Centralization, Deconcentration, Decentralization, Transparency, Accountability, Participation, Ethics; Development of the Science of Public Administration: Early pioneers, Classical era, Organizational behavior approach, New perspectives; Bureaucracy: Definition, Theoretical framework, Bureaucracy and political institutions; Structure of Public Administration: Central government, Local government, Public authorities; Public Policy: Definition, Related concepts, Actors, Public policy analysis; Human Resources

Management: Definition and related concepts, Turkish public personnel regime; Control of Public Administration: Political control, Administrative control, Public scrutiny, Ombudsman and judicial review.

**İŞL 327 Management and Marketing in Real Estate Industry 2+0 5,0**

Introduction to Real Estate Sector; Basic Principles of Real Estate Sector; Concept and Characteristics of Real Estate; Real Estate Management; Ethics in the Real Estate Sector; Principles of Real Estate Marketing; Consumer Behaviour in Real Estate Marketing; Agency and Agency Business in Real Estate Marketing; Selling in Real Estate Marketing and Characteristics of Salesperson; The Sales Process in Real Estate Marketing; Risk and Insurance in Real Estate Management; Real Estate Insurances and Insurance Operations.

**İŞL 329 Supply Chain Management 2+0 5,0**

Supply Chain and Value Creation: Functions of supply chain management; Supply and Relevant Concepts: Logistics and supply chain; Logistics and Its Effects on Production, Marketing, Purchasing and Stock; Design and Management of Supply Chain; Supplier Selection Process; Logistic Information Systems; Stock Management; Purchasing Management; Design and Management of Storage; Management of Carrying; Shipping Management; Identifying Routes of Vehicles; Shipment and Tabulation; Analytical Tools Used in Supply Chain Management.

**İŞL 329 Supply Chain Management 2+0 5,0**

Supply Chain and Value Creation: Functions of supply chain management; Supply and Relevant Concepts: Logistics and supply chain; Logistics and Its Effects on Production, Marketing, Purchasing and Stock; Design and Management of Supply Chain; Supplier Selection Process; Logistic Information Systems; Stock Management; Purchasing Management; Design and Management of Storage; Management of Carrying; Shipping Management; Identifying Routes of Vehicles; Shipment and Tabulation; Analytical Tools Used in Supply Chain Management.

**İŞL 410 Administration of Cooperatives 2+0 5,0**

Definition and Principles of Cooperatives: Development, Fundamentals, Economics, Benefits, Types; Interrelation among Cooperatives: Member, State, Trade Union, Municipality, Legal framework of Turkish cooperatives; Law of Cooperatives: Establishment, Permission, Registration, Declaration, Membership, Termination of Membership; Accounts of Cooperatives and Taxation; Committees; Association of Cooperatives; Management Principles of Cooperative Business; Case Studies.

**İŞL 415 Business Field Studies 0+4 5,0**

Research in Business Enterprises in the Fields of Management, Accounting, Financing and Marketing; Use of Statistics and Other Quantitative Techniques in Field Studies; Literature Review.

**İŞL 420 Foreign Trade Transactions and Management 2+0 5,0**

Preparing for Export: Determining Export Potential, Marketing Plan, Developing Export Strategy; Starting up Export Transactions: Communicating with Markets, Responding Demands and Negotiation Techniques, Preparing Offers, Monitoring and Evaluating Proposals, Contracting, Exporting: Preparing goods for Export, Financing export, Collections, Filing.

**İŞL 420 Foreign Trade Transactions and Management 2+0 5,0**

Preparing for Export: Determining Export Potential, Marketing Plan, Developing Export Strategy; Starting up Export Transactions: Communicating with Markets, Responding Demands and Negotiation Techniques, Preparing Offers, Monitoring and Evaluating Proposals, Contracting, Exporting: Preparing goods for Export, Financing export, Collections, Filing.

**İŞL 428 Strategic Management 4+0 5,0**

Fundamental Concepts of Strategic Management: Vision, Mission, Strategy, Politics; Strategic Management in Corporations: Definition of strategic management, Principles of strategic management, Nature of strategic management; Fundamental Principles of Strategic Management; Strategic Management Processes; Strategic Management: Developments from 1960 to 1990; Process of Development in Strategy; Purposes of Strategy; Analysis of External Environment; Analysis of Corporate.

**İŞL 428 Strategic Management 4+0 5,0**

Fundamental Concepts of Strategic Management: Vision, Mission, Strategy, Politics; Strategic Management in Corporations: Definition of strategic management, Principles of strategic management, Nature of strategic management; Fundamental Principles of Strategic Management; Strategic Management Processes; Strategic Management: Developments from 1960 to 1990; Process of Development in Strategy; Purposes of Strategy; Analysis of External Environment; Analysis of Corporate.

**İŞL 429 Management Information Systems 3+0 5,0**

Concept of Information Systems: Elements of Information Systems, Classifications of Information Systems; Information Systems in Business Management: End User Information Systems, Office Automation Systems, Electronic Communication Systems, Teleconference Systems, Electronic Printing Systems, Process of Image Systems; Business Information Systems: Marketing Information System, Production Information System, Human Resource Information System, Accounting Information System, Financial Information System; Decision Support Systems: Models of Decision Support Systems, Executive Information System, Artificial Intelligence and Expert Systems; Global Dimensions: Global Data, Security and Ethic Problems in Information Systems, Computer Crime.

**İŞL 429 Management Information Systems 3+0 5,0**

Concept of Information Systems: Elements of Information Systems, Classifications of Information Systems; Information Systems in Business Management: End User Information Systems, Office Automation Systems, Electronic Communication Systems, Teleconference Systems, Electronic Printing Systems, Process of Image Systems; Business Information Systems: Marketing Information System, Production Information System, Human Resource Information System, Accounting Information System, Financial Information System; Decision Support Systems: Models of Decision Support Systems, Executive Information System, Artificial Intelligence and Expert Systems; Global Dimensions: Global Data, Security and Ethic Problems in Information Systems, Computer Crime.

**İŞL 432 Innovation Management 2+0 5,0**

Concept of Innovation: History and evolution of knowledge, World of innovation, Definition of innovation models; Innovation and Creativity: Concept of creativity, Fostering creativity in organizations, Factors fostering creativity, From creativity to innovation, Tools for creativity; Innovation in Information Age: Innovation processes, Innovation types, Barriers to innovation, Recent innovation trends, Analysis of innovation, Conditions in the information age, Innovative thinking, Breakthrough innovation processes, Innovative idea generation, Encouragement of innovation in organizations, Building an innovative organization, Measurement of Innovation: recent measures of innovation, process-based measures of innovation; Institutionalizing Innovation: Innovation in service, Protection of innovation, Commercialization of innovation, Management of innovative activities.

**İŞL 432 Innovation Management 2+0 5,0**

Concept of Innovation: History and evolution of knowledge, World of innovation, Definition of innovation models; Innovation and Creativity: Concept of creativity, Fostering creativity in organizations, Factors fostering creativity, From creativity to innovation, Tools for creativity; Innovation in Information Age: Innovation processes, Innovation types, Barriers to innovation, Recent innovation trends, Analysis of innovation, Conditions in the information age, Innovative thinking, Breakthrough innovation processes, Innovative idea generation, Encouragement of innovation in organizations, Building an innovative organization, Measurement of Innovation: recent measures of innovation, process-based measures of innovation; Institutionalizing Innovation: Innovation in service, Protection of innovation, Commercialization of innovation, Management of innovative activities.

**İŞL 434 Case Studies in Management 2+0 5,0**

Management and Its Functions; Planning, Organizing, Leading, Controlling; Management and Decision Making: Roles, Competencies, Decision, Decision-making, Case studies in management; Advantages of Case Studies, Case Study Techniques, Case Study Analysis and Reporting, Analysis in Management Cases; Planning Cases, Organizing

Cases, Leading Cases, Controlling Cases, Strategic Management Cases, Human Resource Management Cases, Small and Medium Size Enterprise Cases.

