Curriculum		Т	Р	ECTS
1 <sup>St</sup> Semester				
ENG121	Basic English I	4	0	3
HIST101	Principles of Atatürk and History of Turkish Revolution I	2	0	2
MATH105	Introduction to Calculus (Turkish)	3	0	5
CMPE185	Introduction to Computers and Information Systems	1	2	3
ISL101	Introduction to Behavioral Science	3	0	6
ISL111	Introduction to Business	3	0	6
IKT101	Introduction to Economics I	3	0	5
2 nd Semester				
ENG122	Basic English II	4	0	3
HIST102	Principles of Atatürk and History of Turkish Revolution II	2	0	2
ISL122	Quantitative Applications in Business	3	0	6
ISL112	Introduction to Management	3	0	6
IKT102	Introduction to Economics II	3	0	5
ISL102	Introduction to Law	3	0	5
HIST201	History of Civilization	3	0	3
3 rd Semester				
ENG221	Basic English III	3	0	3
ISL203	Principles of Accounting I	3	0	6
ISL217	Business Law	3	0	5
ISL213	Organization Theory	3	0	5
ISL209	Financial Mathematics	3	0	6
ISL241	Principles of Marketing	3	0	5
4 th Semester				
ENG222	Basic English IV	3	0	3
ISL242	Marketing Management	3	0	5
ISL214	Quantitative Analysis	3	0	5
ISL206	Organizational Behavior	3	0	6
ISL204	Principles of Accounting II	3	0	6
ISL292	Turkish Tax System	3	0	5

5 th Semester				
ENG321	Basic English for Occupational Purposes I	3	0	3
ISL311	Production Management	3	0	6
ISL303	Financial Management I	3	0	6
ISL365	Year End Accounting Procedures	3	0	5
	Area Elective (1)	3	0	5
	Area Elective (2)	3	0	5
6 th Semester				
ENG322	Basic English for Occupational Purposes II	3	0	3
ISL308	Cost Accounting	3	0	6
ISL304	Financial Management II	3	0	6
ISL364	Financial Statement Analysis	3	0	5
	Area Elective (3)	3	0	5
	Area Elective (4)	3	0	5
7 th Semester				
TURK401	Turkish Language I	2	0	2
ISL453	Investment Projects Analysis	3	0	7
ISL401	Managerial Accounting	3	0	7
	Area Elective (5)	3	0	5
	Area Elective (6)	3	0	5
	General Elective	3	0	4
8 th Semester				
TURK402	Turkish Language II	2	0	2
ISL448	Marketing Research	3	0	7
ISL402	Strategic Management	3	0	7
	Area Elective (7)	3	0	5
	Area Elective (8)	3	0	5
	General Elective	3	0	4

(1) ISL491, ISL495, ISL493, ISL371, ISL317, ISL320, ISL403, ISL419, ISL436, ISL416, ISL310, ISL352, ISL413, ISL421, ISL427, ISL438, ISL446, ISL315, ISL442, ISL428, ISL449, ISL354, ISL441, ISL409, ISL425, ISL323, ISL415, ISL440, ISL451, ISL477, ISL454, ISL374, ISL313, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET345, AET346, AET355, AET356, AET365, AET366, AET366, AET366, AET366, AET366, AET366, AET366, AET376, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET336, AET345, AET346, AET345, AET445, ISL408, ISL479, ISL480, ISL488,

