



ULUSLARARASI
FINAL ÜNİVERSİTESİ

FINAL INTERNATIONAL UNIVERSITY
DEPARTMENT COURSE CATALOGUE

PROGRAM RECORD

Department	Business Administration
Faculty	Faculty of Economics, Administrative Sciences

Category		Associate Degree	X	Undergraduate		Postgraduate		Postgraduate (Thesis)		PhD

PROGRAM CATALOGUE

Semester	Reference code	Course code	Course name	Course category	Credit			Pre-requisite	ECTS
					L	P	C		
1		MGMT101	Introduction to Business I	Faculty Mandatory	3	0	3		6
1		ECON101	Introduction to Economics I	Faculty Mandatory	3	0	3		6
1		MATH111	Mathematics for Business I	Faculty Mandatory	3	0	3		6
1		COMP111	Information Technologies I	University Common	3	1	3		6
1		ENGL111	Academic English I	University Common	3	0	3		6
Total Credit							15		30
2		ECON102	Introduction to Economics II	Faculty Mandatory	3	0	3	ECON101	6
2		MGMT102	Introduction to Business II	Field Mandatory	3	0	3	MGMT101	6
2		COMP112	Information Technologies II	University Common	3	0	3	COMP111	5
2		MATH112	Mathematics for Business II	Faculty Mandatory	3	0	3	MATH101	6
2		ENGL112	Academic English II	University Common	3	0	3	ENGL101	5
2		HIST100/ TURK100	History of Turkish Republic/Turkish	University Common	2	0	2		2
Total Credit							17		30

3		ACCT201	Principles of Accounting I	Faculty Mandatory	3	0	3		6
3		STAT211	Business Statistics I	Faculty Mandatory	3	1	3	MATH101	6
3		MGMT201	Management and Organizations	Field Mandatory	3	0	3		6
3		MGMT203	Behavioral Science	Field Mandatory	3	0	3		6
3		MGMT205	Business Law	Field Mandatory	3	0	3		6
Total Credit							15		30
4		ACCT202	Principles of Accounting II	Field Mandatory	3	0	3	ACCT101	6
4		STAT212	Business Statistics II	Field Mandatory	3	1	3	STAT111	6
4		MGMT202	International Commerce	Field Mandatory	3	0	3		6
4		MGMT204	Business Communication	Field Mandatory	3	0	3		6
4		MGMT206	Entrepreneurship	Field Mandatory	3	0	3		6
Total Credit							15		30
5		MARK301	Principles of Marketing	Field Mandatory	3	0	3		6
5		FINA301	Fundamentals of Corporate Finance	Field Mandatory	3	0	3		6
5		MGMT301	Production and Operation Management	Field Mandatory	3	0	3		6
5		MGMT303	International Business	Field Mandatory	3	0	3		6
5		MGMT305	Management Information System	Field Mandatory	3	0	3		6
Total Credit							15		30
6		MGMT302	Quantitative Analysis for Management	Field Mandatory	3	1	3	STAT212	6
6		MGMT304	Organizational Behavior	Field Mandatory	3	0	3		6
6		MGMT306	Human Resource Management	Field Mandatory	3	0	3		6
6		FINA302	Money and Banking	Field Mandatory	3	0	3		5
6		MGMT300	Internship - 30 calendar days	Field Mandatory	0	0	0		1
		NTE-XXX	External Elective I	University Selective	3	0	3		6
Total Credit							15		30

7		MGMT401	Financial Analysis	Field Mandatory	3	0	3	ACCT202	6
7		MGMT403	Research Methods	Faculty Mandatory	3	0	3		6
7		NTE-XXX	External Elective II	University Selective	3	0	3		6
7		TE-XXX	Internal Elective I	Field Selective	3	0	3		6
7		TE-XXX	Internal Elective II	Field Selective	3	0	3		6
Total Credit							15		30
8		ECON402	Managerial Economics	Field Mandatory	3	0	3		6
8		MGMT402	Strategic Management	Field Mandatory	3	0	3		6
8		MGMT404	Customer Relation Management	Field Mandatory	3	0	3		6
8		TE-XXX	Internal Elective III	Field Selective	3	0	3		6
8		NTE-XXX	External Elective III	University Selective	3	0	3		6
Total Credit							15		30

