



**KTO KARATAY  
ÜNİVERSİTESİ**

**KTO KARATAY UNIVERSITY FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**

**BUSINESS ADMINISTRATION DEPARTMENT**

**ERASMUS+ Course Catalogue**

**for the academic year 2019/2020 Spring Semester**

**(ALPHABETICAL) LIST OF COURSES WITH CODES**

Applied Industry and Trade Joint Training I-II UYG 3-4

Ataturk's Principle and Revalution History I- ATA 101-102

Business Administration I- II – IS 111-112

Business Mathematics I-II – MAT 101-102

Commercial Law H 202

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Cost Accounting IS 311

Culture Description and Karatay Madrasah MED 101

Economics I-II – IS 101-102

English I-II- ING 111-112

Financial Accounting I-II – IS 121-122

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**FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES BUSINESS ADMINISTRATION DEPARTMENT-KTO KARATAY UNIVERSITY**

International Finance IS 302

International Marketing Management UT 421

Introduction to Law I – H 101

Investment Analysis and Portfolio Management IS 321

Law of Obligations H 201

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Quantitative Methods IS 322

Reporting and Statement Analysis ISF 201

Research Methods IS 242

Statistics I-II G 201-202

Strategic Management Case Studies IS 314

Turkish Language II- TUR 101-102

Vocational English I-II-III-IV-V-VI ING 211-212-311-312-411-412

**Course Name:** Business Administration I **Course Code:** IS 111

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic information about the business administration and management, basic management functions, production, marketing and finance activities of the enterprises.	
EFFECTS OF EDUCATION PROCESS: To Introduce basic concepts of business administration and management, and to provide an understanding of external and internal business environment in a broad and holistic perspective	
LITERATURE (OPTIONAL): İşletme Yönetimine Giriş; Prof. Dr. Ömer DİNÇER, Doç. Dr. Yahya FİDAN, Alfa Basım Yayın, 2010.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof Hasan Fehmi ATASAGUN	

**Course Name: Business Mathematics I Course Code: MAT 101**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Exponential and Radical Expressions, Equations and Graphs, Functions, System of Equations, Linear Algebra, Linear Equations, Matrix Algebra	
EFFECTS OF EDUCATION PROCESS: Explaining required tools, techniques and subjects when using Math in business and economics. Teaching economical and business practices of Math. Equip students with the ability to use Math	
LITERATURE (OPTIONAL): Mathematical Methods for Business and Economics, Edward T. Dowling, Ph. D. McGraw-Hill inc 1993	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist Prof.Dr. Fatma Didem Tunçez	

**Course Name: Economics I Course Code: IS 101**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic economic concepts, consumer, producer and cost theories, market types and structures, , market failures	
EFFECTS OF EDUCATION PROCESS: Teaching basic economic concepts and theories in an analytic and algebraic way	
LITERATURE (OPTIONAL): İktisada Giriş, Orhan Çoban, 2010 Temel Ekonomi, Tümay Ertek, 2005 İktisada Giriş, Prof. Dr. Zeynel Dinler, 2011	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Associate Prof.Dr. Bilge Afşar	

**Course Name:** Financial Accounting I **Course Code:** IS 121

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (5)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
<p><b>CONTENTS:</b> The topics covered in this lesson: cost concepts, cost elements, General information about cost accounting, cost accounting in accounting organization, the functioning of a uniform cost accounting system in the functioning of Turkey, cost calculations, direct the formation of the first item and material expenses, inventory costs, inventory valuation methods, principles of accounting, direct labor costs, other expenses, accounting, General workmanship production expenses general manufacturing expenses, classification, the nature of the expense of distributing, General production expenses, indirect expense in general production expenses, the overall production costs of the measures, the overall production costs of distribution used in the mills, the common products distribution, cost the side products, systems, order cost method, stage cost method, standard cost method, the identification and analysis of the differences of the standards, standard and reporting differences, direct costing, activity-based cost method, target costs, quality costs, the budget preparation and control</p>	
<p><b>EFFECTS OF EDUCATION PROCESS:</b> The aim of the course is to make able to evaluate the production of financial situations and periodic activities, to analyze the factor that affect production costs, and other information required for activities necessary to calculate the cost per unit of product control and activities for business planning, control and decision making</p>	
<p><b>LITERATURE (OPTIONAL):</b>                      Maliyet Muhasebesi ORİON KİTABEVİ Yrd. Doç. Dr. Mikail Erol 2008                      Maliyet Muhasebesi UMUTTEPE YAYINLARI Prof. Dr. Vasfi Haftacı 2009</p>	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof. Aynur Akpınar	