- (2) ISL491, ISL495, ISL371, ISL315, ISL317, ISL421, ISL425, ISL310, ISL436, ISL440, ISL449, ISL320, ISL323, ISL352, ISL403, ISL441, ISL409, ISL413, ISL416, ISL427, ISL438, ISL419, ISL428, ISL446, ISL354, ISL415, ISL442, ISL451, ISL374, ISL454, ISL313, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET345, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET336, AET345, AET346, AET346, AET346, AET355, AET356, AET366, AET366, AET366, AET376, AET386, AET396, AET305, AET366, AET366, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET445, ISL493, ISL477, ISL408, ISL479, ISL480, ISL488,
- (3) ISL491, ISL493, ISL371, ISL419, ISL428, ISL440, ISL442, ISL446, ISL310, ISL315, ISL416, ISL427, ISL436, ISL425, ISL438, ISL449, ISL354, ISL441, ISL421, ISL415, ISL317, ISL320, ISL323, ISL352, ISL403, ISL409, ISL413, ISL477, ISL374, ISL313, ISL451, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET336, AET336, AET345, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET345, AET346, AET346, AET346, AET355, AET356, AET366, AET366, AET366, AET376, AET366, AET445, ISL454, ISL495, ISL408, ISL479, ISL480, ISL488.
- (4) ISL495, ISL493, ISL371, ISL315, ISL317, ISL352, ISL403, ISL438, ISL320, ISL409, ISL413, ISL421, ISL425, ISL427, ISL436, ISL440, ISL323, ISL354, ISL441, ISL415, ISL416, ISL419, ISL428, ISL442, ISL449, ISL310, ISL446, ISL451, ISL477, ISL374, ISL454, ISL313, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET346, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET445, AET345, AET346, AET345, AET346, AET355, AET356, AET356, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET426, AET436, AET445, ISL491, ISL408, ISL479, ISL480, ISL488,
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- (6) ISL491, ISL495, ISL425, ISL438, ISL440, ISL446, ISL317, ISL323, ISL354, ISL419, ISL428, ISL477, ISL451, ISL454, ISL313, ISL374, ISL310, ISL315, ISL320, ISL352, ISL403, ISL441, ISL409, ISL413, ISL415, ISL416, ISL421, ISL427, ISL436, ISL442, ISL449, AET305, AET306, AET307, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET345, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET335, AET336, AET345, AET346, AET346, AET346, AET355, AET355, AET356, AET366, AET366, AET376, AET386, AET396, AET305, AET366, AET366, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET445, ISL493, ISL479, ISL480, ISL488, ISL408,
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(8) ISL493, ISL495, ISL491, ISL371, ISL315, ISL320, ISL352, ISL413, ISL415, ISL419, ISL421, ISL428, ISL438, ISL446, ISL425, ISL427, ISL449, ISL317, ISL440, ISL442, ISL416, ISL310, ISL323, ISL354, ISL441, ISL409, ISL436, ISL403, ISL374, ISL477, ISL454, ISL313, ISL451, AET305, AET306, AET306, AET315, AET316, AET317, AET325, AET326, AET335, AET336, AET345, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET345, AET346, AET345, AET346, AET355, AET356, AET365, AET366, AET376, AET386, AET396, AET405, AET406, AET415, AET416, AET425, AET426, AET435, AET436, AET445, ISL479, ISL480, ISL488, ISL408,

## **General Electives**

ART262, HUM212, ART287, ISL481, KOR201, ART290, HUM112, ART298, ART267, HUM204, HUM318, CHIN301, KAM210, ART235, CHIN202, ART202, CHIN201, ART293, ART294, HUM203, MATH106, KAM209, ART282, ART266, ART261, ART264, ART284, ART263, HUM409, KOR301, HUM103, HUM410, HUM109, HUM102, ART260, HUM108, HUM411, HUM202, ART226, ART228, MATH294, CHIN302, ART289, ART296, ART281, HUM330, KOR202, HUM291, ART295, ART283, ART280, IKT318, PR414, GET304, GET305, GET306, GET307, GET314, GET315, GET316, GET317, GET324, GET325, GET326, GET334, GET335, GET336, GET344, GET345, GET346, GET354, GET355, GET364, GET374, GET384, GET394, GET404, GET405, GET406, GET414, GET415, GET416, GET424, GET425, GET426, GET434, GET436, ART271, ART201, ART221, ART222, ART223, ART224, ART225, ART251, ART252, ART291, ART292, FRE201, FRE202, FRE301, FRE302, FRE401, FRE402, GER201, GER202, GER301, GER302, GER401, GER402, HUM201, HUM211, JAP201, JAP202, JAP301, JAP302, RUS201, RUS202, RUS301, RUS302, SPAN201, SPAN202, SPAN301, SPAN302, IKT325, PR413, SPAN402, RUS402, ART285, ART286, RUS401, SPAN401, ART288, ISL483, ART297, HUM205, ART268, ART265, ART269,