SELECTIVE COURSES

	Course Code	Course Name	Credit			ECTS
			L	P	C	
1.	MGMT410	Insurance & Risk Management	3	0	3	6
2.	MGMT411	Non-Governmental Organizations	3	0	3	6
3.	MGMT412	Corporate Governance & Family Business	3	0	3	6
4.	MGMT413	Small Business Seminar	3	0	3	6
5.	MGMT414	Contemporary Issues in Business	3	0	3	6
6.	MGMT415	Project Evaluation and Investment Management	3	0	3	6
7.	MGMT416	Supply Chain and Management	3	0	3	6
8.	MGMT417	Cross Cultural Studies in Organizations	3	0	3	6
9.	MGMT418	Workshop in Export and Import	3	0	3	6
10.	MGMT419	Consumer Behavior	3	0	3	6
11.	MGMT420	Logistic Management	3	0	3	6
12.	MGMT421	Leadership and Organizational Culture	3	0	3	6
13.	MGMT422	Service Quality Management	3	0	3	6
14.	MGMT423	Investment Management	3	0	3	6
15.	MGMT424	Business Ethics	3	0	3	6

		Total		
		Count	Credit	ECTS
All courses		41	122	240
University common courses		5	14	30
Field mandatory courses		20	66	120
Field selective courses		3	9	18
Faculty mandatory courses		8	24	48
University mandatory courses				
University selective courses		3	9	

Semester	1	2	3	4	5	6	7	8	Average
Number of courses	5	6	5	5	5	5	5	5	5.125
Total credits	15	17	15	15	15	15	15	15	15.25
Total ECTS	30	32	30	30	30	30	30	30	30

COURSE DESCRIPTIONS

1.	Course code: MGMT101	Course title: Introduction to Business I
	Course outline: In this course, students will explore all of the primary disciplines in business on an introductory level: economics, human resource management, finance options, managerial accounting principles and marketing strategies. At the end of this course, a student will be able to understand the business system, global context of business, conduct business ethically and responsibly.	
	Credits: 3	Pre-requisites:
	Category: Faculty Mandatory	Teaching language: English
		ECTS:
		Keywords:
2.	Course code: ECON101	Course title: Introduction to Economics I
	Course outline: This course introduces students to the key concept and topic of microeconomics such as demand and supply, elasticity, utility, preferences, production, costs, perfect competition, monopoly, monopolistic competition, oligopoly and factor markets.	
	Credits: 3	Pre-requisites:
	Category: Faculty Mandatory	Teaching language: English
		ECTS:
		Keywords:
3.	Course code: MATH111	Course title: Mathematics for Business I
	Course outline: This course is designed for Business and Economic students. Topics include the review of linear and non-linear functions and models (including cost, revenue, profit, demand and supply), solving linear and non-linear systems of equations, matrices, linear programming, difference equations and mathematics of finance	
	Credits: 3	Pre-requisites:
	Category: Faculty Mandatory	Teaching language: English
		ECTS:
		Keywords:
4.	Course code: COMP111	Course title: Information Technologies I
	Course outline: Introduction to information technology and its significance for business, economics, and society. Understanding how computers work, introducing fundamental concepts relating to hardware, software, central processing unit, input and output, storage, networks and internet. Basic PC, Windows, and MS Office skills, and intermediate-level Word and PowerPoint skills.	
	Credits: 3	Pre-requisites:
	Category: University Common	Teaching language: English
		ECTS:
		Keywords:

5.	Course code: ENGL111	Course title: Academic English I	
	Course outline: ENGL 111 is a first semester freshman academic English course. It is designed to help students improve the level of their English to B1 level, as specified in the Common European Framework of Reference for Languages. The course connects critical thinking with language skills and incorporates learning technologies such as Moodle. The purpose of the course is to consolidate students' knowledge and awareness of academic discourse, language structures and lexis. The main focus will mainly be on the development of productive (writing and speaking) and receptive (reading) skills in academic settings.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: University Common	Teaching language: English	Keywords:

