

International Trade and Finance

Courses Details

COMPULSORY COURSES		
First Semester		
Code	Course Name	Course Details
ENG 101	Academic English I	This course aims to introduce students to English for specific purposes, i.e. business English as well as academic English and specific vocabulary and structures, with a focus on the differences between formal and informal language. It will familiarize students with terms related to their fields, types of formal writing, and key presentation skills. Students will read texts about the business world, listen to lectures and write using academic language, while learning to give presentations. They will be exposed to a range of different topics both academic and related to business.
EHS 101	Occupational Health and Safety	This course includes occupational health and safety and occupational health and safety culture, national occupational health and safety system, occupational health and safety approach and legislation, occupational health and safety services to be performed by employer, occupational accident and occupational disease concept and costs, occupational health and safety will present an overview of such as risk factors in safety, individual and organizational factors, records to be kept in occupational health and safety. In this course students will explore the occupational health and safety issues of various types of works.
EPR 121	Fundamentals of Entrepreneurship	The aim of the lesson is transferring basic information and principles about entrepreneurship to students and establishing procedures to realize the project ideas they will develop within the framework of these principles. The existing literature on entrepreneurship in the world will be conveyed to the students, and this will enable them to understand the place and importance of entrepreneurship in the global economic system. Marketing and market analysis tools and practices will be taught to students, enabling them to clarify their ideas and test whether this project idea is a value proposition for entrepreneurship.
IUL 151	Introduction to University Life	It is a course that aims to adapt to the new environment of the university in a pleasant way, consisting of various activities that are offered in addition to academic studies, for our students to adapt to university life. These activities will support students as an individual with programs that can help students to achieve their goals and contribute to their personal development. The course is focused on sociocultural activities, aims to create an awareness about intellectual curiosity, cultural sensitivity and taking responsibility by giving you a weekly break, and to improve students' vision as well as to educate them as a beneficial individual to the society and the world. In addition to these activities the course aims to make students become familiar to some basic knowledge and competencies of being a graduate student.
ECON 105	Research Methods with Computer Applications	The course aims at introducing the basic concepts used in research and scientific social research methods and their approaches. It presents fundamental and advanced concepts in statistics and probability and shows how to effectively collect, analyze, and interpret inferences from data in order to answer a research question and understand the analyses by others. The emphasis will be placed on statistical reasoning, problem solving, computer applications, and interpretation of the results.
BUS 103	Business Mathematics I	This course introduces students to the mathematical concepts and applications necessary for successful business careers. Topics of the course include language of algebra, fundamentals of calculus, basic mathematical operations, solving equations, functions, and compound interests.
BUS 101	Introduction to Business	This course examines the role and function of business enterprise within our economic framework. The content of the course includes organization, finance, marketing, personnel administration, production and economics. The course will focus on business systems, workforce demographics, social responsibility, business ethics, forms of business organizations, entrepreneurship, small business, franchise systems, management processes, human resource management, marketing management, business finance, business decision-making, management information systems, sustainability in business enterprises and quantitative tools used in business. In addition to these, international business and the future dimensions of business opportunities in a global economy will be examined. This is the content of this course.
ITF 103	Introduction to International Trade	The aim of the course; to provide students with basic information about International Trade and to make them understand the importance of international trade. For this purpose, the course consists of theoretical topics such as the history of international trade, import and export economies, restrictions on international trade, regulatory institutions, international trade transactions, strategies to start international trade and market research. Within the scope of the course, experts in their fields will be hosted as guests and transfer their experiences to students with seminars.
ITF 105	Elective Foreign Language I	-
Second Semester		
Code	Course Name	Course Details
ENG 102	Academic English II	This course aims to improve students' business competence in written and oral business contexts. The course covers business correspondence including writing emails, business letters, memos, resumes and proposals as well as conducting business presentations and meetings via authentic business cases. The course equips students with a range of tools to navigate today's business world successfully.