**Course Name: English I Course Code: IS 111**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 1 st Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic information about business world, phone conversations in business English, plans about future careers, discussing about business sectors, marketing, managing a department and a company, authentic reading passages and interviews, presentation about business world, advanced vocabulary about business and advanced writing including e-mails, reports and letters.	
EFFECTS OF EDUCATION PROCESS: This course is designed to improve students' ability to communicate in English in a wide range of business situations and enlarge their knowledge of the business world. In the end of the course it is aimed to make students more fluent and confident in using the language of business and increase their career prospects.	
LITERATURE (OPTIONAL): Market Leader Pre-Intermediate Course Book; David Cotton, David Falvey, Simon Kent, Pearson, 2002. Market Leader Pre-Intermediate Practice File; John Rogers, Pearson, 2001.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Hakan ALKAN, Burcu ÇAVDIR, Nagihan DÖYEN, Feyza SAZAK, Şule Öztekin	



**Course Name:** Introduction to Law **Course Code:** H 101

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Rules Of Law, Legal Systems; Turkish Law System; The branches of the rule of law, and resources; Turkish Judicial System; Judicial system and Case types; Legal Events, relationships, and processes; The Concept Of Personality; The classification of people: natural and legal persons; The actual driver's license, driver's license, driver's licenses of people: rights; Kinship, Residence; The concept of inheritance and Legal Heirs; Rights, and study of private Rights; Acquisition of rights and loss of Rights, the protection of the rights of the rules of good faith: and the burden of proof; The right of ownership, the scope and types; The concept of debt and contract types; Free Accounting and financial consultancy Legislation	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to learn about the basic concepts and issues of law	
LITERATURE (OPTIONAL): Hukuka Giriş, Bahtiyar Akyılmaz/M. Fatih Uşan/Şahin Akıncı/Vahit Doğan/Süleyman Yalman, Konya 2005. Genel Hukuk Bilgisi, Kemal GÖZLER, Bursa 2010.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Mustafa Yavuz	

**Course Name:** Ataturk's Principle and Revalution History I **Course Code:** ATA 101

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (2)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Posted basic features of science, introduction to human history, historical periods of Turkish, the development of Western civilization, the Ottoman Empire and modernization, the establishment of modern Turkey, Ataturk's principles and revolutions	
EFFECTS OF EDUCATION PROCESS: To give students the ability to make connections between yesterday and today, ability to understand and interpret in accordance with the historical heritage in order to recognize the relationship between time, space and people	
LITERATURE (OPTIONAL): Türk Demokrasi Tarihi, Kemal Karpat, Afa Yayıncılık, 1996	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name:** Culture Description and Karatay Madrasah **Course Code:** MED 101

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This course will focus on the origins of the understanding of co-existence in Turkish-Islamic culture. In the harmonious and sustainable way of living together, the function of knowledge carried out by society will be examined. Karatay Madrasa, which is the inspiration source of our university by analyzing the concept of "madrasah" which is the place where the lesson is made, is analyzed with socio-cultural dimensions	
EFFECTS OF EDUCATION PROCESS: At the end of the semester the student will be able to understand what the Turkish-Islamic civilization has gained, how the Turkish-Islamic culture can provide the optimal benefit to the human being in terms of being a social entity, the culture of living together is not only day-to-day but also past and future	
LITERATURE (OPTIONAL): Türk Yenileşme Tarihi, Ömer Akdağ, Palet Yayınevi, Konya, 2011. Bir Medeniyet Teorisi, Yılmaz Özakpınar. Kubbealtı Yayınları, 1990.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

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LECTURER (NAME, EMAIL CONTACT):

**Course Name:** Turkish Language II **Course Code:** TUR 101

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (2)
SEMESTER: Fall	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Written and Oral Expression Disorders, Communication Problems	
EFFECTS OF EDUCATION PROCESS: To use our mother tongue correctly and to teach written expression rules	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name: Economics II Course Code: IS 102**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The field of Macroeconomics science, unemployment and inflation, a demand-side Changes, supply-Demand Balance, biased balance, Total demand management, the money and the banking system, monetary policy and the National Economy, Budget deficits, international trade and Comparative Advantage, Global Macroeconomics	
EFFECTS OF EDUCATION PROCESS: Teaching basic macroeconomic concepts, theories and policies in an theoretical, analytic and algebraic way	
LITERATURE (OPTIONAL): İktisada Giriş, Orhan Çoban, 2010 Temel Ekonomi, Tümay Ertek, 2005	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Associate Prof.Dr. Bilge Afşar	

**Course Name: Business Mathematics II Course Code: MAT 102**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Limits, continuity, derivatives and its applications, integral and its applications	
EFFECTS OF EDUCATION PROCESS: Explaining required tools, techniques and subjects when using Math in business and economics. Teaching economical and business practices of Math. Equip students with the ability to use Math	
LITERATURE (OPTIONAL): Mathematical Methods for Business and Economics, Edward T. Dowling, Ph. D. McGraw-Hill inc 1993	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Ömer Faruk Gözükızıl	