6.	Course code: ECON102	Course title: Introduction to Economics II	
	Course outline: This course examines the differences between the economy in the short run and in the long run. A number of macroeconomic models, determination of national income, problems of inflation, unemployment and growth are considered, and the results are used to conduct macroeconomic policy discussion on stabilization policies and government debt. By the end of this module, the students will be able to understand, the relationships between different economic variables, presentation of economic issues with graphs, tables and essays, identify economic issues both in theory and practice		
	Credits: 3	Pre-requisites: ECON 101	ECTS:
	Category: Faculty Mandatory	Teaching language: English	Keywords:

7.	Course code: MGMT102	Course title: Introduction to Business II	
	Course outline: This course will enable the student to learn about the stock market, personnel management, leadership and motivational techniques. This course is a survey of the functions of business, role of motivation and leadership leadership, a comparison of the forms or organizations and methods of administration and the interdependence of production, distribution and finance in modern business		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

8.	Course code: COMP112	Course title: Information Technologies II	
	Course outline: Introduction to business applications of information technology and related issues, including electronic commerce, computer security and privacy, database management systems, programming languages, systems analysis and design, and expert systems. Intermediate-level Windows and MS Office skills, and advanced-level Excel skills.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: University Common	Teaching language: English	Keywords:

9.	Course code: MATH112	Course title: Mathematics for Business II	
	Course outline: The main objective of the course is to provide the mathematical background needed for the solution of business and economics problems. Subjects are supported by some selected real life application problems.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Faculty Mandatory	Teaching language: English	Keywords:

10.	Course code: ENGL112	Course title: English II	
	Course outline: ENGL 112 is a second semester freshman academic English course. It is designed to help students improve the level of their English to B2 level, as specified in the Common European Framework of Reference for Languages. The course connects critical thinking with language skills and incorporates learning technologies such as Moodle. The purpose of the course is to consolidate students' knowledge and awareness of academic discourse, language structures and lexis. The main focus will mainly be on the development of language skills in reading, writing, listening and speaking and the improvement of general academic study skills necessary in an academic setting.		
	Credits: 3	Pre-requisites: ENGL 101	ECTS:
	Category: University Common	Teaching language: English	Keywords:

11.	Course code: TURK100	Course title: Turkish	
	Course outline: The course takes an integrated skills approach to teaching oral and written communications. It introduces language grammars at a basic level for students who are taking Turkish course for the first time.		
	Credits: 2	Pre-requisites:	ECTS:
	Category: University Common	Teaching language: Turkish	Keywords:

12.	Course code: HIST100	Course title: History of Turkish Republic	
	Course outline: A general survey of Turkish history from about the mid-19th century until World War II with a particular focuses on the early Republican era. A comparative and analytical account of Westernization and Ottoman reform attempts, the economic and social transformations, diplomacy and foreign policy, World War I, the rise of Turkish nationalism, social, economic and cultural reforms in the 1920s and 1930s with special emphasis on the Kemalist principles.		
	Credits: 2	Pre-requisites:	ECTS:
	Category: University Common	Teaching language: Turkish	Keywords:

13.	Course code: ACCT201	Course title: Principles of Accounting I	
	Course outline: This course revisits topics covered in Financial Accounting, with a focus on the asset side of the balance sheet: Cash, accounts and notes receivable, inventory, marketable securities, equity investments, and intangibles. The course also covers revenue and expense recognition issues, and generally accepted accounting principles that affect the format and presentation of the financial statements.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Faculty Mandatory	Teaching language: English	Keywords:

14.	Course code: STAT211	Course title: Business Statistics I	
	Course outline: Business Statistics is the science of collecting, organizing, and summarizing data to provide Information, stated in numerical form, for the purpose of making objective business decisions. Descriptive statistics, sampling, sampling size estimation, hypothesis testing will be the focus of the course.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Faculty Mandatory	Teaching language: English	Keywords:

