**Dersler and ECTS Kredileri**

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| --- | --- | --- | --- | --- | --- |
| **1st Year** | | | | | |
| Course Code | Course Name | ECTS | T+P+L | C/E | Language |
| Fall Semester | | | | | |
| 131211138 | HISTORY OF THE ATATURK’S PRINCIPLES AND REFORMS I | 2 | 2+0+0 | C | TURKISH |
| 131211137 | [NEGOTIATION TECHNIQUES](#negotiation) | 3 | 2+0+0 | C | TURKISH |
| 131211136 | MICROECONOMICS | 4 | 3+0+0 | C | TURKISH |
| 131211135 | BUSINESS MATH I | 4 | 3+0+0 | C | TURKISH |
| 131211134 | [BASIC LAW](#basiclaw) | 4 | 3+0+0 | C | TURKISH |
| 131211133 | [INTRODUCTION TO BUSINESS I](#intbusI) | 3 | 2+0+0 | C | TURKISH |
| 131211130 | [ACCOUNTING I](#accoI) | 4 | 3+0+0 | C | TURKISH |
| 131211126 | ENGLISH I | 3 | 3+0+0 | C | ENGLISH |
| 131211125 | TURKISH LANGUAGE I | 2 | 2+0+0 | C | TURKISH |
| SE I | SOCIAL ELECTIVE I | 1 | 1+0+0 | E | TURKISH |
| Sum of Fall Semester: | | 30 |  |  |  |
| Spring Semester | | | | | |
| 131212221 | HISTORY OF THE ATATURK’S PRINCIPLES AND REFORMS II | 2 | 2+0+0 | C | TURKISH |
| 131212217 | [BEHAVIORAL SCIENCES](#behascience) | 2 | 2+0+0 | C | TURKISH |
| 131212219 | MACROECONOMICS | 4 | 3+0+0 | C | TURKISH |
| 131212218 | BUSINESS MATH II | 4 | 3+0+0 | C | TURKISH |
| 131212121 | [LAW OF OBLIGATIONS](#lawofoblgtns) | 4 | 3+0+0 | C | TURKISH |
| 131212216 | [INTRODUCTION TO BUSINESS II](#intbusII) | 3 | 2+0+0 | C | TURKISH |
| 131212213 | [ACCOUNTING II](#accoII) | 4 | 3+0+0 | C | TURKISH |
| 131212220 | USE OF BASIC INFORMATION TECHNOLOGIES | 1 | 3+0+0 | C | TURKISH |
| 131212130 | ENGLISH II | 3 | 3+0+0 | C | ENGLISH |
| 131212129 | TURKISH LANGUAGE II | 2 | 2+0+0 | C | TURKISH |
| SE II | SOCIAL ELECTIVE II | 1 | 1+0+0 | E | TURKISH |
| Sum of Spring Semester : | | 30 |  |  |  |
| Sum of SEMESTER : | | 60 |  |  |  |

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| --- | --- | --- | --- | --- | --- | --- |
| **2nd Year** | | | | | | |
| Course Code | Course Name | ECTS | | T+P+L | C/E | Language |
| Fall Semester | | | | | | |
| 131213326 | PUBLIC FINANCE | 5 | | 3+0+0 | C | TURKISH |
| 131213325 | [STATISTICS I](#istI) | 5 | | 3+0+0 | C | TURKISH |
| 131213324 | BUSINESS FINANCE | 5 | | 3+0+0 | C | TURKISH |
| 131213323 | [BUSINESS LAW](#buslaw) | 5 | | 3+0+0 | C | TURKISH |
| 131213322 | [MANAGEMENT AND ORGANIZATION I](#manorgI) | 5 | | 3+0+0 | C | TURKISH |
| 131213321 | [FINANCIAL ACCOUNTING](#finacco) | 5 | | 3+0+0 | C | TURKISH |
| Sum of Fall Semester : | | 30 | |  |  |  |
| Spring Semester | | | | | | |
| 131214238 | TURKISH TAX SYSTEM | | 5 | 3+0+0 | C | TURKISH |
| 131214237 | [MANAGEMENT AND ORGANIZATION II](#manorgII) | | 5 | 3+0+0 | C | TURKISH |
| 131214236 | [FINANCIAL MANAGEMENT](#finman) | | 5 | 3+0+0 | C | TURKISH |
| 131214235 | [STATISTICS II](#istII) | | 5 | 3+0+0 | C | TURKISH |
| 131214234 | [OPERATIONS RESEARCH I](#opresI) | | 5 | 3+0+0 | C | TURKISH |
| 131214232 | [PRINCIPLES OF MARKETING](#princmarketing) | | 5 | 3+0+0 | C | TURKISH |
| Sum of Spring Semester : | | | 30 |  |  |  |
| Sum of SEMESTER : | | | 60 |  |  |  |
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| **3rd Year** | | | | | | | |
| Course Code | Course Name | | ECTS | | T+P+L | C/E | Language |
| Fall Semester | | | | | | | |
| 131215330 | [MARKETING MANAGEMENT](#markmanag) | 5 | | 3+0+0 | | C | TURKISH |
| 131215323 | [OPERATIONS RESEARCH II](#opresII) | 5 | | 3+0+0 | | C | TURKISH |
| 131215317 | [COST ACCOUNTING](#costacco) | 6 | | 3+0+0 | | C | TURKISH |
| 131215239 | [HUMAN RESOURCES MANAGEMENT](#hrm) | 5 | | 3+0+0 | | C | TURKISH |
| EC I | ELECTIVE COURSE I | 3 | | 2+0+0 | | E | TURKISH |
| EC I | ELECTIVE COURSE I | 3 | | 2+0+0 | | E | TURKISH |
| EC I | ELECTIVE COURSE I | 3 | | 2+0+0 | | E | TURKISH |
| Sum of Fall Semester: | | 30 | |  | |  |  |
| Spring Semester | | | | | | | |
| 131216336 | [ORGANIZATIONAL BEHAVIOR](#orgbehav) | 5 | | 3+0+0 | | C | TURKISH |
| 131216328 | [RESEARCH METHODS](#researchmethods) | 5 | | 3+0+0 | | C | TURKISH |
| 131216326 | [MANAGERIAL ACCOUNTING](#manacco) | 5 | | 3+0+0 | | C | TURKISH |
| 131216321 | PRODUCTION MANAGEMENT | 6 | | 3+0+0 | | C | TURKISH |
| EC II | ELECTIVE COURSE II | 3 | | 2+0+0 | | E | TURKISH |
| EC II | ELECTIVE COURSE II | 3 | | 2+0+0 | | E | TURKISH |
| EC II | ELECTIVE COURSE II | 3 | | 2+0+0 | | E | TURKISH |
| Sum of Spring Semester : | | 30 | |  | |  |  |
| Sum of SEMESTER: | | 60 | |  | |  |  |
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| **4th Year** | | | | | | |
| Course Code | Course Name | ECTS | | T+P+L | C/E | Language |
| Fall Semester | | | | | | |
| 131217443 | [STRATEGIC MANAGEMENT](#stratmanag) | 5 | | 3+0+0 | C | TURKISH |
| 131217411 | [AUDITING](#auditing) | 4 | | 3+0+0 | C | TURKISH |
| BA I | BUSINESS ANALYSES I | 6 | | 3+0+0 | E | TURKISH |
| EC III | ELECTIVE COURSE III | 3 | | 2+0+0 | E | TURKISH |
| EC III | ELECTIVE COURSE III | 3 | | 2+0+0 | E | TURKISH |
| EC III | ELECTIVE COURSE III | 3 | | 2+0+0 | E | TURKISH |
| EC III | ELECTIVE COURSE III | 3 | | 2+0+0 | E | TURKISH |
| EC III | ELECTIVE COURSE III | 3 | | 2+0+0 | E | TURKISH |
| Sum of Fall Semester: | | 30 | |  |  |  |
| Spring Semester | | | | | | |
| 131218422 | [LABOR LAW](#laborlaw) | | 5 | 3+0+0 | C | TURKISH |
| 151418472 | [INTERNATIONAL BUSINESS](#internationalbus) | | 4 | 3+0+0 | C | TURKISH |
| BA I | BUSINESS ANAYSES II | | 6 | 3+0+0 | E | TURKISH |
| EC IV | ELECTIVE COURSE IV | | 3 | 2+0+0 | E | TURKISH |
| EC IV | ELECTIVE COURSE IV | | 3 | 2+0+0 | E | TURKISH |
| EC IV | ELECTIVE COURSE IV | | 3 | 2+0+0 | E | TURKISH |
| EC IV | ELECTIVE COURSE IV | | 3 | 2+0+0 | E | TURKISH |
| EC IV | ELECTIVE COURSE IV | | 3 | 2+0+0 | E | TURKISH |
| Sum of Spring Semester: | | | 30 |  |  |  |
| Sum of SEMESTER: | | | 60 |  |  |  |
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| ELECTIVE COURSE I | |  | ELECTIVE COURSE II | |
| 131215339 | [Capital Market Law](#capitalmarketlaw) |  | 131216345 | Vocational English II |
| 131215338 | Vocational English I |  | 131216344 | [Appilcations with Statistical Programs II](#appstatprogII) |
| 131215337 | [Sales Management](#salesman) |  | 131216343 | [International Finance](#internfinance) |
| 131215336 | [Social Responsibility and Ethics in Business](#socialresponsiblity) |  | 131216342 | [Service Marketing](#servicemarketing) |
| 131215335 | [Consumer Behaviors](#consbehav) |  | 131216341 | [Modern Organization Theories](#modernorgtheo) |
| 131215334 | [Appilcations with Statistical Programs I](#appstatprogI) |  | 131216340 | [Career Management](#careerman) |
| 131215333 | [Entrepreneurship and Small Businesses](#entrepreneurship) |  | 131216339 | [Negotiable Instruments Law](#negotiableinstlaw) |
| 131215332 | [Modern Approaches to Management](#modernappmanagement) |  | 131216338 | [Corporate Accounting](#corpacco) |
| 131215331 | [Money and Banking](#moneyandbanking) |  | 131216337 | [Capital Market](#capitalmarkets) |
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| ELECTIVE COURSE III | |  | ELECTIVE COURSE IV | |
| 131217455 | Vocational English III |  | 131218465 | Vocational English IV |
| 131217454 | [Special Topics in Accounting](#specacco) |  | 131218464 | [Enforcement and Bancruptcy Law](#enforcementbankruptcy) |
| 131217453 | [Consumer Protection Law](#consprotectlaw) |  | 131218463 | [Project Management](#projectman) |
| 131217452 | [International Marketing](#internmarketing) |  | 131218462 | International Economics |
| 131217451 | [Management Information Systems](#maninfsystm) |  | 131218461 | [Banking and Insurance Law](#bankinginsurancelaw) |
| 131217450 | [Marketing Research](#marketingresearch) |  | 131218460 | [Innovation Management](#innovationman) |
| 131217449 | [Evaluation of Investment Projects](#evaluationinvproject) |  | 131218459 | [Leadership in Theory and Practise](#leadership) |
| 131217448 | [Total Quality Management](#totalqualityman) |  | 131218457 | [Applied Econometrics](#appliedecon) |
| 131217447 | [Multivariate Statistical Analyses](#multistatanal) |  | 131218456 | [Multicriteria Decision Making Techniques](#multicriteria) |
| 131217446 | [Public Administration](#publicadmn) |  | 131218455 | [Computer Accounting](#computerized) |
| 131217445 | [Cooperative Business](#coopmanag) |  | 131218454 | [Stock Exchange Analysis](#stockexchange) |
| 131217444 | Economic Structure of Turkey |  | 131218458 | [Relationship Marketing](#relationshipmarketing) |
| 131217471 | [Basic Econometrics](#basiceconometrics) |  | 131218453 | [Local Services Management](#localservices) |
| 131217472 | [Financial Modelling](#financmodel) |  | 131218452 | [Finacial Statement Analysis](#financialstatement) |

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| BUSINESS ANALYSES I | |  | BUSINESS ANALYSES II | |
| 131217466 | [Multivariate Analysis I](#multivstatanal) |  | 131218476 | [Multivariate Analysis II](#multivstatanal2) |
| 131217465 | [Decision Making Techniques I](#decisionmakinI) |  | 131218475 | [Decision Making Techniques II](#decisionmakinII) |
| 131217464 | [Marketing Communication Research I](#marketingcomresI) |  | 131218474 | [Marketing Communication Research II](#marketingcomresII) |
| 131217463 | Consumer Research I |  | 131218473 | Consumer Research II |
| 131217462 | Production Management Research I |  | 131218472 | Production Management Research II |
| 131217461 | [Audit Research I](#auditresI) |  | 131218471 | [Audit Research II](#auditresII) |
| 131217460 | [Investment Analysis I](#investanalyI) |  | 131218470 | [Investment Analysis II](#investanalyII) |
| 131217459 | [Postmodern Management Research I](#postmodernmanagresI) |  | 131218469 | [Postmodern Management Research II](#postmodernmanagresII) |
| 131217458 | [Organization Research I](#orgresI) |  | 131218468 | [Organization Research II](#orgresII) |
| 131217457 | [Business Policies I](#businesspolI) |  | 131218467 | [Business Policies II](#businesspolII) |
| 131217456 | Private Law Research I |  | 131218466 | Private Law Research II |
| 131217442 | [Strategic Management Research I](#strmanresI) |  | 131218451 | [Strategic Management Research II](#strmanresII) |
| 131217441 | [Cost Management I](#costmanI) |  | 131218450 | [Cost Management II](#costmanII) |
| 131217428 | [Management Research I](#manresI) |  | 131218435 | [Internal Control Systems II](#intcontsystII) |
| 131217427 | [Financial Analysis Techniques I](#finanaltechI) |  | 131218434 | [Time Series Analysis II](#timeseriesII) |
| 131217426 | [Marketing Problems and Analysis I](#marketinganalyI) |  | 131218433 | [Management Research II](#manresII) |
| 131217425 | [Time Series Analysis I](#timeseriesI) |  | 131218432 | [Marketing Problems and Analysis II](#marketinganalyII) |
| 131217424 | [Risk Management in Business I](#riskmanagI) |  | 131218430 | [Financial Analysis Techniques I](#finanaltechII) |
| 131217423 | [Internal Control Systems I](#intcontsystI) |  | 131218429 | [Business Law Research II](#buslawresII) |
| 131217422 | [Business Law Research I](#buslawresI) |  | 131218428 | [Risk Management in Business II](#riskmanagII) |
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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131211137 | **COURSE NAME** | Negotiation Techniques |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| I. | 2 | |  | | |  | 0 | | | 3 | CORE (X) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 30 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparing to a presentation about a specific topic, developing arguments, negotiating, defending opinions, self expression | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to make students capable of express themselves and discuss their opinions about some issues. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Prepare for a spesific issue and reading about it, Make arguments, Gain presentation skills, Ask right questions and listen, Gain answering skills, Express themselves, Gain negotiation skills about some issues such as selling and job interview | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Çetin, C. (2002).** Müzakere Teknikleri. İstanbul: Beta Yayınları. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Harvard Business Review’den Seçmeler (2000).** Müzakere ve Anlaşmazlık Çözümü. İstanbul: MESS Yayınları. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Overview of the concept of negotiation |
| 2 | Kinds of negotiation |
| 3 | Parties in negotiation |
| 4 | Issues to be taken into account in negotiation |
| 5 | Negotiation process |
| 6 | Negotiation strategies |
| 7 | Midterm Exam |
| 8 | Maneuvers and tricks in negotiation |
| 9 | Negotiation tactics and skills |
| 10 | Negotiation tactics and skills |
| 11 | Alternative kinds of negotiation |
| 12 | Administrative and commercial negotiations |
| 13 | Legal and ethic issues in negotiations |
| 14 | Legal and ethic issues in negotiations |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Prof. Dr. Ömer Torlak*

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Autumn |

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| **COURSE CODE** |  | **COURSE NAME** | BASIC LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 4 | CORE (X) ELECTIVE () | | |  |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
| X | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To teach basic consepts of law, legal systems, the law in force, branches of law, basic rights and liberties, how to claim one’s rights and prepare a common core of learning and understanding of other law courses and make students to gain the necessary and sufficient legal culture. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Understand the basic consept of law. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Basic law  Understanding the rules of governing soviety  The purpose of law  Legal systems  Turkish legal system  Legal relationships  Basic rights and liberties  knowledge of the characteristics and types of rights  public and private law  legal disputes and judicial bodies  types of disputes | | | | | | | | | | |
| **COURSE OUTCOMES** | | | |  | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | **ATASOY, Ömer Adil (Prof. Dr.), (2007)**. **Temel Hukuk, Hukukun Temel Kavramları**, Genişletilmiş metin, Eskişehir Osmangazi Üniversitesi Yayını, Yayın No: 142, Eskişehir, Ekim 2007 | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | T**. C. Anayasası, İnsan Hakları Evrensel Bildirgesi, Avrupa İnsan Hakları Sözleşmesi, Avrupa Anayasası** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Basic law |
| 2 | Understanding the rules of governing soviety |
| 3 | The purpose of law |
| 4 | Legal systems |
| 5 | Turkish legal system |
| 6 | Legal relationships |
| 7 | MIDTERM |
| 8 | Basic rights and liberties |
| 9 | knowledge of the characteristics and types of rights |
| 10 | public and private law |
| 11 | legal disputes and judicial bodies-I |
| 12 | types of disputes-I |
| 13 | Types of disputes-II |
| 14 | Judicial bodies-II |
| 15,16 | FINAL EXAM |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Fall term |

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| **COURSE CODE** | 131211133 | **COURSE NAME** | Introduction to Business I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 1 | 2 | |  | | |  | 2 | | | 3 | CORE (\* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Human needs; economic phenomena; business; concept of business; the historical development of enterprises; postmodern business; knowledge economy; global economic transformation and revolution in business; digital business; business organization; business environment and objectives; success conditions of business; business efficiency; business risks; components of business. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is to teach the basics of business administration. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about introduction to business to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between introduction to business and other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Knowing needs of human.  2. Knowing resources of production.  3. Understanding economic phenomena.  4. Knowledge of the history of business and management concepts.  5. Postmodern knowledge of business.  6. Knowing the work of organization in business.  7. Having information about the business and its environs.  8. Understanding the business objectives.  9. Grasping business success conditions. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1.Şahin, M. (2005). **Genel İşletme. Eskişehir: Gülen Ofset** | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Business |
| 2 | General concept of business and business history |
| 3 | Business and other disciplines |
| 4 | Concepts of enterprise, entrepreneurial |
| 5 | Concepts of organization and business |
| 6 | Management and administrative concepts and the organization's goals |
| 7 | Mid-term |
| 8 | The purpose of business administration and other success criteria |
| 9 | Business Classifications |
| 10 | Business Classifications |
| 11 | Foundation studies in Business |
| 12 | Business size |
| 13 | Capacity utilization issues in business |
| 14 | Business and environment |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** **:** Yrd. Doç. Dr. Özlem UZUN