# **Area Elective Course List**

AET 305	Area Elective Course	(0-0)5
AET 306	Area Elective Course	(0-0)6
AET 307	Area Elective Course	(0-0)7
AET 315	Area Elective Course	(0-0)5
AET 316	Area Elective Course	(0-0)6
AET 317	Area Elective Course	(0-0)7
AET 325	Area Elective Course	(0-0)5
AET 326	Area Elective Course	(0-0)6
AET 335	Area Elective Course	(0-0)5
AET 336	Area Elective Course	(0-0)6
AET 345	Area Elective Course	(0-0)5
AET 346	Area Elective Course	(0-0)6
AET 355	Area Elective Course	(0-0)5
AET 356	Area Elective Course	(0-0)6
AET 365	Area Elective Course	(0-0)5
AET 366	Area Elective Course	(0-0)6

AET 376	Area Elective Course	(0-0)6
AET 386	Area Elective Course	(0-0)6
AET 396	Area Elective Course	(0-0)6
AET 405	Area Elective Course	(0-0)5
AET 406	Area Elective Course	(0-0)6
AET 415	Area Elective Course	(0-0)5
AET 416	Area Elective Course	(0-0)6
AET 425	Area Elective Course	(0-0)5
AET 426	Area Elective Course	(0-0)6
AET 435	Area Elective Course	(0-0)5
AET 436	Area Elective Course	(0-0)6
AET 445	Area Elective Course	(0-0)5
ISL 310	Financial Markets and Institutions	(3-0)5
ISL 313	Managerial Skills for the 21st Century	(3-0)5
ISL 315	Personality and Organizational Psychology	(3-0)5
ISL 317	Human Resources Management	(3-0)5
ISL 320	Labor and Social Security Law	(3-0)5
ISL 323	Quantitative Decision Making Techniques	(3-0)5
ISL 352	Financial Literacy	(3-0)5
ISL 354	Worksheets and Computer Applications in Accounting	(3-0)5
ISL 371	Law of Obligations	(3-0)5
ISL 374	Digital Age and Industry 4.0.	(3-0)5
ISL 403	Organizational Power and Politics	(3-0)5
ISL 408	Introduction to Sustainability	(3-0)5
ISL 409	Entrepreneurship	(4-0)5
ISL 413	Auditing	(3-0)5
ISL 415	Contemporary Management Approaches	(3-0)5
ISL 416	International Marketing	(3-0)5
ISL 419	International Business	(3-0)5
ISL 421	Public Finance	(3-0)5
ISL 425	International Finance	(3-0)5

ISL 427	Risk Management	(3-0)5
ISL 428	Brand Management	(3-0)5
ISL 436	Supply Chain Management	(3-0)5
ISL 438	Securities Law	(3-0)5
ISL 440	Digital Marketing	(3-0)5
ISL 441	Interorganizational Relations	(3-0)5
ISL 442	Seminar	(3-0)5
ISL 446	Investment Analysis	(3-0)5
ISL 449	Consumer Behaviour	(3-0)5
ISL 451	Enterprise Resource Planning	(3-0)5
ISL 454	Services Marketing	(3-0)5
ISL 477	Business Simulations	(3-0)5
ISL 479	Management Information Systems	(3-0)5
ISL 480	Third Sector-Cooperative Enterprises	(3-0)5
ISL 488	Decentralized Finance and Crypto Assets	(3-0)5
ISL 491	CO_OP Practice I	(3-0)5
ISL 493	CO_OP Practice II	(3-0)5
ISL 495	CO_OP Practice III	(3-0)5
Course Descriptions		