15.	Course code: MGMT201	Course title: Management and Organization	
	Course outline: An examination of the four functions of management (planning, organizing, leading, and controlling) with emphasis on the application of management concepts and theories to achieve organizational goals. The aim is to develop strategies, goals, and objectives to enhance performance and sustainability. Topics include ethics, social responsibility, globalization, and change and innovation.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

16.	Course code: MGMT203	Course title: Behavioral Science	
	Course outline: The main goal of this course is to bring together perspectives of psychology and sociology. This course introduces the students behavioral of societies, groups, and individuals, behavior at work, interpersonal relationships, well being and health of others to show empathy to others.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

17.	Course code: MGMT205	Course title: Business Law	
	Course outline: Introduces the sources and basic principles of the law as it relates to business, the Constitution, sources of the law, business ethics; and studies a variety of applications of the law in contracts, torts, agency, and government regulation of business.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

18.	Course code: ACCT202	Course title: Principles of Accounting II	
	Course outline: This course examines the principles, techniques, and uses of accounting in the planning and control of business organizations from a management perspective. Identified are the budgetary process and related performance evaluation techniques, cost-volume-profit relationship, product costing methods, Just-In-Time (JIT) manufacturing, and Activity Based Costing (ABC). Related theory and application will also be reviewed.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

19.	Course code: STAT212	Course title: Business Statistics II	
	Course outline: The aim of this course is to familiarize students with the basic concepts and techniques in statistics. To enhance the analytical skills of students to interpret data and to produce information for decision making in functional areas of business and economics. To help students think statistically and to motivate students to study furthers in areas of challenge offered by statistics.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

20.	Course code: MGMT202	Course title: International Commerce	
	Course outline: The course focus on the trade theories (no trade model, Ricardian model, Heckscher-Ohlin theory, factor price equalization theorem, Stolper Samuelsen theorem, Rybczynski Theorem), international trade and its importance, compare the free trade with autharky, and policy implications.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

21.	Course code: MGMT204	Course title: Business Communication	
	Course outline: This course will provide an introduction to business writing and speaking with a particular emphasis on grammar, sentence structure, thought formation, and presentation skills. Class activities will emphasize communication in real-world business situations and enable students to begin developing their ability to write and speak effectively in the workplace. By the end of this module, the students will be able to ddevelop their skills in verbal and nonverbal communication, communicate in teams, compose different kinds of business messages, preparing CVs and interviewing for jobs.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

22.	Course code: MGMT206	Course title: Entrepreneurship	
	Course outline: This course is designed to help students evaluate the business skills and commitment necessary to successfully operate an entrepreneurial venture and review the challenges and rewards of entrepreneurship. Student will be able to recognize the entrepreneurial potential within them and others in their environment, appreciate the role of entrepreneurship within society, at the level of the organization, and in their own personal life, understand the process nature of entrepreneurship, and ways to manage the process.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

23.	Course code: MARK301	Course title: Principles of Marketing	
	Course outline: An understanding of consumer decision processes is developed through application of behavioral sciences. Organizational decision-making processes are also considered. The main subjects of this course are market segmentation, product development policies and methods, distribution decisions, and international marketing. Students develop an understanding of the theories and techniques of planning, conducting, analyzing and presenting market studies.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

24.	Course code: FINA301	Course title: Fundamentals of Corporate Finance	
	Course outline: This course presents basic principles of corporate finance and develops tools for financial decisions and valuation in the presence of uncertainty, imperfect information, and conflicting incentives among stakeholders.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

25.	Course code: MGMT301	Course title: Production and Operation Management	
	Course outline: This course covers the translation of product and services requirements into facilities, procedures, and operating organizations. Includes product design, production alternatives, facilities location and layout, resource requirements planning, quality control, and project management.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

26.	Course code: MGMT303	Course title: International Business	
	Course outline: This course provides an overview of the international businesses, economic development and international trade theories, social, political, economical and cultural differences and their importance, international marketing, international dimension of management, importing and exporting activities, country risk analysis and product differentiation.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