**Course Name: Financial Accounting II Course Code: IS 122**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (5)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Uniform chart of accounts and the Turkish accounting system, basic financial statements (balance sheet and income statement)	
EFFECTS OF EDUCATION PROCESS: The aim of the course is teaching the basic concepts, standards and practices of financial accounting systems in accordance with international standards	
LITERATURE (OPTIONAL): Genel Muhasebe: İlkeler ve Uygulamalar NOBEL YAYIN DAĞITIM Prof. Dr. Yüksel Koç Yalkın 2009 Genel Muhasebe Problemleri SİYASAL KİTABEVİ Prof. Dr. Ercan Bayazıtlı 2009	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

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LECTURER (NAME, EMAIL CONTACT): Asist. Prof. Aynur Akpınar

**Course Name: Business Administration II Course Code: IS 112**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Financial techniques, basic economic indicators-monitoring and interpretation, human resource management, public relations, R & D issues, Logistics	
EFFECTS OF EDUCATION PROCESS: To Introduce basic concepts of business administration and management, and to provide an understanding of external and internal business environment in a broad and holistic perspective	
LITERATURE (OPTIONAL): İşletme Yönetimine Giriş; Prof. Dr. Ömer DİNÇER, Doç. Dr. Yahya FİDAN, Alfa Basım Yayın, 2010. Yenilik Yönetimi ve Yenilikçi Örgüt Kültürü, Cevahir Uzkurt , Beta Basım Yayım, 2008.	
TEACHING METHODS: Verbal and applied course	



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ASSESSMENT METHODS: Midterm Exam and Final Exam

LECTURER (NAME, EMAIL CONTACT): Asist Prof. Hasan Fehmi ATASAGUN

**Course Name: English II Course Code: ING 112**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 1 st Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This course includes the terminology for the business world and the learning of the molds used by the student while increasing his English awareness. It attaches importance to the communicative skills of academic reading and listening based on the assimilation of critical thinking by the student	
EFFECTS OF EDUCATION PROCESS: This course is aimed at bringing our aimed students to the level that they can express themselves in English written and orally after graduation, both during and after their university education,	
LITERATURE (OPTIONAL): Intelligent Business - Coursebook, Johnson, 2009 Intelligent Business – SkillsBook, Barrall, 2008 Intelligent Business – Workbook, Barrall, 2007	

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TEACHING METHODS: Verbal and applied course
ASSESSMENT METHODS: Midterm Exam and Final Exam
LECTURER (NAME, EMAIL CONTACT): Hakan ALKAN, Burcu ÇAVDIR, Nagihan DÖYEN, Feyza SAZAK, Şule Öztekin

**Course Name: Computer Applications II Course Code: G 162**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 1	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic computer concepts, Microsoft Office (Word, Excel, Powerpoint, Outlook)	
EFFECTS OF EDUCATION PROCESS: Introduce and enforce basic computer concepts and office programs	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

LECTURER (NAME, EMAIL CONTACT): Hasan Erkan

**Course Name:** Professional Ethics and Ahi Order **Course Code:** AHİ 102

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Concept of Ahi Community (Turkish-Islamic guild), Meaning, Concept of Futubut, Meaning, Organization, Shadism, Concepts and rituals related to Ahi Community (Turkish-Islamic guild) ...	
EFFECTS OF EDUCATION PROCESS: At the end of the semester the students will be able to learn the concept of Ahi Community (Turkish-Islamic guild), the historical process, the basic rules of business and trade ethics, the role of professional associations in daily life and the commercial viability of business and professional morality.	
LITERATURE (OPTIONAL): BAYRAM, Mikail. (1987). Bacıyan-ı Rum: Selçuklular Zamanında Genç Kızlar Teşkilatı, Konya: Selçuklu Üniversitesi Fen-Edebiyat Fakültesi. KAYAOĞLU, İsmet, (1981). "Halife en-Nâsır'ın Fütüvvete Girişi ve Bir Fütüvvet Buyruktusu", Ankara Üniversitesi İlahiyat Fakültesi Dergisi, Ankara: c.XXV, s.221–227. AKKUŞ, Mustafa, İstila Döneminde Anadolu Şehirlerinin Korunmasında Ahiler: Konya ve Ahi Ahmed Şah, İpekyolu Konya Kitabı XIV, Konya Ticaret Odası Yayınları, Konya 2013. S.31-45. AŞIKPAŞAZADE. (1970). Aşıkpaşaoğlu Tarihi. İstanbul: Milli Eğitim Bakanlığı Yayınları. Kültür Merkezi Yayınları	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name:** Turkish Language II **Course Code:** TUR 102