**İŞL 434 Case Studies in Management 2+0 5,0**

Management and Its Functions; Planning, Organizing, Leading, Controlling; Management and Decision Making: Roles, Competencies, Decision, Decision-making, Case studies in management; Advantages of Case Studies, Case Study Techniques, Case Study Analysis and Reporting, Analysis in Management Cases; Planning Cases, Organizing Cases, Leading Cases, Controlling Cases, Strategic Management Cases, Human Resource Management Cases, Small and Medium Size Enterprise Cases.

**İŞL 437 Social Responsibility and Ethics in Business 2+0 5,0**

The Meaning of Business Ethics and Social Responsibility; The Role of Ethics and Social Responsibility in Business Management; The Approaches of Business Ethics and Social Responsibility; Ethical and Social Responsibility Dilemmas in Business; Making Ethics Reform in Business, Making Social Business Reform in Business; Making Social Responsibility Reform in Business; Ethics and Social Responsibility of Area Expert Managers; Business Ethics and Social Responsibility in Twenty-First Century.

**İŞL 438 Performance and Career Management 2+0 5,0**

Concepts of Performance; individual performance, group performance, Performance Management; goals, benefits and key factors of performance management systems, standards of performance, profile of competence, Performance Appraisal; concept, benefits and methods, past oriented appraisal methods, future oriented appraisal methods, performance appraisal process, 360 degree feedback, evaluating performance interviews, giving reward and developing performance, Concepts of Career; individual career, corporate career, career path, Corporate Career Management; career stages, importance of career management, Career Management Systems; career planning, benefits of career planning, career planning levels, implications of career planning, concepts of career development, career development methods.

**İŞL 459 Project Management 2+0 5,0**

Basic Project management concepts, scope management, time management, CPM, PERT, Gantt graphics, cost management, quality management, human resources management, communication management, risk management, procurement management, Project management with MS Project software.

**İŞL 459 Project Management 2+0 5,0**

Basic Project management concepts, scope management, time management, CPM, PERT, Gantt graphics, cost management, quality management, human resources management, communication management, risk management, procurement management, Project management with MS Project software.

**İŞL 461 Negotiation Techniques 2+0 5,0**

The Negotiator's Dilemma: Value Creation; Alternatives to Agreement: Limits of Negotiation; Value Creation, or Where Do Joint Gains Really Come From?; Management of Negotiator's Dilemma; Changing the Game: Evolution of Negotiation; The Approaches in Bargaining; Negotiating for Purposes, Authority, and Resources: Managers' Need to Give Orders; Sustaining Agreements; Negotiating in Hierarchies: Direct Management; Agents and Ratification; Negotiating in Networks: Indirect Management.

**İŞL 469 Business Simulation 3+0 10,0**

Simulation Intro and Team Building; Rehearsal Round 1; Rehearsal Round 2; Round 1 Decisions; Round 2 Decisions; Round 3 Decisions; Round 4 Decisions; Round 5 Decisions; Round 6 Decisions; Round 7 Decisions; Round 8 Decisions; Simulation Presentations 1; Simulation Presentations 2.

**İŞL 469 Business Simulation 3+0 10,0**

Simulation Intro and Team Building; Rehearsal Round 1; Rehearsal Round 2; Round 1 Decisions; Round 2 Decisions; Round 3 Decisions; Round 4 Decisions; Round 5 Decisions; Round 6 Decisions; Round 7 Decisions; Round 8 Decisions; Simulation Presentations 1; Simulation Presentations 2.

**İŞL 471 Applied Management By Real Life Experiences 2+0 5,0**

Management as an Interdisciplinary Concept; General Management Applications; Human Resources: Guest speaker and case analyses; Marketing: Guest speaker and case study; Communication and Reporting: Guest speaker and case study; Company Culture and Perception: Guest speaker and case study; Adaptation and Innovation: Guest speaker and case study; Auditing as a Managerial Tool; International Management Experiences; Job Interview Cases; General Management Game.

**İŞL 473 Corporate Governance 2+0 5,0**

Key Issues in Corporate Governance: The role of boards, Shareholders, Employees, Gatekeepers, Regulators, Market; Legal Framework: Corporate law, Securities law; Accounting Rules; Design of and Compliance with Corporate Governance Codes; Economic Environment: Ownership structure, Market pressures; Contemporary Issues in the Corporate Governance Debate: Shareholder activism; Executive Compensation.

**KÜL 199 Cultural Activities 0+2 2,0**

Participating Actively or as a Spectator in Sports Activities; Participating in Activities Arranged by the Counseling Center; Participating in Workshops in Art; Education on Museums; Participating in Art Trips; Participating in Cultural Trips; Participating in and Taking Duty in activities such as Cinema, theatre, scientific Meeting etc.; Taking duty in Clubs; Being a Student Representative and Participating in Environmental Activities.

**MAT 161 Mathematics I 3+0 5,0**

Definition of Mathematics; Nature and Structure of Mathematics; Sets and Operations (Intersection, Unification, Containment, Difference, Etc); Addition, Subscription, Multiplication, Division; Kinds of Counting Systems; Structure and Features of Integers (Division, Remained Divisions, Etc.); Concept of Fraction and Concept of Rational Number; Four Operations in Rational Numbers; Concept of Real Number; Sets of Real Numbers and Operations in Real Numbers (Root, Power, Etc.); Concept of Equation: First and Second Degree and Equations with One and Two Unknowns; Simple Operations of Finding Factors; Concept of Double Operation and Examples; Graphics of First and Second Degree One Variable Equations; Basic Geometry: Trigonometric ratios in a Right Triangle, Simple Trigonometric functions.

**MAT 161 Mathematics I 3+0 5,0**

Definition of Mathematics; Nature and Structure of Mathematics; Sets and Operations (Intersection, Unification, Containment, Difference, Etc); Addition, Subscription, Multiplication, Division; Kinds of Counting Systems; Structure and Features of Integers (Division, Remained Divisions, Etc.); Concept of Fraction and Concept of Rational Number; Four Operations in Rational Numbers; Concept of Real Number; Sets of Real Numbers and Operations in Real Numbers (Root, Power, Etc.); Concept of Equation: First and Second Degree and Equations with One and Two Unknowns; Simple Operations of Finding Factors; Concept of Double Operation and Examples; Graphics of First and Second Degree One Variable Equations; Basic Geometry: Trigonometric ratios in a Right Triangle, Simple Trigonometric functions.

**MAT 162 Mathematics II 3+0 5,0**

Integration: The definite integral, Properties of definite integral, Fundamental theorem of calculus, Areas of plane regions; Techniques of Integration: Change of variables, Integration partial integration, Integration of rational functions; Applications of Integration: Applications of integral in economics; Multiple integrals: Double and triple integrals, Applications; Matrix; Determinants; Systems of Linear Equations.

**MAT 162 Mathematics II 3+0 5,0**

Integration: The definite integral, Properties of definite integral, Fundamental theorem of calculus, Areas of plane regions; Techniques of Integration: Change of variables, Integration partial integration, Integration of rational functions; Applications of Integration: Applications of integral in economics; Multiple integrals: Double and triple integrals, Applications; Matrix; Determinants; Systems of Linear Equations.

**MAT 179 Mathematics 3+0 5,0**

Real Numbers; Relations and Functions: Notion of a function, Polynomial functions, Rational functions, Exponential and Logarithmic functions, Properties of logarithms, Analytical examination of a line; Differential Calculus; Limit and Continuity, Derivative, Applications of

Derivatives, Curve Sketching; Extremum Points, Concavity, Asymptotes.

**MLY 213 Public Finance I 3+0 5,0**

Public Finance: Introduction, Historical development; Theoretical Approaches to Public Finance; Public Finance in Economy; Functions of Public Finance; Allocation: Public good, Semi-public goods, Private goods; Redistribution; Economic Efficiency; Tools of Public Finance; Public Expenditure: Classification, Causes of increase; Decision-making in Public Sector; Budgeting; Legislative Branch of Government; Executive Branch of Government; Interest Groups; Bureaucracy.