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Economics**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | **131211130** | **COURSE NAME** | Accounting I |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | |  | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **Credits** | | **ECTS** | | **COURSE TYPE** | | | **LANGUAGE** |
| 1 | 3 | |  | | |  | 3 | | 4 | | CORE (x ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Core Professional | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transmissible Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **TERM TIME** | | | | **Activity** | | | | | | **Number** | | | **Percentage (%)** | |
| I. Mid-Term | | | | | | 1 | | | 40 | |
| II. Mid-Term | | | | | |  | | |  | |
| Quiz | | | | | |  | | |  | |
| Homework | | | | | |  | | |  | |
| Project | | | | | |  | | |  | |
| Report | | | | | |  | | |  | |
| Other (………) | | | | | |  | | |  | |
| **FINAL EXAM** | | | |  | | | | | |  | | | 60 | |
| **PROPOSED PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Accounting and the parties concerned, Basic accounting concepts and conventions, accounting equation and accounts, mandatory books, accounting record system, ledger and journal records of all balance sheet and income statement accounts in terms of transactions for the period. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The purpose of this course is to teach the logic of accounting system and gain the ability of recording daily transactions of an entity. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning the financial terms and jargon of business life | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Understanding the role of accounting among the functions of enterprise 2. Knowing the accounting record system 3. Understanding the concepts and key terms of accounting 4. Understanding the process of accounting 5. Knowing the 6. Knowing the users of accounting information 7. Comprehending the accounting equation 8. Learning how to use accounts 9. Knowing the Uniform Accounting System | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Münevver Yılancı, Birol Yıldız, Murat Kiracı, Tunç Köse,** Genel Muhasebe, Nisan Kitapevi, 2011, Ankara 2. **Sevilengül, Orhan**, **(2001).** Genel Muhasebe, Gazi Kitabevi, 8.Baskı, Ankara 3. **Çömlekçi, Ferruh** **(2002).** Tekdüzen Genel Muhasebe ve Temel Mali Tablolar, Eskişehir | | | | | | | | | | |
| **SUPPORTIVE SOURCES** | | | | 1. **Ergin, Hüseyin** **(2000).** Muhasebeye Giriş, 6. baskı, Kütahya 2. **Bektöre, Sabri, Yılmaz Benligiray ve Nurten Erdoğan** (2004). “Envanter ve Bilanço”, Eskişehir 3. **Ergin, Hüseyin** **(2000).** Envanter ve Bilanço, 6. baskı, Kütahya | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The historical development of accounting |
| 2 | The conceptual framework of accounting |
| 3 | Fundamentals of financial statements and accounts |
| 4 | Recording types and procedures |
| 5 | Accounting theory |
| 6 | Accounting process |
| 7 | Cash and Cash Equivalents |
| 8 | Inventory transactions |
| 9 | Credit and Debit Transactions |
| 10 | Tangible and Intangible Fixed Assets |
| 11 | Securities |
| 12 | Shareholders Equity Transactions |
| 13 | Income and Expense Transactions |
| 14 | Income and Expense Transactions |
| 15,16 | Examples |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **×** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **×** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **×** |  |
| 8 | To be able to follow changing information and communication technology |  | **×** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships |  |  | **×** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor. Dr. Birol Yıldız

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131212217 | **COURSE NAME** | Behavioural Sciences |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| II | 2 | |  | | |  | 2 | | | 2 | CORE ( \* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | | 20 | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | | 1 | | | | 20 | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 30 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Basic concepts of behavioural sciences, importance and consequences of human behaviours, sense, learning, meaning, bureaucratic life, motivation and communication concepts, importance of the new concepts related to behavioural sciences for Turkey and Turkish society. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | This class’s main purpose is; learning the basic concepts of the behavioural sciences, being able to analyse individual and organizational behaviours of the humans. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | To analyse human behaviours’ cause effect relationship in various forms, to educate students in perceiving and evaluating individual-group and society behaviours. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Davranış Bilimleri, Feyzullah Eroğlu, Beta Yayınları, 2007. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. Davranış Bilimleri, Salih Güney, Nobel Yayın Dağıtım, 2008.  2. Davranış Bilimlerine Giriş, Anadolu Üniversitesi Yayınları, 2006.  3. Sosyoloji, Anthony Giddens, Ayraç Yayınları, 2000.  4. İnsan ve Davranışı, Doğan Cüceloğlu, Remzi Kitabevi, 2005.  5. Yeni İnsan ve İnsanlar, Çiğdem Kağıtçıbaşı, Evrim Yayınları, 2005.  6. Sosyal Psikoloji, JL Freedman, DO Sears, JM Carlsmith, İmge Kitabevi, 1998. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introducing to behavioural sciences |
| 2 | Needs as the basic source of behaviours |
| 3 | Personality and behaviour |
| 4 | Motivation of human behaviours |
| 5 | Stress management |
| 6 | Conflict management |
| 7 | Midterm Exam |
| 8 | Statu and role models as behavioural platform |
| 9 | Human behaviours and social institutions |
| 10 | Social stratification and social classes |
| 11 | Culture and behaviour |
| 12 | Social disintegration and popular culture |
| 13 | Interpersonal communication and mass communication process |
| 14 | Current discussion objects in behavioural sciences |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Assist. Proff. Umut KOÇ

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | LAW OF OBLIGATIONS |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 4 | CORE (X) ELECTIVE ( ) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | |  | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Inform students about agreements which has become the main tool in meetings and other debt agreements. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To teach the basic concepts and principles of the law of obligations | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | The general provision of obligations Obligations arising from tort Obligations arising from unjust enrichment Termination of obligation Types og obligation agreements and gaining experience in practice Devolution of title Lease, freelance, employment and safekeeping contracts | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | **ATASOY, Ömer Adil (2011), Borçlar Hukuku Ders Notu, Eskişehir.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **AKINTÜRK, Turgut (1999), Borçlar Hukuku, 7. baskı, İstanbul.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Turkish Code of Obligations | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Blanket clauses about obligations |
| 2 | Obligations arising from tort |
| 3 | Obligations arising from unjust enrichment |
| 4 | Clauses about obligations |
| 5 | Private contracst of obligations |
| 6 | Termination of obligation |
| 7 | MIDTERM |
| 8 | Private types of contracts |
| 9 | Contract of sale |
| 10 | Contract of loan |
| 11 | Contract of rent |
| 12 | Contract of employment |
| 13 | Contract of guaranty |
| 14 | General evolution |
| 15,16 | FINAL EXAM |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131212216 | **COURSE NAME** | Introduction to Business II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 2 | 2 | |  | | |  | 2 | | | 3 | CORE (\* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Management function, marketing function, finance function, accounting function, human resources function and business information systems. : marketing information system; manufacturing information system; human resources information system; financial information system; accounting information system. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The purpose of this course is to introduce students to the functions of businesses. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about introduction to business to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between introduction to business and other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Understanding the function of management. 2. Grasping the function of marketing. 3. Knowing production function. 4. Understanding the function of finance. 5. Knowing accounting function. 6. Knowing function of human resources. 7. Understanding the function of public relations. 8. Recognizing the function of business information systems. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. Şahin, M. (2005). **Genel İşletme. Eskişehir: Gülen Ofset** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Rıdvan, K. (2002).** İşletme.Eskişehir: Birlik Ofset 2. **Can, H., Tuncer, D., Ayhan, D.Y. (2005).** Genel İşletmecilik Bilgileri. Ankara: Siyasal Bilgiler Kitabevi. 3. **Dinçer, Ö., Fidan, Y. (2000).** İşletme Yönetimine Giriş. İstanbul: Beta   4. **Ertürk, M. (2001).** İşletme Biliminin Temel İlkeleri. İstanbul: Beta | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | General introduction to the business functions |
| 2 | The main function of business: Management |
| 3 | Functions of Management: Planning |
| 4 | Functions of Management: Organization |
| 5 | Functions of Management: Executive |
| 6 | Functions of Management; Coordination and Management Functions; Control |
| 7 | Mid-term |
| 8 | R&D and Innovation function |
| 9 | Marketing function |
| 10 | Finance function |
| 11 | Production function |
| 12 | Public relations function |
| 13 | Accounting function |
| 14 | Supply Function |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Economics**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131212213 | **COURSE NAME** | Accounting II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | |  | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **Credits** | | **ECTS** | | **COURSE TYPE** | | | **LANGUAGE** |
| 2 | 3 | |  | | |  | 3 | | 4 | | CORE (x ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Core Professional | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transmissible Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **TERM TIME** | | | | **Activity** | | | | | | **Number** | | | **Percentage (%)** | |
| I. Mid-Term | | | | | | 1 | | | 40 | |
| II. Mid-Term | | | | | |  | | |  | |
| Quiz | | | | | |  | | |  | |
| Homework | | | | | |  | | |  | |
| Project | | | | | |  | | |  | |
| Report | | | | | |  | | |  | |
| Other (………) | | | | | |  | | |  | |
| **FINAL EXAM** | | | |  | | | | | |  | | | 60 | |
| **PROPOSED PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Concept of inventories, Concepts related to inventory and year-end transactions, Valuation and valuation criteria, year-end transactions of cash and cash equivalents, inventories, receivables and payables, fixed assets, financial fixed assets and securities, equity,  year-end transactions related to income and expense, Preparing the year and financial statements | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Learning the period-end processes within the accounting records system and he preparation of the final balance sheet and income statement | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | İşletmedeki dönem sonu işlemlerinin hem sayım ve değerleme hem de ayarlama ve düzeltme kayıtları şeklinde uygulanabilmesini öğrenme. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Comprehension the inventory concept and types and ability to use them.  Ability to process year-end transactions to the all balance sheet and income statement accounts | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Münevver Yılancı, Birol Yıldız, Murat Kiracı, Tunç Köse, (2011) Genel Muhasebe, Nisan Kitabevi, Eskişehir | | | | | | | | | | |
| **SUPPORTIVE SOURCES** | | | | Sabri Bektöre, Yılmaz Benligiray, Nurten Erdoğan, (2005), Birlik Ofset, Eskişehir | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Projection device and computer | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Concepts related to inventory |
| 2 | year-end transactions |
| 3 | Valuation and valuation criterias |
| 4 | year-end transactions of cash and cash equivalents |
| 5 | year-end transactions of inventories I |
| 6 | year-end transactions of inventories II |
| 7 | year-end transactions of receivables and payables |
| 8 | year-end transactions of fixed asstes I |
| 9 | year-end transactions of fixed asstes II |
| 10 | year-end transactions of financial fixed asstes and securities |
| 11 | year-end transactions of equity |
| 12 | year-end transactions related to income and expense I |
| 13 | year-end transactions related to income and expense II |
| 14 | Prepairng the year and financail statements |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor. Dr. Birol Yıldız

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | FALL |

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| **COURSE CODE** | 131213325 | **COURSE NAME** | Statistics I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 3 | 3 | | 0 | | | 0 | 3 | | | 5 | CORE ( x) ELECTIVE ( ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction to Statistics; Fundamental Concepts of Statistics; Organization of Data; Frequencies, Ratios, Percentages; Index Numbers; Graphs; Measures of Central Tendency; Measures of Dispersion; Measures of Skewness and Kurtosis; Probability; Bayes Theorem; Probability Distributions; Theoretical Distributions; Normal Distribution | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to secure determination and calculation of the optimal statistical measure when defining and summarizing a social event and determining the changes between the situation and variables in the event; increasing the benefit of information as a result of correlation between probability and probability distributions and calculation of probabilities for different situations. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Understand the different types of statistics and statistical methods. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1.Determine events, events’ components, analyzing the problems through numbers, gaining access to meaningful and useful information in social life. 2.Learn classification of data3.Learn plotting graph and interprete them.4.Compute Measures of Central Tendency and interprete them.5.Compute Measures of Dispersion and interprete them .6.Learn Measures of Skewness and Kurtosis .7.Comprehend Probability.8.Learn Bayes Theorem.9.Learn Probability Distributions | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Çömlekçi Necla (1998), Temel İstatistik, Bilim Teknik Yayınevi | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Serper Özer. (2000), Uygulamalı İstatistik II, Ezgi Kitabevi.**Fogiel, M. (2002). The Statistics Problem Solver, Research and Education Association.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | | | | | |
| **WEEK** | | **SUBJECTS / TOPICS** | | | |
| 1 | | Describing Distributions | | | |
| 2 | | Cautions about Regression and Correlation | | | |
| 3 | | Sampling Design | | | |
| 4 | | Binomial Probability Distribution | | | |
| 5 | | Mean and Variances of Random Variables | | | |
| 6 | | Sampling Distributions | | | |
| 7 | | Quiz | | | |
| 8 | | Tests of Significance | | | |
| 9 | | Inference for Distributions | | | |
| 10 | | Inference for Count Data | | | |
| 11 | | Data Analysis for Two-Way | | | |
| 12 | | Formulas and Models for Two-Way Tables | | | |
| 13 | | One-Way Analysis of Variance | | | |
| 14 | | Two-Way Analysis of Variance | | | |
| 15,16 | | Exam | | | |
| **No.** | **OUTCOMES** | | **3** | **2** | **1** | |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | |  | **X** |  | |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | |  | **X** |  | |
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| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | |  |  | **X** | |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | |  | **X** |  | |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | |  |  | **X** | |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | |  |  | **X** | |
| 8 | To be able to follow changing information and communication technology | |  | **X** |  | |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | |  |  | **X** | |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | |  |  | **X** | |
| 11 | To be able to manage inter-personal relationships | |  | **X** |  | |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | |  | **X** |  | |
| **1**:Never. **2**:Few. **3**:Many. | | | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | BUSINESS LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 5 | CORE (X ) ELECTIVE () | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Teaching law of commercial enterprise and corporate law. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To provide students entrepreneurship’s basic knowledge and tools in legal basis. To teach law of commercial enterprise with its features and management rules. To teach commercial partnerships and their organizations, properties, relationships between partners and expiration. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Provides basic knowledge on commercial law. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Commercial enterprise  Trade register and business name  Unfair competetion  Commercial boks and currency account  Commercial partnerships  General partnerships  Limited partnerships  Joint-stock companies  Companies with limited liability | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Atasoy, Ömer Adil (2011), Ticaret Hukuku Ders Notları, Eskişehir. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | İmregün, Oguz, (2002). Kara Ticaret Hukuku dersleri, Filiz Kitapevi, İstanbul.  **Ticari İşletme Hukuku İlgili Diğer tüm yayın ve kanunlar, Avrupa Topluluğu Mevzuatı** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Commercial enterprise |
| 2 | Commercial affairs |
| 3 | Trade register and business name |
| 4 | Unfair competetion |
| 5 | Commercial boks and currency account |
| 6 | General information |
| 7 | MIDTERM |
| 8 | Commercial partnerships and ordinary partnerships |
| 9 | General partnerships |
| 10 | Limited partnerships |
| 11 | Joint-stock companies-I |
| 12 | Joint-stock companies-II |
| 13 | Companies with limited liability |
| 14 | General information |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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| **Eskişehir Osmangazi University**  **Department of Business**  **Course Information Form**   |  |  | | --- | --- | | **TERM** | Fall |  |  |  |  |  | | --- | --- | --- | --- | | **COURSE CODE** | 131213322 | **COURSE NAME** | Management and Organization I |      |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **CORSE** | | | | | | | | | **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** | | 3 | 3 | |  | | |  | 3 | | | 5 | CORE (\* ) ELECTIVE ( ) | | | Turkish | | **COURSE CATEGORY** | | | | | | | | | | | | | | | | Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | | |  | | X | | |  | | |  | | | |  | | | | **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | | | **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | | | I. Mid-Term | | | | | 1 | | | | 40 | | | II. Mid-Term | | | | |  | | | |  | | | Quiz | | | | |  | | | |  | | | Homework | | | | |  | | | |  | | | Project | | | | |  | | | |  | | | Report | | | | |  | | | |  | | | Other (………) | | | | |  | | | |  | | | **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | | | **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | | | **COURSE CONTENT** | | | | Course content: Introduction to business management, management, administration, the historical development of business management: classical management approaches, the neoclassical approach to management, modern management approaches; management functions: planning, organizing ,directing controlling | | | | | | | | | | | | **COURSE OBJECTIVES** | | | | The purpose of this course is to examine main business management concepts, theories , practices and reach | | | | | | | | | | | | **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about management and organization to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between management and organization and other relevant areas. | | | | | | | | | | | | **COURSE OUTCOMES** | | | | 1. Knowing about the concepts of management and administration 2. Knowledge of the history of business management. 3. Knowing the function of planning. 4. Understanding the function of organizing. 5. Knowing the function of directing. 6. Understanding the function of coordination. 7. Knowing the function of supervision. | | | | | | | | | | | | **TEXTBOOK(S)** | | | | 1.Özalp, İ. (2005). **İşletme Yönetimi. Eskişehir: Birlik Ofset** | | | | | | | | | | | | **SUPPORTIVE RESOURCES** | | | | 1. **Ertürk, M. (2000).** İşletmelerde Yönetim ve Organizasyon. İstanbul: Beta 2. **Koçel, T. (2003).** İşletme Yöneticiliği Yönetim ve Organizasyonlarda Davranış Klasik- Modern-Çağdaş ve Güncel Yaklaşımlar. İstanbul: Beta   3. **Efil, İ. (2002).** İşletmelerde Yönetim ve Organizasyon. İstanbul: Alfa  **4.** Eren, E. (1991). **Yönetim ve Organizasyon. İstanbul: İ.Ü.İ.F.İ.İ.E.Ya.** | | | | | | | | | | | | **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | | |  |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to business management |
| 2 | Management |
| 3 | Administration |
| 4 | The historical development of business management: overall evaluation of the classical management approaches |
| 5 | Classical management approaches: a scientific approach to management |
| 6 | Classical management approaches: approach to process management and classical management approaches: approach to bureaucracy |
| 7 | Mid-term |
| 8 | The neoclassical approach to management |
| 9 | Modern management approaches; system approach |
| 10 | Modern management approaches; contingency Approach |
| 11 | Management functions: Planning |
| 12 | Management functions: Organizing |
| 13 | Management functions: Directing |
| 14 | Management functions: Coordination; Control |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | FALL |