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (2)
SEMESTER: Spring	CLASS LEVEL: 1st Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Use of punctuation marks, Petition etc. writing of texts, writing reports, rhetoric and effective speaking	
EFFECTS OF EDUCATION PROCESS: Continue to teach the historical development, structure, writing and speaking techniques of Turkish language	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name:** Vocational English I **Course Code:** ING 211

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This lesson provides students to learn the basic concepts and terminologies about Business English via academic writing, listening and reading skills.	
EFFECTS OF EDUCATION PROCESS: To encourage students to use their own experience and opinions in order to maximize involvement and learning both in class and their daily lives after graduation.	
LITERATURE (OPTIONAL): Market Leader Intermediate-Course book, Longman, Third edition Market Leader Intermediate-Workbook, Longman, Third edition	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Okt. Feyza Sazak, Okt. Şule Öztekin, Okt. Burcu Çavdır, Okt. Hakan Alkan, Okt. Nagihan Döyen	

**Course Name:** Financial Management **Course Code:** IS 221

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic banking terms, bank types, bank functions, banking products and banking process.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course is giving basic theoretical information about bank and bank management.	
LITERATURE (OPTIONAL): İşletme Finansmanı, Prof. Dr. Osman OKKA, Nobel Yayınları, Ankara, 2006. Finansal Yönetim, Prof. Dr. Osman OKKA, Nobel Yayınları, 3.Baskı,2009, ANKARA.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	

**Course Name:** Law of Obligations **Course Code:** H 201

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The formation of debts, debt and legal responsibility, legal relationship and responsibility, the concept of operations and the establishment of contractual responsibility, obligations, contracts, disorders and the strict liability provisions of the debts, private debt relations.	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to teach the basic concepts of Law of Obligations	
LITERATURE (OPTIONAL): Borçlar Hukuku Genel Hükümler, Şahin AKINCI, Konya 2009. Borçlar Hukuku, Turgut AKINTÜRK, İstanbul 2009. Türk Borçlar Kanunu	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Aytekin ÇELİK	





**Course Name: Marketing Principles Course Code: IS 201**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Marketing concepts and scope of marketing, consumer behavior, marketing plan, target audience, marketing mix (product, price, distribution, promotion)	
EFFECTS OF EDUCATION PROCESS: The aim of the course is to make students knowledgeable about basic principles of marketing with introduction to subjects like marketing concepts and scope of marketing, consumer behavior, marketing plan, target audience, marketing mix (product, price, distribution, communication)	
LITERATURE (OPTIONAL): Principles of Marketing, Kotler ve Armstrong, 2008 Pazarlama ( İlkeler - Kararlar), İlhan Cemalcılar, 1999	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Çağatay Ünüsan	

**Course Name:** Production Management **Course Code:** IS 211

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Production and production management, efficiency in production systems, the selection of factory regulation, work study, demand estimates, capacity planning	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to teach basic concepts of the management of activity from the perspective of the general management. The course is about designing, management, controlling and improvement of production system in order to effective and productive of goods and service production.	
LITERATURE (OPTIONAL): Mahmut TEKİN, Üretim Yönetimi, Cilt 1, Günay Ofset, Konya, 2009. Sevinç ÜRETEN, Üretim/İşlemler Yönetimi: Stratejik Kararlar ve Karar Modelleri, Gazi Kitabevi, Ankara, 2002. Bülent KOBU, Üretim Yönetimi, 10.Baskı, Beta Basım, İstanbul, 1998.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

LECTURER (NAME, EMAIL CONTACT): Hasan Gedik

**Course Name: Statistics I Course Code: G 201**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic statistical concepts, variables, measures of central tendency, measures of dispersion, Frequency distribution	
EFFECTS OF EDUCATION PROCESS: The use of statistics with basic methods in research and evaluation of analyses	
LITERATURE (OPTIONAL): Statistics for the Behavioral Sciences, F.J. Gravetter & L.B. Wallnau, 2004 Sosyal Bilimler için İstatistik, Nilgün Köklü & Şener Büyüköztürk, 2005, Pegema	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

LECTURER (NAME, EMAIL CONTACT): Abdullah Koçak

**Course Name: Organizational Behavior I Course Code: IS 261**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The basic social psychological approaches, social impact, and socialization, culture, attitudes, and personality	
EFFECTS OF EDUCATION PROCESS: Examining the relationship between individual and society in the various dimensions of social structure	
LITERATURE (OPTIONAL): Günümüzde İnsan ve İnsanlar: Sosyal Psikolojiye Giriş, 2010 Sosyal Psikoloji ile ilgili bazı temel makaleler	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Ertan Özensel	