**MLY 214 Public Finance II 3+0 5,0**

Financing of Public Expenditure; Types of Financing; Definition of Tax; Theoretical Approaches to Taxation; Principles of Taxation; Tax Collection Procedure: Imposition, Notification, Assessment, Collection; Classification of Taxes; Tax Systems; Tax Burden; Tax Avoidance.

**MLY 215 General Tax Law 3+0 6,0**

Emergence of Tax Law; Tax Law in the Legal System: Sources of tax law and interpretation; Taxation: Taxation and democracy, Legal limitations, Social welfare state and taxation, International limitations; Tax Obligation: Ability, Representation, Tax liability, Joint liability; Taxation Process: Characteristic of tax assessment, Notification, Periods; Termination of Tax Liability: Payment, Time limits, Set-off, Cancellation, Tax amnesty.

**MLY 216 Law on Tax Procedure 3+0 7,0**

Characteristics, Functions and Organization of Tax Administration and Problems of Turkish Tax Administration; Fundamental Principles of Tax Audit: Inspection, Verification, Searching, Collecting information; Taxpayers' Obligations; Principles of Keeping Ledgers and Documents; Evaluation: Evaluation principles, Evaluation in commercial enterprises; Assessment of Wealth; Revaluation; Amortization: Amortization of stocks, Amortization of capital and receivables.

**MLY 305 Turkish Tax System 3+0 5,0**

Scope of Turkish Tax Law; Income Tax: Types of liability, Categories of income, Exemptions, Exclusions, Discounts, Tax base, Filing system and consolidation of income, Tax schedule, Assessment, P.A.Y.E. system, Paying of taxes; Corporate Income Tax; Consumption Taxes: VAT, Banking and insurance transaction tax; Taxation of Wealth: Inheritance and gift tax, Real estate tax, Motor vehicles tax; Local Government Taxation; Other Taxes.

**MLY 312 Economics of Public Enterprise 2+0 5,0**

Public Enterprise in Market Based Economies; Rationale of Public Enterprise; Public Enterprise in Developing Economies; Economic Allocation on Public Enterprise; Administration in Public Enterprise; Pricing Policies in Public Enterprise; Marginal Cost Pricing; Average Cost Pricing; Mark-up Pricing; Monopoly Pricing; Micro and



Macro Effects of Public Enterprise; Auditing Public Enterprise; Privatization: Reason of Privatization, Social and Economic Aspects of privatization, Problems of privatization, Privatization in Turkey and the World.

**MLY 314 History of Public Finance 2+0 5,0**

History of Public Finance: Classic Age, Middle Ages, Modern Age; Administration of Public Finance in Ottoman Empire: Public expenditure and revenue; History of Public Finance in Ottoman Empire: From foundation to Rise and Fall; Public Finance during Atatürk: During War of Independence, Post War of Independence; Fiscal Policy during Liberal Times; Fiscal Events during Etatism; Fiscal Policy from 1940 to 1960; Fiscal Policy in from 1960 to 1980; Fiscal Policy from 1980 to Present.

**MLY 316 Public Economics 4+0 5,0**

Market Failures and Rationale for Government Intervention; Theory of Public Goods: Properties, Efficient Provision of Public Goods; Externalities: Types of Externalities, Corrective Tools for Externalities; Resource Allocation Mechanisms for Public Goods (Voting Models): Optimal Decision Rule, Bowen-Black Majority Voting Model, Buchanan-Tullock Model, Downs Model, Romer-Rosenthal Model; Normative Analysis of Taxation: Efficiency and Equity, Optimal Taxation; Tax Incidence: General and Partial Equilibrium Analyses; Pricing in Public Sector.

**MLY 319 Government Politics and Budgeting 2+0 5,0**

Society and Government, Description and Analysis of the Concept of Government; Politics and Political Parties; Governmental Institutions; Analysis of Decision-Making; Political Context of Budgeting; Current Issues and Problems in Public Budgeting; Government Budget Theory; Alternative Approaches to Budgeting; Classification of Government Budgets; Government Budgeting Process; Government Budget Expenditures; Audit of Government Budgeting.

**MLY 321 Tax Law Special Part I 4+0 5,0**

Characteristics of Taxable Income According to Turkish Personal Income Tax Act; Types of Income Tax Liability: Full and limited tax liability; Types of Income: Commercial, Agricultural, Self-employment, Wages, Salaries, Fixed capital, Financial capital, Other types of income and earnings; Assessment and Payment of Tax; Filing Systems; Types of Tax Returns; Consolidation of Income and Annual Tax Return; Deductions and Tax Credit System; Personal Income Tax Schedule; Pay-as-you-earn System; Payment of Taxes; Case Studies on Annual Income Tax Return.

**MLY 322 Tax Law Special Part II 4+0 4,0**

Corporate Income Tax: Types of liability, Tax payers, Exemptions and exclusions, Tax base, Filing system, Assessment and payment of tax, Liquidation and fusion, Withholding system, Pay-as-you-earn system; Value Added Tax: Taxable operations with VAT, Exemptions and exclusions, Tax base, Rate and deductions, Filing system, Assessment and payment; Banking and Insurance Transaction Tax; Petroleum Consumption Tax; Inheritance

and Gift Tax; Real Estate Tax; Motor Vehicles Tax; Fees; Stamp Tax; Local Government Taxation.

**MLY 323 Government Budgeting 4+0 5,0**

Historical Background on Budgetary Right; Changes in Budget Types with Changes in Economic Thought; Changes in Budget Preparation Techniques; General Budget, Revolving Funds, Local Administration Budgets; Planning, Programming and Budgeting System as a Modern Budgeting System: Planning, Programming, Budgeting, System analysis, Public management; Planning, Programming and Budgeting System in Turkey; Budgeting Procedures in Turkey: Budget preparation by the Ministry of Finance, Debates on budget in GNAT, Acceptance of budget by the GNAT; Execution of the Budget; Budget Auditing; Administrative audit, Judicial audit, Political audit.

**MLY 357 Government and Market Economy 2+0 5,0**

Market economy and public economics; Market failure and public policy; Defense, health, education, social security, information, transport, communication and municipality services.

**MLY 364 Fiscal Policy 4+0 5,0**

Debates on Efficiency of Fiscal Policy; Fiscal Policy in Achieving Economic Stability; Relative Effectiveness of Monetary and Fiscal Policies in Achieving Economic Stability; Built-in Flexibilities vs. Active Policies in Achieving Economic Stability; Inflation and Fiscal Policy; Stagflation and Fiscal Policy; Budget Deficit Problem; Economic Stabilization Problems of Turkey; Fiscal Policies in Achieving Economic Development; Economic Development Problem of Turkey.

**MLY 366 Public Financial Management 2+0 5,0**

Concepts of Planning and Political Analyses in Public Fiscal Management; Modelling in Public Fiscal Management System; Performance Measurement in Public Fiscal Management System: Data collection, Program evaluation, An economic approach to decision-making methods, Cost-utility analysis, Values trees in public fiscal management system.

**MLY 368 Economic Effects of Taxes 2+0 5,0**

Effects of Taxes on Labor Supply: Income and substitution; Effects of Taxes on Saving and Intergenerational Decisions; Taxation, Risk and Uncertainty; Corporate Taxes: Dividend payment decisions; Tax Incidence: Types of incidence; Tax Burden; Taxation and Income Distribution; Vertical Equity and Horizontal Equity; Taxes and Economic Growth/Development.

**MLY 370 International Public Finance 2+0 5,0**

Globalization and Public Finance: Effects of globalization on public finance system; Concept of International Public Goods: Definition, Classification; Cases of International Public Goods: Health, Environment, Peace and security, Financial stability, and Others; Financing of International Public Goods; Development Aids; International Taxation

Issues; Taxation of Multinational Corporations; International Tax Competition.

**MLY 406 Dispute Resolution in Tax Law 3+0 5,0**

Characteristics of Tax Disputes; Administrative Solution to Tax Disputes: Comparison of administrative and legal solutions, Correction of tax errors, Reconciliation; Legal Solutions; Tax Law and the Turkish Legal System; Structure, Functions and Principles of Tax Law; Resolution Procedures in Courts: Status of tax cases, Parties in tax disputes, Jurisdiction, Hearing of tax case, Burden of proof and evidence.

**MLY 407 Tax Enforcement Law 3+0 5,0**

Fundamental Problems Bankruptcy Law; Principles of Tax Enforcement Law; Legal Status of Public Credit; Payment Schedule of Tax Dues: Due date, Forms of payment, Proof of payment, Payment by installments, Interest after due-date; Compulsory Execution of Tax Enforcement Law: Execution by seizure, Execution foreclosing; Bankruptcy; Securing Public Credit: Security, Tax lien, Precautionary assessment, Other measures; Time limits; Prohibitions; Penalties.

**MLY 421 Case Studies on Public Finance 0+4 5,0**

The main aim of this course is to increase students' awareness in practical application of theoretical knowledge to economic problems with special emphasis on public sector. During the course, students will be required to review the related literature in public finance, and write a term paper.

**MLY 427 Tax Penal Law 3+0 5,0**

Introduction to Criminal Law: Sanction system; Characteristics and Fundamental Principles of Criminal Law; State of Tax Penal Law in General Criminal Law; General View to Tax Procedures Law Punishment and Tax Administration; Complementary assessment; Assessment Ex-officio; Tax Penalties and Legal Status; Tax Crimes and Misdemeanors; Liability in Tax Penal Law; Reduction in Tax Penalties; Repetition of Tax Crimes and Misdemeanors; Tax Amnesty.

**MLY 449 EU Public Finance 2+0 5,0**

Historical Development of the EU Financial System; Characteristics of the Present Financial System: Characteristics of the EU budget, Budget preparation procedures of the EU, Budget Expenditures, EU Funds, Budget revenue, Implementation of the budget, Auditing the EU budget, Transactions conducted outside the general budget, Reforms on the financial system and newly member states.

**MLY 458 Public Finance 3+0 5,0**

State and Economy: Concept of State and role of the State in economy; Functions of Public Finance: Allocation of resources, Income distribution, Economic stability; Public Sector in Turkey and Its Measurement; Decision Making in Public Finance; Public Expenditure: Its taxonomy and Increase in public expenditure; Government Budget: Functions and process of budget; Public Revenues: Taxes and Others; Taxation: Basic concepts and Theory;

Classification of Taxes: Taxes on income, expenditure and property; Taxes in Turkey; Public Borrowing: Internal borrowing, External borrowing, Management of public debts.

**MLY 458 Public Finance 3+0 5,0**

State and Economy: Concept of State and role of the State in economy; Functions of Public Finance: Allocation of resources, Income distribution, Economic stability; Public Sector in Turkey and Its Measurement; Decision Making in Public Finance; Public Expenditure: Its taxonomy and Increase in public expenditure; Government Budget: Functions and process of budget; Public Revenues: Taxes and Others; Taxation: Basic concepts and Theory; Classification of Taxes: Taxes on income, expenditure and property; Taxes in Turkey; Public Borrowing: Internal borrowing, External borrowing, Management of public debts.

**MLY 459 Local Administration Finance 2+0 5,0**

Rationale for the Establishment of Local Administrations; Economic Welfare and Local Administrations; Characteristics of Intergovernmental Relations; Intergovernmental Allocation of Funds and Revenues; Problems of Metropolitan Municipalities; Special Provincial Administrations: Revenues, Budget; Functions of Municipalities: Revenues, Budget; Duties of Village Administrations: Revenues, Budget; Relations between Local Authorities Bank and Local Administrations; Problems of Local Administration and Solutions.

**MLY 460 Tax Practices 2+0 5,0**

Sources of Tax Law; Implementation of Tax Law; Tax Liability and Responsibility; Process of Taxation; Tax Procedures for Individuals and Partnerships; Taxation Procedures in Individual Corporations; Income Tax for Professional Activities; Total Income and Declaration; Taxation Process of Capital Corporations; Taxation of Cooperatives; Comparison of Tax Advantages for Individuals and Capital Corporations; Regulation of Books and Documents; Application of Amortization; Re-evaluation; End of Period Transactions; Value-Added Tax and Practices; Inheritance and Gift Tax; Real Estate Tax; Municipality Tax; Tax Crimes and Penalties; Reconciliation; Correction of Tax Errors; Tax Judiciary; End of Tax Obligation; Tax Payer's Rights.

**MLY 461 Current Issues in Public Finance 2+0 5,0**

Recent Developments of Public Finance in the World; Historical Development of the Turkish Public Finance System; Position of Public Sector in General Turkish Economy; Central Budget Institutions; Finance of Local Administrations; Social Security Institutions; Extra-Budgetary Funds; State Economic Enterprises; Revolving Funds; Borrowing Requirements of the Public Sector in Turkey; Government Debt Burden in Turkey; Public Sector and Economic Stabilization in Turkey; Public Sector and Income Distribution in Turkey.

**MLY 463 Government Borrowing 2+0 5,0**

Reasons for Government Borrowing; Classification of Government Debts: Internal debts, Foreign debts; Classification Depending on Terms of Debts: Voluntary, Involuntary debts; Technical Problems in Borrowing; Benefits of Government Bonds: Interest, Other benefits; Guarantee Problems of Government Debts; Debt Burden and Generations; Some Debt Burden Concepts; Debt Management; Extraordinary Debt Management; Paying Government Debts; Economic Effects of Government Debt: Economic stabilization, Income distribution; Debts and Economic Growth/Development.

**MLY 465 Customs Transactions and Practices 2+0 5,0**

The Basic Concepts of Customs; Representation in Customs; Customs Law and Financial Liabilities; Value Added Tax in Imported; Special Consumption Tax and the Calculation of Customs Tax and Legislation Provisions About it; Customs Tariff Schedule; Exceptions and Exemptions; Customs Transactions; Declaration and Clearance; Customs Regime; Release for Free Circulation; Inward Processing Regime; Outward Processing Regime; Transit Procedure; Warehouse Regime; Temporary Admission Regime; Processing and Exporting Under Customs Control; Customs Declaration. Free Zones. Smuggling Legislation.

**MUH 119 Financial Accounting I 4+0 5,0**

Business Enterprise and Classification of Business Enterprises; Accounting and Stakeholders; Balance Sheet Equation; Concepts of asset, receivable, liability and owners; Equity; Financial transactions and sample transactions on balance sheet equation; Documents; Documents in Tax Procedure Law; Documents in Turkish Commercial Code; Recording Procedures; Uniform System of Accounts and Classification of Accounts; Recording Financial Transactions; Current Assets, Noncurrent Assets, Liabilities, Short-Term Liabilities, Long-Term Liabilities, Owners, Equity, Cost Accounts, Income Statement Accounts; Trial Balance and Adjusted Trial Balance; Term-end Transactions; Correction of Wrong Entries.

**MUH 119 Financial Accounting I 4+0 5,0**

Business Enterprise and Classification of Business Enterprises; Accounting and Stakeholders; Balance Sheet Equation; Concepts of asset, receivable, liability and owners; Equity; Financial transactions and sample transactions on balance sheet equation; Documents; Documents in Tax Procedure Law; Documents in Turkish Commercial Code; Recording Procedures; Uniform System of Accounts and Classification of Accounts; Recording Financial Transactions; Current Assets, Noncurrent Assets, Liabilities, Short-Term Liabilities, Long-Term Liabilities, Owners, Equity, Cost Accounts, Income Statement Accounts; Trial Balance and Adjusted Trial Balance; Term-end Transactions; Correction of Wrong Entries.

**MUH 120 Financial Accounting II 4+0 5,0**

Connection between In-term and Term-end Transactions; Definitions of Concepts Related to Term-end; Valuation Criteria within the Frame of Legal Regulations; Term-end

Transactions: Term-end transactions and reporting for current assets, Term-end transactions and reporting for non-currents assets, Term-end transactions and reporting for liabilities, Term-end transactions and reporting for equity; Cost Accounts, Types of Expenses and Term-end Transactions; Process of Income Statement Accounts and Term-end Transactions; Reporting Operating Results; Trading Account Basis and Term-end Transactions; Integrated Examples of Term-end Transactions.