EPR 122	Entrepreneurship Project	The aim of lesson; transferring basic information about entrepreneurship to students and establishing project groups to realize project ideas they will develop within the framework of these principles. The existing literature on entrepreneurship in the world is conveyed to the students, and this will enable them to understand the place and importance of entrepreneurship in the global business system. Business Model Development practices will be taught to students, enabling them to clarify project ideas and test whether a project idea is a value proposition for entrepreneurship.
IUL 152	Building the Future	This course, which is the continuation of the Introduction to University Life Course, aims to raise the competence of the students on subjects such as career planning, interview processes, image and communication and to highly qualified people. In addition, it aims to provide students with the knowledge of science, technology, industry, developments in R & D, rational and critical thinking, reasoning ability, generating rational solutions and evaluating future business opportunities through various seminars. This course also contributes to the development of the basic sciences in our country, giving students the opportunity to make applied research on the existing knowledge and ideas, enriching and educating the elements needed by the profession branches. Main of the course is to make students become aware of the needs of the 21st century, thus be prepared to new business environment accordingly. Students should be advised some books, documentaries, podcasts etc. each week.
WED 124	Workplace Education	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to become an experienced employee. The students' progress in understanding the future profession and gaining the competencies concerning the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers who have gained experience in their work. This course aims to prepare first year students to become oriented to these experiences by taking some series of seminars from field professionals.
PSYC 101	Introduction to Psychology	This course aims to understand the importance of basic concepts of psychology and its effects on business life. After taking this course, students will demonstrate familiarity with the major concepts, theoretical perspectives, empirical findings, and historical trends in psychology. Students will be able to make sense of the psychological aspect of employee behaviors in the work setting.
BUS 104	Business Mathematics II	This course introduces students to the mathematical concepts and applications necessary for successful business careers. The topics of the course include partial derivative of a function, chain rule, finite and infinite series, integral calculus, indefinite calculus, differential calculus and some business applications with derivatives and integral.
MIS 131	Management Information Systems	The aim of this course is to understand the importance of basic concepts of management information systems in the business world, to understand how the business world uses management information systems and infrastructures, and to recognize the usage and importance of management information systems in businesses.
ECON 100	Introduction to Economics	The course focuses on the topics of basic microeconomic and macroeconomic concepts. The aim of this course is to equip students with the necessary skills and the main analytical tools which will enable them to conceive economic theory and policy. The course centers on understanding the market for inputs and outputs, as well as the behavior of the consumers and the firms. It also includes the macro picture, particularly topics such as national income accounting, equilibrium and disequilibrium in the product, labor, and foreign exchange markets, along with fiscal and monetary policies.
ITF 106	Elective Foreign Language II	-
Third Semester		
Code	Course Name	Course Details
ATA 101	Principles of Atatürk and History of Turkish Revolution I	This course consists of two parts. In the first part, the history of Turkish modernization is discussed within the framework of the history of civilization. For this purpose, the important periods of the history of civilization are briefly explained and the contribution of Turkish history to these periods is revealed. Afterwards, the reasons why the Ottoman Empire, which guided the history of civilization for a period, entered the regression process were emphasized. Finally, the establishment process of modern Turkey on the legal basis of the Ottoman Empire is explained. In the second part of the course, the Turkish revolution under the leadership of Mustafa Kemal Atatürk is discussed with its social, economic and legal dimensions.
TUR 101	Turkish I	To provide students with the basic skills of comprehension and written expression, to reinforce students' correct, beautiful and effective use of Turkish, to contribute to their intellectual knowledge about Turkish and world novels and theater, to enable them to communicate using writing methods and techniques that will be useful in writing projects and preparing presentations, The aim of the course is to enable students to form phrases and texts that will be necessary in professional applications such as job application, job interviews, and to provide the necessary knowledge and skills about the use of Turkish in the technological environment.
TLI 101	Turkish for International Students I	To make the life of international students easier in the country they live in by teaching them the basic structures of Turkish language and to provide them the opportunity to express themselves in Türkiye by emphasizing speaking skills. To contribute to their academic and social life in Turkey by improving their writing and listening skills. In addition, to enable students from different countries to get to know each other more closely and have fun learning in harmony by bringing them together in this course with a focus on Turkish language and culture.
WAP 225	Workplace Application I	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to become an experienced employee. The students' progress in understanding the future profession and gaining the competencies concerning the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers who have gained experience in their work.
ENG 221	English Writing Skills I	This course aims to teach students both the fine details of writing academic texts and how to write a formal e-mail. Focusing on two main topics throughout the course, essay writing and thesis writing, students will learn to put their ideas and academic views into writing on paper and improve their writing skills by going through the stages of brainstorming, editing, drafting, reviewing and revising. Through active learning, students will be given two writing assignments to be done at home and one to be done in class.
LAW 201	Commercial Law I	The aims of this course are: - to inform the students about the basic concepts of commercial law, - to inform the students about the different types of enterprises, - to show to the students the main rules, principles, and institutions of commercial law.

BUS 200	General Accounting	The main objective of the course is to help the professional students understand and learn the basic accounting principles, how transactions affect the basic corporate financial statements (F/Ss), and how to prepare, read, and analyze these F/Ss and use them as an aid in making informed financial decisions. The course also emphasizes alternative accounting methods used in reporting business transactions and how this may hamper the quality of the reported earnings and its ethical implications. Throughout the course, students will be exposed to basic business terminology they will encounter in future courses and in the business world.
BUS 201	Management and Organization	The aim of the course; to provide students the basic functions of management and organizational design and change. For this purpose, the course consists of theoretical topics such as the management functions managerial skills leadership practices in organizations as well as corporate cultures, group structures and developments in corporate governance. Within the scope of the course, if time permits, a guest speaker from the business world will be invited.
ITF 205	Elective Foreign Language III	-
EPR 221	Entrepreneurship and Social Impact I	The aim of the course is; to encourage students to participate in various activities during the semester, to raise awareness about entrepreneurship and to contribute to students' entrepreneurial abilities. In addition, within the scope of the course, it is aimed that students will be able to analyze entrepreneurial business idea development and implementation deficiencies in their subject areas. Another aim of the course is to contribute to the students' entrepreneurship project proposals and new business ideas at the end of the semester.
Fourth Semester		
Code	Course Name	Course Details
ATA 102	Principles of Atatürk and History of Turkish Revolution II	The main aim is for the student to establish a link between history and his/her field of expertise. It is also to enable him to see problems of the age and the world he lives in from a wider perspective. - Identifying the main turning points in the history of civilization revealing the place and contribution of Turkish-Islamic civilization in these turning points - XX. century Turkish modernization (political, military, art and technique), XX. It is aimed to transfer the projections, foundations or breaks before the century to the student visualizing them as much as possible with technological possibilities. - To provide learning by comparing the Turkish revolution with Kemalism thought and Atatürk's principles within the framework of old Turkish and world history.
TUR 102	Turkish II	The main aim is for the student to establish a link between history and his/her field of expertise. It is also to enable him to see problems of the age and the world he lives in from a wider perspective. - Identifying the main turning points in the history of civilization revealing the place and contribution of Turkish-Islamic civilization in these turning points - XX. century Turkish modernization (political, military, art and technique), XX. It is aimed to transfer the projections, foundations or breaks before the century to the student visualizing them as much as possible with technological possibilities. - To provide learning by comparing the Turkish revolution with Kemalism thought and Atatürk's principles within the framework of old Turkish and world history.
TLI 102	Turkish for International Students II	To make the life of international students easier in the country they live in by teaching them the basic structures of Turkish language and provide them the opportunity to express themselves in Türkiye by emphasizing speaking skills. To contribute to their academic and professional Turkish by improving their writing and listening skills. In addition, to enable students from different countries to get to know each other more closely and have fun learning in harmony by bringing them together in this course with a focus on Turkish language and culture.
WAP 226	Workplace Application II	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to work as an experienced employee. The students' progress in understanding the future profession and gaining the competencies concerning the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers and supervisors who have gained experience in their work.
ENG 222	English Writing Skills II	This course aims to improve students' ability to communicate in English in a wide range of business situations. The course will focus on the communication skills students need to succeed in business and will enlarge their knowledge of the business world. Every student studying this course will become more fluent and confident in using the language of business and should increase their career prospects.
MAR 100	Marketing Principles	A course that is aiming to provide the principles of marketing management toward a marketing-oriented view of business; explain the "marketing concept" and related with marketing mix, regard to consumer needs, marketing research, B2B marketing, position marketing, branding, pricing, distribution, selling, advertising, promotions, digital marketing and CRM.
BUS 404	Managerial Accounting	The overall objective of this course is to provide a framework within which students can develop an understanding of the determination and uses of accounting data to aid management in its planning, organizing, and controlling functions. The course is designed to familiarize students with managerial accounting and cost accounting applications and concepts.
BUS 203	Business Statistics	The aim of this course is to understand the importance of basic concepts of business statistics. In this course, students will have a good understanding of basic statistical techniques and data analysis.
ITF 206	Elective Foreign Language IV	-
EPR 222	Entrepreneurship and Social Impact II	The aim of the course is; to encourage students to participate in various activities during the semester, to raise awareness about entrepreneurship and to contribute to students' entrepreneurial abilities. In addition, within the scope of the course, it is aimed that students will be able to analyze entrepreneurial business idea development and implementation deficiencies in their subject areas. Another aim of the course is to contribute to the students' entrepreneurship project proposals and new business ideas at the end of the semester.
Fifth Semester		
Code	Course Name	Course Details