# Course Descriptions

CMPE 185 Introduction to Computers and Information Systems (1-2)3

Fundamentals of information systems, system and application software; input, processing, storage, output and communication; exploring the windows environment; learning management systems; internet applications; use of applications software: word processing, spreadsheets and creating presentations, integrating and sharing information between

ENG 121 Basic English I (4-0)3

Vocabulary, structure and communicative skills at beginners level; various topics such as countries, nationalities, jobs, family, feelings, food and drink, colors and clothes and daily routines

ENG 122 Basic English II (4-0)3

Vocabulary, structure and communicative skills at beginners level; various themes such as transport, travel, dates, holidays, money, and shopping..

ENG 221 Basic English III (3-0)3

More vocabulary, structure and communicative skills at elementary level; various themes such as touristic

places, hotel services, life styles and daily routines, people and personality, food and drink and various cultural elements.

ENG 222 Basic English IV

(3-0)3

More vocabulary, structure and communicative skills at elementary level; various themes such as travel, places, appearance, plans, health, weather, phone conversations, and cultural elements.

ENG 321 Basic English for Occupational Purposes I

(3-0)3

Academic and job-related commucation skills; functions such as describing routines, people and jobs, talking about business gatherings, talking about obligations and permissions, asking for help and giving advice at work, and writing e-mails.

ENG 322 Basic English for Occupational Purposes II

(3-0)3

Academic and job-related commucation skills; functions such as pressure at work, budget, schedules and deadlines, interview techniques, discussing on academic qualifications, job skills, career development, making arrangements and writing e-mails.

HIST 101 Principles of Atatürk and History of Turkish Revolution I

(2-0)2

French Revolution; structure and geopolitic positioning of Ottoman Empire, reasons of its decline; Westernization movements, First and Second Constitutional Monarchy declarations; Libya and Balkan wars; First World War; period before the War of Independence, congresses, National Pact, establishment of Turkish Grand National Assembly.

HIST 102 Principles of Atatürk and History of Turkish Revolution II

(2-0)2

War of Independence; Lausanne Treaty; declaration of the Republic; removal of sultanic rule and caliphate; Atatürk's revolutions; establishment of national economy; Second World War, before and after; Turkish Republic after 1960.

HIST 201 History of Civilization

(3-0)3

A chronological order of the rise of civilizations from Sumer until the Scientific Revolution.

IKT 101 Introduction to Economics I

(3-0)5

Introduction to demand, supply and market price formation; household behaviour; elasticity; production process; profit maximizing firm behavior; different market types such as monopoly, perfect competition, oligopoly.

IKT 102 Introduction to Economics II

(3-0)5

Aggregate demand, aggregate supply, unemployment, inflation, aggregate expenditure, aggregate income models, fiscal policy, money demand, money supply, monetary policy, multiplier.

ISL 101 Introduction to Behavioral Science

(3-0)6

Thinking critically with behavioral science, exploring the biology of mind, discription of human diversity, sensation and perception, learning process and conditioning, the phenomenon of memory and memory construction, thinking and language, motivation and work, emotions, personality.

ISL 102 Introduction to Law (3-0)5

Basic concepts of law and preliminary matters, general legal concepts and institutions of law, overview of the Turkish Legal System, interaction of law and economics, interrelated areas, basic concepts of competition law.

ISL 111 Introduction to Business

(3-0)6

Fundamentals of business, global business, small business, forms of business, functions of business namely, management and organization, and information technology.

ISL 112 Introduction to Management

(3-0)6

Organization, teamwork, technology and information management, production, operations management, human resources, marketing, accounting and finance.

ISL 122 Quantitative Applications in Business

(3-0)6

Statistical data; application of various numerical methods and ways in business sector.