27.	Course code: MGMT305	Course title: Management Information System	
	Course outline: Business information systems study examines how to bring about business benefits through technology-enabled change while recognizing the role of people in this process. On this course topics include fundamentals of MIS, computing, algorithms and data structures, database management, application of MIS and simulation of MIS will be covered and the students will gain the knowledge and experience required to help businesses and organizations react to new challenges with the right technology.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

28.	Course code: MGMT302	Course title: Quantitative Analysis for Management	
	Course outline: This course provides students to improve their skills in observing and reporting. They will learn how to collect data, describe, categorize and analyze them. Computer packages for data analysis will be used as well.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

29.	Course code: MGMT304	Course title: Organizational Behavior	
	Course outline: The study of human behavior in organizations. Emphasizes theoretical concepts and practical methods for understanding, analyzing, and predicting individual, group, and organizational behavior. Topics include work motivation, group dynamics, decision making, conflict and negotiation, leadership, power, and organizational culture. Ethical and international considerations are also addressed.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

30.	Course code: MGMT306	Course title: Human Resource Management	
	Course outline: An introduction to the human resources function and related elements and activities. The course outlines the roles and functions of members of the human resources department, as well as educating others outside human resources, in how their roles include human resources-related activities. The student will learn about the evolution in human resources management. Topics cover personal planning, performance management and appraisal, managing employee retention, pay for performance etc.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

31.	Course code: FINA302	Course title: Money and Banking	
	Course outline: This course offers analysis of monetary theories, importance and structure of the financial system, functions of money, money supply and money demand, determination of interest rate, monetary and fiscal policies and its effects, money and inflation and applications.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

32.	Course code: NTE-XXX	Course title: External Elective I	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: University Selective	Teaching language: English	Keywords:

33.	Course code: MGMT401	Course title: Financial Analysis	
	Course outline: This course focuses on practical application of financial statements such as creating a financial statement, evaluating it, cash flow projections, developing budget to make better business decisions for different investment models and projects.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

34.	Course code: MGMT403	Course title: Research Methods	
	Course outline: Research Methods introduces students to foundational issues of social scientific research. Students will examine the strengths and weaknesses of major quantitative and qualitative data collection techniques as well as the processes involved in planning and executing such projects.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Faculty Mandatory	Teaching language: English	Keywords:

35.	Course code: NTE-XXX	Course title: External Elective II	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: University Selective	Teaching language: English	Keywords:

36.	Course code: TE-XXX	Course title: Internal Elective I	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Selective	Teaching language: English	Keywords:

37.	Course code: TE-XXX	Course title: Internal Elective II	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Selective	Teaching language: English	Keywords:

38.	Course code: ECON402	Course title: Managerial Economics	
	Course outline: Analysis of the management processes associated with resource acquisition and allocation will be covered in this course. This course covers theories of demand, production, cost and pricing, basic estimating techniques with emphasis on applications and the forecasting of business and financial conditions for optimal decisions. Quantitative methods are also stressed.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

39.	Course code: MGMT402	Course title: Strategic Management	
	Course outline: Strategic management introduces students to foundational issues of strategic management, strategy formulation, portfolio analysis, growth strategies, stability strategies, collaborative strategies, and implementing the strategic plan. Students will be able to understand the key concepts and principles of strategy formulation and competitive analysis, use analytical skills, tools and techniques for analyzing a company strategically, build on and integrate ideas, concepts, and theories from previously taken functional courses such as Accounting, Finance, and Marketing and think critically and strategically.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

40.	Course code: MGMT404	Course title: Customer Relation Management	
	Course outline: This course introduces students how to develop customer loyalty in businesses. Main topics covered in the course include customer loyalty and discussing its benefits, CRM types, goals and process, preparation and implementation of a cost efficient CRM program, automated system and eCRM.		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Mandatory	Teaching language: English	Keywords:

41.	Course code: TE-XXX	Course title: Internal Elective III	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: Field Selective	Teaching language: English	Keywords:

42.	Course code: NTE-XXX	Course title: External Elective III	
	Course outline:		
	Credits: 3	Pre-requisites:	ECTS:
	Category: University Selective	Teaching language: English	Keywords: