

T.R.
ISTANBUL UNIVERSTY
SCHOOL OF BUSINESS CURRICULUM FORM
Syllabus

1st Semester

COURSE NAME / ECTS/CREDITS	INTRODUCTION TO BUSINESS / 4ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (1. Semester)
CONTENT	This course basically presents an overview of the business enterprise in terms of an economic unit rather through the general managers' point of view. All business functions, business types and environmental factors will be introduced in this course in order to maintain a conceptual framework of business.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	ASST.PROF. MURAT YAŞLIOĞLU E-mail: muratyas@istanbul.edu.tr, Ext: 18287

COURSE NAME/ECTS/CREDITS	BASIC MATHEMATIC I / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (1st. Semester)
CONTENT	Numbers, Equations, Polynom Functions, Linear Functions, Slope and Lines, Total Revenue and Total Cost Functions / Demand and Supply Functions, Break-Even Analysis, Quadratic Equations and Inequalities, Exponential and Logarithmic Functions, Limits and Continuity, Differentiation and Applications of Differentiation, Differentiation as the rate of change, Elasticity of Demand, Optimization, Maximum and Minimum points, Graphs, Asymptots.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Esma Nur Çinicioglu, Assistant Professor, PhD, esmanurc@istanbul.edu.tr, 18301

COURSE NAME / ECTS/CREDITS	INTRODUCTION TO ACCOUNTING / 7 ECTS
FACULTY /DEPARTMENT	School of Business
SEMESTER	FALL (1st. Semester)
CONTENT	Basic concepts of accounting and examples related to general accepted accounting principles/ Basic concepts of accounting and examples related to general accepted accounting principles/ Accounting for transactions and salary/ Preparing income statement of service companies/ Income statement of merchandising companies, concepts of purchase cost and cost of goods sold/ Accounting for purchase and selling transactions, returns and allowances/ Discounts, freight, advances and VAT/ Recognition and recording of revenues and expenses/ Computing and recording doubtful accounts/ Fixed assets and depreciation, depletion and amortization/ Inventory valuation methods/ Closing entries
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	PROF.DR.Göksel YUCEL / (gokselyucel@istanbul.edu.tr / 0212 473 70 70 - 18315)

COURSE NAME/ECTS CREDITS	MICRO ECONOMICS /4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (1st. Semester)
CONTENT	The course consist of basic principles of economics, thinking like an economist, the market forces of supply and demand, elasticity and it application, supply, demand and government policies, firm behavior and the organization of industry : the cost of production, firms in competitive market, monopoly, monopolistic competition, oligopoly.
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Prof.Dr. Mithat Zeki DİNÇER / mzdincer@istanbul.edu.tr , 0212 440 03 52

COURSE NAME/ECTS CREDITS	BUSINESS COMMUNICATION AND REPORTING INIS 1074 / 3 CREDITS
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (1st. Semester)
CONTENT	<p>The course focuses on communication styles and reporting techniques in organizational settings. The subjects of the course are as followed:</p> <p>The Importance of Communication in Business / Communication Process and Variables in Communication / Characteristics of Effective Communication / Nonverbal Communication, Reporting Techniques: Report Planning / Delivering Presentation / Providing Visual Aids to Presentations / Preparing Research Plan: Report Writing / Communication in Small Groups / Interviews as Management Tool / Writing Interview Report / Communication and Conflict / Effective Listening as a Tool for Communication / Cultural Differences: International Communication.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 (Ext: 18289)

COURSE NAME/ECTS CREDITS	FOREING LANGUAGE I / 2 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (1st. Semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	

2nd Semester

COURSE NAME/ECTS CREDITS	MACRO ECONOMICS /4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (2nd. Semester)
CONTENT	This course consist of basic principles of macroeconomics as measuring a nations income and the situation in Turkey, production and growth, consumption , saving, investment, the monetary system, money, growth and inflation, function of the central bank, basic concepts of open – economy macroeconomics.
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Prof.Dr. Mithat Zeki DİNÇER / mzdincer@istanbul.edu.tr , 0212 440 03 52

COURSE NAME/ECTS CREDITS	BEHAVIORAL SCIENCES INIS 1031 / 4 CREDITS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (2nd. Semester)
CONTENT	The content of the course includes focusing on the dynamics of individual behavior in organizations with a multi-disciplined approach. The subjects of the course are as followed: Fundamentals of Behavioral Sciences / Perception / Emotions and Memory / Learning / Motivation / Attitude / Personality / Individual Differences / Stress / Coping / Groups / Social Institutions / Power / Leadership
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Assist. Prof. Güven ORDUN guven.ordun@istanbul.edu.tr / 0212 473 70 70 (Ext: 18402)

COURSE NAME/ECTS Credits	BASIC MATHEMATIC II / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (2. Semester)
CONTENT	Optimization, Maximum and Minimum points, Indefinite Integrals, Integration Techniques, Definite Integral, Area between Curves, Consumer and Producer Surplus, Improper Integral, Sequences, Arithmetic and Geometric Series, Series and Convergence, Time Value of Money, Compound Interest, Present Value, Annuities, Power Series
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Esma Nur Çinicioğlu, Assistant Professor, PhD, esmanurc@istanbul.edu.tr, 18301

COURSE NAME / ECTS Credits	MEASUREMENT AND VALUATION IN ACCOUNTING / 6 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (2nd. Semester)
CONTENT	Accounting cycle (Review)/How to Prepare Financial Statements in An Environment of Incomplete Accounting Records/Preparing balance sheet with incomplete information/IFRS & Turkish GAAP, Uniform Chart of Accounts, Basic Tax Accounting/Accounting For Cash and Cash Equivalents/Accounting For Receivables/Accounting For Inventories/Accounting For Tangible Assets and Depreciation/Accounting for Investment Property/Accounting For Goodwill and Other Intangible Assets and Amortization/Cash Flow Statement
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Professor Fatih YILMAZ, PhD (fatihyil@istanbul.edu.tr /0212 473 70 70 – 18246)

COURSE NAME/ECTS CREDITS	FOREING LANGUAGE II / 2 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (2nd. Semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	

3rd semester

COURSE NAME/ECTS CREDITS	INTRODUCTION TO STATISTICS /5 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	This course includes; <ul style="list-style-type: none">- The phase of scientific research,- The collection of information for scientific research, describes how to do the assessment of the organization and presentation,- Measures of the deviation, proportion, mean, variance, skewness and kurtosis,- Probability and probability distribution,- Confidence interval estimation (mean and proportion),- Determination of sample size,- SPSS application.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Assoc. Prof. Bilge ACAR BOLAT (bacar@istanbul.edu.tr)(0212 4737070)

COURSE NAME/ECTS Credits	BUSINESS MATHEMATICS / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	Matrices and Vectors (Matrix Addition and Scalar Multiplication), Matrix Multiplication and Method of Reduction, Determinant and Inverse Matrix, Cramer's Rule, Linear Equations Systems and Solutions, Input-Output Analysis, Graphic solution of Linear Programming Problem, Simplex Method Solution of Linear Programming Problem, Duality and Sensivity Analysis of Linear Programming Problem
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Esma Nur Çinicioğlu, Assistant Professor, PhD, esmanurc@istanbul.edu.tr , 473 7070

COURSE NAME/ECTS CREDITS	COMPUTER APPLICATIONS IN BUSINESS/4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	Our goal is to cover a wide variety of basic spreadsheet models that can be used to solve business problems. At the end of the class student will be learnt basic spreadsheet logic.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Doç.Dr.Seyhan Nişel (sipahi@istanbul.edu.tr) (0212 4737070)

COURSE NAME / ECTS Credits	CASE STUDIES IN FINANCIAL ACCOUNTING / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	The nature and purpose of accounting/Cash basis vs accrual basis/Financial assets/Tangible and intangible assets/Liabilities/Revenue recognition/Financial statement and financial statement analysis
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor N. Nalan ALTINTAŞ, PhD (nyakar@istanbul.edu.tr / 0212 473 70 70 - 18178)

COURSE NAME/ECTS Credits	CONSUMER BEHAVIOR / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	Topics such as Place and Significance of Consumer Behavior within the Marketing, Consumer Researches, Factors that Effect Consumer Behavior, New Product Development and Spread of Innovations, Consumer Process of Taking Decisions, Consumer Rights in the EU Process and Protection of the Consumers will be dealt within the scope of the course.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. ZEHRA BOZBAY
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	zehrat@istanbul.edu.tr