WAP 325	Workplace Applications III	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to become an experienced employee. The students' progress in understanding the future profession and gaining the competencies concerning the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers and employers who have gained experience in their work.
BUS 303	Financial Management	The aim of this course is to examine the working principles of financial markets in rapidly growing, changing and globalizing world economies and to provide students with the necessary theoretical and practical infrastructure to gain effective management and financial skills during their careers in these markets and companies. At the same time, it examines the basic concepts that shape financial markets and financial instruments in the economy, and the theoretical and practical basic concepts that should be considered in management and investment decisions in companies.
ITF 301	Target Market Analysis and Business Intelligence	This course aims to equip students with a comprehensive understanding of the principles and techniques involved in conducting effective target market analysis and utilizing business intelligence strategies within the context of international trade and financial markets. Through practical applications, hands-on exercises, and the exploration of online platforms, students will develop the skills needed to identify and assess potential markets, gather relevant data, analyze trade trends, and make informed business decisions that enhance market entry strategies and enhance global competitiveness.
ITF 303	International Trade Theory and Policies	This course aims to study such trade theories as Absolute Advantage, Comparative Advantage and Heckscher-Ohlin, and to provide a detailed explanation of them. Once equipped with a good understanding of these trade theories, trade policy and its instruments, tariffs and quotas will be analyzed. Chapters to be covered in this course are outlined in Syllabus.
ITF 309	Import and Export Operations	Students will learn how to draw main contracts, which offer flexible solutions to cross border agreements and will identify which clauses and business terms that better protect their interests.
ITF 307	International Business	The central objective of this course is to explore the unique opportunities and problems that confront international managers and to navigate the company through the extremely complex and ever-changing global economic, political, legal, technological and cultural environment. This course will particularly focus on people, values and culture. As a result of undertaking this study you will be equipped to undertake an international career and to work within organizations with a culturally diverse workforce. The major themes covered by this course are: what is context of international management; what is global strategic planning and how is it different from a domestic focus; what is national/regional culture and what is its impact on organizations, including an assessment of A country's culture; what are challenges of global communication and negotiations; how to manage in multicultural work environments, including how to leverage cultural diversity; and how to manage global managers.
ELEC 1	Elective Course I	-
ITF 305	Elective Foreign Language V	-
EPR 321	Entrepreneurship and Social Impact III	The aim of the course is; to encourage students to participate in various activities during the semester, to raise awareness about entrepreneurship and to contribute to students' entrepreneurial abilities. In addition, within the scope of the course, it is aimed that students will be able to analyze entrepreneurial business idea development and implementation deficiencies in their subject area. Another aim of the course is to contribute to the students' entrepreneurship project proposals and new business ideas at the end of the semester.
Sixth Semester		
Code	Course Name	Course Details
WEX 326	Workplace Experience I	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to become an experienced employee. The students' progress in understanding the future profession and gaining the competencies concerning the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers and employers who have gained experience in their work.
ITF 302	Foreign Trade Financing	This course examines the basic models of international trade and finance, emphasizing their theoretical foundations, empirical evidence and policy implications. The course also illustrates how to use these models to analyze the rise of global value chains and the effects of financial globalization. The course centers on the strategies and knowledge required for a successful international trade transaction. To be successful in international trade, organizations need to optimize payment options, risk mitigation strategies and financial tools, contracts and effective cash flow management. The course also covers techniques and plans to resolve disputes that may arise.
MIS 401	Project Management	To convey the basic information about Project Management to the students and to develop them within the framework of these principles. To guide students to bring their project ideas to life. About Project Management in the World to convey the current state and the place and importance of project management on a global scale. With this together; Students were also told about Business Model Development Practices and project ideas were brought to life. It will be ensured that the project idea creates an entrepreneurial value.
LAW 206	International Commercial Law	The International Commercial Law module offers you the opportunity to develop an advanced understanding of the law governing international commerce and finance in today's international market. Multinational companies must regularly overcome a wide range of legal and governance issues to do business worldwide. This course encourages you to explore the legal challenges faced by international business and analyse the fundamental legal framework for dealing with them. You will study areas such as corporate governance, international trade transactions and competition law .
MAR 306	International Marketing	At the end of the course students are able to analyze international product markets both in consumer goods and industrial markets. Students are able to define entry strategies and management of steady state markets at the international level. The perspectives on small and medium sized firms and large firms is discussed.

ITF 304	Logistic and Supply Chain Management	The concept of supply chain as a current trend in business models, includes added value and supply chain strategies create result of processes, stages and functionality. -In supply chain management; it analyzes supply-demand planning, stock planr transportation and transportation planning, performance management. - It covers supply chain, logistics, supply and producti inventory management, transportation, transportation and current issues that create customer-oriented added value.
ELEC 2	Elective Course II	-
ITF 306	Elective Foreign Language VI	-
EPR 322	Entrepreneurship and Social Impact IV	The aim of the course is; to encourage students to participate in various activities during the semester, to raise awareness ab entrepreneurship and to contribute to students' entrepreneurial abilities. In addition, within the scope of the course, it is aimec students will be able to analyze entrepreneurial business idea development and implementation deficiencies in their subject a Another aim of the course is to contribute to the students' entrepreneurship project proposals and new business ideas at the semester.
Seventh Semester		
Code	Course Name	Course Details
WEX 425	Workplace Experience II	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them t an experienced employee. The students' progress in understanding the future profession and gaining the competencies cons profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers a who have gained experience in their work.
BUS 414	Blockchain Technology and Crypto Currency	The aim of this course is for students to have knowledge about blockchain and cryptocurrencies, which have started to take p lives with the developing technology, learn the differences between classical, digital and cryptocurrencies, create their own cryptocurrencies with blockchain technology and to develop skills.
MAR 401	E-Trade and Digital Marketing	This course will start with a basic introduction such as introducing the course, sharing information about the main topics in the and introducing the resources. In the following weeks, after giving information such as the definition, history and types of e-co the midterm exam will be given after digitalization, e-commerce applications and international e-commerce topics. Starting fro eighth week, the second part of the course, digital marketing, will be introduced and the basic concepts of digital marketing w explained first. Afterwards, information about Digital marketing planning and strategies, digital marketing, new economy, inter marketing Interactions will be given and applications will be shown. After giving information about social media marketing in tl weeks, digital marketing applications will be included in social media platforms such as Facebook and Instagram, and in the I the term will be completed by explaining the subject of branding in digital marketing.
ITF 401	International Sales and Negotiation	This course is theoretical and practical. It seeks at providing students with various negotiation tools and techniques in order to international negotiations in the most efficient way possible within difficult conditions due to the complexity of a globalized wo they will learn about various strategies and tactics of negotiation, taking into account miscellaneous contexts related to intern business and different cultures through tailored made training techniques, case studies and negotiation simulations.
ITF 403	International Financial Markets and Institutions	The aim of this course is to understand some financial instruments and international financial markets. In this course, student international financial markets, financial decision-making approach, time value of money, value of a portfolio, and some finan instruments.
MAR 405	Global Brand Management	In this course, students are given theoretical and practical information about brand, brand equity, brand awareness, brand im identity, customer-based brand equity concepts and brand management strategies on a global scale, to enable students to ur the importance of brand concept in terms of marketing, consumer and global competition are targeted.
ELEC 3	Elective Course III	-
ITF 405	Elective Second Language VII	-
EPR 421	Entrepreneurship and Social Impact V	The aim of the course is; to encourage students to participate in various activities during the semester, to raise awareness ab entrepreneurship and to contribute to students' entrepreneurial abilities. In addition, within the scope of the course, it is aimec students will be able to analyze entrepreneurial business idea development and implementation deficiencies in their subject a Another aim of the course is to contribute to the students' entrepreneurship project proposals and new business ideas at the semester.
Eighth Semester		
Code	Course Name	Course Details
WEX 426	Workplace Experience III	The activities carried out in the workplace experience course will provide candidates with various skills that will enable them t an experienced employee. The students' progress in understanding the future profession and gaining the competencies cons profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers a who have gained experience in their work.
ITF 400	Graduation Project	Transdisciplinary project courses have proven to be valuable tools in preparing students for professional life. They do this by students to: 1) broaden their theoretical and empirical knowledge beyond their own disciplinary boundaries; 2) learn how to a theoretical knowledge to 'real world' issues; 3) learn to communicate and cooperate across disciplines.
ELECTIVE COURSES		
Code	Course Name	Course Details
ITF 422	Applied Industry Analysis	

ITF 424	International Trade and Economic Development	
ITF 425	International Service Trade	
ITF 426	Taxation in International Trade	
ITF 427	Foreign Trade with Cases	The course is concerned with the most important theories of international trade and discusses the background of international organizations. The course also examines the welfare effects that arise from international trade and from trade barriers. Moreo course explores the possible policy actions at national and international level.
ITF 428	Custom Legislation	
ITF 429	Financial Support in International Trade	
ITF 430	Documentation in International Trade	
ITF 431	Country and Regional Trade	
ITF 432	Turkiye-EU Relations	
ITF 433	International Politics	
ITF 442	Organizational Growth and Industry 4.0	
ITF 443	Product and Material Management	
BUS 401	Strategic Management and Business Policy	
BUS 204	Organizational Behavior	
ECON 216	Public Finance	