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| **COURSE CODE** | 131213321 | **COURSE NAME** | FINANCIAL ACCOUNTING |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 3 | 3 | |  | | |  |  | | | 5 | CORE ( x) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Basic accounting concepts and conventions, financial statement principles, reflections of accounting concepts and conventions in the balance sheet and income statement groups | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main objective of this course is to provide an understanding of the relationship between basic accounting concepts , financial statement principals and accounting transactions | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | This course is preparing students to any jobs relating with accounting by proving an understanding of the accounting concepts and principals which the records and transactions are based on and transferring the records to the financial statements | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | - Ability to determine the importance of basic accounting concepts and conventions, financial statement principles in terms of balance sheet and income statement  -Ability to transfer organizations’ assets, liabilities and shareholders’ equity to balance sheet within the framework of basic accounting concepts and conventions and explain the reasons and results  - Ability to transfer organizations’ incomes and expenses to income statement within the framework of basic accounting concepts and conventions and explain the reasons and results | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | GENEL MUHASEBE (Basic Accounting- Turkish)- Münevver Yılancı, Birol Yıldız, Murat Kiracı, Tunç Köse, Gülen Ofset Matbaacılık | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | GENEL MUHASEBE- Orhan Sevilengül, Gazi Kitabevi  MUHASEBENİN KURAMSAL YAPISI- Özgül Cemalcılar,Saime Önce, Anadolu Üniversitesi Yayınları | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | basic accounting concepts and conventions |
| 2 | Principals of balance sheet |
| 3 | Principals of income statement |
| 4 | the relationship among liquid assets, balance sheet and income statement |
| 5 | the relationship among securities, balance sheet and income statement |
| 6 | the relationship among receivables and balance sheet and income statement |
| 7 | the relationship among inventories and balance sheet and income statement |
| 8 | Midterm exam |
| 9 | The relationship among accrued income- expense, realized expense- incomes, balance sheet and income statement |
| 10 | the relationship among fixed assets and balance sheet and income statement |
| 11 | the relationship among external resources and balance sheet and income statement |
| 12 | the relationship among equity and balance sheet and income statement |
| 13 | the relationship among income accounts and balance sheet and income statement |
| 14 | the relationship among expense accounts and balance sheet and income statement |
| 15,16 | Review, final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | x |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | X |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | x |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | X |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | X |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | X |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | x |
| 8 | To be able to follow changing information and communication technology | X |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | x |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | x |
| 11 | To be able to manage inter-personal relationships |  |  | x |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | x |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131214237 | **COURSE NAME** | Management and Organization II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| IV | 3 | |  | | |  | 3 | | | 5 | CORE (\* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Course content: Introduction to business organization; partitioning policies and types; authority; transfer of power and authority; centralization; command in organizations, staff and functional authority and vertical, vertical command and functional organization; management place ;committees ,;formal and informal organizational structures; motivation ;growing | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The purpose of this course is to introduce organizational structure in which managers operate. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about management and organization,to develop and moount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between and management and organization other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Recognition of Business organizations. 2. Knowledge of the principles and types of enterprises shelving. 3. Understanding the concept of authority. 4. Understanding the concept of power. 5. Knowing transfer of power and the importance 6. Comprehend the concepts of centralization 7. Understanding relation with command, staff and functional authority in organizations and knowing organizational forms. 8. Knowing the field of management. 9. Grasping committees. 10. Understanding formal and informal organizational structures. 11. Knowledge of motivation 12. Grasping organizational problems in growing | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1.Özalp, İ. (2005). **İşletme Yönetimi. Eskişehir: Birlik Ofset** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Ertürk, M. (2000).** İşletmelerde Yönetim ve Organizasyon. İstanbul: Beta 2. **Koçel, T. (2003).** İşletme Yöneticiliği Yönetim ve Organizasyonlarda Davranış Klasik- Modern-Çağdaş ve Güncel Yaklaşımlar. İstanbul: Beta 3. **Efil, İ. (2002).** İşletmelerde Yönetim ve Organizasyon. İstanbul: Alfa   4.**Eren, E. (1991).** Yönetim ve Organizasyon. İstanbul: İ.Ü.İ.F.İ.İ.E.Ya. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| COURSE OUTLINE | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to business organization |
| 2 | Partitioning policies |
| 3 | partitioning according to function, partitioning according to geographical basis |
| 4 | Partitioning types: |
| 5 | Authority |
| 6 | Transfer of Power and Authority |
| 7 | Mid-term |
| 8 | Forms of organization |
| 9 | Areas of management |
| 10 | Committees |
| 11 | Formal and informal organizations |
| 12 | Organizational growth |
| 13 | Organizational problems in growing |
| 14 | Motivation in organizations |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN **Signature: Date:**

**Eskişehir Osmangazi University**

**Department of Business Administaration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131214236 | **COURSE NAME** | Financial Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 4 | 3 | |  | | |  | 3 | | | 5 | CORE (x) ELECTIVE ( ) | | | türkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Working capital, cash management, stock management, capital budgenting decision, cost of capital analysis divident payment analysis and special topics in finance | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | to enable students how to reach and evaluate capital funds, presenting the new financial topics | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning investment decision and capital stracture | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Analysing the investment analysis and interpreting the results | | | | | | | | | | |
| **TEXTBOOK(S)** | | | |  | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Current asset management |
| 2 | Capital budgeting |
| 3 | Capital budgeting |
| 4 | Evulation of invesment project |
| 5 | Evulation of invesment project |
| 6 | Divident policiy |
| 7 | Quiz |
| 8 | Capital cost and capital stracture |
| 9 | Financial market |
| 10 | Financial market |
| 11 | Growt of firm |
| 12 | Failure of firm |
| 13 | Multinatioanal financial management |
| 14 | Multinatioanal financial management |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | SPRING |

|  |  |  |  |
| --- | --- | --- | --- |
| **COURSE CODE** | 131214235 | **COURSE NAME** | Statistics II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 4 | 3 | | 0 | | | 0 | 3 | | | 5 | CORE (x ) ELECTIVE ( ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Sampling Theory; Sampling Distributions; Statistical Estimation (Point Estimation-Interval Estimation); Small Samples-Student Distribution; Hypothesis Testing; Hypothesis Testing of Mean and Proportion; Hypothesis Testing of Differences Between Means and Proportions; Hypothesis Testing of Differences Between Means and Proportions; Chi-square Analysis; Simple Linear Regression Analysis; Simple Linear Correlation Analysis; Analysis of Variance. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to state the application areas of the analytical statistics in social sciences; to examine the statistical techniques’ application processes on case studies and interpreting the results statistically and administratively. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Determine and analyse the problems which could be met with in business life | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Apply the optimal statistical technique/techniques for the solution of those problems and realizing the inference function of the statistics. .Make statistical inference and interprete them..Learn Z and t tests..Learn Chi-square test..Comprehend Correlation and regression analyses..Apply Variance analysis. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | |  | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Çömlekçi Necla (1998), Temel İstatistik, Bilim Teknik Yayınevi | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Fogiel, M. (2002). The Statistics Problem Solver, Research and Education Association.  Serper Özer. (2000), Uygulamalı İstatistik II, Ezgi Kitabevi | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Hypothesis Tests for Two Populations |
| 2 | Differences between Means |
| 3 | Differences between Variances |
| 4 | Tests for Multinomial Populations |
| 5 | Tests of Independence |
| 6 | Analysis of Variance |
| 7 | Quiz |
| 8 | Regression Analysis |
| 9 | Simple Linear Regression Analysis |
| 10 | Multiple Regression Analysis |
| 11 | Tests of Significance |
| 12 | Indices, Forecasting, and Nonparametric Tests |
| 13 | Time series analysis |
| 14 | Time series analysis |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **X** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  |  | **X** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131214234 | **COURSE NAME** | Operation research 1 |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 4 | 3 | | 0 | | | 0 | 3 | | | 5 | CORE (x ) ELECTIVE ( ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction Operation Research (Decision Making-Problem Solving Process and Operation Research Methodology); Introduction Linear Programming; Examples of Formulating ofLinear Programming Models; Solving Methods in Linear Programming (Graphic Solving, Simplex Solving); Simplex Method; Special Cases in Simpleks Method; Duality Theory; Economic Interpretion of The Dual Problem; Sensitivity Analysis; Integer Programming; Practices on Ds-Win Program. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to put into practice the quantitative analysis techniques at the right time and about the valid resolutions as a decision maker in real life. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Comprehend relations decision problems in business and mathematical models | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Understand structure of decision problems and develop alternatives. Comprehend decision making function in business management and its contribution to quantitative process.Model lineer programming problems which are faced in business Solve lineer programming problems. Get dual models of lineer programming models. Dual models and make theirs sensitivity analysis | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Öztürk Ahmet. (2005). Yöneylem Araştırması , Ekin kitabevi | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Taha A.Hamdy. Çeviren ve Uyarlayan : Ş.Alp Baray Şakir Esnaf. (2000). Yöneylem Araştırması, Literatür Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Operational Research |
| 2 | Introduction to Operational Research |
| 3 | Linear programming |
| 4 | Linear programming |
| 5 | Duality theory and Sensitivity Analysis |
| 6 | Duality theory and Sensitivity Analysis |
| 7 | Quiz |
| 8 | Transportation models |
| 9 | Network models |
| 10 | Network models |
| 11 | Queuing models |
| 12 | Dynamic programming (Deterministic/Probabilistic) |
| 13 | Simulation and its applications in O.R. |
| 14 | Simulation and its applications in O.R. |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131214232 | **COURSE NAME** | Principles of Marketing |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| IV. | 3 | |  | | |  | 3 | | | 5 | CORE (X) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Marketing Concepts and Marketing Challenges, Market and Marketing Environment, Consumer Markets and Consumer Buyer Behavior, Business Markets and Business Buyer Behavior, Market Segmentation, Targeting and Positioning, Marketing Mix Element: Product and Services, Pricing, Promotion (Advertising, Sales Promotion, and Public Relations), Promotion (Personal Selling), Distribution Channels, Direct and Online Marketing, Integrated Marketing Communications. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to make students informed about marketing concepts and its development. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn basic marketing notions, understand the importance of marketing for business, learn the relations between marketing and the other business functions, analyze consumer behaviors, contact between marketing activity and market environment, comment drivers of modern marketing, comment dynamic structure of marketing, gain perspective of modern marketing. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Altunışık, R., Ş. Özdemir ve Ö. Torlak (2004)**. Modern Pazarlama 3. Baskı. İstanbul: Değişim Yayınları. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Tek, Ö.B. ve E. Özgül. (2005).** Modern Pazarlama İlkeleri, İzmir. 2. **İslamaoğlu, A.H. (2000).** Pazarlama İlkeleri, İstanbul: Beta Yayınları. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Marketing |
| 2 | Market and Marketing Environment |
| 3 | Consumer Behaviors |
| 4 | Marketing Information System and Marketing Research |
| 5 | Market Segmentation, Target Market Selection and Positioning |
| 6 | Product Decisions and Management |
| 7 | Midterm Exam |
| 8 | Price and Pricing |
| 9 | Promotion Attempts |
| 10 | Personal Sales and Sales Management |
| 11 | Distribution Channels and Distribution Policies |
| 12 | Wholesaling and Retailing |
| 13 | Marketing Management and Strategic Marketing Planning |
| 14 | Control and Social Responsibility in Marketing |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  |  | **X** |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships |  |  | **X** |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215330 | **COURSE NAME** | Marketing Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V. | 3 | |  | | |  | 3 | | | 5 | CORE (X) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Strategic marketing plan, Market segmentation, Target market selection and strategic positioning, Basic marketing strategies, Product strategies, Pricing Strategies, Promotion strategies, Distribution strategies, Marketing strategies controlling, Market focused organization designing. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim the course is to teach marketing management topics to students with examples from the practice. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn marketing management topics, get making marketing plan capability, be informed about marketing strategies in details, get practical interaction by making projects about marketing strategies, develop presentation and self expression abilities by project presentations | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Tek, Ö. B., & Özgül, A. (2005).** Modern Pazarlama İlkeleri. İzmir | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **İslamoğlu, A. H.** **(2000).** Pazarlama Yönetimi. 2. Baskı. İstanbul: Beta Yayınları. 2. **Altunışık, R., Özdemir, Ş. & Torlak, Ö. (2004).** Modern Pazarlama. 3. Baskı. İstanbul: Değişim Yayınları. 3. **Karabulut, M. (2004).** Stratejik Pazarlama Yönetimi. İstanbul: Üniversal Yayıncılık. 4. **Kotler, P. (2000).** Kotler ve Pazarlama. İstanbul: Sistem Yayıncılık. 5. **Kaya, İ. (2003).**  Vak’alarla Pazarlama Yönetimi. İstanbul: İÜ. İşletme Fakültesi Yayını. 6. **Kaya, İ. (2004).** Damla Damla Pazarlama. İstanbul: Babıali Kültür Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Marketing |
| 2 | Analysis of Micro Environmental Factors |
| 3 | Analysis of Macro Environmental Factors |
| 4 | Change in Market Environment and Consumer Trends |
| 5 | Marketing Information System and Marketing Research |
| 6 | Market Segmentation, Target Market Selection and Positioning |
| 7 | Midterm Exam |
| 8 | Product Decisions |
| 9 | Product Management |
| 10 | Price and Pricing |
| 11 | Promotion Attempts |
| 12 | Wholesaling and Retailing |
| 13 | Distribution Channels and Distribution Policies |
| 14 | Marketing Management and Strategic Marketing Planning |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131215323 | **COURSE NAME** | Operations Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 5 | 3 | | 0 | | | 0 | 3 | | | 5 | CORE (x ) ELECTIVE ( ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | This course consists of other quantitative analysis techniques (extracted Lineer programming) which could be used for understanding and improving the decision processes in the solution of the difficult problems by the managers and other professionals. (Transportation models, assignment models, network analysis, forecasting techniques, decision analysis, game theory). | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is to understand the decision process, supply the quantitative techniques and guides, which are associate for improving the decision quality, with usage areas and solution processes (manual and computer aided) which are aided by case studies | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Development of solution techniques of deterministic models and their  implementations in business | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn transportation algorithm and apply them on computer.Apply network analysis.Make work planning .Learn to make decision on different decision environment.Apply forecast techniques on business problems.Learn game theory Use Ds-Win practices with business problems. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | **Öztürk Ahmet. (2005).** Yöneylem Araştırması , Ekin kitabevi. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **Taha A.Hamdy.** Çeviren ve Uyarlayan : Ş.Alp Baray Şakir Ensaf**. (2000).** Yöneylem Araştırması, Literatür Yayıncılık.  **Anderson D., Jeweney Dennis, Williams A. (1992).**  Quantitative Methods for Business, Fifth Edition, West Publishing Company. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Decision-Making Environments |
| 2 | Uses Of Decision Tree Of Operation Research İn Managerial Decision-Making |
| 3 | Linear Programming |
| 4 | Mathematical Formulations Of LP Models For Product-Mix Problems |
| 5 | Graphical And Simplex Method Of Solving LP Problems; Sensitivity Analysis; Duality |
| 6 | Transportation Problem |
| 7 | Various Method Of Finding Initial Basic Feasible Solution And Optimal Cost |
| 8 | Quiz |
| 9 | Game Theory: Concept Of Game |
| 10 | Queuing Theory |
| 11 | Arrival Rate And Service Rate; Applications Of Queue Model For Better Service To The Customers |
| 12 | Project Management |
| 13 | Rules For Drawing The Network Diagram |
| 14 | Application Of CPM And PERT Techniques In Project Planning And Control |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215317 | **COURSE NAME** | Cost Accounting |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 5 | 3 | |  | | |  | 3 | | | 6 | CORE ( x) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction to cost accounting, uniform cost accounting systems, direct raw materials and supplies expenses, valuation methods of direct raw materials and supplies, labor expenses, documents used for calculating the amount of labor, wage systems, special issues in labor expenses, general production expenses, allocation of costs, job order costing systems, process costing systems | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Knowing the elements of production costs in enterprises and learning hoq to allocate them  Knowing the cost methods which generates the cost system in enterprise and learning how to calculate them | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning how to design cost systems in enterprises | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Knowing the basic concepts of cost accounting, knowing the cost elements of production, knowing and calculating the material and supply, labor, general production costs, ability to calculate job order costs and process costs systems | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Ali Kartal, Adnan Sevim, H.Erdin Gündüz (2003), Maliyet Muhasebesi, Açıköğretim Fakültesi Yayın ı, Eskişehir | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Kamil Büyükmirza (2007), Maliyet ve Yönetim Muhasebesi, Gazi Kitabevi, Ankara  Nalan Akdoğan (2009), Maliyet Muhasebesi Uygulamaları, Gazi Kitabevi, Ankara | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Computer and projector | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The concept of cost |
| 2 | Cost systems |
| 3 | Classification of costs |
| 4 | Uniform cost accounting system |
| 5 | Material and supply costs I |
| 6 | Material and supply costs II |
| 7 | Labor expenses |
| 8 | General production costs |
| 9 | Cost locations |
| 10 | Allocation of costs |
| 11 | job order costing systems I |
| 12 | job order costing systems II |
| 13 | process costing systems I |
| 14 | process costing systems II |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **x** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Fall Term |

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| **COURSE CODE** | 131215239 | **COURSE NAME** | Human Resources Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 5 | 3 | |  | | |  | 3 | | | 5 | CORE ( \*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 50 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The importance of human resource management and development, human resources management’s connection to the strategic management, human resources management, internal and external environment, business analysis, human resources planning ,provision, placement, career planning and management, performance evaluation, wage and salary systems, | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Examination of the development of human resources management.  Introduction of basic human resource management functions.  Evaluation of human resource management through the eyes of employees and businesses.  Discussion of new developments in the field of human resource management. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about human resources management to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between and human resources management and other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Understanding the basic concepts of human resource management.  Examination of human resource management practices in enterprises | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | İnsan Kaynakları Yönetimi**, Dursun Bingöl, Beta Yayınları, 2010.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **İnsan Kaynakları Yönetimi**, İÜ İşletme Fakültesi İİEAYV Yayını, 2008.  **İnsan Kaynakları Yönetimi**, Anadolu Üniversitesi Yayınları, 2007.  **İnsan Kaynakları Yönetimi**, Hüseyin Özgen-Azmi Yalçın, Nobel Yayıncılık, 2010.  **Düşünceden Sonuca İnsan Kaynakları**, Ernst&Young, Hayat Yayınları, 2002.  Çalışma Yaşamında Dönüşümler, **Aşkın Keser, Ezgi Kitabevi, 2002.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to human resource management |
| 2 | Job analysis and job design |
| 3 | Human resources planning |
| 4 | Supply and selection of human resources |
| 5 | Training and development |
| 6 | Career management |
| 7 | Mid-term |
| 8 | Performance management |
| 9 | Business valuation |
| 10 | Pricing management |
| 11 | Labor relations and discipline |
| 12 | Human resources management and labor law |
| 13 | Occupational safety and health |
| 14 | Bureaucratic procedures and human resources information systems |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Erkan ERDEMİR