COURSE NAME / ECTS	MANAGEMENT & MUSIC / 5 ECTS/ (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	This course first explains the functions of management process and attributes of leadership. It also presents the relationship between management science and art of music. Moreover, the attributes of Western and Turkish music styles and their interrelations are discussed. Basic music instruments, solfege, clefs, and audio ranges in Western music are also presented.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	ASSOC.PROF. MUHTEŞEM BARAN E-mail: muhtesem@istanbul.edu.tr, Ext: 18302

COURSE NAME/ECTS CREDITS	RESEARCH TECHNIQUES IN SOCIAL SCIENCES INIS 2099 / 5 CREDITS / (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	The course focuses on statistical techniques as a tool of research in social sciences. The subjects of the course are as followed: Introduction to Research Techniques in Social Sciences / Research Design / Data Collection Methods / Data Collection / Sampling and Hypothesis Testing / Scales of Measurement / Reliability and Validity / Data Analysis and Interpretation / Validity and Reliability / Measuring Attitudes, Perceptions, and Preferences / Measuring Ability, Personality, and Culture / Data Analysis: Parametric and Nonparametric Measures / Data Analysis: Tests of Differences / Data Analysis: Tests of Relations and Effects / Applied Research
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Assist. Prof. Güven Ordun gordun@istanbul.edu.tr / 0212 473 70 70 (Ext: 18402)

COURSE NAME/ECTS/ CREDITS	MONEY AND BANKING / 5 ECTS / (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	The role of Money and credit in modern capitalist economies. Financial aspects of the process of economic growth, with an emphasis on orthodox and heterodox monetary theory and policy. Historical evolution of Money and banking.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Dr. Ahmet Kerem ÖZDEMİR keremozd@istanbul.edu.tr . 0212 473 70 70 /18228

4th Semester

COURSE NAME/ECTS CREDITS	ORGANIZATION AND MANAGEMENT /4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	This course will draw a comprehensive outline concerning the managerial issues and the organizational structure of a business enterprise. The main objective will be to provide a solid foundation of knowledge of core management topics. Management theories and the organizational environment will be revised prior to an overview of the functions of management in details.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. AYKUT BERBER aykutberber.tr@gmail.com 02124737070

COURSE NAME / ECTS CREDITS	INTRODUCTION TO BUSINESS FINANCE/ 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	Finance Function / Financial Goal / Financial System and Markets / Financial Ratios / Ratio Analysis / Breakeven-point analysis, Operating Leverage / Financial Leverage, Combined Leverage / Financial Planning / Proforma Balance Sheet and Income Statement / Cash Budgeting / Working Capital Management / Inventory Management
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Asst. Prof. Dr. Tülin Atakan atakant@istanbul.edu.tr 0212 473 70 70 /18336

COURSE NAME/ECTS CREDITS	STATISTICAL ANALYSIS/5 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	<p>This course includes;</p> <ul style="list-style-type: none"> - Sampling theory and hypothesis testing, - One sample mean, proportion, variance test and more than two sample average, proportion, variance tests, - Chi-square independent tests, - Simple regression and correlation analysis, - Multiple regression and correlation analysis, - Time series analysis (decomposition and exponential smoothing), - SPSS application.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	<p>Assoc. Prof. Bilge ACAR BOLAT (bacar@istanbul.edu.tr) (0212 4737070)</p>

COURSE NAME/ECTS CREDITS	ORGANIZATIONAL BEHAVIOR INIS 2080 / 4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	<p>The content of the course includes examining individual behavior in general and individual behavior in groups and focusing on the antecedents and outcomes of employee behavior in organizational settings. The subjects of the course are as followed:</p> <p>Fundamentals of Organizational Behavior / Personality and Values / Motivation / Perception / Attitudes and Job Satisfaction / Group Behavior / Teamwork / Decision making and problem solving / Leadership / Conflict and Negotiation / Organizational Change / Organizational Culture / Organizational Behavior in Multinational Organizations.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	<p>Assist. Prof. Güven Ordun gurdun@istanbul.edu.tr / 0212 473 70 70 (Ext: 18402)</p>

COURSE NAME / ECTS CREDITS	FINANCIAL REPORTING / 6 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	Introduction: Principles, Rules, Standards in/Accounting and Financial Reporting/Cash Flow Statements/Accounting for Leases/Measurement (Valuation) of Assets, Revaluation of Tangible Assets and Intangible Assets/Accounting for Contracts/Long/Term Security Investments/Long Term Share Investments/Consolidation of Financial Statements/Mergers and Acquisitions/Contingent Assets, Contingent Liabilities and Provisions/Accounting for Deferred Taxes/Documents Used in Accounting and Financial Reporting, VAT (Value Added Tax), Special Practices/Statement of Changes in Owners' Equity
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	PROF.DR.Recep PEKDEMİR / (pekdemir@istanbul.edu.tr / 0212 473 70 70 - 18241)

COURSE NAME/ECTS Credits	PROBABILISTIC AND DETERMINISTIC MODELS IN DECISION SCIENCES / 5 ECTS/ (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	Introduction to Decision Theory,Decision Trees,Sensitivity Analysis,Markov Analysis,Waiting Line Models, Simulation, Types of Simulation, Monte Carlo Method,Selected Game theory applications, Non-linear programming, Transportation and Assignment Problems
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Esma Nur Çinicioğlu, Assistant Professor, PhD, esmanurc@istanbul.edu.tr

COURSE NAME / ECTS CREDİTS	MODERN PRODUCTION SYSTEMS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	Cellular, agile, lean and Toyota Production Systems, Theory of constraints and enterprise resource planning.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME/ECTS CREDITS	SOCIAL RESPONSIBILITY AND ETHICS INIS2117 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	<p>Course focuses on ethical behavior and social responsibility issues. The subjects of the course are as followed:</p> <p>Essentials of Social Responsibility and Ethics / National and International Standards in Competition and Contemporary Responsibilities about Stakeholders / Interest Conflicts / Honesty and Integrity Issues in Work Settings / Decision Making Process / Individual and Institutional Perspectives of Business Ethics / Strategy, Performance Measurement and Ethics / Case Study on Ethical Dilemmas / Social Investment / Corporate Social Responsibility / Sustainability / Non Profit Organizations and Ethical Issues / Presentations of Social Responsibility Projects</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	<p>Assist. Prof. Ayşegül Karaeminoğulları</p> <p>Assist. Prof. Ayşegül Karaeminoğulları Assist.Professor Aysegul Karaeminoğulları aysegulk@istanbul.edu.tr / 212 473 70 70 (Ext: 18274)</p>

COURSE NAME/ECTS Credits	VOCATION AND CAREER CONSULTING /5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	<p>Weekly content:</p> <p>Basic Concepts: Work, Vocation, and Career/Psychological and Sociological Factors Affecting Career Development / Trait and Factor Theories: Parsons's Theory/ Trait and Factor Theories: Holland's Typology Theory/Psychodynamic Approach: Adler's Model / Psychodynamic Approach: Roe's Model/Developmental Approach: Ginzberg and Super's Theories/Developmental Approach: Gottfredson's Theory /Career and Social Learning / Social Cognitive Career Theory /New Approaches and Models: Brown's Model/ New Approaches and Models: Brott's Model</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASST. PROF. DR. KADRIYE ÖVGÜ ÇAKMAK OTLUOĞLU ovgu@istanbul.edu.tr

5th Semester

COURSE NAME/ECTS Credits	RESEARCH METHODOLOGY/ 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	After taking this course, students will be able to explain research and research planning concepts.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. BAHAR YAŞIN
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE))	bkarciga@istanbul.edu.tr

COURSE NAME / ECTS Credits	COST ACCOUNTING / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	Cost, Expense, Exepnditure Concepts / Cost Behavior / Direct and Indirect Costs / Factors of Production / Direct Material / Direct Labor / Manufacturing Overhead / Income Statement in Manufacturing Companies / Unit Cost Calculation / Cost Allocation Table / Job Order Costing / Process Costing / Joint Production Costs
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Assistant Professor Turgay SAKİN, PhD (tsakin@istanbul.edu.tr / 0212 473 70 70 - 18309)

COURSE NAME / ECTS CREDITS	BUSINESS FINANCE / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall Fall (5th semester)
CONTENT	Financial System / Risk and Return / Components of Interest / Time Value of Money / Capital Budgeting / Cost of Capital / Tactical Financing Decisions
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Asst. Prof. Dr. Tülin Atakan
	atakant@istanbul.edu.tr
	0212 473 70 70 /18336

COURSE NAME/ECTS Credits	PRINCIPLES OF MARKETING / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	5 Fall (5th semester)
CONTENT	This course aims to introduce students basic marketing concepts and the relationship between these concepts.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. CENK ARSUN YÜKSEL
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	cenka@istanbul.edu.tr

COURSE NAME/ECTS Credits	HUMAN RESOURCES MANAGEMENT/ 4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<p>This course aims to inform students about the basic concepts of human resource management. It is aimed to inform students about basic concepts related to human resource management. This course will be covered with lectures and student participation.</p> <p>Weekly content:</p> <p>Introduction to Human Resources Management / The Strategic Role of HRM / Human Resources Planning / Selection and Recruitment / Training and Development / Performance Management / Career Management / Job Evaluation / Compensation Management / Orientation / Occupational Safety and Health / Employer – Employee Relations / Human Resources Information Systems / Managing Global Human Resources</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASS. PROF. DR. FULYA AYDINLI KULAK fulyaa@istanbul.edu.tr

COURSE NAME/ECTS Credits	MANAGEMENT INFORMATION SYSTEMS / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	Discussion of information systems and information technology in general terms.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Doç.Dr.Tunchan Cura (tunchan@istanbul.edu.tr / 0212 470 70 70)

COURSE NAME/ECTS Credits	COSTUMER RELATIONSHIP MANAGEMENT / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	Place and Importance of sales force and the sales officer within the organization, Selection and education of sales representatives, motivation of sales force, determining sales regions, sales quotas and sales prediction, Sales expenditures and sales budgets, inspection of sales efforts and management of customer relationships are the topics to be emphasized on.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. BAHAR YAŞIN
PROFESSOR (EMAIL / PHONE)	bkarciga@istanbul.edu.tr

COURSE NAME/ECTS Credits	GAME THEORY AND BUSINESS STRATEGY/ 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<ul style="list-style-type: none"> • Operations Research, mathematical modeling, optimization, mathematical programming • Linear programming: A review of LP formulation • What is game theory? Some terminology and background assumptions • Games with sequential moves and business applications • Games with sequential moves and business applications • Simultaneous-move games with pure strategies: Discrete strategies, Nash equilibrium • Simultaneous-move games with pure strategies: Continuous strategies • Combining sequential and simultaneous moves • Simultaneous-move games with mixed strategies: Zero-sum games • Simultaneous-move games with mixed strategies: Zero-sum games • Simultaneous-move games with mixed strategies: Nonzero-sum games • Simultaneous-move games with mixed strategies: Nonzero-sum games • n-person games: The Shapley value • n-person games: The core
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Prof. Dr. Eyüp ÇETİN eycetin@istanbul.edu.tr 90.212.4737153

COURSE NAME/ECTS CREDITS	POWER AND POLITICS IN ORGANIZATIONS INIS 3111 / 5 CREDITS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<p>This course focuses on understanding, analyzing and using power and politics in organizations. The subjects of the course are as followed:</p> <p>Introductions, Syllabus Review and Decision and Implementation / When Power is Used; Diagnosing Power and Dependence / Where Does Power Come From; Resources, Allies and the Golden Rule / Location in the Communication Network; Formal Authority, Reputation and Performance / The Importance of Being in the Right Unit; Individual Attributes as Sources of Power / Framing: How We Look at Things How They Look; Interpersonal Influence / Timing is Almost Everything; The Politics of Information and Analysis / Changing the Structure to Consolidate Power; Symbolic Action: Language, Ceremonies and Settings / Even the Mighty Fall: How Power is Lost; Managing Political Dynamics Productively / Managing With Power / Presentations I-II-III.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 Ext.: 18289

COURSE NAME/ECTS Credits	STAFFING ORGANIZATIONS /5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<p>This course provides an overview of the processes by which organizations staff positions with both external and internal applicants. Because staffing is one of the primary human resources activities, it is critical for human resources professionals to understand how theory research and legal foundations can inform staffing decisions. Therefore this course focuses theories, policies and practices concerning recruitment and selection.</p> <p>Topics that will be included in this course will be as follows; staffing strategy, the interviews, competency based job analysis, HR planning, recruitment and selection practices. The course will be based on lectures and in-depth applications as well as paper presentations.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. V. LALE TÜZÜNER ltuzun@istanbul.edu.tr

6th Semester

COURSE NAME / ECTS CREDITS	FINANCIAL MANAGEMENT / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Introduction: Financial System, Financial Aim of the Firm, Firm Valuation Concepts. (General Review) / Financial Mathematics (Review) / Cost of Capital / Valuation / Cash Flow Analysis / Firm Valuation / Capital Structure Theory / Leasing / International Finance / Risk Management and Derivative Markets
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Assoc. Prof. Dr. Bengü Vuran benguv@istanbul.edu.tr 0212 473 70 70 /18334

COURSE NAME / ECTS CREDITS	PRODUCTION MANAGEMENT / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Production Management focuses on the systematic planning, design and operation of all processes required for the production of goods and the delivery of services.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME/ECTS Credits	INDUSTRIAL RELATIONS/ 4 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	<p>This course aims to inform students about the basic concepts of employee-employer relations. It is aimed to inform students about understanding basic concepts related to labor relations and labor law. This course will be covered with lectures and student participation.</p> <p>Weekly content:</p> <p>Industrial Relations System, Concept, Components, Historic development / Individual Relations: Labour Law (Scope, Basic Principles and Components) / Labour Contract: Definition, Components, Types, Obligations of Employee / Obligations of Employer, Severance Pay, / Principles Concerned with Security, / Principles Concerned with Job Stability / Hours of Work, Weekly Rest, Annual Leave / Introduction to Collective Labour Law: Labor Unions, Types, Parts, Activities and Union Liberty / Collective Bargaining: Concept, Principles, / Collective Agreement: Authorization, Invitation, Bargaining Process / Collective Agreements Disputes, Peaceful Solution / Strike and Lockout, Basic Principles / Strike and Lockout Laws, Postpone and End / Sample Cases.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASS. PROF. DR. FULYA AYDINLI KULAK fulyaa@istanbul.edu.tr

COURSE NAME/ECTS Credits	OPERATIONS RESEARCH / 4 ETSC
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Introduction to Operations Research Linear Programming Linear Programming: Business Applications Goal Programming Analytic hierarchy process (AHP) Game Theory: Zero-Sum Games Game Theory: Non-Zero-Sum Games, Nash Equilibrium Markov Chains Markov Chains PERT/CPM Modelling PERT/CPM Modelling Simulation I Simulation II Queuing Theory
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Prof. Dr. Eyüp ÇETİN eycetin@istanbul.edu.tr 90 212 4737153

COURSE NAME/ECTS Credits	MARKETING MANAGEMENT / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	The relationship between marketing and the environment, the definition of marketing concept, marketing units and their operations, marketing strategies and planning, marketing research and marketing information systems, consumer behavior, product, place, promotion and pricing will be discussed.
NAME AND CONTACT INFORMATION OF	Prof. ABDULLAH OKUMUŞ Assoc. Prof. CENK ARSUN YÜKSEL Asst. Prof. Hilal ÖZEN
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	okumus@istanbul.edu.tr cenka@istanbul.edu.tr hilaloz@istanbul.edu.tr

COURSE NAME / ECTS Credits	MANAGERIAL ACCOUNTING / 4 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Relationship between cost and managerial accounting. Use of systems in decision making and control, standard costing system, performance reports./Direct material and direct labor variances in standard costing system and journal entries./Overhead variance analysis in standard costing system and journal entries./Variances in revenues and analysis of variances/Joint product costing/Activity based costing/Income statements under absorption and variable costing/Using variable costing in short term pricing decisions/Variable costing and break-even analysis/Cost and decision making, preparing manufacturing program in order to maximize the profit under restricted time/Replacement decisions, accepting or rejecting a special offer/Make or buy decisions/Budgeting
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor Nazlı KEPÇE, PhD (nazkepce@istanbul.edu.tr /0212 473 70 70 – 18322)

COURSE NAME/ECTS CREDITS	ESSENTIALS OF ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT (5 ECTS) (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	The Essentials of Entrepreneurship and Small Business Management is a specialized course designed to enable students to acquire the knowledge and develop the skills needed to effectively organize, develop, create and manage their own business. Topics addressed include assessment of entrepreneurial skills, the importance of business ethics, the role of entrepreneurs in a free enterprise system, general business skills, and computer applications.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296

COURSE NAME / ECTS CREDITS	FINANCIAL STATEMENT ANALYSIS/ 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Financial Statements / Financial Ananlysis Methods / Modern Financial Performance Standarts
NAME AND CONTACT INFORMATION OF PROFESSOR	Assoc. Prof. Dr. Serra Eren Sarioğlu serraeren@istanbul.edu.tr 0212 473 70 70 /18324

COURSE NAME / ECTS Credits	FINANCIAL STATEMENTS AND ANNUAL REPORTS ANALYSIS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Accounting information system/Basic financial statements/Relation between accounting and finance/General view on financial statement analysis/Tools of financial analysis/Financial ratios/Comparative financial statement analysis/Analysis of cash flows/Financial analysis in business investments/Analysis of annual reports: General view/ Analysis of annual reports: Financial information/ Analysis of annual reports: Financial information and comments/ Analysis of annual reports: Sustainability/ Analysis of annual reports: Corporate social responsibility
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor A. Taylan ALTINTAŞ, PhD (ataylana@istanbul.edu.tr / 0212 473 70 70 - 18177)

7th Semester

COURSE NAME/ECTS CREDITS	STRATEGİC MANAGEMENT / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (7th semester)
CONTENT	<p>We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits.</p> <p>Our treatment of strategic management process will be contemporary. We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296

COURSE NAME / ECTS CREDİTS	PRODUCTION SYSTEMS / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (7th semester)
CONTENT	This class focuses on demand forecasting, inventory management, material requirements planning and short term scheduling.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME / ECTS Credits	AUDITING / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (7th semester)
CONTENT	An Introduction to Assurance and Financial Statement Auditing/The Financial Statement Auditing Environment/Risk Assessment and Materiality/Audit Evidence and Audit Documentation/Audit Planning and Types of Audit Tests/Internal Control in a Financial Statement Audit/Audit Sampling: An Overview and Application to Tests of Controls/Audit Sampling: An Application to Substantive Tests of Account Balances/Auditing the Revenue Process/Auditing the Purchasing Process/Auditing the Inventory Management Process/Reports on Audited Financial Statements and on Internal Control over Financial Reporting
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor Ahmet TÜREL, PhD (aturel@istanbul.edu.tr / 0212 473 70 70 – 18407)

COURSE NAME/ECTS CREDITS	CHINA I / 5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor.Eyüp SARITAŞ

COURSE NAME / ECTS CREDİTS	INDUSTRIAL QUALITY CONTROL / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Statistical aspects of quality control; probability distributions, acceptance sampling plans, control chart methods for attributes and variables, process capability analysis and basic reliability concepts.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME / ECTS Credits	ENTREPRENURSHIP / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	The main topics coverde include the concepts of entrepreneurship and entrepreneurial management and their characteristic, comparison of these concepts with classical management styles, entrepreneurship and innovation, to encourage economic development and entrepreneurship, the characteristic, importance and functional problems of small business.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor Arzu ÜLGEN AYDINLIK aulgen@istanbul.edu.tr

COURSE NAME / ECTS Credits	INTEREST-FREE FINANCIAL SYSTEM / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Fundamentals of islamic economics, development of islamic finance , islamic financial institutions , instruments and markets, and comparative analysis with conventional finance.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor Mehmet SARAÇ

COURSE NAME/ECTS CREDİTS	BUSINESS SIMULATIONS AND DRAMA 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This course introduces principles of management and social interactions in organizations by experiencing the feelings of individuals in the work setting. The course also covers role-playing activities through which students will be able to realize and think on certain conditions that shape the business life. Students will be able to explore the difficulties of the work life and manager-employee relationships. Students will also have the opportunity to exchange their ideas and evaluate their decisions made on certain business cases.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. AYKUT BERBER aykutberber.tr@gmail.com 02124737070

<u>COURSE NAME / ECTS Credits</u>	CASE STUDIES IN MANAGERIAL ACCOUNTING / 5 ECTS Credits (ELECTIVE)
<u>FACULTY / DEPARTMENT</u>	School of Business
<u>SEMESTER</u>	FALL (7th Semester)
<u>CONTENT</u>	Cost behaviour/Costing systems/Standard costing/Cost volume profit analysis/Transfer pricing, responsibility centers/Customer profitability analysis/Short term decision making/Budgeting/Variance analysis
<u>NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)</u>	Associate Professor N. Nalan ALTINTAŞ, PhD (nyakar@istanbul.edu.tr / 0212 473 70 70 - 18178)

COURSE NAME/ECTS CREDITS	LEADERSHIP IN ORGANIZATIONS INIS 4072 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>This course focuses on leadership in organizations. The subjects of the course are as followed:</p> <p>Introduction: The Nature of Leadership / Perspectives on Effective Leadership Behavior / Participative Leadership, Delegation, and Empowerment / Early Contingency Theories of Effective Leadership / Power and Influence / Dyadic Relations, Attributions, and Followership / Charismatic and Transformational Leadership / Leading Change in Organizations / Ethical, Servant, Spiritual, and Authentic Leadership / Leadership in Teams and Decision Groups / Strategic Leadership by Executives / Developing Leadership Skills / Gender, Diversity, and Cross-Cultural Leadership / Overview and Integration</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 (Ext: 18289)

COURSE NAME/ECTS Credits	MARKETING COMMUNICATION / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	It emphasizes the importance of integrated marketing communications concepts in enhancing the equity of brands and provides through coverage of all aspects of an IMC program: advertising, promotions, packaging, branding, point-of-purchase communication, market-oriented public relations and sponsorships.
NAME AND CONTACT INFORMATION OF	Prof. Sema KURTULUŞ
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	semad@istanbul.edu.tr

COURSE NAME / ECTS CREDİTS	CAPİTAL MARKETS AND INVESTMENT MANAGEMENT 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Financial System / Capital Markets and Market Structures / Classification of Capital Markets / Market Structure / Economic Indicators / Theories of the Term Structure / Return and Risk / Portfolio Theory and Diversification / Market Efficiency / Security Valuation / Technical Analysis / Fixed Income Securities / Fixed Income Portfolio Management / Portfolio Performance Measurement / Derivative Instruments
NAME AND CONTACT INFORMATION OF PROFESSOR	Assoc. Prof. Dr. Serra Eren Sarioğlu serraeren@istanbul.edu.tr 0212 473 70 70 /18324

COURSE NAME/ECTS CREDITS	STRATEGIC MANAGEMENT 5 ECTS / (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits.</p> <p>Our treatment of strategic management process will be contemporary. We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	<p>Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296</p>

COURSE NAME/ECTS Credits	COMPENSATION MANAGEMENT/ 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>Compensation Management is one of the most important functions of the Human Resources Management. The purpose of this course, to gain important knowledge and skills to the students about compensation management pay policy, structure, systems, programs, and practices. This course aims to inform students about the basic concepts of compensation management. This course will be covered with lectures and student participation.</p> <p>Weekly content:</p> <p>Definition and Importance of Wage and Reward, Total Compensation Package (Base-variable / performance pay-Fringe Benefits..) / Wage Concepts, Compensation and Reward Management / Compensation Management System and Process (Policies-Structures-Systems) / Wage Theories, Wage Satisfaction and Motivation / Environmental Factors in Compensation, Compensation Strategies and Policies / Compensation Researchs (Pay surveys) and Effective Factors in Pay Levels / Wage Structure, Job-Based Pay Structures and Person-Based Pay Structures, Wage Structure and Job Evaluation, Job Evaluation Methods, Wage Structure Design, Graded-Group Pay and Individual Pay, Wage Degrees, Brackets and Bands, Broadbanding; Person-Based (Skill and Competency Based) Pay Structures / Pay Systems, Traditional Pay Systems, Incentive-Performance-Based Pay Systems, Piecework and Bonus Systems / Fringe and Social Benefits / Compensation of Special Employee Groups, Compensation of Salesman and Professional Employees / Equity in Compensation / Reward Systems / Compensation Programs Management – Current Issues in Compensation / Periodical Wage Calibration</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASS. PROF. DR. FULYA AYDINLI KULAK fulyaa@istanbul.edu.tr

COURSE NAME / ECTS CREDİTS	PRODUCTION SYSTEMS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This class focuses on demand forecasting, inventory management, material requirements planning and short term scheduling.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME/ECTS Credits	DATA MINING & KNOWLEDGE DISCOVERY / 4 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This course contributes to the development of students' analytical thinking, and problem solving capabilities by explaining the contemporary data mining and knowledge discovery methods and by discussing their applications to several business areas such as marketing, finance, risk management,telecommunication, e-commerce, etc with some real world examples.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Seda Tolun (stolun@istanbul.edu.tr / +90 212 473 7070/18181)

8th Semester

COURSE NAME/ECTS Credits	MARKETING STRATEGIES / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Market, Product, Environmet and Competitive Analysis will be hold with a strategic perspektif and portfolio management will be discussed.
NAME AND CONTACT INFORMATION OF	Prof. SEMA KURTULUŞ Assoc. Prof. BAHAR YAŞİN Asst. Prof. Hilal ÖZEN
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	semad@istanbul.edu.tr bkarciga@istanbul.edu.tr hilaloz@istanbul.edu.tr

COURSE NAME/ECTS CREDITS	CORPORATE GOVERNANCE / 5 ECTS
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	This course outlines the framework of the governance principles for an effective and long-term successful corporation. We will be exploring the corporation beyond its management borders, understand what is necessary to conduct a better performance for the organization, and how directors and managers maintain the maximization of the corporation's value.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	<u>Assistant Professor</u> , Murat Yaşlıoğlu, muratyas@istanbul.edu.tr 0212 473 70 70 / 18303

COURSE NAME/ECTS Credits	TURKEY AND THE EU RELATIONS / 5 ECTS
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Regional cooperation and "Washington consensus". Regional consensus Agreements: EU NAFTA. The historical development of the relationship between Turkey and the EU (Ankara Agreement-1963).The organization of the financial relations between Turkey and the EU. The principles of the EU project management the supported projects by the EU for Turkey and the requirements to apply vize. European investment bank and its functions. The rules of the EU's government supports and its effect on competition. The EU's budget: Revenues and Expenses.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Hatice Dilara MUMCU AKAN Assistant Proffesor dimumcu@istanbul.edu.tr 0212 440 00 00

COURSE NAME/ECTS Credits	AFET KÜLTÜRÜ VE KURTARMA UYGULAMALARI / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	assistant professor Oğuz GÜNDOĞDU

COURSE NAME/ECTS CREDITS	CONFLICT MANAGEMENT AND NEGOTIATION INIS 4073 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>The course focuses on understanding the nature and process of conflict management and negotiation in inner, interpersonal and group conflicts. The subjects of the course are as followed:</p> <p>Introduction / The Nature of Conflict and Negotiations / Communication and Conflict, The Inner Experience of Conflict / Conflict Interaction, Conflict Styles and Strategic Conflict Interaction / Power: The Architecture of Conflict / Face Saving; Climate and Conflict Interaction / Managing Conflict / Negotiation: Strategizing, Framing and Planning / Negotiation: Strategy and Tactics of Distributive Bargaining, Strategy and Tactics of Integrative Negotiation / Negotiation: Perception, Cognition and Communication / Finding and Using Negotiation Leverage / Social Context: Relationships and Representatives, Coalition, Multiple Parties and Teams / Individual Differences, Global Negotiation / Managing Difficult Negotiations: Individual and Third Party Approaches</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 (Ext: 18289)

COURSE NAME/ECTS Credits	CHINA II / 5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Associate Professor Eyüp SARITAŞ

COURSE NAME/ECTS CREDITS	SPREADSHEET APPLICATIONS IN BUSINESS/5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Our goal is to cover a wide variety of spreadsheet models that can be used to solve business problems. Throughout the course you will be shown lots of neat features of Excel 2013 that will be useful in your career and graduate classes. At the end of the course, students will gain the ability of advance modeling in spreadsheets.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	associate professor Seyhan Nişel (sipahi@istanbul.edu.tr) (0212 4737070)

COURSE NAME/ECTS CREDITS	INNOVATION MANAGEMENT / 5 ECTS(ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	In this course, meaning and types of innovation, innovation process and organization of this process and its integration with business model and corporate strategy are taught.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Prof. Aykut BERBER, Ph.D. berber@istanbul.edu.tr 212 473 7070 (18285)

COURSE NAME/ECTS Credits	CURRENT ISSUES IN HRM /5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>Purpose of this course is to explain and discuss every kind of scientific journal, article, books etc. related to current developments in HR. This course aims to present new concepts and approaches related to new emerging changes and developments in HRM.</p> <p>Weekly content:</p> <p>Review of the main functions of HRM and overview of the course/ Relationship between organizational performance and HRM/ Strategic role of the HR Departments/ Financial impact of HR/ New Technologies and Employee Development/Performance Management/ Goal Setting and Coaching/Mentoring/ Implications of the Labor Law (No. 4857) in HR practices/ The role of HR function in Mergers and Acquisitions/ E-HR/ Modern Compensation approaches</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. V. LALE TÜZÜNER ltuzun@istanbul.edu.tr

COURSE NAME/ECTS Credits	QUANTITATIVE LOGISTICS AND TRANSPORTATION / 3 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Quantitative methods to solve transportation and logistics problems. Focusing on routing problems.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Timur Keskinurk, PhD. (tkturk2010@gmail.com / 0505 553 0370)

COURSE NAME/ECTS Credits	MARKETING RESEARCH / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	This course focuses on need for marketing research, research process, data collection, data analysis & interpretation and different applications of marketing research.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. CENK ARSUN YÜKSEL
PROFESSOR (EMAIL / PHONE)	cenka@istanbul.edu.tr

COURSE NAME/ECTS Credits	MARKETING STRATEGIES / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Market, Product, Environmet and Competitive Analysis will be hold with a strategic perspektif and portfolio management will be discussed.
NAME AND CONTACT INFORMATION OF	Prof. SEMA KURTULUŞ Assoc. Prof. BAHAR YAŞİN Asst. Prof. Hilal ÖZEN
PROFESSOR (EMAIL / PHONE)	semad@istanbul.edu.tr bkarciga@istanbul.edu.tr hilaloz@istanbul.edu.tr

COURSE NAME/ECTS Credits	CITY AND CULTURE - ISTANBUL RESEARCH 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	To give information about Istanbul foundation and its brief history, city's culture and its works of art, Istanbul culture and folklore Istanbul's social and economic dynamics from past to present .
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	associate professor Altan ARMUTAK

COURSE NAME/ECTS CREDITS	PROJECT MANAGEMENT AND SUSTAINABILITY / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Projects are stand on three basics which are content, time and cost. Right planning and coordination of these three basics, forms the quality. However these four factors are directly related with each other and little change on one of them effects minimum one of them. In this course these relations are going to be handled. How can a project is managed will be handled methodologically by using PMI tools and techniques.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	YRD. DOÇ.DR. MURAT YAŞLIOĞLU murat@yaslioglu.com 02124737070

COURSE NAME / ECTS CREDİTS	SUPPLY CHAIN MANAGEMENT / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	This course introduces the basic structure of the supply chain as well as the planning activities and related management issues within a supply chain. Supply chain management and strategies, demand forecasting in supply chain, management and distribution issues will be discussed during the course.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME / ECTS CREDİTS	INTERNATIONAL FINANCE / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	International Financial Markets / Foreign Exchange Rates and Quotation Systems / Foreign Exchange Position, Risk and Hedging / Parity Conditions in International Finance / Interest Arbitrage / Financial Derivatives
NAME AND CONTACT INFORMATION OF PROFESSOR	Asst. Prof. Dr. Tülin Atakan atakant@istanbul.edu.tr 0212 473 70 70 /18336

COURSE NAME / ECTS Credits	INTERNATIONAL FINANCIAL REPORTING CONCEPTS AND TECHNIQUES / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	IFRS, Purpose and Effects in Turkey, Interrelation between Tax Laws and IFRS/ IAS 7 Statement of Cash Flows/IAS 2 Inventories/ IAS 18 Revenues/IAS 16 - Property, Plant and Equipment/ IAS 36 - Impairment of Assets/IAS 40 - Investment Property /IFRS 5 - Non-current Assets Held for Sale and Discontinued Operations/IAS 23 - Borrowing Costs/ IAS 37 Provisions, Contingent Liabilities and Contingent Assets/ IAS 19 Employee Benefits/ IAS 12 - Income Taxes/IAS 21 - The Effects of Changes in Foreign Exchange Rates/ IAS 32 - Financial Instruments: Presentation/ IAS 39 - Financial Instruments: Recognition and Measurement/ IFRS 7 - Financial Instruments: Disclosures / Corporate budgets/ IAS 28 - Investments in Associates/IAS 27 - Consolidated and Separate Financial Statements/ IFRS 3 - Business Combinations/ IFRS 8 - Operating Segment/ IAS 10 - Events After the Reporting Period/ IAS 24 - Related Party Disclosures/IAS 34 - Interim Financial Reporting
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Doç.Dr.Burcu ADILOĞLU (adiloglu@istanbul.edu.tr/0212 473 70 70 - 18307)

COURSE NAME/ECTS CREDITS	APPLIED ENTREPRENEURSHIP / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>The main topics covered include the concepts of entrepreneurship and entrepreneurial management and their characteristics, comparison of these concepts with classical management styles, entrepreneurship and innovation, to encourage economic development and entrepreneurship, the characteristics, importance and functional problems of small business.</p> <p>Topics addressed include assessment of entrepreneurial skills, the importance of business ethics, the role of entrepreneurs in a free enterprise system, general business skills, and computer applications.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	<p>Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296</p>

Elective Courses

COURSE NAME / ECTS Credits	CASE STUDIES IN FINANCIAL ACCOUNTING / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	The nature and purpose of accounting/Cash basis vs accrual basis/Financial assets/Tangible and intangible assets/Liabilities/Revenue recognition/Financial statement and financial statement analysis
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor N. Nalan ALTINTAŞ, PhD (nyakar@istanbul.edu.tr / 0212 473 70 70 - 18178)

COURSE NAME/ECTS Credits	CONSUMER BEHAVIOR / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	Topics such as Place and Significance of Consumer Behavior within the Marketing, Consumer Researches, Factors that Effect Consumer Behavior, New Product Development and Spread of Innovations, Consumer Process of Taking Decisions, Consumer Rights in the EU Process and Protection of the Consumers will be dealt within the scope of the course.
NAME AND CONTACT INFORMATION OF	Assoc. Prof. ZEHRA BOZBAY
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	zehrat@istanbul.edu.tr

COURSE NAME / ECTS	MANAGEMENT & MUSIC / 5 ECTS/ (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	This course first explains the functions of management process and attributes of leadership. It also presents the relationship between management science and art of music. Moreover, the attributes of Western and Turkish music styles and their interrelations are discussed. Basic music instruments, solfege, clefs, and audio ranges in Western music are also presented.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	ASSOC.PROF. MUHTEŞEM BARAN E-mail: muhtesem@istanbul.edu.tr, Ext: 18302

COURSE NAME/ECTS CREDITS	RESEARCH TECHNIQUES IN SOCIAL SCIENCES INIS 2099 / 5 CREDITS / (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	<p>The course focuses on statistical techniques as a tool of research in social sciences. The subjects of the course are as followed:</p> <p>Introduction to Research Techniques in Social Sciences / Research Design / Data Collection Methods / Data Collection / Sampling and Hypothesis Testing / Scales of Measurement / Reliability and Validity / Data Analysis and Interpretation / Validity and Reliability / Measuring Attitudes, Perceptions, and Preferences / Measuring Ability, Personality, and Culture / Data Analysis: Parametric and Nonparametric Measures / Data Analysis: Tests of Differences / Data Analysis: Tests of Relations and Effects / Applied Research</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Assist. Prof. Güven Ordun gordun@istanbul.edu.tr / 0212 473 70 70 (Ext: 18402)

COURSE NAME/ECTS/ CREDITS	MONEY AND BANKING / 5 ECTS / (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (3rd. Semester)
CONTENT	<p>The role of Money and credit in modern capitalist economies. Financial aspects of the process of economic growth, with an emphasis on orthodox and heterodox monetary theory and policy. Historical evolution of Money and banking.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Dr. Ahmet Kerem ÖZDEMİR keremozd@istanbul.edu.tr . 0212 473 70 70 /18228

COURSE NAME/ECTS Credits	PROBABILISTIC AND DETERMINISTIC MODELS IN DECISION SCIENCES / 5 ECTS/ (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (4th.Semester)
CONTENT	Introduction to Decision Theory,Decision Trees,Sensitivity Analysis,Markov Analysis,Waiting Line Models, Simulation, Types of Simulation, Monte Carlo Method,Selected Game theory applications, Non-linear programming, Transportation and Assignment Problems
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Esma Nur Çinicioğlu, Assistant Professor, PhD, esmanurc@istanbul.edu.tr

COURSE NAME / ECTS CREDITS	MODERN PRODUCTION SYSTEMS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	Cellular, agile, lean and Toyota Production Systems, Theory of constraints and enterprise resource planning.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME/ECTS CREDITS	SOCIAL RESPONSIBILITY AND ETHICS INIS2117 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	<p>Course focuses on ethical behavior and social responsibility issues. The subjects of the course are as followed:</p> <p>Essentials of Social Responsibility and Ethics / National and International Standards in Competition and Contemporary Responsibilities about Stakeholders / Interest Conflicts / Honesty and Integrity Issues in Work Settings / Decision Making Process / Individual and Institutional Perspectives of Business Ethics / Strategy, Performance Measurement and Ethics / Case Study on Ethical Dilemmas / Social Investment / Corporate Social Responsibility / Sustainability / Non Profit Organizations and Ethical Issues / Presentations of Social Responsibility Projects</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	<p>Assist. Prof. Ayşegül Karaeminoğulları Assist. Prof. Ayşegül Karaeminoğulları Assist.Professor Aysegul Karaeminoğulları aysegulk@istanbul.edu.tr / 212 473 70 70 (Ext: 18274)</p>

COURSE NAME/ECTS Credits	VOCATION AND CAREER CONSULTING /5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	4 Spring (4th.Semester)
CONTENT	Weekly content: Basic Concepts: Work, Vocation, and Career/Psychological and Sociological Factors Affecting Career Development / Trait and Factor Theories: Parsons's Theory/ Trait and Factor Theories: Holland's Typology Theory/Psychodynamic Approach: Adler's Model / Psychodynamic Approach: Roe's Model/Developmental Approach: Ginzberg and Super's Theories/Developmental Approach: Gottfredson's Theory /Career and Social Learning / Social Cognitive Career Theory /New Approaches and Models: Brown's Model/ New Approaches and Models: Brott's Model
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASST. PROF. DR. KADRIYE ÖVGÜ ÇAKMAK OTLUOĞLU ovgu@istanbul.edu.tr

COURSE NAME/ECTS Credits	COSTUMER RELATIONSHIP MANAGEMENT / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	Place and Importance of sales force and the sales officer within the organization, Selection and education of sales representatives, motivation of sales force, determining sales regions, sales quotas and sales prediction, Sales expenditures and sales budgets, inspection of sales efforts and management of customer relationships are the topics to be emphasized on.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Assoc. Prof. BAHAR YAŞIN bkarciga@istanbul.edu.tr

COURSE NAME/ECTS Credits	GAME THEORY AND BUSINESS STRATEGY/ 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<ul style="list-style-type: none"> • Operations Research, mathematical modeling, optimization, mathematical programming • Linear programming: A review of LP formulation • What is game theory? Some terminology and background assumptions • Games with sequential moves and business applications • Games with sequential moves and business applications • Simultaneous-move games with pure strategies: Discrete strategies, Nash equilibrium • Simultaneous-move games with pure strategies: Continuous strategies • Combining sequential and simultaneous moves • Simultaneous-move games with mixed strategies: Zero-sum games • Simultaneous-move games with mixed strategies: Zero-sum games • Simultaneous-move games with mixed strategies: Nonzero-sum games • Simultaneous-move games with mixed strategies: Nonzero-sum games • n-person games: The Shapley value • n-person games: The core
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Prof. Dr. Eyüp ÇETİN eycetin@istanbul.edu.tr 90.212.4737153

COURSE NAME/ECTS CREDITS	POWER AND POLITICS IN ORGANIZATIONS INIS 3111 / 5 CREDITS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<p>This course focuses on understanding, analyzing and using power and politics in organizations. The subjects of the course are as followed:</p> <p>Introductions, Syllabus Review and Decision and Implementation / When Power is Used; Diagnosing Power and Dependence / Where Does Power Come From; Resources, Allies and the Golden Rule / Location in the Communication Network; Formal Authority, Reputation and Performance / The Importance of Being in the Right Unit; Individual Attributes as Sources of Power / Framing: How We Look at Things How They Look; Interpersonal Influence / Timing is Almost Everything; The Politics of Information and Analysis / Changing the Structure to Consolidate Power; Symbolic Action: Language, Ceremonies and Settings / Even the Mighty Fall: How Power is Lost; Managing Political Dynamics Productively / Managing With Power / Presentations I-II-III.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 Ext.: 18289

COURSE NAME/ECTS Credits	STAFFING ORGANIZATIONS /5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Fall (5th semester)
CONTENT	<p>This course provides an overview of the processes by which organizations staff positions with both external and internal applicants. Because staffing is one of the primary human resources activities, it is critical for human resources professionals to understand how theory research and legal foundations can inform staffing decisions. Therefore this course focuses theories, policies and practices concerning recruitment and selection.</p> <p>Topics that will be included in this course will be as follows; staffing strategy, the interviews, competency based job analysis, HR planning, recruitment and selection practices. The course will be based on lectures and in-depth applications as well as paper presentations.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. V. LALE TÜZÜNER ltuzun@istanbul.edu.tr

COURSE NAME/ECTS CREDITS	ESSENTIALS OF ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT (5 ECTS) (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	<p>The Essentials of Entrepreneurship and Small Business Management is a specialized course designed to enable students to acquire the knowledge and develop the skills needed to effectively organize, develop, create and manage their own business. Topics addressed include assessment of entrepreneurial skills, the importance of business ethics, the role of entrepreneurs in a free enterprise system, general business skills, and computer applications.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Assoc. Prof. Arzu Ülgen Aydınlik aulgen@istanbul.edu.tr (0212)4737070/18296

COURSE NAME / ECTS CREDİTS	FINANCIAL STATEMENT ANALYSIS/ 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Financial Statements / Financial Ananlysis Methods / Modern Financial Performance Standarts
NAME AND CONTACT INFORMATION OF PROFESSOR	Assoc. Prof. Dr. Serra Eren Sarioğlu serraeren@istanbul.edu.tr 0212 473 70 70 /18324

COURSE NAME / ECTS Credits	FINANCIAL STATEMENTS AND ANNUAL REPORTS ANALYSIS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (6th semester)
CONTENT	Accounting information system/Basic financial statements/Relation between accounting and finance/General view on financial statement analysis/Tools of financial analysis/Financial ratios/Comparative financial statement analyis/Analysis of cash flows/Financial analysis in business investments/Analysis of annual reports: General view/ Analysis of annual reports: Financial information/ Analysis of annual reports: Financial information and comments/ Analysis of annual reports: Sustainability/ Analysis of annual reports: Corporate social responsibility
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor A. Taylan ALTINTAŞ, PhD (ataylana@istanbul.edu.tr / 0212 473 70 70 - 18177)

COURSE NAME/ECTS CREDITS	CHINA I / 5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor.Eyüp SARITAŞ

COURSE NAME / ECTS CREDİTS	INDUSTRIAL QUALITY CONTROL / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Statistical aspects of quality control; probability distributions, acceptance sampling plans, control chart methods for attributes and variables, process capability analysis and basic reliability concepts.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME / ECTS Credits	ENTREPRENURSHIP / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	The main topics coverde include the concepts of entrepreneurship and entrepreneurial management and their characteristic, comparison of these concepts with classical management styles, entrepreneurship and innovation, to encourage economic development and entrepreneurship, the characteristic, importance and functional problems of small business.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Associate Professor Arzu ÜLGEN AYDINLIK aulgen@istanbul.edu.tr

COURSE NAME / ECTS Credits	INTEREST-FREE FINANCIAL SYSTEM / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Fundamentals of islamic economics, development of islamic finace , islamic finacial institutions , inturments and markets, and compravite analysis with conventional finance.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Associate Professor Mehmet SARAÇ

COURSE NAME/ECTS CREDİTS	BUSINESS SIMULATIONS AND DRAMA 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This course introduces principles of management and social interactions in organizations by experiencing the feelings of individuals in the work setting. The course also covers role-playing activities through which students will be able to realize and think on certain conditions that shape the business life. Students will be able to explore the difficulties of the work life and manager-employee relationships. Students will also have the opportunity to exchange their ideas and evaluate their decisions made on certain business cases.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. AYKUT BERBER aykutberber.tr@gmail.com 02124737070

<u>COURSE NAME / ECTS Credits</u>	CASE STUDIES IN MANAGERIAL ACCOUNTING / 5 ECTS Credits (ELECTIVE)
<u>FACULTY / DEPARTMENT</u>	School of Business
<u>SEMESTER</u>	FALL (7th Semester)
<u>CONTENT</u>	Cost behaviour/Costing systems/Standard costing/Cost volume profit analysis/Transfer pricing, responsibility centers/Customer profitabiliy analysis/Short term decision making/Budgeting/Variance analysis
<u>NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)</u>	Associate Professor N. Nalan ALTINTAŞ, PhD (nyakar@istanbul.edu.tr / 0212 473 70 70 - 18178)

COURSE NAME/ECTS CREDITS	LEADERSHIP IN ORGANIZATIONS INIS 4072 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>This course focuses on leadership in organizations. The subjects of the course are as followed:</p> <p>Introduction: The Nature of Leadership / Perspectives on Effective Leadership Behavior / Participative Leadership, Delegation, and Empowerment / Early Contingency Theories of Effective Leadership / Power and Influence / Dyadic Relations, Attributions, and Followership / Charismatic and Transformational Leadership / Leading Change in Organizations / Ethical, Servant, Spiritual, and Authentic Leadership / Leadership in Teams and Decision Groups / Strategic Leadership by Executives / Developing Leadership Skills / Gender, Diversity, and Cross-Cultural Leadership / Overview and Integration</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 (Ext: 18289)

COURSE NAME/ECTS Credits	MARKETING COMMUNICATION / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>It emphasizes the importance of integrated marketing communications concepts in enhancing the equity of brands and provides through coverage of all aspects of an IMC program: advertising, promotions, packaging, branding, point-of-purchase communication, market-oriented public relations and sponsorships.</p>
NAME AND CONTACT INFORMATION OF	Prof. Sema KURTULUŞ
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	semad@istanbul.edu.tr

COURSE NAME / ECTS CREDITS	CAPITAL MARKETS AND INVESTMENT MANAGEMENT 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	Financial System / Capital Markets and Market Structures / Classification of Capital Markets / Market Structure / Economic Indicators / Theories of the Term Structure / Return and Risk / Portfolio Theory and Diversification / Market Efficiency / Security Valuation / Technical Analysis / Fixed Income Securities / Fixed Income Portfolio Management / Portfolio Performance Measurement / Derivative Instruments
NAME AND CONTACT INFORMATION OF PROFESSOR	Assoc. Prof. Dr. Serra Eren Sarıoğlu serraeren@istanbul.edu.tr 0212 473 70 70 /18324

COURSE NAME/ECTS CREDITS	STRATEGIC MANAGEMENT 5 ECTS / (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits. Our treatment of strategic management process will be contemporary. We will emphasize the importance of identifying and value creating potential of firm's resources, capabilities and core competencies within the context of volatile global economy. We will also examine set of strategic actions to achieve strategic competitiveness and earn above average profits.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296

COURSE NAME/ECTS Credits	COMPENSATION MANAGEMENT/ 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	<p>Compensation Management is one of the most important functions of the Human Resources Management. The purpose of this course, to gain important knowledge and skills to the students about compensation management pay policy, structure, systems, programs, and practices. This course aims to inform students about the basic concepts of compensation management. This course will be covered with lectures and student participation.</p> <p>Weekly content:</p> <p>Definition and Importance of Wage and Reward, Total Compensation Package (Base-variable / performance pay-Fringe Benefits..) / Wage Concepts, Compensation and Reward Management / Compensation Management System and Process (Policies-Structures-Systems) / Wage Theories, Wage Satisfaction and Motivation / Environmental Factors in Compensation, Compensation Strategies and Policies / Compensation Researchs (Pay surveys) and Effective Factors in Pay Levels / Wage Structure, Job-Based Pay Structures and Person-Based Pay Structures, Wage Structure and Job Evaluation, Job Evaluation Methods, Wage Structure Design, Graded-Group Pay and Individual Pay, Wage Degrees, Brackets and Bands, Broadbanding; Person-Based (Skill and Competency Based) Pay Structures / Pay Systems, Traditional Pay Systems, Incentive-Performance-Based Pay Systems, Piecework and Bonus Systems / Fringe and Social Benefits / Compensation of Special Employee Groups, Compensation of Salesman and Professional Employees / Equity in Compensation / Reward Systems / Compensation Programs Management – Current Issues in Compensation / Periodical Wage Calibration</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	ASS. PROF. DR. FULYA AYDINLI KULAK fulyaa@istanbul.edu.tr

COURSE NAME / ECTS CREDITS	PRODUCTION SYSTEMS / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This class focuses on demand forecasting, inventory management, material requirements planning and short term scheduling.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME/ECTS Credits	DATA MINING & KNOWLEDGE DISCOVERY / 4 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	FALL (7th Semester)
CONTENT	This course contributes to the development of students' analytical thinking, and problem solving capabilities by explaining the contemporary data mining and knowledge discovery methods and by discussing their applications to several business areas such as marketing, finance, risk management,telecommunication, e-commerce, etc with some real world examples.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Seda Tolun (stolun@istanbul.edu.tr / +90 212 473 7070/18181)

COURSE NAME/ECTS Credits	AFET KÜLTÜRÜ VE KURTARMA UYGULAMALARI / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	assistant professor Oğuz GÜNDOĞDU

COURSE NAME/ECTS CREDITS	CONFLICT MANAGEMENT AND NEGOTIATION INIS 4073 / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>The course focuses on understanding the nature and process of conflict management and negotiation in inner, interpersonal and group conflicts. The subjects of the course are as followed:</p> <p>Introduction / The Nature of Conflict and Negotiations / Communication and Conflict, The Inner Experience of Conflict / Conflict Interaction, Conflict Styles and Strategic Conflict Interaction / Power: The Architecture of Conflict / Face Saving; Climate and Conflict Interaction / Managing Conflict / Negotiation: Strategizing, Framing and Planning / Negotiation: Strategy and Tactics of Distributive Bargaining, Strategy and Tactics of Integrative Negotiation / Negotiation: Perception, Cognition and Communication / Finding and Using Negotiation Leverage / Social Context: Relationships and Representatives, Coalition, Multiple Parties and Teams / Individual Differences, Global Negotiation / Managing Difficult Negotiations: Individual and Third Party Approaches</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (E-MAIL / PHONE)	Associate Professor Harun Kaya harun.kaya@istanbul.edu.tr; dr.hrn.ky@gmail.com / 212 473 70 70 (Ext: 18289)

COURSE NAME/ECTS Credits	CHINA II / 5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	associate professor.Eyüp SARITAŞ

COURSE NAME/ECTS CREDITS	SPREADSHEET APPLICATIONS IN BUSINESS/5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Our goal is to cover a wide variety of spreadsheet models that can be used to solve business problems. Throughout the course you will be shown lots of neat features of Excel 2013 that will be useful in your career and graduate classes. At the end of the course, students will gain the ability of advance modeling in spreadsheets.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	associate professor Seyhan Nişel (sipahi@istanbul.edu.tr) (0212 4737070)

COURSE NAME/ECTS CREDITS	INNOVATION MANAGEMENT / 5 ECTS(ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	In this course, meaning and types of innovation, innovation process and organization of this process and its integration with business model and corporate strategy are taught.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Prof. Aykut BERBER, Ph.D. berber@istanbul.edu.tr 212 473 7070 (18285)

COURSE NAME/ECTS Credits	CURRENT ISSUES IN HRM /5 ECTS(ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>Purpose of this course is to explain and discuss every kind of scientific journal, article, books etc. related to current developments in HR. This course aims to present new concepts and approaches related to new emerging changes and developments in HRM.</p> <p>Weekly content:</p> <p>Review of the main functions of HRM and overview of the course/ Relationship between organizational performance and HRM/ Strategic role of the HR Departments/ Financial impact of HR/ New Technologies and Employee Development/Performance Management/ Goal Setting and Coaching/Mentoring/ Implications of the Labor Law (No. 4857) in HR practices/ The role of HR function in Mergers and Acquisitions/ E-HR/ Modern Compensation approaches</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	PROF. DR. V. LALE TÜZÜNER ltuzun@istanbul.edu.tr

COURSE NAME/ECTS Credits	QUANTITATIVE LOGISTICS AND TRANSPORTATION / 3 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Quantitative methods to solve transportation and logistics problems. Focusing on routing problems.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Timur Keskindurk, PhD. (tkturk2010@gmail.com / 0505 553 0370)

COURSE NAME/ECTS Credits	MARKETING RESEARCH / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	This course focuses on need for marketing research, research process, data collection, data analysis & interpretation and different applications of marketing research.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Assoc. Prof. CENK ARSUN YÜKSEL
PROFESSOR (EMAIL / PHONE)	cenka@istanbul.edu.tr

COURSE NAME/ECTS Credits	MARKETING STRATEGIES / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Market, Product, Environmet and Competitive Analysis will be hold with a strategic perspektif and portfolio management will be discussed.
NAME AND CONTACT INFORMATION OF PROFESSOR	Prof. SEMA KURTULUŞ Assoc. Prof. BAHAR YAŞİN Asst. Prof. Hilal ÖZEN
PROFESSOR (EMAIL / PHONE)	semad@istanbul.edu.tr bkarciga@istanbul.edu.tr hilaloz@istanbul.edu.tr

COURSE NAME/ECTS Credits	CITY AND CULTURE - ISTANBUL RESEARCH 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	To give information about Istanbul foundation and its brief history, city's culture and its works of art, Istanbul culture and folklore Istanbul's social and economic dynamics from past to present .
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	associate professor Altan ARMUTAK

COURSE NAME/ECTS CREDITS	PROJECT MANAGEMENT AND SUSTAINABILITY / 5 ECTS (ELECTIVE)
FACULTY/DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	Projects are stand on three basics which are content, time and cost. Right planning and coordination of these three basics, forms the quality. However these four factors are directly related with each other and little change on one of them effects minimum one of them. In this course these relations are going to be handled. How can a project is managed will be handled methodologically by using PMI tools and techniques.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	YRD. DOÇ.DR. MURAT YAŞLIOĞLU murat@yaslioglu.com 02124737070

COURSE NAME / ECTS CREDITS	SUPPLY CHAIN MANAGEMENT / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	This course introduces the basic structure of the supply chain as well as the planning activities and related management issues within a supply chain. Supply chain management and strategies, demand forecasting in supply chain, management and distribution issues will be discussed during the course.
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	Özlem AKÇAY KASAPOĞLU/ ozlemak@istanbul.edu.tr / 0532 317 05 15

COURSE NAME / ECTS CREDİTS	INTERNATIONAL FINANCE / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	International Financial Markets / Foreign Exchange Rates and Quotation Systems / Foreign Exchange Position, Risk and Hedging / Parity Conditions in International Finance / Interest Arbitrage / Financial Derivatives
NAME AND CONTACT INFORMATION OF PROFESSOR	Asst. Prof. Dr. Tülin Atakan
	atakant@istanbul.edu.tr
	0212 473 70 70 /18336

COURSE NAME / ECTS Credits	INTERNATIONAL FINANCIAL REPORTING CONCEPTS AND TECHNIQUES / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	IFRS, Purpose and Effects in Turkey, Interrelation between Tax Laws and IFRS/ IAS 7 Statement of Cash Flows/IAS 2 Inventories/ IAS 18 Revenues/IAS 16 - Property, Plant and Equipment/ IAS 36 - Impairment of Assets/IAS 40 - Investment Property /IFRS 5 - Non-current Assets Held for Sale and Discontinued Operations/IAS 23 - Borrowing Costs/ IAS 37 Provisions, Contingent Liabilities and Contingent Assets/ IAS 19 Employee Benefits/ IAS 12 - Income Taxes/IAS 21 - The Effects of Changes in Foreign Exchange Rates/ IAS 32 - Financial Instruments: Presentation/ IAS 39 - Financial Instruments: Recognition and Measurement/ IFRS 7 - Financial Instruments: Disclosures / Corporate budgets/ IAS 28 - Investments in Associates/IAS 27 - Consolidated and Separate Financial Statements/ IFRS 3 - Business Combinations/ IFRS 8 - Operating Segment/ IAS 10 - Events After the Reporting Period/ IAS 24 - Related Party Disclosures/IAS 34 - Interim Financial Reporting
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL / PHONE)	Doç.Dr.Burcu ADİLOĞLU (adiloglu@istanbul.edu.tr /0212 473 70 70 - 18307)

COURSE NAME/ECTS CREDITS	APPLIED ENTREPRENEURSHIP / 5 ECTS (ELECTIVE)
FACULTY / DEPARTMENT	School of Business
SEMESTER	Spring (8th semester)
CONTENT	<p>The main topics covered include the concepts of entrepreneurship and entrepreneurial management and their characteristics, comparison of these concepts with classical management styles, entrepreneurship and innovation, to encourage economic development and entrepreneurship, the characteristics, importance and functional problems of small business.</p> <p>Topics addressed include assessment of entrepreneurial skills, the importance of business ethics, the role of entrepreneurs in a free enterprise system, general business skills, and computer applications.</p>
NAME AND CONTACT INFORMATION OF PROFESSOR (EMAIL/PHONE)	<p>Assoc. Prof. Arzu Ülgen Aydınlık aulgen@istanbul.edu.tr (0212)4737070/18296</p>