Elective Language Courses





Code	Course Name	Course Details
GERM 101	German I	Students taking Introduction to German I acquire basic daily speaking, reading, writing, listening and comprehension skills. B grammar, everyday phrases and culture are also taught. After successfully completing this course, the student can understand familiar, everyday expressions and simple sentences. They can answer questions about everyday situations such as shopping, traveling,
RUS 101	Russian I	Russian A1 course aims to teach basic communication and conversation skills, as well form a basic understanding of writing Students who complete this course will be able to read, write and communicate with others on an introductory level.
SPAN 101	Spanish I	The objective of this course is to provide the students with an introduction to the Spanish language. At the end of this course students will be able to interact in a simple way both orally and in writing; they can understand slow and clear Spanish talks a texts. The students also will be able to read and pronounce every Spanish written texts and they can express themselves by basic level. Other than gaining basic proficiency in writing, reading, speaking and listening, the students will also have the ab critically about how Spanish language works.
CHN 101	Chinese I	
ITAL 101	Italian I	
ARAB 101	Arabic I	
GERM 102	German II	Students taking Introduction to German I acquire basic daily speaking, reading, writing, listening and comprehension skills. B grammar, everyday phrases and culture are also taught. After successfully completing this course, the student can understand familiar, everyday expressions and simple sentences. They can communicate about everyday situations such as shopping, tr office life, rent a flat, visit a doctor or going on a holiday.
RUS 102	Russian II	Russian grades A1.2 aim to basic learning and communicate in the simple oral talking also writing upgrade basis. In order to read , write and be able to communicate to others in the basic learning.
SPAN 102	Spanish II	The objective of this course is to provide the students develop their ability to interact in a simple way both orally and in writing understand slow and clear Spanish talks and basic texts. The students also will be able to read and pronounce every Spanish texts and they can express themselves by writing at a basic level. Other than gaining basic proficiency in writing, reading, spe listening, the students will also have the ability to think critically about how Spanish language works.
CHN 102	Chinese II	
ITAL 102	Italian II	
ARAB 102	Arabic II	Improving Arabic writing and reading skills. To know the Arabic practical conversational expressions and applying them in da conversation. To be able to ask simple questions in Arabic and to answer the questions correctly. To construct simple verb se past tense verbs.
GERM 201	German III	
RUS 201	Russian III	
SPAN 201	Spanish III	
CHN 201	Chinese III	
ITAL 201	Italian III	
ARAB 201	Arabic III	
GERM 202	German IV	
RUS 202	Russian IV	
SPAN 202	Spanish IV	





CHN 202	Chinese IV	
ITAL 202	Italian IV	
ARAB 202	Arabic IV	
GERM 301	German V	
RUS 301	Russian V	
SPAN 301	Spanish V	
CHN 301	Chinese V	
ITAL 301	Italian V	
ARAB 301	Arabic V	
GERM 302	German VI	
RUS 302	Russian VI	
SPAN 302	Spanish VI	
CHN 302	Chinese VI	
ITAL 302	Italian VI	
ARAB 302	Arabic VI	
GERM 401	German VII	
RUS 401	Russian VII	
SPAN 401	Spanish VII	
CHN 401	Chinese VII	
ITAL 401	Italian VII	
ARAB 401	Arabic VII	

BEFORE 2022

COMPULSORY COURSES

1st Semester

Code	Syllabus	Course Name	Descriptions
ENG 101		Academic English I	<p>This course is based on integrated skills in four language skills (reading, writing, listening and speaking), together with grammar and vocabulary. With its engaging content and systematic skill studies, students will be able to express their opinions and improve their communication skills. It also includes a strong focus on study skills that encourage independent learning.</p>
EHS 101		Occupational Health and Safety	<p>This course will cover an overview of occupational health and safety and safety culture, national occupational health and safety system, occupational health and safety approach, occupational health and safety legislation, occupational health and safety services to be conducted by the employer, the concept of occupational accident and occupational disease and the costs, occupational accident and occupational disease concept and its costs, risk factors in occupational health and safety, individual and organizational factors in occupational health and safety, records to be kept in occupational health and safety, occupational health and safety in electrical works.</p>
EPR 121		Entrepreneurship I	<p>To become entrepreneurs and project makers, our students receive information such as establishment and management of business, business accounting, business start-up and incentives, R & D and design center activities, project supports. Students will use some business and financial simulation programs to gain real-life working experiences without taking actual risk.</p>
IUL 151		Introduction to University Life	<p>It is a program that aims to adapt to the new environment of the university in a pleasant way, consisting of various activities that will be offered in addition to academic studies, in order for our students to adapt to university life. These activities will support students as an active individual with programs that can help students to achieve their goals and contribute to their personal development. The program, which is focused on socio-cultural activities, aims to create an awareness about intellectual curiosity, cultural sensitivity and taking responsibility, by giving you a weekly break, and to improve students' vision as well as to educate them as a beneficial individual to the society and the world.</p>

ECON 101		Introduction to Microeconomics	<p>This course will cover the topics of; basic microeconomic concepts; formation of prices of goods and services in the market; demand and supply; demand and supply elasticities; consumption, production, cost theories; types of competition.</p>
MATH 103		Mathematics I	<p>In this course, functions, integrals, probability, probability distributions, series and series, matrices and determinants, systems of linear equations and the topics related to these topics, students will be able to access information that can make financial calculations through enterprises.</p>
MIS 131		Management Information Systems	<p>This course focuses on topics such as information technology concepts, spreadsheet, VBA programming language Excel / VBA business applications. The course content includes topics such as information systems and technologies, computer networks and the internet, system analysis, process analysis, mapping and modeling, process measurement and improvement, database management systems.</p>
ITF 103		Introduction to International Trade	<p>The aim of the course; to provide students with basic information about International Trade and to make them understand the importance of international trade. For this purpose, the course consists of theoretical topics such as the history of international trade, important for economies, restrictions on international trade, regulatory institutions, international trade transactions, strategies to start international trade and market research. Within the scope of the course, experts in their fields will be hosted as guests and transfer their experiences to students with seminars.</p>