ISL 203 Principles of Accounting I

(3-0)6

Accounting concept, generally accepted accounting principles, accounting equation, accounting transaction, the accounts and recording process, balance sheet and income statement, all of the asset, equity, revenue and expense accounts transactions.

ISL 204 Principles of Accounting II

(3-0)6

Determination of quantity and value of all the assets and liabilities, month/year end transactions, trial balance, incorrect entries, detailed financial statements.

ISL 206 Organizational Behavior

(3-0)6

Organizational behavior in historical and global context, individuals in organizations, personality, motivation, groups, communication, leadership, conflict, organizational system, organizational structure, technology and job design, socio-technic system, organizational culture, organizational change and development.

ISL 209 Financial Mathematics

(3-0)6

Calculations on percentage, calculations related to cost, profit and sales, calculation of interest, annuities, debt repayment, internal and external discount, bond valuation, stock valuation and project evaluation.

ISL 213 Organization Theory

(3-0)5

Fundamental concepts of organization structure and design; the evolution of organization theory, organizational effectiveness, organizational structure and environment.

ISL 214 Quantitative Analysis

(3-0)5

Quantitative approaches to decision making; prior, posterior, pre posterior analysis; linear programming, transportation, assignment, network analysis, inventory models, queing models, Markov chains.

ISL 217 Business Law (3-0)5

The concept of enterprise law, dealer concept, mercantile affair, tradename, unfair trade.

ISL 241 Principles of Marketing

(3-0)5

Main principles of marketing, strategies, marketing environment, marketing mix, market segmentation and product life cycle.

ISL 242 Marketing Management

(3-0)5

Definition and explanation of basic concepts, consumer products, product mix, new product development, product lifecycle, distribution channels, promotion, advertising, sales management, pricing, elasticity.

ISL 292 Turkish Tax System

(3-0)5

Definition of the tax law, general rules of tax law, tax criminal law, tax execution law, tax judgment law and tax administration.

ISL 303 Financial Management I

(3-0)6

The cash flow, ratio analysis, the time value of money, stock and bond valuation, capital budgeting, project analysis, operating leverage.

ISL 304 Financial Management II

(3-0)6

Risk and return, cost of capital, financial leverage, capital structure, short-term financial planning.

ISL 308 Cost Accounting

(3-0)6

Fundamentals of cost accounting within an industrial organization, the cost accounting functions relative to materials, labor, and factory overhead, job order and process cost systems, cost allocation, standard costing systems, activity-based costing systems.

ISL 310 Financial Markets and Institutions

(3-0)5

Financial markets, financial institutions, financial instruments and role of financial instruments in the economy.

ISL 311 Production Management

(3-0)6

Operation strategy, product and service design, production and inventory management, quality management and quality control.

ISL 313 Managerial Skills for the 21st Century

(3-0)5

Self-management, personal financial management, time and stress management and organization skills, workplace etiquette/dress, ethics, politics and diversity, accountability and workplace relationships, communication and electronic communication, motivation, leadership and teams, conflict and negotiation,

networking, job search skills, resume preparation, interview techniques, career management.

ISL 315 Personality and Organizational Psychology

(3-0)5

Concepts of personality and organizational psychology; personality related issues such as attitude, motivation, perception; individuals within the work environment.

ISL 317 Human Resources Management

(3-0)5

Strategic human resource management, certain ethical, legal and social considerations, staffing, human resource development, compensation and benefits, safety and health, employee and labor relations.

ISL 320 Labor and Social Security Law

(3-0)5

The fundamentals and application fields of business law, individual and collective business law subjects.

ISL 323 Quantitative Decision Making Techniques

(3-0)5

Analytical modelling which will help decision making process, statistical analyzing techniques and decision models.

ISL 352 Financial Literacy

(3-0)5

Important financial statements such as balance sheet and income statement as well as conducting basic analysis.

ISL 354 Worksheets and Computer Applications in Accounting

(3-0)5

Main computer applications in the issues such as budgeting, cost-volume- profit analysis, consolidation, capital budgeting and time value of money applications.