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216336 | **COURSE NAME** | Organizational Behaviour |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI | 3 | |  | | |  | 3 | | | 5 | CORE ( \* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Organizational behaviour; managerial behaviour and performance; international traits of the organizational behaviour; individual and characteristics; motivation theories; organizational learning and awards; job definitions – setting an objective – workplanning; group and features; group dynamics; general characteristics of the organizations; organizational figuring; organization culture; management of decision making and conflicts; communication and conflict; force and politics; leadership; changing; stress management. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class’s main purpose is, analyzing behaviours of working individuals in the organizations. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Meaning and importance of organizational behaviour 2. Importance of organization culture 3. Importance of leadership and team management in organizations 4. Absenteeism, physical problems of workplace and organizational stress. 5. Technological developments and future of the organizations 6. Importance of the big changings for Turkey, individuals and societies. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Sabuncuoğlu, Z. ve Tüz, M.. (2006). Örgütsel Psikoloji. Bursa: Ezgi. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. Şişman, M. (2002). Örgütler ve Kültürler. Ankara: Pegema.  2. Bennis, W. (1999). Bir lider olabilmek. İstanbul: Sistem.  3. Schermerhorn; J. R., Hunt; J. G., and Osborn, R. N. (2006). Managing Organizational Behavior. NY: John Wiley. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introducing to organizational behaviour |
| 2 | Main features of individual behaviour |
| 3 | Personality and values |
| 4 | Sense and individual decision makers |
| 5 | Motivation concepts |
| 6 | Motivations: concepts to implementation |
| 7 | Midterm Exam |
| 8 | Emotions and modes |
| 9 | Main features of group behaviour |
| 10 | Understanding the team work |
| 11 | Communication |
| 12 | Leadership |
| 13 | Force and politics |
| 14 | Conflict and agreement |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216328 | **COURSE NAME** | Research Methods |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI. | 3 | |  | | |  | 3 | | | 5 | CORE (X) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 30 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Science – scientific method, scientific research, kinds of scientific research, scientific research processes, specifying the research problem, variables and measurement levels, research method and specifying it, universe - sampling, collecting the data, data collection methods and measurement, processing the data, analyzing the data, correlative and predictive analyses, findings and interpretations, report, thesis, important subjects in writing homework, examining the research process through a case study. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to specify how a research would have been made on the scientific base and the types of design and analysis process for different kinds of problems through case studies, to process the data through computers during the empirical researches especially, and to introduce the software for the quantitative analyses of the data. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project and collect and analyze quantitative and qualitative data for practice in the working areas requiring specialty in business administration. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Research a subject on the scientific base, Integrate different data sets significantly, Learn the scientific research processes, Prepare a scientific report on a specific subject, Learn some software (SPSS) that the statistical analyses can be done, Transform the research findings to the results that can produce solutions for the daily problems. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. Altunışık, Remzi, Recai Coşkun, Engin Yıldırım ve Serkan Bayraktaroğlu. (2007). *Sosyal Bilimlerde Araştırma Yöntemleri – SPSS Uygulamalı.* 5. Baskı, Sakarya Kitabevi. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. Yıldırım, Ali ve Hasan Şimşek. (2005). *Sosyal Bilimlerde Nitel Araştırma Yöntemleri.* 5. Baskı. Ankara: Seçkin Yayıncılık. 2. Şencan Hüner (2006). *Sosyal ve Davranışsal Bilimlerde Bilimsel Araştırma Sürecinin Temel Ögeleri.* İstanbul: Bilge Matbaacılık. 3. Demir, Ömer. (2000). *Bilim Felsefesi.* 2. Baskı, Ankara: Vadi Yayınları. 4. Yazıcıoğlu, Yahşi ve Samiye Erdoğan. (2004). *SPSS Uygulamalı Araştırma Yöntemleri.* Ankara: Detay Yayıncılık. 5. Akgül, Aziz ve Osman Çevik. (2003). *İstatistiksel Analiz Teknikleri – SPSS’te İşletme Yönetimi Uygulamaları,* Ankara: Emek Ofset Ltd. 6. Büyüköztürk, Şener. (2002). *Sosyal Bilimler İçin Veri Analizi El Kitabı,* 2. Baskı, Ankara: PegemA Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Information, social sciences and scientific research |
| 2 | Process of scientific research and selection of research subject |
| 3 | Critical source review and literature search |
| 4 | Basic transformations and qualitative research in scientific research methods |
| 5 | Qualitative research patterns |
| 6 | Research design |
| 7 | Midterm Exam |
| 8 | Data in scientific researches |
| 9 | Measurement and scaling |
| 10 | Research population and sampling |
| 11 | Collection of data and preparation for analysis |
| 12 | Analyses for examining differences and relations |
| 13 | Interpreting research findings and writing report |
| 14 | Presentation of assignments |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Prof. Dr. Ömer Torlak*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131216326 | **COURSE NAME** | Managerial Accounting |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 6 | 3 | |  | | |  | 3 | | | 5 | CORE ( x) ELECTIVE( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction to managerial accounting, managerial accounting, the relationship between cost accounting and financial accounting, cost behavior, the effects of contemporary events on cost and managerial accounting, analysis of cost- volume profit relationships, breakeven point and graphs, special topics in analysis, budgeting, generating the general budget, cost analysis and pricing decisions, special pricing decisions, usage of cost information in alternative decision making | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Obtaining the cost information which helps mangers to make the most appropriate decisions and using and analyzing financial and nonfinancial information while making decisions regarding the planning and controlling the activities of enterprise | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning how to generate cost information in decision making process | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Knowledge about acquisition and usage of basic cost information  Ability to make cost-volume profit analysis  Ability to perform activities of budgeting  Ability to make cost analysis  Ability to use of cost information in alternative decision making | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Ali Kartal (2006). Yönetim Muhasebesi , Gülen Ofset, Eskişehir | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Kamil Büyükmirza (2007), Maliyet ve Yönetim Muhasebesi, Gazi Kitabevi, Ankara   1. Sait Sevgener, Rüstem Hacırüstemoğlu (2000), Yönetim Muhasebesi, Alfa Kitabevi, İstanbul | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Projection and computer | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to management accounting |
| 2 | Cost behavior |
| 3 | Cost- volume- profit relationship analysis I |
| 4 | Cost- volume- profit relationship analysis II |
| 5 | Budgeting I |
| 6 | Budgeting II |
| 7 | Budgeting III |
| 8 | Cost Analysis |
| 9 | Pricing Decision |
| 10 | Pricing ordinary products |
| 11 | Special pricing decisions |
| 12 | Special pricing decisions |
| 13 | Usage of cost information in alternative decision making |
| 14 | Usage of cost information in alternative decision making |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217443 | **COURSE NAME** | Strategic Management and Business Policy |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | |  | | |  | 3 | | | 5 | CORE ( \* ) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 70 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Strategic management, relevant terms and concepts, strategic management process and facts, internal and external environment analysis, swot analysis, strategic leading: vision, mision and principles, top management strategies, competition strategies, functional strategies, techniques used in the implementation of management strategies, implementation phase: structure and systems, implementation phase: management styles, shared values, human resources, business abilities, evaluation and control | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class’s purpose is; to inform students about competition strategies. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Strategic management, relevant terms and concepts 2. Strategic management process and facts 3. Internal and external environment analysis 4. Swot analysis 5. Strategic leading: vision, mision and principles 6. Top management strategies 7. Competition strategies 8. Functional strategies 9. Techniques used in the implementation of management strategies 10. Implementation phase: structure and systems 11. Implementation phase: management styles, shared values, human resources, business abilities 12. Evaluation and control | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Ülgen, H. & Mirze S. K. (2004). **İşletmelerde Stratejik Yönetim. Istanbul: Literatür Yayıncılık**. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Harrison, J. (2002).** Strategic Management, New York: John Wiley & Sons, Inc. 2. **Porter, M. (2000).** Rekabet Stratejisi. İstanbul : Sistem Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introducing to strategic management and business policy |
| 2 | Introducing to strategic management and business policy |
| 3 | Analysing the environment |
| 4 | Analysing the environment |
| 5 | Strategy formulation |
| 6 | Strategy formulation |
| 7 | Midterm Exam |
| 8 | Strategy implementation and control |
| 9 | Strategy implementation and control |
| 10 | Other strategy issues |
| 11 | Other strategy issues |
| 12 | Introducing to situtation analysis |
| 13 | Situations in strategic management |
| 14 | Situations in strategic management |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | **131217411** | **COURSE NAME** | Accounting Auditing |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | | - | | | - | 3 | | | 4 | CORE ( x) ELECTIVE( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The concept of auditing, the demand for auditing, financial statement audit, auditing types, auditor types, Generally Accepted Auditing Standards, the concepts of materiality, audit risk and evidence, phases of audit, collecting evidence, working papers, internal control concept and consideration of internal control, sampling in auditing, audit tests, completion of audit, audit report. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is to learn how to perform financial auditing in terms of Generally Accepted Auditing Standards in companies. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning the fact that in capital markets at the end of the financial reporting procedures, the information users are prevented by audit mechanisms. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Knowing; Generally Accepted Auditing Standards, types of audit, types of auditors. Learning how to perform audit, balance sheet and income statement audits, how to write audit report, comprehending the auditing techniques, | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Prof.Dr. Celal Kepekçi (2004)** Bağımsız Denetim, İstanbul 2. **William. J. Messier (1997),** Auditing, 3. **F.Çömlekçi, S.Kardeşoğlu vd.,** Muhasebe Denetimi ve Mali Analiz, AÖF Yayınları | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Prof.Dr. Ersin Güredin (2010)** Denetim, İstanbul 2. **Nejat Bozkurt, (1998)** Muhasebe Denetimi Alfa Yayın, İstanbul | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Computer, projection | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Financial statements and accounting, reliability and accuracy of financial information, information users, the need for financial statement auditing, the concept of audit |
| 2 | Types of auditing, types of auditors, historical development of auditing in Turkey, Institutions related to auditing |
| 3 | Generally Accepted Auditing Standards |
| 4 | The purpose of auditing, materiality and risk concepts |
| 5 | Audit evidence and auditing techniques |
| 6 | Working papers |
| 7 | Midterm exam |
| 8 | Auditing procedures and basic steps |
| 9 | Planning the audit |
| 10 | Internal control and evaluation of internal control |
| 11 | Audit tests |
| 12 | Sampling in auditing |
| 13 | Completing the audit and audit report |
| 14 | Auditing financial statement elements: balance sheet and income statement |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **×** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **×** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **×** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **×** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **×** |  |
| 11 | To be able to manage inter-personal relationships |  |  | **×** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | LABOR LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 4 | CORE (X) ELECTIVE () | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The history of labor law, sources of labor law, application of labor law, labor contract, obligations of servant, termination of the labor contract, paid vacations, unions and their history, collective bargaining agreement, strike and lockout | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To teach the basic concepts and principles of Labor Law | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To train knowledgeable and respectful operators in labour rights. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | |  | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Ercan Güven-Ufuk Aydın, (2004),** Bireysel İş Hukuku, Nisan Kitabevi   2. Nuri Çelik, (2003), **İş Hukuku, Beta Yayınları** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Labor law and its history |
| 2 | Labor contract |
| 3 | Regulation of the labor contract in terms of labour wage |
| 4 | Regulation of the labor contract in terms of time |
| 5 | Regulation of the labor contract in terms of contracting parties |
| 6 | Termination of the labor contract |
| 7 | MIDTERM |
| 8 | Unions and their history |
| 9 | Union membership |
| 10 | collective bargaining agreement-1 |
| 11 | collective bargaining agreement-2 |
| 12 | Labor dispute dissagreement |
| 13 | Resolution of Labor dispute dissagreement |
| 14 | Strike and lockout |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218477 | **COURSE NAME** | International Business |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII | 2 | |  | | |  | 2 | | | 3 | CORE ( \*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction to international business, the historical development of international business and international trade theories, international business environment, the process of internationalization and the internationalization, international market entry strategies, international environment and organizations, socio-cultural power, political power, physical and environmental power, economical power, financial power, judicial power. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Brought into our world of globalization, a small village today, examining the basic business functions has gained importance in international dimensions. This course is for introducing basic concepts and perspectives of the nature of international business, international business behavior, environmental factors affecting the businesses in the international arena. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about international business to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between and a international business and other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Learning the basic concepts of International Business  2.Reviewing multi-national enterprises’ scope, places, activity areas and access routes to foreign countries.  3. Understanding the basic functions of a multi-national enterprises.  4.Having knowledge about . the relationship between multinational enterprises and the less developed countries. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. Mutlu, E.C. (2009). **Uluslararası İşletmecilik. İstanbul: Beta Basım Yayım.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. Özalp, İ. (2000). **Çokuluslu İşletmeler: Uluslararası Yaklaşım, Eskişehir: Birlik Ofset Yayıncılık** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to international business |
| 2 | The historical development of international business and international trade theories |
| 3 | International business environment |
| 4 | The process of internationalization and the internationalization |
| 5 | International market entry strategies |
| 6 | International environment and organizations |
| 7 | Mid-term |
| 8 | Socio-cultural power |
| 9 | Political power |
| 10 | Physical and environmental power |
| 11 | Economical power |
| 12 | Financial power |
| 13 | Judicial power |
| 14 | Labor |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Köksal BÜYÜK  **Signature: Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** |  | **COURSE NAME** | CAPITAL MARKET LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To show the importance and functions of capital markets and financial market in the economy, to teach students the importance of capital market law. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To teach students capital market law and capital market instruments. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To make students eqquiped in capital market law. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | The concept of capital market, capital market instruments, the issue of capital market instruments, going public, open joint stock companies, capital market activity, capital market boards, share markets, auditing in capital market law. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Sumer, Ayşe (2002)** Sermaye Piyasası Hukuku ve Seçilmiş Mevzuat İstanbul 2. **Ünal, Oğuz Kürşat (2005)** Sermaye Piyasası Hukuku ve Mevzuatı Ankara 3. Tanör, Reha **(1999), 2. C. (2002)** Türk Sermaye Piyasası Hukuku 1. C. İstanbul 4. **Akbulak, Sevinç/Akbulak, Yavuz (2004)** Türkiye Sermaye Piyasası Araçları ve Halka Açık Anonim Şirketler Ankara 5. **Kütükçü, Doğan 1. C (2004) 2. C (2005)** Sermaye Piyasası Hukuku İstanbul | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The legal framework of the capital market law |
| 2 | Capital market instruments |
| 3 | Cheats that can affect the values of capital market instruments |
| 4 | Disclosure requirement |
| 5 | Spread to the market |
| 6 | General information |
| 7 | MIDTERM |
| 8 | Registration of capital market instruments |
| 9 | Other capital market instruments |
| 10 | Civil liability arising from capital market instruments |
| 11 | Financial management |
| 12 | Intermediary institutions |
| 13 | Manipulation |
| 14 | Criminal liability in capital market law |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215337 | **COURSE NAME** | Sales Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Selling and salesmanship concepts, Selection of selling people, Job placement and training of selling people, Motivation of selling people, Determination of selling regions and quotas, Planning and budgeting of selling, Performance evaluation and remuneration of selling people, Selling process, Listening and asking questions in selling, Techniques of closing the selling process, Customer objections and customer complaints, Management and organization of selling power, Responsibilities selling people and selling ethics, New developments in selling. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim the course is to tell the selling and salesmanship concepts to students and to make them familiar with the practice. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in service marketing and analyze the interaction of sales process with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Know selling and salesmanship concepts, understand selection and management of selling people, understand selling process and have information about selling techniques, understand the relation between parties after selling process, understand the structure of a selling organization and how to build it, learn ethics in selling and ethical responsibilities of selling people, understand the dynamic and developing nature of selling process. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Taşkın, E. (2001).** Satış Yönetimi Eğitimi. 4. Baskı. İstanbul: Papatya Yayıncılık. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Çabuk, S. (1999).** Satış Yönetimi. Adana: Baki Kitabevi. 2. **Karabulut, M. (1995).** Profesyonel Satışçılık. İstanbul: Üniversal Yayıncılık. 3. **Uslu Topkara, A. (2000).** Kişisel Satış Teknikleri. İstanbul: Beta Yayınları. 4. **Gitomer, J. (2004).** Satışın Kutsal Kitabı. İstanbul: MediaCat Kitapları. 5. **Duncan, T. (2004).** Güven Odaklı Satış. İstanbul: Sistem Yayıncılık. 6. **Gider, H. Ö. (2005).** Satışçının Antrenman Notları. İstanbul: MediaCat Kitapları. 7. **Seller, Ö. (2003).** Alaturka Satış Stratejileri. İstanbul: Alfa Yayınları. 8. **Karafakioğlu, M. (2004).** Örnek Olaylarla Satış Yönetimi. İstanbul: Literatür Yayınları. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Marketing and Sales |
| 2 | Sales and Selling Occupation |
| 3 | Consumption Psychology and Buying Motives |
| 4 | Role of Communication in Sales |
| 5 | Sales Process |
| 6 | Sales Presentation |
| 7 | Midterm Exam |
| 8 | Receiving Objections in Sales and Closing Sales |
| 9 | Sales Management |
| 10 | Sales Planning and Budgeting |
| 11 | Determination and Development of Sales Force |
| 12 | Sales Force Motivation |
| 13 | Performance Measurement in Sales |
| 14 | Retail Outlet |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215336 | **COURSE NAME** | Social Responsibility and Ethics in Business |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course is as follows: Responsibility and concepts about responsibility, social responsibilities of firms, ethics and philosophy of ethics, job ethics and science ethics, evolution and significance of work ethics, conceptual approaches about work ethics, critiques to marketing and marketing ethics, ethical issues in marketing researches, ethical issues about marketing mix, implementation and marketing ethics audit, consumer ethics | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to emphasize on conscious of responsibility, make students informed about business ethics topics and evolution of social responsibilities of business. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in social responsibility and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn basic concepts about social responsibility and work ethics, have knowledge about the evolution of job, work and science ethics, learn marketing ethics and its applications in marketing, have knowledge about consumer ethics. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Torlak, Ö. (2003)**. Pazarlama Ahlâkı-Sosyal Sorumluluklar Ekseninde Pazarlama Kararları ve Tüketici Davranışlarının Analizi. 2. Baskı. İstanbul: Beta Yayınları. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Arslan, M. (2005).** İş ve Meslek Ahlakı. 2. Baskı. Ankara: Siyasal Kitabevi. 2. **Demir, Ö. (2003).** İktisat ve Ahlak. Ankara: Liberte Yayınları. 3. **Güngör, E. (1995).** Ahlak Psikolojisi ve Sosyal Ahlak. İstanbul: Ötüken Yayınevi. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Concepts regarding responsibility |
| 2 | Social responsibilities of enterprises |
| 3 | Approaches to the social responsibilities of enterprises |
| 4 | Morality, ethics and business ethics |
| 5 | Theoretical works regarding business ethics |
| 6 | Subjects of business ethics |
| 7 | Mid-term exam |
| 8 | Ethics, importance and development of marketing |
| 9 | Moral issues regarding product and prices |
| 10 | Moral issues regarding distribution and promotion attempts |
| 11 | Moral issues regarding other marketing subjects |
| 12 | Customer ethics |
| 13 | Case studies |
| 14 | Case studies |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  |  | **X** |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Prof. Dr. Ömer Torlak*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

|  |  |
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| **TERM** | Fall |

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| **COURSE CODE** | 131215335 | **COURSE NAME** | Consumer Behaviors |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introduction to Consumer Behavior, Learning and Memory, Motivation and Involvement, Perception, Attitudes and Emotions, Personality and Self Values, Lifestyle Group and Reference Groups, Family, Personal Effect and Diffusion of Innovations, Social Class, Culture, Consumer Buying Process. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to introduce how we behave as consumers in different environments and make decisions. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in consumer behavior and analyze the interaction of consumer behavior with other areas | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Have a more objective and independent perspective on consumption activity and consumption society concepts, gain knowledge about the psychological and socio-cultural fundamentals of consumer behavior, know how the consumer decision making process takes place, learn how the information collected about consumer behavior can be used in marketing decisions. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Odabaşı, Y., & Barış, G. (2002).** Tüketici Davranışı. İstanbul: Mediacat. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **İslamoğlu, Ahmet H. (2003).** Tüketici Davranışları. İstanbul: Beta Yayınları. 2. **Zaltman, G. (2003).** Tüketici Nasıl Düşünür. İstanbul: Mediacat. 3. **Solomon, M.R. (2003).** Tüketici Krallığının Fethi. İstanbul: : Mediacat 4. **Cialdini, R.B. (2000).** İknanın Psikolojisi. Ankara: Mediacat. 5. **Kanner, B. (2003).** Kadınlar Ne İster? İstanbul: : Mediacat. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Consumer Behavior |
| 2 | Concept and Features of Consumer Behavior |
| 3 | General Model of Consumer Behavior |
| 4 | Learning and Memory, Motivation and Involvement |
| 5 | Sensation and Perception, Attitudes, Changing Attitudes and Emotions |
| 6 | Personality and Ego, Values and Lifestyle |
| 7 | Midterm Exam |
| 8 | Group Dynamic and Advisory Group |
| 9 | Family, Personal Influences and Spread of Innovations |
| 10 | Social Class, Culture |
| 11 | Structure of Consumer’s Decision Making Process |
| 12 | Determination of Problem |
| 13 | Information Seeking and Evaluation of Options |
| 14 | Behaviors During and After Buying |
| 15,16 | Final Exam |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131215334 | **COURSE NAME** | Applications with Statistical Programs I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 5 | 0 | | 0 | | | 2 |  | | |  | CORE ( ) ELECTIVE (x) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | this laboratory course focuses on the application of descriptive and inferential statistical procedures to quantitative methodologies (e.g. T-test and ANOVA) using statistical software (e.g. SPSS and MS Excel | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | This laboratory course in statical methods is designed to develop  student skills by providing additional opportunities to engage in data analytic techniques | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | The student will be able to identify a need for information and collect, analyze, organize, and evaluate information from a variety of sources. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. perform different statistical tests such as z-test, t-test, and one-way ANOVA; 2. compute correlation of variables and perform simple linear regression; 3. perform simple forecasting using classical techniques; 4.  interpret the statistical outputs. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | SPSS Professional Statistics 7.5(1997), SPSS Inc.Chicago. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Landau S., Everitt, B.S.(2004). **A handbook of statistical analyses using SPSS, Chapman & Hall/CRC Press LLC.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Presentation Of Data (Tabular, Graphical) |
| 2 | Presentation Of Data (Tabular, Graphical) |
| 3 | Measures Of Central Tendency (Mean, Median, Mode) |
| 4 | Measures Of Central Tendency (Mean, Median, Mode) |
| 5 | Measures Of Skewness And Kurtosis |
| 6 | Exploratory Data Analysis (Box-And-Whiskers Plot, Stem-And-Leaf Display |
| 7 | Quiz |
| 8 | İnferences On Population Mean And Proportion |
| 9 | İnferences On Two Population Means And Proportions |
| 10 | One-Way ANOVA |
| 11 | Chi-Square Test For Independence |
| 12 | Correlation And Simple Linear Regression |
| 13 | Correlation And Simple Linear Regression |
| 14 | Forecasting Using Classical Techniques |
| 15,16 | Exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology |  |  | **X** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215333 | **COURSE NAME** | Entrepreneurship and Small Businesses |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( \* ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Entrepreneurship and specifications, success factors and reasons of failure in entrepreneurship, process of establishment and purposes of businesses, legal structure and types of businesses, smes and common traits of smes, management functions and new management approaches in small businesses, production function and new production systems in small businesses, marketing functions in small businesses, contribution of smes to economic and social system, strengths and weaknesses of smes, organizations that subsidize small businesses, issues and solutions of small businesses. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Main purpose of this class is; introducing the main concepts of entrepreneurship and small businesses to the students. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Entrepreneurship and specifications, success factors and reasons of failure in entrepreneurship 2. Process of establishment and purposes of businesses, legal structure and types of businesses 3. Smes and common traits of smes, management functions and new management approaches in small businesses 4. Production function and new production systems in small businesses 5. Marketing functions in small businesses 6. Contribution of smes to economic and social system, strengths and weaknesses of smes 7. Organizations that subsidize small businesses, issues and solutions of small businesses. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Küçük, O. (2005) **Girişimcilik ve Küçük İşletme Yönetimi. Anakar: Seçkin Yayıncılık.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Entrepreneurship and specifications |
| 2 | Success factors and reasons of failure in entrepreneurship |
| 3 | Success factors and reasons of failure in entrepreneurship |
| 4 | Process of establishment and purposes of businesses |
| 5 | Legal structure and types of businesses |
| 6 | Smes and common traits of smes |
| 7 | Midterm Exam |
| 8 | Management functions and new management approaches in small businesses |
| 9 | Production function and new production systems in small businesses, marketing functions in small businesses |
| 10 | Production function and new production systems in small businesses, marketing functions in small businesses |
| 11 | Organizations that subsidize small businesses |
| 12 | Organizations that subsidize small businesses |
| 13 | Issues and solutions of small businesses. |
| 14 | Issues and solutions of small businesses. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skillsX | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Lec. Sami TEKDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131215332 | **COURSE NAME** | Modern Approaches to Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( \*) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course: organization development, learning organizations, process re-engineering,, benchmarking, empowerment, downsizing ,delayering, , mass customization, , balanced scorecard , corporate governance, total quality management, core competence ,outsourcing. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main objective of the course is introduce students to modern management approaches. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Candidates those are capable to study and work within the projects which require expertise about t modern approaches to management  to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between modern approaches to management and other relevant areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Understanding the concept of organization development, learning organizations, downsizing, delayering.  2. Leaning the concept of process re-engineering, benchmarking, empowerment.  3. Reviewing the basic features of mass customization.  4. Learning the concept of core competence, outsourcing.  5 Grasping the concept of balanced scorecard, corporate governance, total quality management. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Koçel, T. (2005). **İşletme Yöneticiliği. İstanbul: Arıkan Basım Yayım Dağıtım** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Dalay, İ.**,** Coşkun, R. & Altunışık, R. (2002). **Stratejik Boyutuyla Modern Yönetim Yaklaşımları. İstanbul: Beta Basım.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | An introduction to modern management approaches |
| 2 | Systems and contingency approaches |
| 3 | Adaptation approaches |
| 4 | Total quality management |
| 5 | Benchmarking |
| 6 | Guidance and Reengineering |
| 7 | Mid-term |
| 8 | Downsizing |
| 9 | Empowerment |
| 10 | Organizational culture |
| 11 | Crisis management |
| 12 | Outsourcing |
| 13 | Learning organizations |
| 14 | Virtual organizations |
| 15,16 | Final exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  |  | **X** |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131215331 | **COURSE NAME** | MONEY AND BANKING |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| V | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | - | | | | | | | | | | |
| **COURSE CONTENT** | | | | Money concept, development of monetary systems, paying systems, financial markets that real sector interrelates with, fundamental structure of banking | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To introduce the monetary system and the banking system, to present the relationships between the economic policies and banks. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To understand the importance of money concept, monetary systems, paying systems, financial markets that real sector interrelates with, and especially the banking system. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Knowing the content of money definition and using it. 2. Mali sektörün işlevini, araçlarını ve kurumlarını bilme 3. Knowing the functions, instruments and institutions of the financial sector 4. Having the ability to see the interactive relationships among monetary policies, banks and financial markets 5. Analyzing fund transfers and their results correctly 6. Interpreting the changes in the interest rates 7. Comprehending the structure of the banking system 8. Having the ability to follow the economic policies 9. Having the ability to interpret the balance-sheets of the central banks and the other banks | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Parasız, İlker (2005).**Para Banka ve Finanssal Piyasalar, Bursa: Ezgi Kitabevi** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Ardıç, Oğuzhan ve Pınar Yılmaz (2002).** Para-Banka, Uluslararası İktisat ve Türkiye Ekonomisi, Ankara: Seçkin 2. **Hubbard, R. Glenn (2002).**Money, The Financial System, and the Economy,Boston: Addison-Wesley 3. **Mishkin, Frederic S. (2001).** The Economics of Money, Banking, and Financial Markets, Boston: Addison-Wesley | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to money and financial markets |
| 2 | Problem of defining money and functions of money |
| 3 | Money systems and standards |
| 4 | Money systems and standards |
| 5 | Central banking |
| 6 | The structure and the instruments of the Central Bank the of Republic of Turkey (CBRT) |
| 7 | Quiz |
| 8 | Creation Process of Bank Money and the mechanisms of determining money supply |
| 9 | Savings, negative savings and investments |
| 10 | Banking system and its fundamental functions |
| 11 | The structure and the fundamental functions of Banking REgulation and Supervision Agency |
| 12 | Active-passive management in banks |
| 13 | Economy policies and their effects on banks |
| 14 | Net monetary position analysis |
| 15,16 | Balance-sheet of central banks; aspects of bank balance-sheets; Final |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **x** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **x** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships |  |  | **x** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Çelik, PhD.

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216344 | **COURSE NAME** | Applications with Statistical Programs II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 6 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The student will learn to apply descriptive and inferential statistical procedures to analyze and solve research questions | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The student will receive instruction in and be able to use computer systems and statistical software packages | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Gain techniques, skills, computers and software knowledge to solve real life problems | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1.Apply knowledge of mathematics, science, and engineering, social, economy, marketing,2.Design and conduct experiments as well as to analyze and interpret data,3.Identify, formulate and solve real life problems4.Get an understanding of professional and ethical responsibility5.Understand local and global effects of Statistics and its applications. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | SPSS Professional Statistics 7.5(1997), SPSS Inc.Chicago | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Landau S., Everitt, B.S.(2004). A handbook of statistical analyses using SPSS, Chapman & Hall/CRC Press LLC | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Overview Of Statistical Software Packages And Their Application To The Social Sciences |
| 2 | Overview Of Statistical Software Packages And Their Application To The Social Sciences |
| 3 | Reading The Data |
| 4 | Using The Data Editor |
| 5 | Reading Spreadsheet Of Data |
| 6 | Sorting The Data |
| 7 | Selecting Subsets Of Data |
| 8 | Quiz |
| 9 | Transforming Data Values |
| 10 | Using The Output Navigator |
| 11 | Simple Statistical Analysis |
| 12 | Two-Way ANOVA With Statistical Software Packages |
| 13 | Two-Way ANOVA With Statistical Software Packages |
| 14 | Linear Regression |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  |  | **X** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131216343 | **COURSE NAME** | International Finance |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 6 |  | |  | | |  |  | | |  | CORE ( ) ELECTIVE ( x ) | | |  |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Topics include: the foreign exchange market, balance of payments, international investment and banking, monetary and fiscal policy in an open economy, economic integration and the international monetary system, and optimum currency areas. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | This course introduces students to International Finance and  equips them with tools and methods to study and analyze international economic issues and problems | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Provide an in-depth understanding of the process and techniques used to make international investment decisions. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Provide students with a basic knowledge of how international financial markets work.  Provide students with an understanding of exchange rates and why currency values fluctuate.  Explore methods used to manage risk in the global markets. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Doğukanlı, Hatice (2008) **Uluslararası Finans**, Karahan Kitapevi, | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | * Yalçıner, Kürşat, Uluslaraarsı Finansman, Gazi Kitapevi, 2008 * Seyidoğlu, Halil, Uluslararası Finans, Güzem Yayınevi, 2001 * Buckley, Adrian, Multinational Finance, Prentice Hall, 2004 * Irwin, International Financial Management, McGraw-Hill Series in Finance, 2004. * Mandelbrot, Benoit B, Finans Piyasalarında (Saklı) Düzen, 2006 * İlker Parasız, Finansal Krizin Güven Krizine Dönüşmesi, Ezgi Kitapevi, 2009 * Terzi, Nuray, Hedge Fonlar (Küresel Finansal Piyasaların Gizemli Oyuncuları), Beta, 2009 * Eğilmez Mağfi, Küresel Finansal Kriz (Piyasa Sisteminin Eleştirisi), 2009 * Lynch Peter, Borsada Tek Başına, 2000 * Levitt, Steven D., Stephen J. Dubner, Görünmeyen Ekonomi Dünya Gerçekte Nasıl İşliyor?, 2006 * Harford, Tim, Görünmeyen Ekonomist, 2008. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | International Monetary Arrangements |
| 2 | Open Economy Macroeconomics |
| 3 | Policy Analysis Under Fixed Exchange Rates |
| 4 | Policy Analysis Under Floating Exchange Rates |
| 5 | Goods Prices and Exchange Rates |
| 6 | The Forward Market |
| 7 | Quiz |
| 8 | Interest Rates, Yield Spreads and Derivative Securities |
| 9 | International Capital Markets |
| 10 | Traditional Theories of Exchange Rate Determination |
| 11 | The Monetary Approach To Exchange Rate Determination |
| 12 | Forecasting Exchange Rates |
| 13 | Global financial crisis |
| 14 | Subprime Mortgage Crisis |
| 15,16 |  |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216342 | **COURSE NAME** | Service Marketing |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The concept of service, the current importance of service sector, classification and analysis of the components of service marketing, product concept in service marketing,price concept in service marketing, distribution concept in service marketing, promotion concept in service marketing, personnel concept in services marketing , the physical evidence in service marketing, service marketing process, capacity and demand for services marketing management, customer service marketing, service quality and relationship marketing. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Analyzing the importance of service marketing and analyzing the components that are required to seek new strategies to produce. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in service marketing and analyze the interaction of service marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning the basic concepts of service marketing. Understanding the importance of marketing for service businesses. Analyze the the functions of service marketing. Analyze consumer and customer behavior in service sector. Understanding the importance of service marketing. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Öztürk, A. S. (1998), **Hizmet Pazarlaması. Eskişehir: Anadolu Üniversitesi Yayınları.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Defining the Concept of Service |
| 2 | The importance of Service Sector |
| 3 | Common Characteristics of Services |
| 4 | Services and Marketing Mix |
| 5 | Classification of Services |
| 6 | Services and the Evironment |
| 7 | Midterm Exam |
| 8 | Service Enterprises and the Components of Traditional Marketing Mix |
| 9 | Service Marketing and Personnel |
| 10 | Service and Customer |
| 11 | Services Marketing and Physical Evidence |
| 12 | Demand and Capacity Management in Service Sector |
| 13 | Services Marketing and New Approaches |
| 14 | Review of Previous Weeks |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Doç. Dr. Cevahir Uzkurt*

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216341 | **COURSE NAME** | Modern Organization Theories |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\*) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Organization theories and metaphors, organizations as a machine, bureaucratic organization structure, organizations as an organism, self adaptation, culture and organizations, organizations as political system, organizations as the jail of souls, psychological approach to the organizations, organizations as sophisticated systems, reading and forming the organization life. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class’s main purpose is, introducing the modern organization theories to the students | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Understanding the relationship between organization theories and metaphors. 2. Leraning the differences between bureaucratic and organic organizations 3. Understanding the importance of organization culture. 4. Studying the reflection of power and politics to the organizational area. 5. Studying the main concepts of organizational psychology. 6. Regarding organizations as sophisticated systems. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Morgan, G. (1998) **Yönetim ve Örgüt Teorilerinde Metafor. İstanbul: MESS Yayınları.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **Clegg, S., Kornberger, M. & Pitsis, T. (2005)** Managing and Organizations: An Introduction to Theory and Practice. Londra: SAGE. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Organizations as machine |
| 2 | Organizations as organism |
| 3 | Organizations as brain |
| 4 | Organizations as culture |
| 5 | Organizations as political system |
| 6 | Organizations as the jail of the souls |
| 7 | Midterm Exam |
| 8 | Organization as flow and conversion |
| 9 | Organizations as flow and conversion |
| 10 | Organizations as dominance organs |
| 11 | Organizations as dominance organs |
| 12 | Metaphors challenge |
| 13 | Reading and forming the organization life |
| 14 | Reading and forming the organization life |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216340 | **COURSE NAME** | Career Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\* ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 40 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 30 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Meaning of career development and basic concepts, career choice, organizational career development, organizational career development system, impact of managerial and organizational changes on career, new career approaches, personal career planning, job research and job choice, job seeking and job application tools, job interview techniques | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims to teach students principles of personal and organizational career management. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Introduction of career development and management in individual and corporate base  2. Analyse of individual, economic, social and cultural terms of career development  3. Prehension of basic perfections needed for a successful career  4. Use of technical tools needed in job seeking process effectively  5. Preparation to job application and choice process | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Kariyer Geliştirme, Nihat Erdoğmuş, Nobel Yayınları, 2003. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **1**. Hamili Kitap Yakınımdır!, Hakan Yaman, Elma Yayınları, 2005.  2. Eyvah! İş Görüşmesi, Hakan Yaman – Ahmet Şerif İzgören, Epsilon Yayınları, 2004.  3. Bireysel Kariyer Yönetimi, Mehmet Cemil Özden, Ankara, 2001.  4. Kariyerimi Şansa Bırakmam, Tufan Sevinçel, Kariyer.net, 2005.  5. İş Başa Düştü, Mehmet Öner, Hayat Yayınları, 2004.  6. İnternette İş Bulma Rehberi, Artemiz Güler, Elma Yayınları, 2004. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Meaning of career development and basic concepts |
| 2 | Career choice |
| 3 | Organizational career development |
| 4 | Organizational career development system |
| 5 | Impact of organizational changes on career |
| 6 | Impact of managerial changes on career |
| 7 | Midterm Exam |
| 8 | New career approaches |
| 9 | Personal career planning |
| 10 | Job research |
| 11 | Job choice |
| 12 | Job seeking |
| 13 | Job application tools |
| 14 | Job intetview techniques |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Assist. Proff. Umut KOÇ

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | NEGOTIABLE INSTRUMENTS LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 2 | | 0 | | | 0 | 2 | | | 3 | CORE (X) ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | |  | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of the course is teaching commercial papers like bonds, drafts and checks and other receipts like warehouse receipt, commodity bills, carrier’s receipt, equity. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students will have detailed information about the valuable documents which is an essential component of economic life. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | |  | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | **Atasoy, Ömer Adil (2011), Kıymetli Evrak Hukuku Ders Notu, Eskişehir.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Bozer, Ali, Celal Göre (2000). Kıymetli Evrak Hukuku Bilgisi, Ankara  **Kıymetli Evrak Hukuku ilgili diğer tüm yayın ve ilgili mevzuat** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Turkish Commercial Code | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The definition of negotiable instruments, components and features |
| 2 | Distinction between types of negotiable instruments |
| 3 | Definition and general characteristics of bill of exchange |
| 4 | Definition of drafts |
| 5 | Accepted drafts and endorsement, |
| 6 | Liebility of endersement |
| 7 | MIDTERM |
| 8 | Bonds |
| 9 | Checks |
| 10 | Honor of checks |
| 11 | Warehouse receipts |
| 12 | Securities |
| 13 | Equities |
| 14 | Other securities |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | **131216338** | **COURSE NAME** | Corporate Accounting |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VI | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Types of companies, foundation of unlimited company, capital increase /decrease in unlimited companies, dividend/loss distribution in unlimited companies, liquidation and merger in unlimited companies, foundation of joint-stock company, capital increase /decrease in joint-stock companies, dividend/loss distribution in joint-stock companies, liquidation and merger in joint-stock companies, foundation of limited companies, capital increase /decrease in limited companies, dividend/loss distribution in limited companies, liquidation and merger limited companies, holding companies. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is to teach how to record the foundation of companies, capital increase /decrease, dividend/loss distribution in accounting books. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Teaching the applications of corporate law in accounting. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Knowing the types of companies in Turkey  Knowing the foundation of unlimited company, capital increase /decrease in unlimited companies, dividend/loss distribution in unlimited companies,  Knowing the foundation of joint-stock company, capital increase /decrease in joint-stock companies, dividend/loss distribution in joint-stock companies, liquidation and merger in joint-stock companies,  Knowing the foundation of limited companies, capital increase /decrease in limited companies, dividend/loss distribution in limited companies, liquidation and merger limited companies, holding companies | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Bektöre S., Benligiray Y., Aydın D., (2004)** Şirketler Muhasebesi, Eskişehir | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Bilgütay Akşit (2004)** Şirketler Muhasebesi Tekdüzen Hesap Planına Uygun, Der Yayınları. 2. **Güçlü Faruk (2004)** Şirketler Muhasebesi, Detay Yayıncılık | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Types and characteristics of companies |
| 2 | Unlimited companies and accounting transactions |
| 3 | Unlimited companies and accounting transactions |
| 4 | Unlimited companies and accounting transactions |
| 5 | Limited liability companies and accounting transactions |
| 6 | Limited companies and accounting transactions |
| 7 | Limited companies and accounting transactions |
| 8 | Limited companies and accounting transactions |
| 9 | Limited companies and accounting transactions |
| 10 | Joint Stock companies and accounting transactions |
| 11 | Joint Stock companies and accounting transactions |
| 12 | Joint Stock companies and accounting transactions |
| 13 | Joint Stock companies and accounting transactions |
| 14 |  |
| 15,16 |  |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **×** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **×** |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships |  |  | **×** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131216337 | **COURSE NAME** | Capital Markets |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 6 | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | - | | | | | | | | | | |
| **COURSE CONTENT** | | | | Financial markets and capital markets, financialinstitutions, histories and the structures of Turkish capital market institutions, evaluation of securities, financial risks, derivative markets | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Training individuals who knows financial markets and capital markets well, can make good financial instrument choises, can transact in these markets. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Understanding the importance of capital markets fort he financial market systems and the real sector, following the capital markets, interpreting the developments. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Comprehending financial market and capital market systems 2. Knowing the structures and functions of the capital market institutions 3. Having the ability to evaluate stocks and bonds 4. Making fundamental and technical analyses 5. Understanding and monitoring the developments of the derivative markets 6. Forming and managing a portfolio | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Ceylan A, Korkmaz T, (2004)  Sermaye piyasası ve menkul değer analizi | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. Sarıkamış C, (2000) Sermaye Pazarları 2. Brealey A. R., Myers S. C., Marcus A. J. (1997) İşletme Finansının Temelleri | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Financial markets and capital markets |
| 2 | Financial institutions, histories and structures of the capital markets in Turkey |
| 3 | Investment instruments in capital markets |
| 4 | Stock and bond types |
| 5 | Stock evaluation |
| 6 | Quiz |
| 7 | Stock evaluation |
| 8 | Bond evaluation |
| 9 | Bond evaluation |
| 10 | Fundamental and technical analyses |
| 11 | Financial risks and financial risk management |
| 12 | Derivative markets: Forward and Futures markets |
| 13 | Derivative markets: Options and Swap markets |
| 14 | Portfolio definition and diversification |
| 15,16 | Portfolio management, Final |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **x** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **x** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **x** |  |
| 8 | To be able to follow changing information and communication technology |  | **x** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **x** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Çelik, PhD.

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| --- | --- | --- | --- |
| **COURSE CODE** | **131217454** | **COURSE NAME** | Specialized Accounting |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 2 | | - | | | - |  | | |  | CORE ( ) ELECTIVE( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preliminary information about banks- accounting systems in banks, money providing transactions, lending transactions, service transactions, exchange transactions-, yearend transactions and financial statements, construction companies and their operating environment, accounting systems in construction companies, cost items of contracting, yearend transactions of contracting operations of construction companies, accommodation organizations, accounting systems in accommodation organizations, accounting the sales and incomes, food and beverage costs, accounting the labor expenses, in term and year and transactions | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is to teach the accounting systems of banks, accommodation businesses and construction companies within the theoretical framework. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | The student will have knowledge about the accounting procedures of different enterprises | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Knowing bank’s accounting systems  Knowing accommodation businesses’ accounting systems  Knowing construction companies’ accounting systems | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Benligiray Yılmaz(2000),** İhtisas Muhasebeleri | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Eken, Mehmet Hasan ve Hüseyin Selimler, (2004)** Banka Muhasebesi, Der Yayınları | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Banks |
| 2 | Accounting transactions in banks |
| 3 | Accounting transactions in banks |
| 4 | Accounting transactions in banks |
| 5 | Accounting transactions in banks |
| 6 | Accommodation organizations |
| 7 | Accounting transactions in accommodation organizations |
| 8 | Accounting transactions in accommodation organizations |
| 9 | Accounting transactions in accommodation organizations |
| 10 | Accounting transactions in accommodation organizations |
| 11 | Construction Companies |
| 12 | Accounting transactions in construction companies |
| 13 | Accounting transactions in construction companies |
| 14 |  |
| 15,16 |  |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **×** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **×** |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships |  |  | **×** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** |  | **COURSE NAME** | CONSUMER PROTECTION LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 2 | | 0 | | | 0 | 2 | | | 3 | CORE () ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Create conscious consumer profile by giving general information about Turkish Consumer Protection Law. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To instill consumer awareness. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To ensure that business owners and managers act in accordance with consumer rights. Educating operators who are knowledgeable and courteous about consumer rights. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Consumer rights, protection from defectice commodity and servitude,protection from sale on insalments, solutions that disputes cause of consumer protect law. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | ATASOY Ömer Adil, Mustafa TAŞKIN, Hakan ACAR (1999). **Tüketiciyi Koruma Hukuku, 2. baskı, Yargı Yayınevi, İstanbul** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | General information about consumer protection |
| 2 | Consumer rights |
| 3 | protection from defectice commodity and servitude |
| 4 | Protection from misleading advertisements |
| 5 | Consumer contracts-I |
| 6 | Sale on insalments |
| 7 | MIDTERM |
| 8 | Consumer contracts-II |
| 9 | subscription agreement |
| 10 | Door stop sale contracts |
| 11 | Consumer loan |
| 12 | Guaranteed sale contracts |
| 13 | Timeshare resort contracts |
| 14 | Disputes and solutions in consumer protection law |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217463 | **COURSE NAME** | International Marketing |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Environmental Conditions in International Marketing, Marketing Research in International Marketing, International Marketing Strategies: Product and Product Decisions, International Marketing Strategies: International Pricing Decisions, International Marketing Strategies: Distribution Channel Decisions, Entering Foreign Markets and Logistics, International Marketing Strategies: International Promotion Decisions, International Marketing of Services, International Marketing Organization | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to introduce basics of international marketing and make students familiar with the marketing applications between different cultures. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in international marketing and analyze the interaction of international marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Understand the differences between national and international marketing, determine ways of international marketing decision making by discussing the unique conditions of international marketing, show the distinctions between international marketing and global marketing. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Karafakioğlu, M. (2000).** Uluslararası Pazarlama Yönetimi. 3. Basım, İstanbul: Beta Yayınları.. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Kozlu, C. (2000).** Uluslararası Pazarlama-İlkeler ve Uygulamalar. 7. Basım. İstanbul: Türkiye İş Bankası Yayınları. 2. **Gegez, A. E, & Arslan M. , & Cengiz E. , & ve Uydacı M. (2003).** Uluslararası Pazarlama Çevresi. İstanbul: Der Yayınları. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Global Marketing |
| 2 | Internationalization Process |
| 3 | Economical Environment |
| 4 | Cultural Environment |
| 5 | Political and Legal Environment |
| 6 | Technological Environment |
| 7 | Midterm Exam |
| 8 | International Marketing Research |
| 9 | Strategies of Penetration to Markets |
| 10 | Product Strategies |
| 11 | Pricing Strategies |
| 12 | Promotion Strategies |
| 13 | Distribution Strategies |
| 14 | Global Marketing Organization and Control |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Fall term |

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| **COURSE CODE** | 131217451 | **COURSE NAME** | Management Information Systems |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\* ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Current management requirements, digital business management, digital conversions, production of information, information system, components of information system, information management, Information system design, information systems for business functions Enterprise resource planning, decision support systems, expert systems and artificial intelligence. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main objective of the course, to introduce students to management information systems. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | |  | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. To have an idea of ​​the digital business management and digital transformations. 2. Understanding the knowledge production,information system and components of information system. 3. Grasping information management and the design of information system. 4. Mastering a subject of information system and enterprise resource planning. 5. Learning decision support systems, expert systems and artificial intelligence, | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. Şahin, M. (2011) **Yönetim Bilgi Sistemi. Eskişehir: Gülen Ofset** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1 . Marakas, G. (2005) **Management Information Systems. McGraw- Hill/Irwin** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Current management conditions |
| 2 | Digital business management |
| 3 | Digital conversions |
| 4 | Production of knowledge |
| 5 | Information system |
| 6 | Mid-term |
| 7 | Components of the information system |
| 8 | Information management |
| 9 | Information system design |
| 10 | Information Systems for Business Functions |
| 11 | Enterprise resource planning |
| 12 | Decision support systems |
| 13 | Expert systems and artificial intelligence |
| 14 | Current management information system applications |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Erkan ERDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217450 | **COURSE NAME** | Marketing Research |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Definition and importance of marketing research, Definition of marketing problem, choosing the research subject and determining the hypothesis, Models of marketing research, kinds of data and data sources, Sampling, Techniques of data collecting, Measuring and scales in marketing research, Analysis with one variable, Analysis with two variables, Analysis with multi variables. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Teach the students the scientific research abilities in solution of marketing problems and scientific methods | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project and collect and analyze quantitative and qualitative data for practice in the working areas requiring specialty in business administration. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Regognize marketing research issues, learn scientific research process, make scientific researches with related marketing issues, write research report | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Nakip M. (2003).** Pazarlama Araştırmaları, Ankara: Seçkin Yayıncılık. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Kurtuluş K. (2004).** Pazarlama Araştırmaları. 7. Baskı. İstanbul: Literatür Yayıncılık. 2. **Gegez E. (2005).** Pazarlama Araştırmaları. İstanbul: Beta Yayıncılık. 3. **Yükselen C. (2005).** Pazarlama Araştırmaları. 4. Baskı. Ankara: Detay Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Definition and importance of marketing researches |
| 2 | Identification of marketing problem, selection of research subject and determination of hypothesis |
| 3 | Marketing research models, data types and sources |
| 4 | Sampling |
| 5 | Data collection methods |
| 6 | Measurement and scaling in marketing researches |
| 7 | Midterm Exam |
| 8 | Univariate analyses |
| 9 | Univariate analyses |
| 10 | Bivariate analyses |
| 11 | Bivariate analyses |
| 12 | Multivariate analyses |
| 13 | Multivariate analyses |
| 14 | Multivariate analyses |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 10 | To be able to manage inter-personal relationships |  |  | **X** |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Prof. Dr. *Ömer Torlak*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217449 | **COURSE NAME** | EVALUATION OF INVESTMENT PROJECTS |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | |  |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | - | | | | | | | | | | |
| **COURSE CONTENT** | | | | Introducing all of the stages of investment project analysis, planning and application with the help of case studies. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Explaining and presenting the importance of investment project evaluation process; financial, relationships of the related parties in economic and technical terms. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Contributing to the development of entrepreneurial abilities and to the application of the processes required for the evaluation of entrepreneurs’ ideas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Knowing the content of investment projects 2. Having the ability to make the economic analysis of investment projects 3. Comprehending the content of the technical analysis of investment projects 4. Having the ability to maket he financial analysis of investment projects 5. Making a feasibility study throughly 6. Having the substructure for making investment plans 7. Understanding the concept of risk 8. Understanding the differences between public investment projects and private sector investment projects | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Sarıaslan, Halil (2002).Yatırım Projelerinin Hazırlanması ve Değerlendirilmesi (Planlama-Analiz-Fizibilite), İstanbul: Turhan Kitabevi | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Güvemli, Oktay (2001).**  Yatırım Projelerinin Düzenlenmesi Değerlendirilmesi ve İzlenmesi, İstanbul: Atlas Yayınları 2. **Rollins, Steven C. and Richard B. Lanza (2004).** Essential Project Investment Governance and Reporting: Preventing Project Fraud and Ensurin Sarbanes-Oxley-Compliance, Florida: J. Ross Publishing, Inc. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Investment concept, investment types |
| 2 | Project Definition and investment projects |
| 3 | Preparation of investment projects |
| 4 | Market analysis in investment projects |
| 5 | Market analysis in investment projects |
| 6 | Technical analysis in investment projects |
| 7 | Ara Sınav |
| 8 | Technical analysis in investment projects |
| 9 | Financial analysis in investment projects |
| 10 | Financial analysis in investment projects |
| 11 | Economic analysis of investment projects; evaluation of investment projects with static, dynamic and multipurpose methods |
| 12 | Optimum investment planning (Investment-finance relationships) |
| 13 | Risk in investment projects |
| 14 | Evaluation of public investment projects |
| 15,16 | Review, Final |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **x** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **x** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **x** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **x** |  |
| 11 | To be able to manage inter-personal relationships | **x** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Çelik, PhD.

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administaration**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131217448 | **COURSE NAME** | Total quality management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
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| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Definition of Quality, Dimensions of Quality, Quality Planning, Quality costs - Analysis Techniques for Quality Costs, Basic concepts of Total Quality Management, Historical Review, Principles of TQM, Leadership – Concepts | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | • To understand the Total Quality Management concept and principles and the various tools available to achieve Total Quality Management.  • To understand the statistical approach for quality control.  • To create an awareness about the ISO and QS certification process and its need for the industries | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Provide an introduction to the fundamental concepts of statistical process control, total quality management, six sigma and the application of these concepts, philosophies, and strategies to issues arising in government and industry. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Provide a basic understanding of "widely-used" quality analysis tools and techniques. Create an awareness of the quality management problem-solving techniques currently in use | | | | | | | | | | |
| **TEXTBOOK(S)** | | | |  | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **ISO 9000:2000 Kalite Yönetim Sistemi, EFQM,** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Definition of Qualit |
| 2 | Dimensions of Quality |
| 3 | Quality costs |
| 4 | Basic concepts of Total Quality Management |
| 5 | Basic concepts of Total Quality Management |
| 6 | Principles of TQM |
| 7 | quiz |
| 8 | Quality Improvement Techniques |
| 9 | Quality Improvement Techniques |
| 10 | Quality Systems: ISO 9000, Six Sigma |
| 11 | Quality Systems: ISO 9000, Six Sigma |
| 12 | Quality Systems: ISO 9000, Six Sigma |
| 13 | Benchmarking and Auditing |
| 14 | Benchmarking and Auditing |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131217447 | **COURSE NAME** | Multivariate statistical analysis |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To illustrate extensions of univariate statistical methodology to multivariate data.  To introduce students to some of the statistical methodologies which arise only in multivariate data. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The objective of this course is to acquaint students with the basic ideas, applicability, and methods of multivariate data analysis | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | have some understanding of techniques of multivariate data summary and graphical display and of the principles of multivariate exploratory data analysis and dimensionality reduction;  have some understanding of the construction of multivariate likelihood ratio tests and of the union-intersection principle in multivariate testing | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | be able to perform and interpret principal component analysis and linear discriminant analysis using a computer package;  be able to understand the results of computer based multivariate analyses of one and two sample tests;  be familiar with facilities offered by computer packages for multivariate analysis. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Sharma, Subhash. 1996. Applied Multivariate Techniques. New York, New York: John Wiley & Sons | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Jobson, J, D.(1991). Applied Multivariate Data Analysis, Volume I-II, Springer- Verlag, New York | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | basic notation, sample estimates of mean, covariance and variance |
| 2 | Multivariate Normal distribution |
| 3 | Traditional inference: Multivariate Regression, MANOVA |
| 4 | Links with mixed linear models and hierarchical modeling |
| 5 | SVD of a data matrix; special decomposition |
| 6 | Principle Component Analysis |
| 7 | quiz |
| 8 | Factor Analysis |
| 9 | Linear Discrimination |
| 10 | Classiﬁcation Trees |
| 11 | Hierarchical Clustering |
| 12 | K-means Clustering |
| 13 | Functional data analysis |
| 14 | Functional data analysis |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **x** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **x** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **x** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **x** |  |
| 11 | To be able to manage inter-personal relationships |  |  | **x** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **x** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217446 | **COURSE NAME** | Public Administration |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\*) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 70 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Feature of public administration, traditional approach in public administration, new public administration approach, organization of public administration, central state organization in Turkish public administration, decentralization organizations in terms of service in Turkish public administration, independent regulatory comissions in Turkish public administration, bureaucracy and Turkey implementation, public personnel management, modern approaches in public administration: abilitiy of giving account, performance managament, total quality management, crisis management, conflict management, public policy approach, e-state, post bureaucracy, post-modernism, ethic. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims to rainforce students with main pratic and theoric informations and developments that dominate public administration technics in Turkey and in the World. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Feature of public administration 2. Traditional approach in public administration 3. New public administration 4. Organization of public administration 5. Central state organization in Turkish public administration 6. Decentralization organizations in terms of service in Turkish public administration 7. Independent regulatory comissions in Turkish public administration 8. Bureaucracy and Turkey implementation 9. Public personnel management 10. Modern approaches in public administration: abilitiy of giving account, performance managament, total quality management, crisis management, conflict management, public policy approach, e-state, post bureaucracy, post-modernism, ethic. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Eryılmaz, B. (2006). **Kamu Yönetimi. İstanbul: Erkam Matbası** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Balcı, A. , & Nohutçu, A. & Öztürk, N.K, & Coşkun, B. (2003).** Kamu Yönetiminde Çağdaş Yaklaşımlar. Ankara: Seçkin 2. **Gözübüyük, A.Ş (2001).** Türkiye’nin Yönetim Yapısı. Ankara: Turhan Kitabevi   **3. Shafritz, J.M & Russell, E.W.** Introducing Public Administration. New York: Longman | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Feature of public administration |
| 2 | Feature of public administration |
| 3 | Organization of public administration |
| 4 | Structure of public administration |
| 5 | Structure of public administration |
| 6 | Local administrations |
| 7 | Midterm Exam |
| 8 | Service decentralization organization terms |
| 9 | Bureaucracy |
| 10 | Bureaucracy |
| 11 | Human resources management |
| 12 | Human resources management |
| 13 | Auditing of public administration |
| 14 | Auditing of public administration |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