2nd Semester

Code	Syllabus	Course Name	Descriptions
ENG 102		Academic English II	<p>This course is based on integrated skills in four language skills (reading, writing, listening and speaking), together with grammar and vocabulary. With its engaging content and systematic skill studies, students will be able to express their opinions and improve their communication skills. It also includes a strong focus on study skills that encourage independent learning.</p>
EPR 122		Entrepreneurship II	<p>For our students to become entrepreneurs and makers, to prepare them to the real business life and the world this course will cover the topics of business plan preparation and scheduling, business plan analysis and business modeling, cost preparation, specification and specification, evaluation, invoicing, innovation-realization, commercialization, incorporation.</p>
IUL 152		Building the Future	<p>This course, which is the continuation of the Introduction to University Life Course, aims to raise the competence of the student in subjects such as career planning, interview processes, image and communication and to train highly qualified people. In addition, the course aims to provide students with the knowledge of science, technique, industry, creative thinking, developments in R & D, rational and critical thinking, reasoning ability, generating rational solutions and evaluating future business opportunities through various seminars. This course contributes to the development of the basic sciences in our country, giving students the opportunity to make applied research, renewing the existing knowledge and ideas, enriching and educating the elements needed by the profession branches.</p>
WED 124		Workplace Education	<p>Students make observations and experience in the workplace one day of the week. Students take this course in business environment. The tasks and activities of the vocational candidates in this course should provide them with the opportunity to observe experienced superiors and workplace trainers on-the-job, to work individually with the students, even if they are limited. The activities carried out in the workplace experience course will provide candidates with various skills that will enable them to become an experienced employee. The students' progress in understanding the future profession and gaining the competencies constituting the profession will be evaluated by the university instructors who are in close cooperation with them and the application trainers and mentors who have gained experience in their work.</p>

ECON
102



Introduction to Macroeconomics

The course will focus on the topics of the aim of economics; Basic economic concepts; Macroeconomic aggregates such as unemployment, inflation, aggregate demand and supply, consumption, production and investment; Concepts such as GDP, GNP, national income; The role of money in macroeconomics; Monetary and fiscal policies; International economic issues.

MATH
104



Mathematics II

In this course, functions, integrals, probability, probability distributions, series and series, matrices and determinants, systems of linear equations and the topics related to these topics, students will be able to access information that can make financial calculations through enterprises.

ITF 102





Introduction to Business








The role and function of business enterprise within our economic framework. Includes organization, finance, marketing, personnel administration, production and economics. The course will focus on business systems, workforce demographics, social responsibility, business ethics, forms of business organizations, entrepreneurship, small business and franchise systems, management processes, human resource management, marketing management, business finance, business decision making, MIS and quantitative tools used in business, international business and the future dimensions of business opportunities in a global economy.

3rd Semester


Code	Syllabus	Course Name	Descriptions
ATA 101		Prin. of Atatürk and History of Turkish Revolution I	This course will cover the topics of; The concept of revolution, the factors leading to Turkish revolution and the reasons of the collapse of the Ottoman Empire, Ottoman Empire in the rescue efforts, flows of ideas, World War I, Mustafa Kemal Anatolian transition and congresses, Turkey opening of the Grand National Assembly, the liberation war, foreign policy, Mudanya cease-fire, the Lausanne conference.
TUR 101		Turkish I	Definition of the language, social value of language; Characteristics of written and oral expression; Sentence knowledge; Speech disorders; written and oral expression; Effective reading and text analysis will be included during this course.
WAP 225		Workplace Application I	Within this course, students practice in the workplace one day of the week. Students apply this course in business environment. Candidates of the profession will have the opportunity to know the work environment and fully participate in what is happening at the workplace. The work to be carried out during the workplace application is planned according to the workplace before the beginning of the semester and by taking the opinions of the students and the application trainers who will guide them. Since each workplace's eco system will be different, the term plan is prepared after getting acquainted with the workplace's eco system, so that each student's weekly schedule may change.
ENG 221		English Writing Skills	The objectives of this course are: Developing the skills of reading, comprehending, evaluating, interpreting and writing English. Besides, developing technical terms and vocabulary in English and providing awareness about reliable sources. Expanding students' knowledge of a particular subject with suitable for academic life awareness of ethical norms of research.
ITF 201		Commercial Law	The aim of the course is the basic concepts of commercial law; the importance of the distinction between commercial enterprises and craftsmen companies; Accordingly, the discrimination between merchants and tradesmen, and the consequences of being a merchant is to ensure that students who take the course have information. It also aims to improve students' ability to apply this information to concrete events.


ITF 203		Financial Accounting	This course will cover the topics of; Basic Accounting Concepts and Principles; Balance sheet and income statement, assets, liabilities and equity concepts, income and expense concepts, the concept of the main account and auxiliary accounts; Introduction to Accounting System; Journal and general ledger records, trial balance and closing records; Account Types and Operation of Accounts; Basic Financial Statements; Ready Values; Securities.
ITF 205		Management and Organization	Organizations and organization theory, organization design, external environment and interorganizational relations, principles of organizational structure, organizational culture and ethical issues, organizational conflict, power and policy, production and service technologies, information technology and control, organizational size, life cycle, organizational change Topics are covered in this course.

4th Semester

Code	Syllabus	Course Name	Descriptions
ATA 201		Prin. of Atatürk and History of Turkish Revolution II	This course will cover the topics of; The proclamation of the Republic and political, social and cultural reforms. Problems that Lausanne Peace Treaty could not be solved and their conclusions movements against the new order. Multiparty life experiments and results. Turkish Foreign Policy in the period of Atatürk. İnönü Period and the Second World War years, Turkey's transition to multi-party life during and after the Democratic Party.
TUR 201		Turkish II	This course will cover the topics of; Turkish suffixes; Turkish suffixes; Word types. Sentence knowledge; Reading and examining selected texts.
WAP 226		Workplace Application II	This course is the continuation of the Workplace Application I course, and the students continue their workplace experience which they started in the previous semester with their mentors.
ENG 222		English for Business Life	Students develop skills in applying effective text reading techniques, analyzing secondary sources and parsing appropriate information, in-depth text analysis, planning, writing and evaluating writing in accordance with the plan. Students who continue reading and writing academic texts in parallel, write cause-effect and discussion compositions in accordance with the rules of academic writing in both assignments and exams. They also discuss the texts they read orally in class.
ITF 202		Marketing Principles	This course will cover the topics of; Importance of marketing in business functions; The concept of marketing; Company and marketing strategy, consumer markets and consumer buying behavior; Organizational markets and organizational purchasing behavior; Segmentation; Target market selection and positioning.
ITF 204		Managerial Accounting	The aim of the course is to provide the understanding of various accounting concepts and techniques within the framework of the role of providing information to managers for planning, control and decision-making purposes. For this purpose, it is expected that students will be able to master the reciprocal relations between behavioral economics and numerical applications and other factors that affect management accounting activity, and it is aimed to improve their ability to use some important cost and management accounting techniques.
ITF 206		Business Statistics	This course will cover the topics of; Sampling theory and sampling distributions; central limit theorem; Confidence intervals and hypothesis testing; hypothesis testing for multiple preterms; Goodness of fit tests.

5th Semester

Code	Syllabus	Course Name	Descriptions
WAP 325		Workplace Application III	This course is the continuation of the Workplace Application II course, and the students continue their workplace experience which they started in the previous semester with their mentors.

ITF 301	Marketing Research Methods	This course will cover the topics of; Marketing research process; Research design; Secondary data and qualitative research techniques; Survey method; Sampling; Field work; Data entry, editing and data analysis; Writing a research report.
ITF 303	International Trade Theory and Policies	This course consists of subjects such as the history of international trade, Classical and Neo-classical foreign trade theory, factor equipment theory, foreign trade earnings and income distribution, new foreign trade theories, economic growth and foreign trade analysis.
ITF 305	Import and Export Operations	This course is based on the application principles of foreign trade transactions. The course consist of subjects such as export legislation and export methods, import legislation and import methods, free zones, surveillance and protection measures in imports, delivery methods used in international sales contracts, documents used in foreign trade, payment methods in foreign trade, institutions and organizations that assist in foreign trade transactions and foreign trade
ITF 307	 International Business	This course, which is based on basic issues related to the management of international businesses, covers the basic concepts and definitions of international management, internationalization, methods of entering international markets, environmental forces affecting international businesses.

6th Semester

Code	Syllabus Course Name	Descriptions
WEX 326	Workplace Experience I	Within this course, students practice at work one day a week. Students take this course in a business environment. Candidates of the profession have the opportunity to get to know the working environment and to participate fully in activities in the workplace.
ITF 302	Foreign Trade Financing	This course includes these topics; Foreign Trade Overview, Foreign Transactions Legislation and Documents Used in Foreign Trade, Delivery Methods in International Trade, Payment Types - Cash Payment, Payment by Letter of Credit, Payment Against Documents, Payment Against Goods, Export - Financing of Short Term Exports, Medium and Long Term Export Finance, Import-Pre-Import Financing, Post-Import Financing, Foreign Resources- Letter of Guarantee Credits, Risks Encountered in Foreign Trade and Protection Methods, General Evaluation.
ITF 304	International Commercial Law	The scope of this course consists of topics such as the characteristics and preparation of international commercial contracts, the concept of international commercial disputes and the solution methods for these disputes, documents used in international trade. Thanks to this course, students will be able to comprehend the institutions and rules of international commercial law in general.
ITF 306	International Marketing	It covers topics such as transition from export to international marketing, international market research, development of suitable product for export, international marketing strategies, strategic focus, transition from strategy to organization, export insurance transactions, banking transactions, promotion, new markets, country practices.
ITF 308	Logistics and International Supply Chain	This course includes the examination of the main components, functions, processes and activities of logistics management such as planning and control in logistics management. This course will provide an opportunity for analysis and discussion of important current issues and problems in logistics and supply chain management. Students will have the necessary knowledge to effectively manage logistics activities and procurement processes.

7th Semester

Code	Syllabus Course Name	Descriptions
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WEX 425	Workplace Experience II	<p>This course is a continuation of the Workplace Experience I course, and students continue their work experiences with their advisors that they started in the previous semester.</p> <p>The aim of the E-Commerce and Digital Marketing course is to examine the basic concepts of electronic commerce and e-business, which have brought today's business understanding to a different dimension, and the new business understanding and applications in the market; To teach the marketing practices on the internet, the effect of social media, and the creation of the marketing mix on the internet.</p> <p>This course covers topics such as verbal and written sales communication, intercultural differences, multicultural communication process, marketing communication tools, bargaining techniques, dealing with crisis negotiation in international settings, and negotiation strategies for international barter.</p> <p>This course, international banking, commercial banking, central banking, insurance and investment companies, investment funds, capital markets, primary and secondary markets, derivatives, covers topics such as financial institutions in Turkey and the world.</p> <p>In this course, students will be given theoretical and practical knowledge on brand, brand value, brand awareness, brand image, brand identity, customer-based brand value concepts and brand management strategies. Thus, it is aimed to enable students to comprehend the importance of brand concept in terms of marketing, consumer and global competition.</p>
ITF 401	E-Trade and Digital Marketing	
ITF 403	International Sales and Negotiation	
ITF 405	International Financial Markets and Institutions	
ITF 407	Global Brand Management	

8th Semester

Code	Syllabus	Course Name	Descriptions
WEX 426		Workplace Experience III	<p>In the last semester of the program, all of the students will carry out practical training in a factory / production unit located in all provinces of Ankara or in Ankara in accordance with the predefined principles and principles that OSTİM Technical University deems appropriate. In addition, internship / on-the-job training will be carried out in a factory / production unit located in Ankara within the framework of the cooperation protocol between the OSTİM Technical University and the OSTİM Clusters within the framework of the development and cooperation. During this internship / on-the-job training, students will simultaneously take the "Project Management" course as internship / on-the-job training course. In this course, each student will be able to jointly identify the problem areas related to the Design, Production, Installation and Maintenance of various systems in the areas encountered in the factory / production unit where he / she is doing internship / on-the-job training, and jointly identify with the company the new generation creative solution proposals and will create a project idea, design it, develop it and reflect it on the field of application. This project will be evaluated in the performance of internship / on the job training.</p> <p>In enterprises, each student prepares his / her project on a company basis, and the study is managed with the visits of the consultant lecturer to the company. This course includes the project working process that will solve the company's problem.</p>
ITF 400		Graduation Project	

