

DEPARTMENT OF INTERNATIONAL TRADE AND BUSINESS

COURSE CONTENTS

FIRST SEMESTER
EDB5101 - TURKISH LANGUAGE I The Turkish Language I course aims to provide students with a solid understanding of the basic principles of Turkish grammar and the ability to use it correctly. The study of structural elements of the language includes not only grammar but also vocabulary and spelling rules. Emphasizing effective communication skills, the course underscores the richness of the language and its proper usage, laying a foundational basis for students to strengthen their language skills and be effective in written communication.
YBD5101 - ENGLISH I English I course offers students the opportunity to learn basic English grammar rules and communication skills. Focusing on fundamental language skills such as speaking, writing, listening, and reading, the course aims to enable students to communicate effectively in English and understand basic texts.
TAR5101 - ATATURK'S PRINCIPLES AND HISTORY OF REVOLUTIONS I Atatürk's Principles and History of Revolutions I course offers students the opportunity to comprehend Turkish revolutionary history and evaluate significant events of this era. The revolutions led under the leadership of Mustafa Kemal Atatürk form the basis of the Republic of Turkey. This course aims to enable students to grasp and analyse social, political, and cultural changes in the early years of the Republic.
UİT5101 - ECONOMICS I Economics I course provides students with an understanding of the basic principles of economics and how economic systems operate. Covering fundamental microeconomic topics and addressing concepts such as demand and supply, price formation, competition, and market structures, the course also focuses on analysing economic events and evaluating the effects of various economic policies, fostering critical thinking skills.
UİT5103 - FUNDAMENTALS OF LAW Fundamentals of Law course introduces students to legal thinking and terminology. Focusing on basic legal concepts, legal systems, legal sources, and the social role of law, the course aims to provide students with a legal perspective. Emphasizing the understanding, interpretation, and critique of legal texts, this course contributes to the development of legal thinking.
UİT5105 - MATHEMATICS I Mathematics I course provides students with the opportunity to gain experience basic mathematical concepts and enhance their mathematical thinking skills. Covering fundamental arithmetic, algebra, geometry, and trigonometry topics, the course aims to strengthen students' problem analysis, mathematical modelling, and critical thinking skills.
UTL5107 - MANAGEMENT I Management I course provides students with the opportunity to gain experience the basic principles of management and understand the fundamental functions of businesses. Covering the business environment, organizational structure, leadership, and strategic management, the course also focuses on the basic processes of marketing, finance, production, and human resources management, aiming to equip students with effective working skills in the business world.
UİT5109 - ACCOUNTING I

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Fakültesi

Accounting I course introduces students to the basic concepts of accounting and understanding the financial status of businesses. Topics include the preparation of basic financial statements, accounting equations, and analysing financial statements. Additionally, the course focuses on interpreting financial statements and evaluating the financial performance of businesses.

DİJ111 - DIGITAL LITERACY

The Digital Literacy course provides students with the opportunity to develop writing and reading skills that are tailored to the requirements of the digital age. Covering fundamental principles, the course delves into topics such as digital media, communication, and critical thinking. Additionally, it explores digital journalism, security, and ethics, aiming to equip students to be conscious and responsible individuals in the digital world.

SECOND SEMESTER

EDB5102 - TURKISH LANGUAGE II

The Turkish Language II course builds upon the foundational knowledge gained in Turkish Language I. It focuses on advanced topics in Turkish grammar, syntax, and composition. Students will engage in more complex language exercises, essay writing, and literary analysis. The course aims to further enhance students' proficiency in written and spoken Turkish, fostering advanced language skills.

YDB5102 - ENGLISH II

English II continues the development of language skills initiated in English I. This course delves into more advanced grammar structures, vocabulary, and reading comprehension. Emphasis is placed on written and oral communication, allowing students to express themselves effectively in various contexts. The course aims to deepen students' understanding of the English language and enhance their overall language proficiency.

TAR5102 - ATATÜRK'S PRINCIPLES AND HISTORY OF REVOLUTIONS II

Building on the content covered in Atatürk's Principles and History of Revolutions I, this course explores further aspects of Turkish revolutionary history. It delves into the post-independence period, the establishment of multi-party politics, and socio-economic developments. Students will analyse Atatürk's principles in the context of evolving national and international dynamics.

ÜİT5102 - ECONOMICS II

Economics II expands on the foundational principles introduced in Economics I. This course explores macroeconomic concepts, including national income, economic growth, inflation, and unemployment. Students will analyse economic policies, international trade, and economic development, providing a comprehensive understanding of macroeconomic issues.

ÜİT5110 - ORGANIZATIONAL BEHAVIOR

Organizational Behaviour explores the psychological and sociological factors that influence behaviour within organizations. Topics include individual and group dynamics, motivation, communication, leadership, and organizational culture. The course aims to develop students' understanding of human behaviour in the workplace, preparing them for effective management and collaboration.

ÜİT5106 - MATHEMATICS II

Mathematics II builds upon the mathematical foundation laid in Mathematics I. This course covers more advanced topics in algebra, calculus, and mathematical modelling. Students will engage in problem-solving and critical thinking, applying mathematical concepts to real-world scenarios. The course aims to deepen students' mathematical proficiency and analytical skills.

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UİT5104 - MANAGEMENT II

Management II extends the principles of management introduced in Management I. The course explores advanced topics such as strategic management, organizational structure, and decision-making processes. Students will analyse case studies, develop strategic plans, and enhance their leadership skills. The course aims to prepare students for managerial roles in complex organizational settings.

UİT5108 - ACCOUNTING II

Accounting II builds on the foundational concepts introduced in Accounting I. This course covers more advanced topics in financial accounting, managerial accounting, and financial statement analysis. Students will gain a deeper understanding of accounting principles and apply them to complex business scenarios. The course aims to prepare students for roles requiring advanced accounting expertise.

THIRD SEMESTER**UİT5201 - STATISTICS I**

Statistics I course provides students with the opportunity to gain experience basic statistical concepts. It focuses on data collection, analysis, visualization, and understanding fundamental statistical methods. Students gain the ability to interpret statistical data and use statistical tools to make decisions in the business world.

UİT5203 - INTERNATIONAL BUSINESS

International Business course offers students fundamental knowledge about doing business in the global marketplace. It covers topics such as global marketing, international finance, cross-cultural communication, and global strategies. Students acquire skills to understand the complexity of the international business environment and develop successful business strategies on a global scale.

UİT5205 - COMMERCIAL LAW

Commercial Law course enables students to understand legal aspects in commercial transactions and relationships. It covers topics such as contracts, commercial papers, company law, and commercial courts. Students develop skills to analyse and solve legal issues in the field of commerce.

UİT5207 - ECONOMIC ANALYSIS I

Economic Analysis I course teaches students the fundamental principles of microeconomics. It includes topics like supply and demand, competition, price formation, and consumer behaviour. Students gain the ability to analyse economic events and understand microeconomic concepts.

UİT5209 - INTERNATIONAL TRADE I

International Trade I course provides students with insights into essential topics in global trade. It covers export-import processes, exchange rates, customs procedures, and international trade policies. Students understand the dynamics of global trade and develop skills necessary for success in international markets.

UİT5211 - MANAGEMENT AND ORGANIZATION

Management and Organization course teaches students management principles and organizational structures in businesses. Topics include leadership, business strategies, organizational behaviour, and human resources management. Students gain skills in effective leadership and business management, preparing them for successful management roles in the business world.

FOURTH SEMESTER

Makbule BÜYÜKTAS
İktisat Fakültesi
Ekonomi Bölümü

UİT5202 - STATISTICS II Statistics II builds on the foundational concepts introduced in Statistics I. This course delves into advanced statistical methods, hypothesis testing, regression analysis, and multivariate statistics. Students enhance their statistical analysis skills and learn to apply advanced statistical techniques to real-world scenarios.
UİT5204 - INTERNATIONAL TRADE II International Trade II expands on the topics covered in International Trade I. This course explores advanced aspects of global trade, including international trade agreements, trade policies, and global supply chain management. Students gain a deeper understanding of the complexities of international business and trade.
UİT5206 - ECONOMIC ANALYSIS II Economic Analysis II extends the microeconomic principles introduced in Economic Analysis I. This course covers macroeconomic topics such as national income, economic growth, inflation, and monetary policy. Students analyse economic events on a broader scale and gain insights into macroeconomic concepts.
UİT5208 – MARKETING Marketing course introduces students to the fundamental principles of marketing. Topics include market research, product development, pricing strategies, and promotional activities. Students learn to develop effective marketing plans and gain skills in creating and implementing marketing strategies in a business context.
UİT5210 - SOCIAL POLICY Social Policy course explores policies that address social issues and promote societal well-being. Topics include welfare systems, healthcare policies, and education policies. Students analyse the impact of social policies on individuals and communities, developing an understanding of the role of government in addressing social challenges.
UİT5212 – ENTREPRENEURSHIP Entrepreneurship course focuses on the principles and practices of starting and managing a business. Topics include business planning, financial management, innovation, and risk assessment. Students develop entrepreneurial skills, such as identifying business opportunities and creating sustainable business models.
FIFTH SEMESTER
UİT5301 - FOREIGN LANGUAGE I Foreign Language I aims to equip students with the foreign language skills necessary for effective communication in the business world. It focuses on topics such as business terminology, correspondence, presentation techniques, and job interviews. The goal is to provide students with effective communication skills in a foreign language within a professional context.
UİT5303 - INTERNATIONAL ECONOMIC THEORY International Economic Theory provides students with the theoretical foundations of international economic relations. It covers theories of international trade, comparative advantage, trade policies, and key concepts in international economic relations. Students develop the ability to evaluate international economic events from a theoretical perspective.
UİT5305 - INTERNATIONAL FINANCE International Finance introduces students to understanding global financial systems. Topics include exchange rates, international investments, risk management, and capital movements. Students gain the ability to make financial decisions in international financial markets and institutions.
UİT5307 - SUPPLY CHAIN MANAGEMENT

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Supply Chain Management aims to provide students with the skills to understand and manage the supply chain processes of a business. It covers supply chain planning, logistics, inventory management, and supplier relationships. Students acquire the ability to optimize supply chain processes for businesses and apply principles of sustainability.

SIXTH SEMESTER

UİT5302 - FOREIGN LANGUAGE II

Foreign Language II builds upon the language skills developed in Foreign Language I. The course continues to focus on enhancing proficiency in business-related language skills. Topics include advanced business vocabulary, written communication for professional purposes, oral presentations, and negotiation skills. The course aims to further develop students' ability to communicate effectively in a professional context in a foreign language.

UİT5304 - INTERNATIONAL ECONOMIC POLICY

International Economic Policy explores the policy aspects of international economic relations. Topics include international trade agreements, economic integration, trade blocs, and the role of international organizations in shaping economic policies. Students analyse the impact of economic policies on global trade and economic development.

UİT5306 - INTERNATIONAL BANKING

International Banking introduces students to the principles and practices of banking in the global context. The course covers topics such as international banking regulations, financial instruments, risk management in banking, and the role of international banks. Students gain insights into the complexities of international financial systems.

UİT5308 - INTERNATIONAL HUMAN RESOURCES

International Human Resources focuses on the management of human capital in the context of global business. Topics include international staffing, expatriate management, cross-cultural training, and global HR strategies. Students develop skills in managing diverse workforces across different cultural and geographical contexts.

SEVENTH SEMESTER

UİT5401 - FOREIGN LANGUAGE III

Foreign Language III aims to provide students with advanced language skills. This course builds on the knowledge and skills acquired in previous language courses, focusing on further enhancing written and oral communication skills in business-related contexts. Emphasis is placed on essential business communication skills, including business conversations, professional correspondence, and job interviews.

UİT5403 - E-COMMERCE

E-Commerce course teaches students the fundamental principles and applications of digital commerce. It covers the advantages of online trading, e-commerce models, digital marketing strategies, security, and payment systems. Students gain an understanding of the dynamics of e-commerce and acquire the skills necessary to succeed in the digital commerce environment.

EIGHTH SEMESTER

UİT5402 - FOREIGN LANGUAGE IV

Foreign Language IV is designed to further enhance students' advanced language skills. Building upon the foundation laid in previous language courses, this course focuses on developing sophisticated written and oral communication skills in a professional context.

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Topics include advanced business vocabulary, complex written reports, and professional presentations.
UIT5404 - INTERNATIONAL MARKETING International Marketing course explores the principles and practices of marketing on a global scale. It covers topics such as global market entry strategies, international branding, market research in diverse cultural contexts, and the impact of global trends on marketing strategies. Students develop skills in creating and implementing effective international marketing campaigns.
FIFTH SEMESTER ELECTIVES
SEC5309 - COMPETITION MANAGEMENT Competition Management course introduces students to competition strategies and how businesses can sustain competitive advantages. It covers topics such as market analysis, competition analysis, pricing strategies, and more. Students develop skills in understanding competitive environments in the business world and managing competitive advantages.
SEC5311 - INNOVATION MANAGEMENT Innovation Management course teaches students about innovation and the strategic management of innovation in businesses. It covers innovation processes, product development, technological innovations, and innovation strategies. Students gain the ability to manage creative and effective innovation processes in business.
SEC5313 - TURKISH ECONOMY Turkish Economy course provides students with an understanding of Turkey's economic structure and developments. It covers macroeconomic indicators, economic policies, sectoral analyses, and more. Students acquire the ability to comprehend and evaluate the Turkish economy.
SEC5315 - BEHAVIORAL ECONOMICS Behavioural Economics course introduces students to the behavioural factors behind economic decisions. Beyond traditional economic theories, it includes psychological and social factors that influence decision-making processes of individuals and institutions. Students develop skills in understanding economic decisions from a behavioural economics perspective.
SEC5317 - SALES MANAGEMENT Sales Management course teaches students sales strategies and skills for managing customer relationships. It covers marketing, sales strategies, customer acquisition, and customer relationship management. Students develop skills in creating and implementing effective international marketing campaigns.
SEC5319 - TAX LAW Tax Law course provides students with knowledge of tax systems and tax law issues. It covers tax legislation, tax practices, and tax planning. Students acquire skills in understanding and strategically planning the tax obligations of businesses and individuals.
SEC5321 - FINANCIAL STATEMENTS ANALYSIS Financial Statements Analysis course teaches students how to analyse financial statements. It includes the analysis and interpretation of balance sheets, income statements, and cash flow statements. Students develop skills in evaluating the financial health of businesses and creating financial strategies.
SEC5323 - CYBER SECURITY Cyber Security course teaches students how to protect information systems and implement measures against cyber threats. It covers security strategies, types of cyber-attacks, and

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cybersecurity policies. Students gain skills in managing and securing information technologies effectively.

SIXTH SEMESTER ELECTIVES

SEC5310 - QUALITY MANAGEMENT

Quality Management course focuses on the principles of quality management in business processes. It covers quality control methods, total quality management (TQM), and quality improvement strategies. Students learn how to implement and maintain high-quality standards in various business contexts.

SEC5312 - INTERNATIONAL POLITICS

International Politics course explores the dynamics of global politics. It covers international relations, political ideologies, geopolitical issues, and global governance. Students gain insights into the complexities of international political systems and the interactions between nation-states.

SEC5314 - INTERNATIONAL ECONOMIC ORGANIZATIONS

International Economic Organizations course introduces students to major international economic institutions. It covers organizations such as the World Bank, International Monetary Fund (IMF), and World Trade Organization (WTO). Students learn about the roles and functions of these organizations in the global economy.

SEC5316 - GAME THEORY

Game Theory course introduces students to the study of strategic interactions and decision-making in competitive situations. It covers concepts such as Nash equilibrium, payoff matrices, and rational decision-making in various scenarios. Students develop analytical skills to understand strategic interactions in business and economics.

SEC5318 - CUSTOMS PROCEDURES

Customs Procedures course provides students with knowledge about customs regulations and procedures in international trade. It covers customs documentation, import/export regulations, and customs clearance processes. Students gain practical insights into the complexities of customs operations.

SEC5320 - TRANSPORTATION ECONOMICS

Transportation Economics course explores the economic aspects of transportation systems. It covers topics such as transportation infrastructure, pricing strategies, and the economic impact of transportation. Students gain an understanding of the economic factors influencing transportation systems.

SEC5322 - FINANCIAL MANAGEMENT

Financial Management course focuses on the principles of financial management in businesses. It covers financial decision-making, capital budgeting, risk management, and financial strategy development. Students develop skills in managing financial resources effectively.

SEC5324 - NETWORK FUNDAMENTALS

Network Fundamentals course introduces students to the basics of computer networks. It covers concepts such as network architecture, protocols, and network security. Students gain practical knowledge of designing and managing computer networks.

SEVENTH SEMESTER ELECTIVES

SEC5405 - PRODUCTION MANAGEMENT

Production Management course teaches students the skills to plan, control, and optimize production processes. Topics include efficiency, quality control, inventory management,

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and production strategies. Students gain the ability to manage effective production processes in various business contexts.
SEC5407 - INTERNATIONAL ACCOUNTING SYSTEMS International Accounting Systems course introduces students to accounting practices in international businesses. It covers international financial reporting standards, exchange rate interactions, and multinational company accounting. Students acquire skills in financial reporting and analysis according to international accounting standards.
SEC5409 - EU ECONOMY EU Economy course aims to examine the economic structure and policies of the European Union. It covers topics such as internal trade, common agricultural policy, and monetary union. Students gain knowledge about the economic integration process of the EU and its impacts.
SEC5411 - SECURITIES ANALYSIS Securities Analysis course teaches students how to evaluate and analyse financial assets. It includes the evaluation of financial instruments such as stocks, bonds, options, and portfolio management. Students develop analytical skills for making investment decisions in financial markets.
SEC5413 - TECHNOLOGY AND INNOVATION ECONOMICS Technology and Innovation Economics course aims to study the economic impacts of technology and innovation. It covers topics like research and development, technology transfer, and innovation strategies. Students gain the ability to understand and evaluate the contribution of technology and innovation to economic growth.
SEC5415 - AUDITING Auditing course teaches students how to assess the accuracy and reliability of financial information. Topics include internal control, audit planning, and audit techniques. Students acquire skills in managing effective audit processes in businesses.
SEC5405 - ECONOMIC GROWTH Economic Growth course aims to examine the growth of the economy and factors influencing growth. Topics include gross national product, economic policies, technological progress, and more. Students gain the ability to understand and evaluate economic growth.
EIGHTH SEMESTER ELECTIVES
SEC5406 - REGIONAL ECONOMICS Regional Economics course explores the economic dynamics of specific geographic regions. It covers regional development, economic disparities, and the impact of local policies on regional economies. Students gain insights into the factors influencing economic activities within specific regions.
SEC5408 - FOREIGN TRADE TRANSACTION ACCOUNTING Foreign Trade Transaction Accounting course focuses on the accounting practices related to international trade transactions. It covers topics such as import/export accounting documentation, exchange rate considerations, and financial reporting for international trade. Students acquire skills in accounting for transactions in the global business environment.
SEC5410 - PROJECT MANAGEMENT Project Management course teaches students the principles and techniques of managing projects. It covers project planning, scheduling, budgeting, and risk management. Students develop skills in leading and executing projects effectively within different organizational contexts.
SEC5412 - EXPORT INCENTIVES


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Export Incentives course introduces students to various incentives and policies aimed at promoting and facilitating exports. It covers export promotion programs, government incentives, and trade agreements. Students gain an understanding of the strategies and incentives available to boost export activities.

SEC5414 - DEVELOPING COUNTRIES AND TRADE

Developing Countries and Trade course examines the economic challenges and trade dynamics of developing nations. It covers issues such as trade policies, development strategies, and the role of international trade in the growth of developing economies. Students gain insights into the complexities of trade in developing countries.

SEC5416 - PURCHASING AND INVENTORY MANAGEMENT

Purchasing and Inventory Management course focuses on the principles of acquiring goods and managing inventory within an organization. It covers procurement strategies, vendor management, and inventory control. Students develop skills in optimizing the procurement and inventory processes.

SEC5418 - WORLD ECONOMY

World Economy course provides students with an overview of the global economic landscape. It covers international economic organizations, global economic trends, and the interconnectedness of national economies. Students gain insights into the factors shaping the world economy.

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