**Course Name:** International Economics **Course Code:** UT 201

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: (3)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The Concept of Balance of Foreign Payments, Balance of Payments Balance: Macroeconomic Policies: Internal and External Balance. Relations between international capital and foreign exchange markets and foreign trade policies and development	
EFFECTS OF EDUCATION PROCESS: To teach the theories and systems of international economic approach	
LITERATURE (OPTIONAL): Uluslararası İktisat, Teori, Politika ve Uygulama, Halil Seyidođlu, 2009	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Associate Prof.Dr.Bilge Afşar	

**Course Name:** Financial Reporting and Statement Analysis **Course Code:** ISF 201

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Uniform chart of accounts and financial reporting standards, financial reporting, financial statements and cash flows, financial statement analysis and analysis techniques used in financial forecasting, planning and budgeting	
EFFECTS OF EDUCATION PROCESS: The purpose of this course content to provide information about financial reporting standards, turkey financial reporting financial reports, analysis and decision-making process is to reveal the importance.	
LITERATURE (OPTIONAL): Analitik Finansman, Osman Okka, Nobel Yayıncılık, 2010 Financial Statement Analysis, 10th Edition, by K. R. Subramanyam, John Wild.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof. Aynur Akpınar	



**Course Name:** Human Resource Management **Course Code:** IS 212

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The basic concepts related to human resources and theoretical framework, labor markets in Turkey and the World, human resource planning, job analysis, personnel selection and placement, training management, career management, motivation, job design, job evaluation, compensation management.	
EFFECTS OF EDUCATION PROCESS: The purpose of human resource management course, is to show importance of “human” that, nowadays, have become the most valuable resources of the businesses and how this resource should be managed for competition.	
LITERATURE (OPTIONAL): Garry Dessler, Human Resource Management(Seventh Ed.), NJ: Prentice Hall International Inc., 1998	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof Birol Büyükdoğan	

**Course Name: Statistics II Course Code: G 202**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic statistical concepts, variables, measures of central tendency, measures of dispersion, Frequency distribution	
EFFECTS OF EDUCATION PROCESS: The use of statistics with basic methods in research and evaluation of analyses	
LITERATURE (OPTIONAL): Sosyal Bilimler için İstatistik, Nilgün Köklü, Şener Büyüköztürk, 2005	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist Prof. Ahmet ÇALIK	

**Course Name:** Organizational Behavior II **Course Code:** IS 262

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic concepts of behavioral science, the behavior of the plane, status, role, culture, communication, perception, attitudes, learning, people, groups.	
EFFECTS OF EDUCATION PROCESS: With this course, students will learn about various behavioral issues in business ensure that when dealing with issues to realize the importance of behavior and prepare the student in business to find solutions to problems	
LITERATURE (OPTIONAL): Günümüzde İnsan ve İnsanlar: Sosyal Psikolojiye Giriş, 2010 Sosyal Psikoloji ile ilgili bazı temel makaleler	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Ertan Özensel	

**Course Name:** Financial Management II **Course Code:** IS 222

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Management of Short Term Financing Sources, Management of Long Term Financing Sources, Financial Markets, Financial Institutions and Derivatives, Important Matters Related to Financing	
EFFECTS OF EDUCATION PROCESS: Providing students with a basic background on providing a scientific background on financing, analyzing basic financial data and tables, management of assets and liabilities and comparative analysis of various funding sources	
LITERATURE (OPTIONAL): İşletme Finansmanı, Prof. Dr. Osman OKKA, Nobel Yayınları, Ankara, 2006. Finansal Yönetim, Prof. Dr. Osman OKKA, Nobel Yayınları, 3.Baskı,2009, ANKARA.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	

**Course Name:** Commercial Law **Course Code:** H 202

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Commercial business, merchant, business books, Companies law, the concept of the company, General information about the types of company, collective company, limited partnership company, joint stock and limited liability company types, securities law, securities, securities, policy, bills and checks	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to teach the basic concepts of Commercial Law	
LITERATURE (OPTIONAL): Ticaret Hukuku Bilgisi, Doç.Dr.İbrahim ARSLAN, Dr.Aytekin ÇELİK, Konya 2010. Ticaret Hukuku Bilgisi, Prof.Dr. Ali BOZER, Prof. Dr. Celal GÖLE, Ankara 2004. Türk Ticaret Kanunu	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Aytekin Çelik	

**Course Name:** Management and Organization **Course Code:** IS 202

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The importance of psychology for businesses, organizational behavior and contemporary approaches, organizational culture, beliefs and attitudes, groups and group dynamics, Business issues (Monotony, stress, absence of physical problems) ways to deal with Conflict, the regulation of relations between Individuals, power, authority, Organization Development, business and Staff Motivation concepts, Compliance, Government Participation	
EFFECTS OF EDUCATION PROCESS: Student can understand and analyze human behavior of employees and manager candidates within the organization and manage the resulting disadvantages of human behavior within the organization	
LITERATURE (OPTIONAL): İşletme Yöneticiliği; Prof. Dr. Tamer Koçel, Beta Basım Örgütsel Davranış ve Yönetim Psikolojisi, Prof. Dr. Erol Eren, Beta Basım, 2001	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof. Hasan Fehmi Atasagun	

**Course Name:** Research Methods **Course Code:** IS 242

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Grouping scientific and research methods, literature review and defining problems, sampling techniques, data collection tools, qualitative and quantitative research methods, scientific reporting	
EFFECTS OF EDUCATION PROCESS: To increase students' abilities to ask accurate questions, achieving valid results by succeeding proper methods, planning qualitative and quantitative researches, preparing questionnaires, coding, analyzing and reporting data in social science fields.	
LITERATURE (OPTIONAL): Basic Resource: Sami Güven, Toplumbiliminde Araştırma Yöntemleri, Bursa, Ezki Kitabevi, 2001 Remzi Y. Kincal (Ed.), Bilimsel Araştırma Yöntemleri, Ankara, Nobel Yayın Dağıtım, 2010 Ali Balcı, Sosyal Bilimlerde Araştırma, 7. Baskı, Ankara, Pegem Akademi Yayınları, 2009	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Abdullah Topçuoğlu	

**Course Name: Vocational English II Course Code: ING 212**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 2nd Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Advanced Grammar, Reading, Writing, Listening and Speaking Skills in English	
EFFECTS OF EDUCATION PROCESS: Students should be able to express themselves in the skills of reading, writing, listening and speaking in their profession by using English as a foreign language and should be able to use English effectively in their profession.	
LITERATURE (OPTIONAL): Günümüzde İnsan ve İnsanlar: Sosyal Psikolojiye Giriş, 2010 Sosyal Psikoloji ile ilgili bazı temel makaleler	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Ertan Özensel	



**Course Name: Cost Accounting Course Code: IS 311**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (5)
SEMESTER: Fall	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The topics covered in this lesson: cost concepts, cost elements, General information about cost accounting, cost accounting in accounting organization, the functioning of a uniform cost accounting system in the functioning of Turkey, cost calculations, direct the formation of the first item and material expenses, inventory costs, inventory valuation methods, principles of accounting, direct labor costs, other expenses, accounting, General workmanship production expenses general manufacturing expenses, classification, the nature of the expense of distributing, General production expenses, indirect expense in general production expenses, the overall production costs of the measures, the overall production costs of distribution used in the mills, the common products distribution, cost the side products, systems, order cost method, stage cost method, standard cost method, the identification and analysis of the differences of the standards, standard and reporting differences, direct costing, activity-based cost method, target costs, quality costs, the budget preparation and control	
EFFECTS OF EDUCATION PROCESS: The aim of the course is to make able to evaluate the production of financial situations and periodic activities, to analyze the factor that affect production costs, and other information required for activities necessary to calculate the cost per unit of product control and activities for business planning, control and decision making.	
LITERATURE (OPTIONAL): Maliyet Muhasebesi ORİON KİTABEVİ Yrd. Doç. Dr. Mikail Erol 2008 Maliyet Muhasebesi UMUTTEPE YAYINLARI Prof. Dr. Vasfi Haftacı 2009	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	

**FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES BUSINESS ADMINISTRATION DEPARTMENT-KTO KARATAY UNIVERSITY**

LECTURER (NAME, EMAIL CONTACT): Asist Prof. Aynur AKPINAR

**Course Name:** Investment Project Design and Investment Incentives **Course Code:** IS 321

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Investment and investment projects, conceptual foundations, Sunday-technical-financial analysis of investment projects, the evaluation of static and dynamic methods, risk analysis, risk evaluation of investment projects in the methods used, the inflationary conditions of investment projects evaluation, nominal and real net cash flow reduction, legal analysis, macro level evaluation of investment projects.	
EFFECTS OF EDUCATION PROCESS: Students will be held in private and public sector investments planned by the use of different techniques of financial analysis and be able to do is to enable a comparative conclusion.	
LITERATURE (OPTIONAL): Yatırım Projeleri, Prof. Dr. Zeki Uslu, Doç. Dr. Yıldırım Beyazıt Önal, Karahan Kitabevi, 2007. Finansal Yönetime Giriş, Prof.Dr. Osman OKKA, Nobel Yayınları, 2006.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	