**MUH 120 Financial Accounting II 4+0 5,0**

Connection between In-term and Term-end Transactions; Definitions of Concepts Related to Term-end; Valuation Criteria within the Frame of Legal Regulations; Term-end Transactions: Term-end transactions and reporting for current assets, Term-end transactions and reporting for non-currents assets, Term-end transactions and reporting for liabilities, Term-end transactions and reporting for equity; Cost Accounts, Types of Expenses and Term-end Transactions; Process of Income Statement Accounts and Term-end Transactions; Reporting Operating Results; Trading Account Basis and Term-end Transactions; Integrated Examples of Term-end Transactions.

**MUH 242 Cost Accounting 4+0 6,0**

Main Concepts Related to Cost Accounting; Overview of Cost Accounting; Classification of Costs: Materials costs, Labor costs, Manufacturing overhead costs; Cost Accounting and Uniform Accounting System; Cost Centers and Cost Allocations; Job Costing System; Process Cost System; Cost in Joint Production; Standard Cost System; Variable Cost System; Cost Accounting as a Planning and Controlling Tool; Cost Accounting as a Decision Making Tool; Cost Accounting as a Performance Evaluation Tool.

**MUH 242 Cost Accounting 4+0 6,0**

Main Concepts Related to Cost Accounting; Overview of Cost Accounting; Classification of Costs: Materials costs, Labor costs, Manufacturing overhead costs; Cost Accounting and Uniform Accounting System; Cost Centers and Cost Allocations; Job Costing System; Process Cost System; Cost in Joint Production; Standard Cost System; Variable Cost System; Cost Accounting as a Planning and Controlling Tool; Cost Accounting as a Decision Making Tool; Cost Accounting as a Performance Evaluation Tool.

**MUH 308 Corporate Accounting 2+0 5,0**

Types of corporations; General Partnership: Foundation, Accounting records of the foundation, Increasing and decreasing capital, Distribution of profit or loss, Liquidation; Limited Partnership: Foundation, Accounting records of the foundation, Increasing and decreasing capital, Distribution of profit or loss, Liquidation; Corporations: Foundation, Accounting records of the foundation, Increasing and decreasing capital, Distribution of profit or loss, Liquidation, Joining; Limited Liability Company: Foundation, Accounting records of the foundation, Increasing and decreasing capital, Distribution of profit or loss, Liquidation, Joining; Holdings: Foundation, Distribution of profit, Bonds.

**MUH 309 Governmental Accounting 2+0 5,0**

Governmental accounting concepts: cash basic, accrual accounting; basic principles of government accounting; financial reporting purposes; financial statements; and the functioning of the framework chart of accounting of cash basic and accrual basic; budget accounts: income accounts; expenditure accounts.

**MUH 310 Financial Statement Analysis 3+0 5,0**

Basic Financial Statements: Balance Sheet, Income Statement; Comparative Financial Statement Analysis: Preparation of the statements, Analysis and interpretation; Common Size Statements Analysis: Preparation of the statements, Analysis and interpretation; Trend Percentage Analysis: Preparation of the statements, Analysis and interpretation; Ratio Analysis: Analysis and interpretation of liquidity ratios, Analysis and interpretation of solvency ratios, Analysis and interpretation of efficiency ratios, Analysis and interpretation of profitability ratios.

**MUH 310 Financial Statement Analysis 3+0 5,0**

Basic Financial Statements: Balance Sheet, Income Statement; Comparative Financial Statement Analysis: Preparation of the statements, Analysis and interpretation; Common Size Statements Analysis: Preparation of the statements, Analysis and interpretation; Trend Percentage Analysis: Preparation of the statements, Analysis and interpretation; Ratio Analysis: Analysis and interpretation of liquidity ratios, Analysis and interpretation of solvency ratios, Analysis and interpretation of efficiency ratios, Analysis and interpretation of profitability ratios.

**MUH 315 Management Accounting 2+0 5,0**

Analysis of Accounting and Decision-Making Function of Management; Information for Planning: Cost-volume-profit analyses, Break-even analysis; Use of Budgets as Planning Tools: Sales forecasting, Production budget, Direct materials budget, Direct labor budget, Manufacturing overhead budget; Budgeted Income Statement and Pro-forma Balance Sheet; Control and Decision Making.

**MUH 315 Management Accounting 2+0 5,0**

Analysis of Accounting and Decision-Making Function of Management; Information for Planning: Cost-volume-profit analyses, Break-even analysis; Use of Budgets as Planning Tools: Sales forecasting, Production budget, Direct materials budget, Direct labor budget, Manufacturing overhead budget; Budgeted Income Statement and Pro-forma Balance Sheet; Control and Decision Making.

**MUH 412 Auditing 3+0 5,0**

Need for Auditing; Relationship between Accounting and Auditing; Generally Accepted Auditing Standards; Quality Control Standards, Ethics in Auditing, Legal Liabilities of Auditors; Audit Planning: Evidence collection, Types of evidence, Working papers, Documentation, Reporting an auditing process; Auditing Practices and Legal Regulations in Turkey; Turkish Auditing Standards.

**MUH 412 Auditing 3+0 5,0**

Need for Auditing; Relationship between Accounting and Auditing; Generally Accepted Auditing Standards; Quality Control Standards, Ethics in Auditing, Legal Liabilities of Auditors; Audit Planning: Evidence collection, Types of evidence, Working papers, Documentation, Reporting an auditing process; Auditing Practices and Legal Regulations in Turkey; Turkish Auditing Standards.

**MUH 414 Enterprise Resource Planning and Application 2+0 5,0**

Information Processing; Accounting Processes and Information Flow in Accounting Information Systems; Concepts of Systems, Enterprise, Management, Data and Information; Technology and Accounting Information System; Processing of Financial Operations; Accounts and Financial Reporting System; Revenue Cycle in ERP, Expenditure Cycle in ERP, Production Cycle in ERP, Human Resources Cycle in ERP, Non-current Cycle in ERP; Spreadsheet Applications (Excel) in Accounting Information System.

**MUH 415 Accounting Information System 2+0 5,0**

Concepts of System, Management and Data Processing; Business and Management Information Systems as a System; Accounting Information System: Data and information flow, Components, Basic concepts and principles, Interpolation in Accounting Information System; Developing Accounting Information System: Principles of developing Accounting Information System, Phases, Accounting charts, Case studies.

**MUH 417 Accounting Systems and Application 2+0 5,0**

Basics Concepts of Accounting; Generally Accepted Accounting Principles; Uniform Accounting Plan and Basic Financial Statements; Record Keeping: Reporting current assets, Reporting long-term assets; Reporting Liabilities: Reporting short-term liabilities; Long-Term Liabilities and Shareholders Equity; Cost Accounts; Types of Expenses; Reporting Operating Results; Applications.

**MUH 454 Introduction to Turkish Financial Reporting Standards 2+0 5,0**

History of TFRS and Conceptual Framework; TMS-1 Presentation of Financial Statements; TMS -2 Inventories; TMS -18 Revenue; TMS -16 Property Plant and Equipment; TMS -40 Investment Property; TFRS-5 Non-current Assets Held for Sale and Discontinued Operations; TMS -38 Intangible Assets; TMS-8 Accounting Policies, Changes in accounting estimates and errors.

**MUH 459 Essentials of Internal Audit 2+0 5,0**

The Content of the Course; Importance of Internal Audit in Organizations; The Internal Auditing Profession: Role and responsibilities of an internal auditor, Qualitative Characteristics of Internal Auditors; Essentials of Internal Audit; Essentials of Internal Control: COSO report, Corporate Governance; Internal Audit Activities: Planning of internal audit, Implementation and reporting of internal audit; Documentation of Internal Audit Activities: Working

papers, Fraud and code of ethics; International Internal Audit Standards and Practices.