ELECTIVE COURSES

Code	Syllabus	Course Name	Descriptions
ITF 421		International Inspection	<p>This course consists of basic audit concepts, general audit principles, audit planning, audit evidence and techniques, internal control system, study reports, the effect of inflation on financial statements, and preparation of audit reports.</p>

ITF 422	International Portfolio Management	This course will cover the topics of; Overview of investment risk and return on investment, related models; effective and optimal portfolios; diversification; efficient markets; basic analysis; technical analysis; fixed income securities; bond portfolios; risk management; stock valuation methods; firm valuation methods; International diversification; Funds; approaches in portfolio structuring; portfolio management strategies; dynamic portfolios; portfolio performance evaluation; procedures followed in investment consultancy.
ITF 423	Analysis of International Investment	This course will cover the topics of; The concept of investment; Securities markets; Return and risk concepts; Bonds and valuation; Stock valuation; Economics and sector analysis; Basic and technical analysis; Options and futures contracts; Portfolio analysis.
ITF 424	International Trade and Eco. Development	The course includes topics such as Development Theories, International Development, Development Differences Between Countries, Colonialism and Development, Human Capital in International Development, Social Capital, Intellectual Capital, Neo-liberal Policies, Development Models of Countries.
ITF 425	International Service Trade	Topics such as service concept, analysis of services, service delivery, customer and service encounter management in service process, target market, service quality, pricing and promotion of services, demand and capacity management in services, purchasing process of services, customer relations and customer loyalty, international marketing in services comprise this course.
ITF 426	Taxation in International Trade	In this course, it is aimed to provide students with information on taxation and financial obligations in international business transactions, their basic foundations and exceptions, and tax applications in foreign trade transactions.
ITF 427	Accounting for Foreign Trade Transactions	In this course, which aims to teach how to make proper accounting records that occur during import and export operations, subjects such as Accounting of Foreign Exchange Transactions, Accounting of Import and Export transactions, VAT Applications and Accounting for Import and Export, Accounting of State Aids and Incentives in Foreign Trade are covered.
ITF 428	Data Analysis and Research Methods	In this course, research methods that constitute the scientific research process, such as problem determination, conceptualization, operationalization, data collection, data analysis, interpretation and report writing, and experimental method, description method, are examined.
ITF 429	International Financial Reporting Standards	With the International Financial Reporting Standards course, concepts such as international financial reporting standards and international accounting standards, accounting standards practices, and the process of analyzing financial statements prepared in accordance with international financial reporting standards will be examined.
ITF 430	Cost Accounting	This course will cover the topics of; Basic concepts; Comparison of cost, expense and loss; Determination of the relationship between cost and balance sheet and income statement; Classification of costs, Costs in Turkish Accounting System; Cost distribution table; Cost-volume-profit analysis.
ITF 431	Leadership and Motivation	This course will cover the topics of; Basic concepts; Basic approaches in workplace motivation; Motivation theories; The role of culture in motivation; The role of individual and demographic characteristics in motivation; The concept of leadership; Leadership theories; The role of cultural variables in leadership; The role of individual and demographic characteristics in leadership.
ITF 432	Business Ethics	This course aims to enable students to understand the necessity of developing and maintaining relationships with internal and external environments in line with business ethics and ethical values, and to learn the ways, methods and tools related to these values.
ITF 433	Innovation Management	The aim of the Innovation Management course is to explain the place and importance of innovation and innovation management today. In the course, information will be given on how to manage innovations successfully. The course consists of product and process innovation, innovation strategies, innovation resources and innovation management.

ITF 434	Management of Integrated Marketing	<p>This course includes defining the concepts of integrated marketing and integrated marketing communication, integrated marketing communication planning process, elements of marketing communication mix; It includes topics such as advertisement, public relations, sales promotion, explanation of personal selling and direct marketing concepts, elements of integrated corporate communication.</p>
ITF 435	Production Management	<p>The aim of the course is to define the basic concepts in the field of production management, to show the appropriate solution ranges, to introduce the main methods and tools in this field, to teach the methods of producing a product at the lowest price in accordance with the desired quantity, quality and time conditions by using the available resources in the most economical way.</p>
ITF 436	Product and Pricing Management	<p>The content of this course includes topics such as introduction to product and price management, marketing planning, basic product and price concepts, product strategy development, product life cycle, new product, new product development process, factors affecting pricing decisions, pricing strategies.</p>
ITF 437	Consumer Behaviors	<p>This course will cover the topics of; The concept of consumer behavior; Consumer Behavior Models; Needs and Consumption; Motivation and Interest; Perception; Learning; Attitudes, self and personality; Values, life styles, culture; Social classes and groups, situational factors; Consumer purchasing decision process.</p>
ITF 438	Project Management and Feasibility	<p>The Project Management and Feasibility course aims to enable students to understand the logic of projects, to construct them correctly, to learn project management mechanisms, to gain knowledge about the competitive advantage of applying project standards and the methods and practices in which commitments can successfully realize human, time, cost, quality and content opportunities.</p>
ITF 439	Production Planning and Ispection	<p>This course will cover the topics of; Basic concepts; Classification of production plans; Integrated production planning; Inventory systems; Repair and maintenance planning; Statistical quality control; Total quality Management.</p>
ITF 440	Financial Statements Analysis	<p>Subjects such as the purpose of financial statements, balance sheet, income statement, cash flow statement, statement of changes in equity, statement of net working capital, consolidated financial statements, financial statement analysis methods are covered in this course.</p>
ITF 441	Service Marketing	<p>The course includes the development and importance of the service sector, the concept of service, its features and classification, service marketing and marketing mix, personnel in service marketing, customer and physical evidence, service as a product, pricing of services, distribution in services, promotion in services, promotion in services, demand in service businesses, and capacity management, service quality, service quality improvement strategies.</p>



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