|  |  |
| --- | --- |
| **TERM** | Fall |

|  |  |  |  |
| --- | --- | --- | --- |
| **COURSE CODE** | 131217445 | **COURSE NAME** | Cooperative Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\*) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The emergence and development of the cooperative system in Turkey and other countries, description and principles of cooperative, establishment of cooperative, types of cooperative, cooperative business management, marketing in cooperatives, source of finance in cooperative, tax in cooperatives. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class’s main purpose is, introducing the cooperative management to the students. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. The emergence and development of the cooperative system 2. Description and principles of cooperative 3. Establishment of cooperative and types of cooperative 4. Business functions in cooperatives. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Ürper, Y. (1992) **Kooperatif İşletmeciliği, Eskişehir: Birlik Ofset.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Çevik, O. N. **Kooperatifler Kanunu ve İlgili Mevzuat, Ankara: Yetkin Bas. Yay. Dağ. A.Ş.** | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The emergence and development of the cooperative system |
| 2 | The emergence and development of the cooperative system |
| 3 | Description and principles of cooperative |
| 4 | Description and principles of cooperative |
| 5 | Establishment of cooperative and types of cooperative |
| 6 | Establishment of cooperative and types of cooperative |
| 7 | Midterm Exam |
| 8 | Business functions in cooperatives |
| 9 | Business functions in cooperatives |
| 10 | The emergence and development of the cooperative system in Turkey and other countries |
| 11 | The emergence and development of the cooperative system in Turkey and other countries |
| 12 | Types of cooperative, cooperative business management |
| 13 | Types of cooperative, cooperative business management |
| 14 | Source of finance in cooperative, tax in cooperatives. |
| 15,16 | Final Exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Lec. Sami TEKDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| --- | --- | --- | --- |
| **COURSE CODE** | 131217471 | **COURSE NAME** | basic econometrics |

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 2 | | 0 | | | 0 | 3 | | | 5 | CORE ( ) ELECTIVE (x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | This course provides an introduction to basic econometric methods. These are the tools of data analysis that economists and other social scientists use to estimate the size of economic and social relationships, and to test hypotheses about them, using real-world data | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The objective of the course is for the student to learn how to conduct – and how to critique – empirical studies in economics and related fields. Accordingly, the emphasis of the course is on empirical applications. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | course is to equip students with the facts, intuition and skills necessary to critically read econometric research produced by others and to conduct independent econometric research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. List and explain the assumptions underlying the linear regression model.  2. Understand the ordinary least squares (OLS) estimator and its properties.  3. Interpret the estimated linear regression model.  4. Conduct hypothesis testing.  5. Describe and explain the limitations of the linear regression model.  6. Identify violations of the assumptions of the linear regression model and apply appropriate corrections;.  7. Apply the regression model to economic data using a specialized econometric software. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Wooldridge, J. M., Introductory Econometrics: A Modern Approach, 3rdEdition, Thomson South-Western, 2006 | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Gujarati, D. N., Basic Econometrics, 4th edition, 2003 | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Economic Questions and Data |
| 2 | Random Variables and Probability Distributions |
| 3 | The Normal, Chi-Squared, Student t, and F Distributions |
| 4 | Review of Statistics |
| 5 | Linear Regression with One Regressor |
| 6 | Estimating the Coefficients of the Linear Regression Model |
| 7 | Quiz |
| 8 | Regression with a Single Regressor |
| 9 | The Theoretical Foundations of Ordinary Least Squares |
| 10 | Linear Regression with Multiple Regressors |
| 11 | Hypothesis Tests and Confidence Intervals in Multiple Regression |
| 12 | Nonlinear Regression Functions |
| 13 | Assessing Studies Based on Multiple Regression |
| 14 | Application in software programme |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology |  |  | **X** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | **FALL** |

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| **COURSE CODE** | 131237472 | **COURSE NAME** | Financial Modeling |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 |  | |  | | | 2 |  | | | 3 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | A good knowledge in Microsoft Excel is required. | | | | | | | | | | |
| **COURSE CONTENT** | | | | Teaching the excel with advanced level, to show how to make financial calculation by excel, solving financial theories by excel and using visual basic | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The purpose of this course is to help students to get familiar with setting up financial calculations in Excel | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | The course provides financial modeling training finance student to improve their skills set with Microsoft Excel and Visual Basic | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Be able to develop and refine decision-making  2. Be able to analyze financial scenarios and determine the appropriate type of financial problem solving techniques  3. Be able to interpret the results of excel output about financial calculation | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Simon Benninga, (2000) **Financial Modelling**, MIT Press | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | -Turhan Korkmaz, Mehmet Pekkaya, Excel Uygulamalı Finans Matematiği  -Fulya Alpan, Gürman Tevfik, Arman T. Tevfik, Excel ile Finans  -Sengupta Chandan, “Financial Modeling using Excel and VBA”, 2004 | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Basic Financial Calculations |
| 2 | Calculating The Cost Of Capital |
| 3 | Financial Statement Modeling |
| 4 | Financial Analysis of Leasing |
| 5 | Introduction To Portfolio Models |
| 6 | Efficient Portfolios Without Short Sales |
| 7 | Quiz |
| 8 | Calculating The Variance-Covariance Matrix |
| 9 | Estimating Betas and The Security Market Line |
| 10 | Efficient Portfolios Without Short Sales |
| 11 | Value At Risk |
| 12 | Option Pricing Models |
| 13 | Portfolio Insurance |
| 14 | User-Defined Functions With VBA |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **X** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | DEBT ENFORCEMENT AND BANKRUPTCY LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 2 | | 0 | | | 0 | 2 | | | 3 | CORE () ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | |  | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main objective of course is explaining in detail that how the creditor who can not obtained legally guidance. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To teach the basic concepts and principles of Debt Enforcement And Bankruptcy Law | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | To contribute to the training of business managers and employees who is knowledgeable and confident in obtaining his rights. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. Baki Kuru, **İcra ve İflas Hukuku El Kitabı,** Türkmen Kitabevi, 2006. 2. Hakan Pekcanıtez ve Muhammet Özekeş, **İcra ve iflas Hukuku,** Yetkin Yayınları, 2006. 3. **Timuçin Muşul, İcra ve iflas Hukuku, Legal Yayıncılık, 2005.** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Sources of Debt Enforcement And Bankruptcy Law |
| 2 | Proceeding without judgement |
| 3 | Impoundment and action of recovery |
| 4 | Levy on execution |
| 5 | Bill of exchange |
| 6 | Enforcement proceeding of judgement |
| 7 | MIDTERM |
| 8 | Bankrupt law |
| 9 | Proceeding related bnakruptcy method |
| 10 | The legal consequences of bankruptcy |
| 11 | Banksrupt’s estate |
| 12 | Administration of asset’s |
| 13 | Sharing of the money |
| 14 | Composition of debts |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218463 | **COURSE NAME** | PROJECT MANAGEMENT |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To introduce the concepts, methods and instruments used for defining a project, setting realistic targets, determining the project resources and limits, preparing a project plan and change management. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To introduce the subjects, scopes, concepts, problems and academic issues about project and project management fields. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To have knowledge and develop abilities for managing projects with team work, limited time and resources. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Master project and project management concepts 2. Ability to form and apply project planning and performing processes 3. Ability to use monitoring and evaluation methods and instruments for project applications 4. Having knowledge about stress, change and innovation management 5. Having knowledge about project support programs and registeration processes for them | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Albayrak, Burhan (2005). Proje Yonetimi, Ankara: Nobel Yayıncılık. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. I. Cleland, David and Lewis R. Ireland (2002). Project Management, McGraw-Hill. 2. Buttrick, Robert (2000) Project Workout, London:Financial Times Prentice Hall, Pearson Education Ltd. 3. Hobbs, Peter (1999). Project Management, London: Marshall Publishing. 4. Nickson, David and Suzy Siddons (1997). Managing Projects, Oxford: Butterworth-Heinemann. .  * Morris, Peter (1994). Management of Projects, London: Thomas Telford Services Ltd. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Basic Concepts of Project and Project Management |
| 2 | Project Planning and Scheduling: Instruments and Methods |
| 3 | Project Planning and Scheduling: Instruments and Methods |
| 4 | Analysis of Plans: Analysis of Time, Cost and Quality Plans |
| 5 | Analysis of Plans: Analysis of Time, Cost and Quality Plans |
| 6 | Quiz |
| 7 | Risk Management for Projects |
| 8 | Total Quality Management for Projects |
| 9 | Human Resoursec Management for Projects, Proje Organization and project teams |
| 10 | Leadership, Problem Solving and Decision Making Techniques |
| 11 | Change and Innovation Management |
| 12 | Change and Innovation Management |
| 13 | Project Support Programs and Registration Processes |
| 14 | Project Support Programs and Registration Processes |
| 15,16 | Case Studies, Final |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **x** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **x** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **x** | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **x** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **x** |  |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **x** |  |  |
| 11 | To be able to manage inter-personal relationships | **x** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Çelik, PhD.

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218461 | **COURSE NAME** | BANKING AND INSURANCE LAW |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 1 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | The concept an classification of the bank, sources of bank law, relationship between bank law and other branches of law, the concept of the bank agreement, legal responsibilities of banks, duty of confidentiallity, bank directors' and officers' liability, insurance, parties’ rights and obligations in an insurance contract, sources of insurance law. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To make available information on bank and insurance law. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Having the basic knowledge required to get the task in banks and insurance companies | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | **Bu understanding the banks’ and insurance companies’ systems,** ensure competence in fulfilling the duties and responsibilities. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. A. Sait Yüksel, Aslı Yüksel, Ülkü Yüksel, **Bankacılık Hukuku ve İşletmesi**, Beta Basım Yayım, 2004. 2. Asuman Turanboy, **Bankacılar İçin Banka Hukuku Bilgisi,** Banka ve Ticaret Hukuku Araştırma Enstitüsü, 2000. 3. Hamdi Yasaman, **Banka Hukuku İle İlgili Makaleler, Hukuki Mütalaalar, Bilirkişi Raporları,** Vedat Kitapçılık, 2005. 4. Ali Bozer, **Sigorta Hukuku Genel Hükümler Bazı Sigorta Türleri,** Vedat Kitapçılık, 2004. 5. Mustafa Çeker, **Yargıtay Kararları Işığında Sigorta Hukuku,** Karahan Kitabevi, 2004. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Banking law and the articles about insurance law in Turkish Commercial Code | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | History ande development of banking |
| 2 | Banking Law, Banking Law’s resources and relation between Banking Law and Economy Law |
| 3 | Banking Regulation and Supervision Agency and its organizatiın |
| 4 | Savıngs Deposıt Insurance Fund and the concept of deposit |
| 5 | Auditing and precautions |
| 6 | MIDTERM |
| 7 | Law of obligations |
| 8 | Privity in deed |
| 9 | Debtor-creditor relationship from tortious act and unjust enrichment |
| 10 | The results of not reckoning |
| 11 | Changing sides in debtor-creditor relationship, statute of limitations |
| 12 | Transfer of the contact, undertaking debt |
| 13 | Completion of sale and purchase, deed of gift, lease agreement |
| 14 | Gratuitous loan agreement, loan agreement, service contract, |
| 15,16 | Mercantile agent, contract of bailment, ordinary partnership |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218460 | **COURSE NAME** | Innovation Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Contemporary business conditions, new technologies, creativity and making concept, monopolies of value and integrated values, being sur-petition, r & d of concept, costumer centered innovation, network thought and diffusion of innovations, organizing for innovation, innovative job design, being an innovative individual and innovative leadership. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to introduce innovation concept and its importance. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in innovation management and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Have an idea about the contemporary conditions that effect the business, understand the affects of new technologies to the business, get the knowledge of making and r&d of concept, be sur-petition and creating monopolies of value and integrated values, learn new concepts about innovation such as costumer centering and network thought, understand the importance of innovation in leadership. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **De Bono, E. (2000)** Rekabet üstü. İstanbul: Remzi Kitabevi. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Nordstrom, K. A. & Ridderstrale, J. (2000)** Delifişeklik, İstanbul: Kontent Yayınları. 2. **Peters, T. (2005)** İşinizi Yeniden Yaratın. İstanbul: Boyner Yayınları. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Concept and Importance of Innovation |
| 2 | Types of Innovation |
| 3 | Innovation Theory and Development Process |
| 4 | Marketing and Innovation |
| 5 | Innovation as a Value Creating Instrument in Marketing |
| 6 | Innovation and Its Management in Organizations |
| 7 | Midterm Exam |
| 8 | Innovative Organization Culture and Its Development |
| 9 | Innovation Strategies |
| 10 | National Innovation System |
| 11 | Performing and Spreading Innovations |
| 12 | Indicators and Measurement of Innovation |
| 13 | Results of Innovation |
| 14 | Review of Previous Weeks |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Doç Dr. Cevahir Uzkurt*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218459 | **COURSE NAME** | Leadership:Theory and Practice |