**MUH 459 Essentials of Internal Audit 2+0 5,0**

The Content of the Course; Importance of Internal Audit in Organizations; The Internal Auditing Profession: Role and responsibilities of an internal auditor, Qualitative Characteristics of Internal Auditors; Essentials of Internal Audit; Essentials of Internal Control: COSO report, Corporate Governance; Internal Audit Activities: Planning of internal audit, Implementation and reporting of internal audit; Documentation of Internal Audit Activities: Working papers, Fraud and code of ethics; International Internal Audit Standards and Practices.

**MÜZ 155 Turkish Folk Music 2+0 2,0**

Folk songs from different Regions of Turkey are Taught; Aegean Region Zeybek Folk Songs: Eklemidir koca konak, Ah bir ateş ver, Çökertme, Kütahya'nın pınarları, Çemberinde gül oya; Kars Region Azerbaijani Folk Songs: Bu gala daşlı gala, Yollarına baka baka, Dağlar gızı Reyhan, Ayrılık, Dut ağacı boyunca; Central Anatolian Region Folk Songs: Seherde bir bağa girdim, Uzun ince bir yoldayım, Güzellğin on para etmez, Mihriban ve Acem kızı; Southeastern Anatolian Region; Urfa and Diyarbakır Folk Songs: Allı turnam, Urfanın etrafı, Mardin kapısından atlayamadım, Fırat türküsü, Evlerinin önu kuyu; Blacksea Region; Trabzon, Rize, Artvin Folk Songs: Maçka yolları taşlı, Ben giderim Batuma, Dere geliyor dere.

**MÜZ 157 Traditional Turkish Art Music 2+0 2,0**

Description of Traditional Art Music: Basic concepts, Characteristics, Types, Notes, Instruments; The Mode System of Traditional Turkish Art Music; The Rhythmic Pattern of Traditional Turkish Art Music; Samples from Different Modes; Samples from Different Rhythmic Patterns.

**PSİ 122 Psychology 2+0 5,0**

Psychology as a Science: Definition, Sub-Disciplines, Research methodology; Biological Bases of Behavior: Characteristics of the nervous system, Endocrine system, Heredity; Perception; Learning: Conditioning, Modeling, Cognitive learning; Memory; Motivation and Emotion; Human Development: Cognitive, Linguistic, Emotional, Social; Individual and Society; Abnormal Psychology.

**PSİ 122 Psychology 2+0 5,0**

Psychology as a Science: Definition, Sub-Disciplines, Research methodology; Biological Bases of Behavior: Characteristics of the nervous system, Endocrine system, Heredity; Perception; Learning: Conditioning, Modeling, Cognitive learning; Memory; Motivation and Emotion; Human Development: Cognitive, Linguistic, Emotional, Social; Individual and Society; Abnormal Psychology.

**PSİ 328 Social Psychology 2+0 5,0**

Introduction to Social Psychology; Basic Concepts and Approaches; Social Psychology As a Sub-Discipline of Psychology; Social Perception and Theory of Attribution; Social attitudes and Attitude Changes; Process of Motivation and Social Motivations; Emotions and Social Dimension of Emotions; Moral Development and Moral Development Theories; Social Environment and Personality; Social Influence and Conformity.

**PZL 211 Principles of Marketing 3+0 5,0**

Marketing: Scope, Evolution of Marketing; Marketing Environment; Marketing Research and Marketing Information Systems; Market Segmentation; Selecting Target Markets; Elements of Marketing Mix: Product, Price, Distribution channels, Promotion; Organization of Marketing Activities; International Marketing.

**PZL 211 Principles of Marketing 3+0 5,0**

Marketing: Scope, Evolution of Marketing; Marketing Environment; Marketing Research and Marketing Information Systems; Market Segmentation; Selecting Target Markets; Elements of Marketing Mix: Product, Price, Distribution channels, Promotion; Organization of Marketing Activities; International Marketing.

**PZL 309 Brand Management 2+0 5,0**

Brand and Related Concepts; History and Evolution of Branding; Fundamentals of Brand Management (Corporate image, Prestige management, Social responsibility projects, etc.); Brand Personality; Brand Image; Brand Equity; Brand Value; Brand Extension and Reduction; Relationship between Brand and Consumer; Global, International and National Brands; Creating a Brand on the Internet; Cases in Brand Management.

**PZL 309 Brand Management 2+0 5,0**

Brand and Related Concepts; History and Evolution of Branding; Fundamentals of Brand Management (Corporate image, Prestige management, Social responsibility projects, etc.); Brand Personality; Brand Image; Brand Equity; Brand Value; Brand Extension and Reduction; Relationship between Brand and Consumer; Global, International and National Brands; Creating a Brand on the Internet; Cases in Brand Management.

**PZL 310 Marketing Management 3+0 5,0**

Concept of Product; Product and service decisions, Branding strategy, New product development strategy, New product development process and management, Product life cycle strategies; Concept of Price: Major pricing strategies, New product pricing strategies, Product mix pricing strategies, Price adjustment strategies, Price changes, Marketing channels; Supply Chains and Value Delivery Network; Channel Behavior and Organization; Integrated Marketing Communications: Promotion mix, Communication mix, Advertising and public relations, Personal selling and sales promotion, Direct and online marketing.

**PZL 310 Marketing Management 3+0 5,0**

Concept of Product; Product and service decisions, Branding strategy, New product development strategy, New product development process and management, Product life cycle strategies; Concept of Price: Major pricing strategies, New product pricing strategies, Product mix pricing strategies, Price adjustment strategies, Price changes, Marketing channels; Supply Chains and Value Delivery Network; Channel Behavior and Organization; Integrated Marketing Communications: Promotion mix, Communication mix, Advertising and public relations, Personal selling and sales promotion, Direct and online marketing.

**PZL 312 Consumer Behavior 2+0 5,0**

Role and Importance of Consumer Behavior Knowledge in Marketing Decisions; Contribution of Different Disciplines for Understanding Consumer Behavior; Consumer Decision-Making Process; Consumption Culture; Social-Cultural Factors Affecting Consumer Behavior: Culture and subcultures, Social class, Social groups, Family; Psychological Factors Affecting Consumer Behavior: Personality and self-concept, Motivation, Learning, Perception Attitude, Beliefs; Consumerism.

**PZL 312 Consumer Behavior 2+0 5,0**

Role and Importance of Consumer Behavior Knowledge in Marketing Decisions; Contribution of Different Disciplines for Understanding Consumer Behavior; Consumer Decision-Making Process; Consumption Culture; Social-Cultural Factors Affecting Consumer Behavior: Culture and subcultures, Social class, Social groups, Family; Psychological Factors Affecting Consumer Behavior: Personality and self-concept, Motivation, Learning, Perception Attitude, Beliefs; Consumerism.

**PZL 313 Sales Management 2+0 5,0**

Introduction to Sales Force Management; Personnel Selling, Importance of Sales Force Management in Marketing; Selection and Recruitment of Sales Representatives; Design and Organization of Sales Force; Training Sales Force; Management of Sales Force Activities; Compensating Sales People; Sales Expenses; Leadership; Planning Sales; Evaluating Sales Performance.

**PZL 313 Sales Management 2+0 5,0**

Introduction to Sales Force Management; Personnel Selling, Importance of Sales Force Management in Marketing; Selection and Recruitment of Sales Representatives; Design and Organization of Sales Force; Training Sales Force; Management of Sales Force Activities; Compensating Sales People; Sales Expenses; Leadership; Planning Sales; Evaluating Sales Performance.

**PZL 314 Services Marketing 2+0 5,0**

Distinctive Aspects of Services: Characteristics of services, Classification of services; Services and Environment; Marketing Mix for Services: Service as a product; Distribution of Services and Services Intermediaries; Pricing Services and Yield Management; Promoting Services; Human Factor in Service Sector: Importance of personnel,

Human resource management, Role of customer in service production process; Management of Demand and Capacity in Service Sector; Service Quality: Dimensions of quality, Measurement of quality, Gap model of quality, Approaches for quality improvement; Relationship Marketing: Strategies for retaining customers; Internationalization of Services.