ISL 364 Financial Statement Analysis

(3-0)5

The interpretation of the balance sheet and income statement, cash flow statement, statement of changes in stockholders? equity and conducting vertical analysis, trend analysis and ratio analysis.

ISL 365 Year End Accounting Procedures

(3-0)5

Preparation of the trial balances, year-end accounting transactions, closing entries and preparation of the main financial statements

ISL 371 Law of Obligations

(3-0)5

Concept of obligation, contracts as a source of debts, illicit act, unjust enrichment, fullfillments, responsibilities, types of contracts

ISL 374 Digital Age and Industry 4.0.

(3-0)5

Industry 4.0 components: big data, internet of things, augmented reality, robotic technologies, artificial

Business (Turkish) Program Curriculum and Course Description

intelligent, integrated systems, 3D Printer, cloud computing systems.

ISL 401 Managerial Accounting

(3-0)7

Theory and technique of cost determination under the job casting and process costing methods of cost finding, budgeting, cost-volume-profit analysis, analysis of financial statements, cost allocations, basics of accounting concepts.

ISL 402 Strategic Management

(3-0)7

Strategic planning of the business, scope, organization, coordination, application and control of activities of the business.

ISL 403 Organizational Power and Politics

(3-0)5

The political strategies within the organizational settings; relationship between power and politics.

ISL 408 Introduction to Sustainability

(3-0)5

What is sustainability; sustainability and related polices; climate and global change; environmental and resource economics; sustainable business practices; sustainability: ethics, culture, and history; sustainable development; sustainability indicators.

ISL 409 Entrepreneurship

(4-0)5

The nature, importance and history of entrepreneurship, the entrepreneurial mind, creativity, innovation and the business idea, marketing and financial planning, franchising, entrepreneurial strategy and strategic management in operations, entrepreneurship background of Turkey, changes in Turkish entrepreneurial features and activities, characteris

ISL 413 Auditing

(3-0)5

The nature and objectives of audit in general as well as audit procedures and techniques practiced today; the audit risks involved in various situations; how to audit the risk area of financial statements.

ISL 415 Contemporary Management Approaches

(3-0)5

This course is designed to provide deep knowledge regarding the ways organizations use different and contemporary managerial approaches and practices in order to gain, manage and sustain certain resources and compete within an uncertain environmental conditions

ISL 416 International Marketing

(3-0)5

Topics related to international marketing, definition of international markets, international marketing strategy and market entry methods, planning, implementing and controlling of product, price, place and promotion strategies for global marketplace.

ISL 419 International Business

(3-0)5

Instrumental concepts for understanding international business literature; globalization of markets and the internationalization of the firm; organizational participants that make international business happen; cultural environment of international business; ethics and international business; theories of international trade and investment; politica

ISL 421 Public Finance (3-0)5

The concept and the definition of the public finance, the relatioship between public finance and management, public income definition and arms, public income types, tax theory and its application.

ISL 425 International Finance (3-0)5

International monetary system, the International Monetary Fund (IMF), international liquidity, foreign exchange market, currency and interest rate derivative products, trade finance and international banking concepts.

ISL 427 Risk Management (3-0)5

Financial risk and the sources of risk, calculation and management of portfolio risk, exchange rate, interest rate and credit risk, traditional risk management methods, risk management instruments.

ISL 428 Brand Management (3-0)5

Definition of a brand, brand name, brand attributes, brand positioning, image building, the difference between brand image and brand identity, sources of brand identity, methods to build brand awareness, brand loyalty, brand association, the relationship between brand equity and customer equity.

ISL 436 Supply Chain Management (3-0)5

The basic SCM concepts include purchasing, manufacturing flow management, production, marketing, sales, distribution, customer relationship and service management, demand management, order fulfilment, supplier relationship management, IT, product development and commercialization, returns management from functional and process perspective.