**Course Name: Vocational English III Course Code: ING 311**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: To help students acquire and improve required communicative and vocational skills in the field of International Trade and Business Administration; therefore to provide them with an advanced level of vocational English	
EFFECTS OF EDUCATION PROCESS: To help students acquire and improve required communicative and vocational skills in the field of International Trade and Business Administration	
LITERATURE (OPTIONAL): English for Banking and Finance, Marjorie Rosenberg, Pearson, 2012	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Rana BALTACI – Nagihan DÖYEN – Feyza SAZAK	

**Course Name:** Applied Industry and Trade Joint Training I **Course Code:** UYG 3

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The content of the course is the preparation of the necessary documents for the internship and the actual completion of the internship.	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to teach the students how the theoretical business principles are spent in a real business environment.	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT) Prof. Dr. Osman Okka	

**Course Name:** International Finance Course **Course Code:** IS 302

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (5)
SEMESTER: Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The content of this course, agricultural enterprises, agricultural finance, agricultural finance methods, in Turkey and in the world of agricultural financing.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course, is to create the basic infrastructure of working principles of international financial markets and companies in these markets to the effective management and analysis skills.	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT) Prof. Dr. Osman Okka	

**Course Name: Managarial Accounting Course Code: IS 312**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: In this context, a collective of companies established operations, changes in capital, profit and loss distribution and liquidation process accounting, limited liability companies, installation systems and accounting, joint stock companies established systems, changes in capital, dividend distribution and offsetting accumulated losses, liquidations, operations and accounting; limited liability company of the enterprise operations , changes in capital, profit and loss distribution and liquidation process accounting, mergers, acquisitions and type of change the accounting treatment; holding companies, factoring companies and foreign currency purchase and sale transactions organization accounting transactions of topics are covered.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course is to examine to students about the new Turkish Commercial Code accounting by companies, organizations in a comprehensive manner, capital related transactions, profit distribution, liquidation and bankruptcy issues.	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof. Aynur Akpınar	

**Course Name:** Vocational English IV **Course Code:** ING 312

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The content of the course is to teach basic grammar topics, professional vocabulary, job interviews, language problems in business world and solutions to these problems, to provide professional motivation and to participate as a foreign language user in commercial conferences.	
EFFECTS OF EDUCATION PROCESS: The aim of the course is to enable students to forget the basic subjects of English, and also to obtain the professional language used in business and international trade fields, both during and after graduation.	
LITERATURE (OPTIONAL): @work Intermediate (Richmond) B1+ Workbook @work Intermediate (Richmond) B1+ Student's Book	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name: Quantitative Methods Course Code: IS 322**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (6)
SEMESTER: Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic concepts and techniques of operations research, model building, mathematical modeling of business problems, linear programming, Simplex method, stock management, decision trees etc. topics.	
EFFECTS OF EDUCATION PROCESS: Teaching the basic techniques of operations research and ensuring that these techniques are used to solve business problems and to make correct decisions	
LITERATURE (OPTIONAL): Sayısal Yöntemler, Prof. Dr. Şevkinaz Gümüšođlu , Prof. Dr. Hülya Tütek, Beta Yayınevi, 2016 Sayısal Yöntemler, Prof. Dr. Zekai Yılmaz, Ekin Kitabevi, 2004	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist Prof. Mehmet Akif GÜNDÜZ	



**Course Name:** Innovation Management **Course Code:** ISP 15

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall-Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Innovation as a concept, its resources, innovation process management and innovation models	
EFFECTS OF EDUCATION PROCESS: Students learn with this course, what is innovation and creativity and what are the sources of innovation and how to be organized business as a support of creativity	
LITERATURE (OPTIONAL): Alan Barker, Yenilikçiliğin Simyası, İstanbul, 2001 Chris Freeman, Luc Soete, Yenilik İktisadı, TÜBİTAK, 2003	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof HASAN FEHMİ ATASAGUN	

**Course Name:** Financial Management Case Studies **Course Code:** IS 331

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall- Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This course, on a case to include group discussions and readings. In addition to the debate on the case, between theory and practice, focusing on controversial issues and inconsistencies will read various articles on the finance industry. All concepts and tools related to finance, business strategies will be associated with related concepts.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course is to provide the students to understand the real life application of finance theory.	
LITERATURE (OPTIONAL): Osman OKKA, 2007, Finansal Yönetim Örnek Olayları, Nobel Yayınları, Ankara.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	