**PZL 316 Social Media and Digital Marketing 3+0 5,0**

Media in Marketing Communication: Social media's role, function, planning, dynamics; Transformation in Media Planning: Changes in media, Impact of technology, Impact of consumer (involvement); "Contact Point Planning" in Marketing Communications: Alternative mediums, WOMM-Word of Mouth Marketing; Social media: What it is and what it is not?, Content management in social media, Being present in social media; Contribution of SM to SEO; Social Media Processes I: Monitoring, Analysis and Insights; Social Media Processes II: Engagement; Social Media and Brand Reputation Management: Proactive/reactive, Moments of crisis; Social Media and Integration of Social Media with "Other Media"; Search Engine Optimization; PPC, SEM and SMM; SM Viral and WOM Marketing; Email Marketing; Mobile Marketing; Affiliate Marketing; Measurement and Optimization; Loyalty; Content Marketing; Display Ads (Geo or behavioral targeting, etc.).

**PZL 316 Social Media and Digital Marketing 3+0 5,0**

Media in Marketing Communication: Social media's role, function, planning, dynamics; Transformation in Media Planning: Changes in media, Impact of technology, Impact of consumer (involvement); "Contact Point Planning" in Marketing Communications: Alternative mediums, WOMM-Word of Mouth Marketing; Social media: What it is and what it is not?, Content management in social media, Being present in social media; Contribution of SM to SEO; Social Media Processes I: Monitoring, Analysis and Insights; Social Media Processes II: Engagement; Social Media and Brand Reputation Management: Proactive/reactive, Moments of crisis; Social Media and Integration of Social Media with "Other Media"; Search Engine Optimization; PPC, SEM and SMM; SM Viral and WOM Marketing; Email Marketing; Mobile Marketing; Affiliate Marketing; Measurement and Optimization; Loyalty; Content Marketing; Display Ads (Geo or behavioral targeting, etc.).

**PZL 409 Industrial Marketing 2+0 5,0**

Industrial Marketing; Industrial Markets and Products; Nature of Industrial Markets; Examining Industrial Market Opportunities; Industrial Market Segmentation; Models of Industrial Buying Behavior and Factors Affecting Purchasing; Designing and Managing Industrial Marketing Mix; Planning and Developing Industrial Products; Industrial Pricing, Marketing Channel and Promotion Strategies; Control and Evaluation of Marketing Programs; Gaining Customers and Establishing Long-term Relationship with Buyers; Case Study.

**PZL 460 Retail Management** 2+0 5,0

Retailing Information Systems and Supply Chain Management; CRM: Customer Relations Management; Planning the Product Variety; Purchasing Process in Retailing; Pricing the Products; Brand Management; Retailing Communication Mix: Advertising, Sales promotion, Personal selling and Public relations; Store Management; Store Layout; Store Plan and Visual Merchandising; Customer Services.

**PZL 461 Marketing Research** 2+0 5,0

Marketing Problems in Businesses; Basic Classification of Marketing Research; Definition of Marketing Research; Implementation and Limitations of Marketing Research; Disciplines Relevant to Marketing Research; Categories of Marketing Research; Methodology in Marketing Research: Defining the problem, Situation Analysis, Determining Sources of Data, Data Collection Techniques; Sampling; Data Tabulation; Analysis of Data; Interpreting the Results.

**PZL 461 Marketing Research** 2+0 5,0

Marketing Problems in Businesses; Basic Classification of Marketing Research; Definition of Marketing Research; Implementation and Limitations of Marketing Research; Disciplines Relevant to Marketing Research; Categories of Marketing Research; Methodology in Marketing Research: Defining the problem, Situation Analysis, Determining Sources of Data, Data Collection Techniques; Sampling; Data Tabulation; Analysis of Data; Interpreting the Results.

**PZL 463 Marketing Communication** 2+0 5,0

Marketing and Communication: Scope of marketing communication, Communication process, Elements, Objectives; Promotion Mix: Advertising, Public Relations and publicity, Personal selling, Promotion; Adapted Marketing Communication Tools: Sponsorship, Purpose related marketing, Hybrid messages, Direct marketing; Other Types of Marketing Communication: Product, Brand, Packaging, Distribution and price; Strategies and Management of Marketing Communication; Planning: Objectives, Budget, Marketing, Communication ethics and Social dimension of communication.

**PZL 463 Marketing Communication** 2+0 5,0

Marketing and Communication: Scope of marketing communication, Communication process, Elements, Objectives; Promotion Mix: Advertising, Public Relations and publicity, Personal selling, Promotion; Adapted Marketing Communication Tools: Sponsorship, Purpose related marketing, Hybrid messages, Direct marketing; Other Types of Marketing Communication: Product, Brand, Packaging, Distribution and price; Strategies and Management of Marketing Communication; Planning: Objectives, Budget, Marketing, Communication ethics and Social dimension of communication.

**PZL 465 Introduction to Retailing** 2+0 5,0

Introduction to the World of Retailing: Concepts and definitions; Retailer Types: Classification of retailers, Types of retailing by the scope of products, level of services and

ownership; Multi-channel Retailing; Consumer Behavior and Trends in Retailing Industry; Market Strategies for Retailers; Financial Strategy; Location: Selecting the location of stores; Human Resources Management.

**SAN 155 Hall Dances** 0+2 2,0

Basic concepts. The ethics of dance, Dance Nights, Dance Costumes, National International Competitions and rules/grading, Basic Definitions, Classifications of Dances: Social Dances; Salsa, Cha Cha, Samba, Mambo, Jive, Rock'n Roll, Jazz, Merenge; Flamenko, Rumba, Passa -Doble, Argentina tango, Vals, Disco, Quickstep, Foxtrot, Bolero, European Tango: Ballroom Dances; Sportive Dances; Latin American Dances; Samba, Rumba, Jive, Passa-Doble, Cha Cha, Standart Dances; European Tango, Slow vals (English), Viyana vals, Slow foxtrot, Quickstep.

**SHZ 422 Social Services** 2+0 5,0

Concept of Social Welfare; Concept of Social Work; Aim of Social Work; Occupational Characteristics of Social Work; Scientific Characteristics of Social Work; Application Principles of Social Work; Social Work Methods with Individuals and Groups; Social Work Methods with the Society; Distinctive Features of Social Work; Development of Social Work in the World; Social Work in Developing Countries; Historical Development of Social Work in Turkey.

**SIY 303 Political Science** 3+0 5,0

What is Politics and Political Science?: Political behavior, Political institutions, political outcomes; Politics and Power: Implicit and manifest power; Politics as a Science: Theory, Data, Causal connections, Causation and correlation; Rational Choice; Political Authority: Traditional societies, Modern society and modern state, Legitimacy, Enforcement, Unrestricted and undivided authority, Anarchism, Communitarianism, Libertarians, Consent, Social justice; Constructing the Modern State: Feudalism, Italian city-states, The French Revolution, State sovereignty; Political Preferences and Voting Behavior; National Decision-Making Institutions: Parliament, The cabinet, President; Parties and Doctrines: Conservatism, Liberal democracies, Socialism, The electorate; Democracy: What is democracy, Various definitions of democracy, Measuring democracy, Explaining democracy, Cases of democratization; Autocratic Government: Military government, One-party states; Can Politics Survive the Twenty-first Century: Ethics and politics, Justice and social justice.

**SIY 303 Political Science** 3+0 5,0

What is Politics and Political Science?: Political behavior, Political institutions, political outcomes; Politics and Power: Implicit and manifest power; Politics as a Science: Theory, Data, Causal connections, Causation and correlation; Rational Choice; Political Authority: Traditional societies, Modern society and modern state, Legitimacy, Enforcement, Unrestricted and undivided authority, Anarchism, Communitarianism, Libertarians, Consent, Social justice; Constructing the Modern State: Feudalism, Italian city-states, The French Revolution, State sovereignty; Political

Preferences and Voting Behavior; National Decision-Making Institutions: Parliament, The cabinet, President; Parties and Doctrines: Conservatism, Liberal democracies, Socialism, The electorate; Democracy: What is democracy, Various definitions of democracy, Measuring democracy, Explaining democracy, Cases of democratization; Autocratic Government: Military government, One-party states; Can Politics Survive the Twenty-first Century: Ethics and politics, Justice and social justice.