ISL 438 Securities Law (3-0)5

Definition and properties of securities, securities law, legal attributes of securities, payment and demonstration, limitation.

ISL 440 Digital Marketing (3-0)5

The aspects of Internet, social media and mobile marketing that are most relevant to the marketing mix for 'Business to Business' (B2B), 'Business to Consumer' (B2C) and 'Not-for-Profit' marketing, communications and PR.

ISL 441 Interorganizational Relations (3-0)5

Relationships between the organizations; how these relationships may help organizations to increase their effectiveness within the competition; the effect of such relations on the creation of networks among the organizations.

ISL 442 Seminar (3-0)5

Main aspects of business research; the scientific approach and alternative approaches to research; the broad problem area and defining the problem statement; the critical literature review; theoretical framework and hypothesis development; elements of research design; data collection methods: introduction and interviews, observation, questionnaires

ISL 446 Investment Analysis (3-0)5

Risk and return relationship, portfolio theories and portfolio management, asset pricing models, derivative instruments.

# ISL 448 Marketing Research

(3-0)7

Definition and function of marketing research, marketing research process, identification of research problem and hypothesis proposal, data types and sources, identification of research models, exploratory research, descriptive research, causal research, sampling, measurement and scales, questionnaire design, descriptive data analysis, hypothesis

#### ISL 449 Consumer Behaviour

(3-0)5

Consumer actions, experiences, feelings, and judgement processes; consumer buying behavior and the theories concerning the factors affecting the consumer behavior process such as perception, motivation, demographics, culture, etc.

## ISL 451 Enterprise Resource Planning

(3-0)5

Introduction to ERP, ERP modules, ERP selection, ERP project management, ERP integration with supply chain management and customer relationship management.

# ISL 453 Investment Projects Analysis

(3-0)7

Conceptual basics of investment projects, main analysis in project development, project evaluation, risk analysis in project evaluation, other profitability and economic analysis.

## ISL 454 Services Marketing

(3-0)5

Differences between service products and manufactured goods, classification of services, positioning strategies and competition analysis, production perspective to service enterprises, place and capacity issues in service enterprises, service quality.

#### ISL 477 Business Simulations

(3-0)5

Designing a product, positioning, target market selection, capacity plans, process design, production planning, financing methods, financial table analysis, balanced scorecard

## ISL 479 Management Information Systems

(3-0)5

Information systems in today's global businesses, information systems organizations and strategy, corporate practices, e-commerce: digital markets, digital products, decision making, information systems building, managing projects, managing global systems.

#### ISL 480 Third Sector-Cooperative Enterprises

(3-0)5

Definition of 3rd sector cooperative enterprises, their relationship with other branches of science, the classification of cooperatives, their difference from other enterprises, the reasons for establishing cooperatives and establishment studies, contemporary cooperative enterprises, the place and importance of cooperatives in the economic system, management, planning, financing, audit.

#### ISL 488 Decentralized Finance and Crypto Assets

(3-0)5

Bitcoin and cryptoassets functioning, importance, effects on financial and economic structure, legal regulations, blockchain technology and crypto assets accounting.

Business (Turkish) Program Curriculum and Course Description

ISL 491	CO_OP Practice I	(3-0)5
xxxx		
ISL 493	CO_OP Practice II	(3-0)5
xxxx		
ISL 495	CO_OP Practice III	(3-0)5
XXXX		
MATH 105	Introduction to Calculus (Turkish)	(3-0)5

Basic algebra, graphs, functions and their graphs, equations and inequalities, polynomials and rational functions, exponential and logarithmic functions, system of equations, matrices, determinants.

TURK 401 Turkish Language I (2-0)2

Languages and their classification; history of Turkish language, its spread over the world and its place among other languages; Turkish language in the republic era; orthography; expressions; foreign words, suffixes and prefixes; punctuation; language and verbalism.

TURK 402 Turkish Language II (2-0)2

Written expression and its genres; bibliography; sentence structure and types; misexpression; verbal expressions.