**Course Name:** Strategic Management Case Studies **Course Code:** IS 314

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall- Spring	CLASS LEVEL: 3rd Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic Concepts of Strategic Management, Definition and Process of Strategic Management, Scope and Development of Strategic Management, , Strategic Analysis Process: External Environment and Internal Environmental Analysis, Business-Environment Interaction and SWOT Analysis, Strategic Design: Vision and Strategic Objectives, Sustainable Competitive Advantage, General Strategies for Competitive Advantage, Strategic Analysis of Alternatives and Portfolio Matrices, Strategy Implementation Process and Organizational Design, Strategic Outcomes Assessment and Control, Strategic Management Case Studies.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course is to provide information about adapting to constantly changing environmental conditions and how to cope with competition with the help of strategic management and to teach students how to use this information in the determination of business policy	
LITERATURE (OPTIONAL): İşletmelerde Stratejik Yönetim, Hayri Ülgen ve S. Kadri Mirze, İstanbul: Literatür Yayıncılık, 2004.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Asist. Prof HASAN FEHMİ ATASAGUN	

**Course Name:** Vocational English V **Course Code:** ING 411

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Fall	CLASS LEVEL: 4th Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This course includes reading materials and related vocabulary studies, listening texts, reading and writing e-mails, reading and writing reports, examples of telephone communication and the patterns to be used in this context.	
EFFECTS OF EDUCATION PROCESS: To improve the students' ability to understand and present the English articles they read and to present them to a group of listeners through presentation, and to enable them to gain experience in English presentation; to educate individuals who can communicate in English and manage correspondence in marketing and advertising.	
LITERATURE (OPTIONAL): Oxford Business English for Marketing & Advertising, Sylee Gore – Oxford University Press 2007	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name:** Applied Industry and Trade Joint Training II **Course Code:** UYG 4

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Elective
NUMBER OF HOURS: 6	ECTS TYPE: ECTS (6)
SEMESTER: Fall	CLASS LEVEL: 4 th Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: The content of the course is the preparation of the necessary documents for the internship and the actual completion of the internship.	
EFFECTS OF EDUCATION PROCESS: The aim of this course is to teach the students how the theoretical business principles are spent in a real business environment.	
LITERATURE (OPTIONAL):	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	

**Course Name:** Vocational English VI **Course Code:** ING 412

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 2	ECTS TYPE: ECTS (3)
SEMESTER: Spring	CLASS LEVEL: 4th Year
LANGUAGE OF INSTRUCTION: English	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: This course includes reading materials and related vocabulary studies, listening texts, reading and writing e-mails, reading and writing reports, examples of telephone communication and the patterns to be used in this context.	
EFFECTS OF EDUCATION PROCESS: To improve the students' ability to understand and present the English articles they read and to present them to a group of listeners through presentation, and to enable them to gain experience in English presentation; to educate individuals who can communicate in English and manage correspondence in marketing and advertising.	
LITERATURE (OPTIONAL): Oxford Business English for Marketing & Advertising, Sylee Gore – Oxford University Press 2007	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name:** Graduation Project **Course Code:** BP 402

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Mandatory
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (5)
SEMESTER: Spring	CLASS LEVEL: 4th Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Literature Review, Preparation of Project Work Plan, Data Collection, General Information, Writing Material and Method, Result, Suggestions and Writing of the Bibliography	
EFFECTS OF EDUCATION PROCESS: The objective of this course is to gain knowledge and skills about the planning, execution, writing and presentation of the objective scientific research	
LITERATURE (OPTIONAL):	
TEACHING METHODS:	
ASSESSMENT METHODS:	
LECTURER (NAME, EMAIL CONTACT):	

**Course Name: Bank Management Course Code: IS 401**

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/ Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Spring	CLASS LEVEL: 4 th Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Basic banking terms, bank types, bank functions, banking products and banking process.	
EFFECTS OF EDUCATION PROCESS: The purpose of this course is giving basic theoretical information about bank and bank management.	
LITERATURE (OPTIONAL): Alptekin Güney, Banka İşlemleri, Beta Kitabevi.	
TEACHING METHODS: Verbal course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Osman OKKA	



**Course Name:** International Marketing Management **Course Code:** UT 421

FACULTY: Faculty of Economics and Administrative Sciences	CLASS TYPE: Bachelor/Elective
NUMBER OF HOURS: 3	ECTS TYPE: ECTS (4)
SEMESTER: Fall-Spring	CLASS LEVEL: 4th Year
LANGUAGE OF INSTRUCTION: Turkish	
PRELIMINARY REQUIREMENTS: None	
CONTENTS: Courses contains that global marketing environment, management, strategy used in collection and analysis of information is necessary for the international market analysis	
EFFECTS OF EDUCATION PROCESS: The aim of the course is to introduced the basic terminology of international marketing. Also, the main concept and related issues will be handle.	
LITERATURE (OPTIONAL): Ömer Akat, 2003, Uluslararası Pazarlama Karması ve Yönetimi, Ekin Yayınları.	
TEACHING METHODS: Verbal and applied course	
ASSESSMENT METHODS: Midterm Exam and Final Exam	
LECTURER (NAME, EMAIL CONTACT): Prof. Dr. Murat Canitez	