**SNT 155 History of Art** **2+0 2,0**

History of Civilization and Evolution of Art: Prehistory to Present; Concepts and Terminology in Art with Samples; Interrelation among Art-Religion and Society; Effects of Religion on Artistic Development; Reflections and Interpretations of Judaism, Christianity and Islam on Art; Renaissance: Emergence, Effects, Artists, Works of Art; Architecture and Plastic Arts; Art in the 19th and 20th Centuries: Relevance of the main historical events of the period.

**SOS 124 Sociology** **3+0 5,0**

Definition; Contents; Subjects; Methodology; Economy and Society: Mercantilism; Industrialism; Development; Capitalism; Crisis; Growth; Underdevelopment; Informal Economy: Modernization school; Dualism; Dependency school; Problems of Modern Industrial Society:: Entrepreneurship and developmentalism; Workers and Trade Unions; State and Economic Order; Sociological Analysis of Economic Process: Structure of economy and economic society; Production; Exchange and markets; Consumption; Transformation of Industrial Society: Indicators of Economic and Social Development; Future of Economic Society: Information society and Turkish policy about transition to information society.

**SOS 124 Sociology** **3+0 5,0**

Definition; Contents; Subjects; Methodology; Economy and Society: Mercantilism; Industrialism; Development; Capitalism; Crisis; Growth; Underdevelopment; Informal Economy: Modernization school; Dualism; Dependency school; Problems of Modern Industrial Society:: Entrepreneurship and developmentalism; Workers and Trade Unions; State and Economic Order; Sociological Analysis of Economic Process: Structure of economy and economic society; Production; Exchange and markets; Consumption; Transformation of Industrial Society: Indicators of Economic and Social Development; Future of Economic Society: Information society and Turkish policy about transition to information society.

**SOS 155 Folkdance** **2+0 2,0**

Dance in Primitive Cultures; Dance in Earlier Civilizations; Dance in the Middle Age and Renaissance; Dance in the 18th and 19th Centuries; Dances of the 20th Century; Ballet; Turkish Dances; Emergence of Folkdance; Anatolian Folkdance: Classification, Accompanying instruments; Methods and Techniques of Collecting Folkdance; Problems in Collecting Folkdance; Teaching of Folkdance; Adapting

Folkdance for Stage: Stage, Stage aesthetics and Choreography, Orientation and choreography.

**SOS 340 Organizational Behavior** **3+0 6,0**

Fundamentals of Organizational Behavior; Historical Perspective and Theories; Research Techniques; Individuals in Organizations and Personality; Attitudes and Job Satisfaction; Personal Differences: Biographical characteristics, Abilities, Learning; Organizational Culture; Social Groups, Group Dynamics and Team Work in Organizations; Participative Management; Motivation Process and Theories of Motivation; Leadership and Leadership Theories in Organizations; Conflict in Organizations; Stress and Stress Management; Organization, Environment and Technology; Organizational Change; Organizational Development; Ethics in Organizations; Power and Politics in Organizations; Mentoring in Organizations; Mobbing in Organizations.

**SOS 340 Organizational Behaviour** **3+0 6,0**

Fundamentals of Organizational Behavior; Historical Perspective and Theories; Research Techniques; Individuals in Organizations and Personality; Attitudes and Job Satisfaction; Personal Differences: Biographical characteristics, Abilities, Learning; Organizational Culture; Social Groups, Group Dynamics and Team Work in Organizations; Participative Management; Motivation Process and Theories of Motivation; Leadership and Leadership Theories in Organizations; Conflict in Organizations; Stress and Stress Management; Organization, Environment and Technology; Organizational Change; Organizational Development; Ethics in Organizations; Power and Politics in Organizations; Mentoring in Organizations; Mobbing in Organizations.

**SOS 342 Social Structure of Turkey** **3+0 5,0**

Social Structure: Concepts and Theories; Ottoman Social Structure: Different conceptualizations of the Ottoman social structure; Discussions on Continuity and Breaks from the Perspective of Social Structure; Social Structure of the Republican Turkey; Culture in Turkey; Social Stratification and Inequality in Turkey; Family Structure in Turkey; Urban Structure; Population Structure; Educational Institutions and Their Problems; Religion and Social Transformation; Poverty.

**TAR 165 Atatürk's Principles and History of Turkish Revolution I** **2+0 2,0**

Reform efforts of Ottoman State, General glance to the stagnation period, Reform searching in Turkey, Tanzimat Ferman and its bringing, The Era of Constitutional Monarchy in Turkey, Policy making during the era of first Constitutional Monarchy, Europe and Turkey, 1838-1914, Europe from imperialism to World War I, Turkey from Mudros to Lausanne, Carrying out of Eastern Question, Turkish Grand National Assembly and Political construction 1920-1923, Economic developments from Ottomans to Republic, The Proclamation of New Turkish State, from Lausanne to Republic.



**TAR 166 Atatürk's Principles and History of Turkish Revolution II** **2+0 2,0**

The Restructuring Period; The Emergence of the fundamental policies in the Republic of Turkey (1923-1938 Period); Atatürk's Principles, and Studies on Language, History and Culture in the period of Atatürk; Turkish Foreign Policy and Application Principles in the period of Atatürk; Economic Developments from 1938 to 2002; 1938-2002 Period in Turkish Foreign Policy; Turkey after Atatürk's period; Social, Cultural and Artistic Changes and Developments from 1938 to Present.

**THU 203 Community Services** **0+2 3,0**

Various Community Projects: Helping young students during their study periods or after school study sessions, Aiding the elderly in nursing homes, helping disabled individuals with various tasks, helping social services and aiding children with their education etc., take part in the projects which raise environmental awareness, Integrating with the community and enabling use of knowledge accumulated in the courses.

**TÜR 120 Turkish Sign Language** **3+0 3,0**

Overview of Sign Language: Characteristics of sign language; History of Sign Language in the World: Emergence of language and sign language, Verbal education and approaches to sign language; History of Turkish Sign Language: Early period, Ottoman period, Period of the Republic of Turkey; Introduction to Turkish Sign Language: Finger alphabet, Pronouns, Introducing oneself and family, Greetings, Meeting, Relationship words; Showing Basic Words: Adjectives: Adjectives of quality, Adjectives of quantity; Verbs: Present tense, Past tense, Future tense, Time adverbs, Antonyms; Healthy Living: Expression of health-related problems, Sports terms, Expressing requirements; In a Bank: Expressions required to carry out basic procedures in a bank; Vacation: Basic words about vacation.

**TÜR 125 Turkish Language I** **2+0 2,0**

Language: Characteristics of language, Relationship between language and thought and language and emotion, Theories about the origin of languages, Language types, The position of Turkish Language among world languages; Relationship Between Language and Culture; Historical Progress of the Turkish Language; Alphabets Used for Writing in Turkish; Turkish Language Studies; Turkish Language Reform; Phonetics; Morphology and Syntax; The Interaction of Turkish Language with Other Languages; Wealth of Turkish Language; Problems Facing Turkish Language; Derivation of Terms and Words; Disorders of Oral and Written Expression.

**TÜR 126 Turkish Language II** **2+0 2,0**

Composition: Written composition, Paragraph and ways of expression in paragraphs; Punctuation; Spelling Rules; Types of Written Expression and Practices I: Expository writing; Types of Written Expression and Practices II: Narrative writing; Academic Writing and Types of Correspondence; Reading and Listening: Reading, Reading comprehension strategies, Critical reading; Listening; Relationship between Listening and Reading; Oral Expression: Basic principles of effective speech; Body Language and the Role of Body Language in Oral Expression; Speech Types; Principles and Techniques of Effective Presentation; Some Articulatory Features of Oral Expression.