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| **SEMESTER** | | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** | |
| VIII | | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\* ) | | | Turkish | |
| **COURSE CATEGORY** | | | | | | | | | | | | | | | | |
| Supportive Courses | | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | | |
|  | | |  | | | X | | |  | | | |  | | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | | | |
| **DURING TERM** | | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | | |
| I. Mid-Term | | | | | 1 | | | | 40 | | |
| II. Mid-Term | | | | |  | | | |  | | |
| Quiz | | | | |  | | | |  | | |
| Homework | | | | |  | | | |  | | |
| Project | | | | |  | | | |  | | |
| Report | | | | |  | | | |  | | |
| Other (………) | | | | |  | | | |  | | |
| **FINAL EXAM** | | | | |  | | | | | 1 | | | | 60 | | |
| **PREREQUISITE(S) (IF ANY)** | | | | |  | | | | | | | | | | | |
| **COURSE CONTENT** | | | | | Traits approach, capabilities approach, transformational leadership, employees' expectations from leaders ,changing status quo, learning from our mistakes and success, having ideal scenarios for the future, bringing employees together around common goals and objectives, creating a mutual trust environment and collaboration, learning information and power sharing practices, being model; match the rhetoric and practice, using small achievements as a means of enhancing employees' commitment. | | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | | The purpose of this course is to introduce students to leadership theory and practice. | | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | | Candidates those are capable to study and work within the projects which require expertise about leadership :theory and practice to develop and mount new applicable ideas to called projects and to bring in the skill of analyzing the interactions between leadership: theory and practice and other relevant areas. | | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | | 1.Learning traits and capabilities approach.  2. Understanding the behavioral and situational approaches.  3.Grasping  4.Changing status quo, learning from our mistakes and success ,having ideal scenarios fort he future, recognizing leadership practices,  5. Bringing employees together around common goals and objectives, creating a mutual trust environment and collaboration, learning information and power sharing practices.  6.Being model and using small achievements as a means of enhancing employees' commitment. recognizing of leadership practices recognizing of leadership practices | | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | | Koçel, T. (2005). **İşletme Yöneticiliği. İstanbul: Arıkan Basım Yayım Dağıtım.** | | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | | Kouzes, J. M. & Posner, B. Z. (1995) **The Leadership Challenge, San Francisco: Josey-Bass Publishers.** | | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | |  | | | | | | | | | | | |
| **COURSE OUTLINE** | | | | | | | | | | | | | | | |
| **WEEK** | **SUBJECTS / TOPICS** | | | | | | | | | | | | | | |
| 1 | Introduction to leadership theory and practice | | | | | | | | | | | | | | |
| 2 | Traits approach | | | | | | | | | | | | | | |
| 3 | Behavioral approach to leadership | | | | | | | | | | | | | | |
| 4 | Situational approach to leadership | | | | | | | | | | | | | | |
| 5 | Modern approaches to leadership and new concepts in leadership | | | | | | | | | | | | | | |
| 6 | Does your corporation show high performance? | | | | | | | | | | | | | | |
| 7 | Mid-term | | | | | | | | | | | | | | |
| 8 | Raising the bar in customer service and the power of vision | | | | | | | | | | | | | | |
| 9 | Key authorization | | | | | | | | | | | | | | |
| 10 | Situational leadership | | | | | | | | | | | | | | |
| 11 | Personal leadership: Authorization behind the power | | | | | | | | | | | | | | |
| 12 | Corporate leadership | | | | | | | | | | | | | | |
| 13 | Strategies to manage the change | | | | | | | | | | | | | | |
| 14 | Servant leadership | | | | | | | | | | | | | | |
| 15,16 | Final exam | | | | | | | | | | | | | | |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  |  | **X** |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131218457 | **COURSE NAME** | Applied Econometrics |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | This course is designed to provide a foundation of econometric analysis, with an emphasis on economic applications. Topics include estimation and statistical inference in regression models.begin with the standard regression model, and derive the properties of the estimators–validity and efficiency. then relax assumptions one by one and explore how these properties can be restored. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | This is an introductory course in applied econometrics. The primary objective is to provide students witha solid theoretical and practical foundation for the interpretation of empirical evidence in economics. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Gain techniques, skills, computers and software knowledge to solve real life problems. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Apply knowledge of mathematics, science, and engineering, social, economy, marketing,  2. Design and conduct experiments as well as to analyze and interpret data,  3. Identify, formulate and solve real life problems  4. Get an understanding of professional and ethical responsibility  5. Understand local and global effects of Statistics and its applications | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Wooldridge, Jeffrey (2002), *Econometric Analysis of Cross Section and Panel Data*, MIT Press. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Harvey, Andrew (1990), *The Econometric Analysis of Time Series*, Second Edition, MIT Press. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to econometrics |
| 2 | Review of statistics |
| 3 | Review of statistics |
| 4 | The simple regression Model |
| 5 | Multiple regression under ideal conditions |
| 6 | Misspecification I: Heteroskedactity |
| 7 | Quiz |
| 8 | Misspecification II: An assortment of other issues |
| 9 | Econometric analysis of time series data |
| 10 | Econometric analysis of time series data |
| 11 | Econometric analysis of panel data |
| 12 | Instrumental variables and the problem of causality |
| 13 | Application in software programme |
| 14 | Application in software programme |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology |  |  | **X** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131218456 | **COURSE NAME** | Multi Criteria Decision Making Techniques |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course is as follows: Decision Criteria and utility theory; Multi Criteria Decision Making Problems; Goal Programming and Its applications with DS-Win Packet Program; Analytic Hierarch Process and its applications with Expert-Choice2000; Analytic Network Process and its applications with Expert-Choice2000. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to introduce multi criteria decision making (MCDM) techniques and their use in business management | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Understand the role of MCDM Techniques in Business management and decision making.  Determine priorities in Goal Programming and solve smilar problems.  Use Decision Support for Windows packet program. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Determine decision problems should be use Analytic Network Process and solve them.  Comprehend relations multi criteria decision problems and other mathematic problems.  Learn Expert-Choice 2000 Packet Progra | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Öztürk Ahmet. (2005). Yöneylem Araştırması , Ekin kitabevi.Taha | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | A.Hamdy. Çeviren ve Uyarlayan : Ş.Alp Baray Şakir Ensaf. (2000). Yöneylem Araştırması , Literatür Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to Decision Making |
| 2 | Decision Making under Uncertainty & under Risk |
| 3 | Utility Theory, Decision Trees |
| 4 | MCDM, Structuring the Problem |
| 5 | Constructing the Decision Model, Analyzing the Problem |
| 6 | Constructing the Decision Model, Analyzing the Problem |
| 7 | Quiz |
| 8 | Analytic Hierarchy Process |
| 9 | Analytic Hierarchy Process |
| 10 | Analytic Network Process |
| 11 | Elementary Methods |
| 12 | Value based Methods |
| 13 | Outranking Methods |
| 14 | Cases |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **x** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **x** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **x** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **x** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology |  |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **x** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  |  |
| 11 | To be able to manage inter-personal relationships |  |  | **x** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **x** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | **131218455** | **COURSE NAME** | Computerized Accounting |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 2 | | - | | | - | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 10 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Accounting Information Systems, Accounting Process, Accounting Books and Documents, Fundamentals of Computerized Accounting, Data Analysis and Entering Data, Luca applications, recording inventory transactions,, preparing financial statements, payroll sheets and tax return with accounting software packages. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The aim of this course is introducing accounting information systems and computer based accounting systems to students. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Learning the computer applications of accounting transactions which previously learned tin theory | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | * Knowing the accounting information systems in enterprises * Learning computer based accounting records * Learning how to use accounting software programs * Knowing how to prepare financial statement analysis with computer programs | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. M.Civan, Ekrem Kara, ve Vedat Bal, LUCA Uygulamalı Bilgisayarlı Muhasebe, Tesmer Yayınları 2. M.Ali Feyiz, R.İnal ve S.Önel, Bilgisayarlı Muhasebe Labaratuvar Uygulamaları, | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **Sabri Önel (2003)** Tekdüzen Hesap Planına Göre Bilgisayarlı Muhasebe, Seçkin Yay.Ankara  **Raif Parlakkaya, Mustafa Özkürkçüler (2004)** Bilgisayarlı Muhasebe Nobel Yay.Bursa | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | | Computers and projection | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Accounting process, accounting records, uniform chart of accounts, accounting information system, documents and books |
| 2 | Introducing the accounting software programs: LUCA, LOGO, ETASQL |
| 3 | LUCA software program, creating customers, entering data, receipts |
| 4 | Accounting cash and cash equivalents transactions in LUCA |
| 5 | Accounting bank and check transactions in LUCA |
| 6 | Investigating Value added tax accounts and offsetting |
| 7 | Mid term exam |
| 8 | Creating current running accounts , receivers and sellers accounts |
| 9 | securities |
| 10 | Tangible and intangible fixed asset transactions |
| 11 | Financial debt transactions |
| 12 | Year-end transactions |
| 13 | Year-end transactions, preparing balance sheet and income statement |
| 14 | Preparing tax return |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  |  | **×** |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **×** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **×** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **×** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **×** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **×** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **×** |  |
| 11 | To be able to manage inter-personal relationships |  |  | **×** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **×** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administaration**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131218454 | **COURSE NAME** | Stock Exchange and analysis |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
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| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 30 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Teaching students how to use technical and fundemantel analysis on stock exchange | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | |  | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | 1. learning stock exchange in capital market 2. learning the concept of stock exchange 3. learning stock Exchange transaction 4. learning the relationship between stock exchanges 5. Using fundemental analysis 6. Using technical analysis 7. Using related software program with stock exchange | | | | | | | | | | |
| **COURSE OUTCOMES** | | | |  | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Karan, Mehmet Baha**Yatırım Analizi ve Portföy Yönetimi, Hacettepe Üniversitesi Finansal Araştırmalar Merkezi (HÜFAM) Yayınları No: 1,Ankara: Gazi Kitabevi** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **1-Uyar, Aydın** Hisse Senedi Yatırımcıları İçin Temel Analiz: Bilanço Okuma Teknikleri, İstanbul: Beta Yayınları  **Erdinç, Yaşar**  Borsada Teknik Analiz, Ankara: Siyasal Kitabevi  İMKB Borsa notları | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Capital market and history |
| 2 | Capital market and functions |
| 3 | Stock Exchange concept |
| 4 | Capital Market Intermediary Institution and mutual fund |
| 5 | Trading and stock Exchange |
| 6 | Trading by computer programme |
| 7 | Quiz |
| 8 | Capital Increasedividend payment and divestitures |
| 9 | settlement of securities buy/sell transactions |
| 10 | Stock Exchange indices and ISE-100 |
| 11 | Investment analysis and market ratios |
| 12 | Technical analysis ands its application |
| 13 | Technical analysis ands its application |
| 14 | Efficient market hypotesis |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **x** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218458 | **COURSE NAME** | Relationship Marketing |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII. | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
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| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | | 1 | | | | 20 | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 50 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course is as follows: Basic concepts of relationship marketing (Customer relations from the viewpoint of customer and firm, customer lifecycle, market orientation), Target market selection and positioning in relationship marketing, Relationship marketing strategy (customer acquisition, customer retention, customer reacquisition, customer value), Relationship marketing practice, Customer relationship management (CRM), Case studies, Control of relationship marketing. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course is to tell the change in marketing paradigm and relationship marketing. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in relationship marketing and analyze the interaction of relationship marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Understand the change in marketing thought, learn the meaning of change towards the relationship marketing, learn concepts gain importance by the relationship marketing approach, have knowledge about relationship marketing process and implementation, see how relationship marketing works in practice, learn customer relationship management concept, solve case studies. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | 1. **Odabaşı, Y. (2000).** Müşteri İlişkileri Yönetimi. İstanbul: Sistem Yayıncılık. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | 1. **Şahin, A. (2004).** Müşteri Odaklı Pazarlama Yöntemleri. İstanbul: Beta Yayınları. 2. **Varinli, İ. (2006).** Pazarlamada Yeni Yaklaşımlar. Ankara: Detay Yayıncılık. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Concept and Features of Customer Relations |
| 2 | Developing Customer Relations |
| 3 | Total Quality Management in Sales and Marketing |
| 4 | New Dimensions of Customer Relations |
| 5 | Communication Model and Factors |
| 6 | Communication with Customers |
| 7 | Midterm Exam |
| 8 | Customer Service |
| 9 | Gaining and Retaining Customer |
| 10 | Focus Group Discussions, Advisory Panels |
| 11 | Critical Incident Technique, Customer Relations Technique |
| 12 | Comparison |
| 13 | Creating Customer-Oriented Culture |
| 14 | Organizational Culture and Change |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  |  | **X** |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** *Yrd. Doç. Dr. Müjdat Özmen*

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| --- | --- |
| **TERM** | Fall |

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| **COURSE CODE** | 131218453 | **COURSE NAME** | Local Services Management |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 2 | |  | | |  | 2 | | | 3 | CORE ( ) ELECTIVE (\*) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Local services and municipal corporations, municipal services, local government in Turkey, municipal corporations and organizations, provisional special administrations, management perception in municipal services, service management and service marketing in municipal corporations. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class’s main purpose is; introducing local services and local administrations to the students. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. Learning municipal corporations, municipal services and local services. 2. Understanding the local administrations in Turkey 3. Having information about municipal corportations and organizations and provisional special administrations. 4. Learning management perception, service management and service marketing in municipal services. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Torlak, Ö. (1999). **Belediyelerde Hizmet Yönetimi ve Pazarlama. Ankara: Seçkin Yayınevi** | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | **Varcan, N. (2005).** Yerel Yönetimler. Eskişehir: A.Ü Açıköğretişm Fakültesi Yayınları | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Organizations and structure of provisional special administrations |
| 2 | Income and expense of provisional special administrations |
| 3 | Regional development administrations |
| 4 | Village administration and organizations |
| 5 | Social and cultural services of villages |
| 6 | Provincial bank and government expenditures |
| 7 | Midterm Exam |
| 8 | Privatisation in municipal services |
| 9 | European council and localness |
| 10 | European municipal provision |
| 11 | European council local administrations self government provision |
| 12 | Regional authorities self government provision draft |
| 13 | European landscape contract |
| 14 | Contract relation to attendance to public life in local level of foreigners |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Lec. Sami TEKDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218452 | **COURSE NAME** | Financial Statement Analysis |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 5 | CORE (x ) ELECTIVE( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Basic element of balance sheet and income statement, financial analysis techniques that are related to these elements ( horizontal analysis, vertical analysis, ratio analysis, trend analysis) | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Teaching financial statements of a firm and the techniques that can be used while analyzing them | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | This course aims to improve financial analyzing and decision making skills of credit users, financial negotiators, and financial specialists. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Ability to analyze a firm’s balance sheet and income statement in terms of its financial position and operational consequences  Ability to generate a firms financial statement and balance sheet  Ability to analyze a firms balance sheet and income statement by using financial analyzing techniques | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | MALİ TABLOLAR ANALİZİ-Sabri Bektöre, Ferruh Çömlekçi, Halim Sözbilir, Nisan Kitabevi | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | FİNANSAL TABLOLAR VE MALİ ANALİZ TEKNİKLERİ- :Nalana Akdoğan, Nejat Tenker,Gazi Kitabevi | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | The concept of financial analysis |
| 2 | Basic elements of balance sheet and income statement |
| 3 | The meaning and importance of assets in terms of financial analysis |
| 4 | The meaning and importance of liabilities in terms of financial analysis |
| 5 | The meaning and importance of income statement in terms of financial analysis |
| 6 | Horizontal analysis (for balance sheet) |
| 7 | Horizontal analysis (for income statement) |
| 8 | Horizontal analysis : case study |
| 9 | Percentage analysis (for balance sheet) |
| 10 | Percentage analysis (for income statement) |
| 11 | Percentage analysis : case study |
| 12 | Trend analysis |
| 13 | Trend analysis :case study |
| 14 | Ratio analysis |
| 15,16 | Ratio analysis: case study, final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **x** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **x** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **x** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131217447 | **COURSE NAME** | Multivariate Statistical Analyses |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 2 | | 0 | | | 0 | 2 | | | 3 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course is as follows: Multivariate data analysis and its application areas, data matrices and measurement scales, multivariate distributions, the multivariate normal distribution (MND), multivariate hypothesis tests, Principal component and factor analysis, conjoint analysis, correspondence analysis, homogeneity analysis, multidimensional scaling | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main of the course is to introduce the concepts and methods of multivariate analysis and to provide exercises in the application of multivariate data analysis to related problems. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | apply knowledge of Multivariate Statistics.design and conduct experiments as well as to analyze and interpret dataidentify, formulate and solve real life problemsget an understanding of professional and ethical responsibility, | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1 get a recognition of the need for, and an ability to engage in life-long learning  2)gain a knowledge of contemporary issues  3) gain techniques, skills, computers and software knowledge to solve real life problems | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Tatlıdil, H.(1992). Uygulamalı çok Değişkenli İstatistiksel Analiz, Ankar | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Jobson, J, D.(1991). Applied Multivariate Data Analysis, Volume I-II, Springer- Verlag, New York | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Multivariate data and models |
| 2 | Multivariate Normal distribution |
| 3 | Traditional inference: Multivariate Regression, MANOVA |
| 4 | Links with mixed linear models and hierarchical modeling |
| 5 | SVD of a data matrix; special decomposition |
| 6 | Principle Component Analysis |
| 7 | quiz |
| 8 | Factor Analysis |
| 9 | Linear Discrimination |
| 10 | Classiﬁcation Trees |
| 11 | Hierarchical Clustering |
| 12 | K-means Clustering |
| 13 | Functional data analysis |
| 14 | Functional data analysis |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **X** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  |  | **X** |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131217465 | **COURSE NAME** | Decision Making Techniques I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | | 0 | | | 0 | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Content of the course is as follows: Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, Determining the kind and method of the research, Selecting the population and sample, Selecting the method and tool which would be used during gathering the data, Determining the quantitative analysis methods and techniques which would be used during analyzing the data, Preparing the research proposition | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course: Securing to fix a problem/situation/event which’s worthwhile for solution, to approach and limit the whole of the event systematically and to present the subject/event/problem with its general frame as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Preparing the frame and content of the research., Presenting and defending the research proposition and content of the research. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | By the end of this module students will be able to: Learn how to do scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Define The Research Problem |
| 2 | Research The Literature Review |
| 3 | Preparing Research Proposal |
| 4 | Preparing Research Proposal |
| 5 | Preparing Research Proposal |
| 6 | Preparing Research Proposal |
| 7 | Preparing Research Proposal |
| 8 | Quiz |
| 9 | Resarch Proposal Presentation |
| 10 | Resarch Proposal Evulation |
| 11 | Preparing Research Content |
| 12 | Preparing Research Content |
| 13 | Preparing Research Content |
| 14 | Preparing Research Content |
| 15,16 | Exam |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217464 | **COURSE NAME** | Marketing Communication Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, Determining the kind and method of the research, Selecting the population and sample, Selecting the method and tool which would be used during gathering the data, Determining the quantitative analysis methods and techniques which would be used during analyzing the data, Preparing the research proposition., Preparing the frame and content of the research., Presenting and defending the research proposition and content of the research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn how to do scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  |  | **X** |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Prof. Dr. Ömer Torlak

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | **131217461** | **COURSE NAME** | Audit Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determination of the work area, literature review in the field of study area, determination of the research topic /problem, literature review in the field of research topic, determination of the assumptions and the concepts of the research, determination of the type and methods of the research, selection of the population and sample, selection of the data collection tool and method, determination of the numerical methods and techniques that can be used while analyzing the data, preparation of the research proposal, preparation of the framework and content of the research, presentation of the research’s framework and content | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Detecting a problem/ situation/case that worth to research and reveal,  Analyzing the whole problem systematically and ability to limit the case  Ability to present a problem/ situation/case as a research proposal in conjunction with the general framework | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Scientific research and choosing research topic |
| 2 | Literature review, hypothesis and strategy development |
| 3 | Population and sampling |
| 4 | types of data in scientific research |
| 5 | Preparing thesis proposal |
| 6 | Preparing thesis proposal |
| 7 | Midterm exam |
| 8 | Resource collection and evaluation |
| 9 | Resource collection and evaluation |
| 10 | Creating the table of content |
| 11 | Creating the table of content |
| 12 | Writing and evaluating the introduction part |
| 13 | Writing and evaluating the introduction part |
| 14 | Writing and evaluating the introduction part |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217460 | **COURSE NAME** | INVESTMENT ANALYSES I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | | - | | | - | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | - | | | | | | | | | | |
| **COURSE CONTENT** | | | | Essentials and methods of scientific research, determination of the research problem, literature review, determination of proper research methods, data gathering and processing, evaluation of findings, reportage of the research steps | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determinating a problem/situation/case worth of searching and solving; approaching and framing the whole case systematically; introducing the subject/case/problem as a research proposal. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Applying scientific methods to problem defining and solving, preparing reports systematically and interpreting the findings. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how a scientific research is made. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Written and published scientific studies, theses, formal internet sites and databases fort he related subject/case/problem. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Determinating the field of the study |
| 2 | Literature review for the field of the study |
| 3 | Literature review for the field of the study |
| 4 | Determination of the problem/subject |
| 5 | Literature review fort he research problem |
| 6 | Quiz |
| 7 | Determination and definition of the research hypotheses and concepts |
| 8 | Determination of the research type and method |
| 9 | Selection of the universe and sample of the study |
| 10 | Selection of the method and the instrument(s) for data gathering |
| 11 | Determination of the quantitative methods and the techniques for data analyses |
| 12 | Preparation of the research proposal |
| 13 | Preparation of the research frame and outline |
| 14 | Preparation of the research frame and outline |
| 15,16 | Presentation and defence of the research proposal and its outline, Final |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **x** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **x** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **x** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **x** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **x** |  |
| 8 | To be able to follow changing information and communication technology |  |  | **x** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **x** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Celik, PhD.

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217459 | **COURSE NAME** | Postmodern Management Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Erkan ERDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131237458 | **COURSE NAME** | Organizational Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE (x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course: Securing to fix a problem/situation/event which’s worthwhile for solution, to approach and limit the whole of the event systematically and to present the subject/event/problem with its general frame as a research proposal. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | By the end of this module students will be able to: Learn how to do scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Practice writing and framing a problem statement and know how to choose the appropriate research methodology.  Develop a valid data collection instrument.  Understand various data collection methods for surveys, interpretive, and critical research.  Develop valid decisions or conclusions based on research data.  Cost research activities.  Evaluate problem-oriented research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Define research |
| 2 | What is good research |
| 3 | Need for research |
| 4 | Scientific thinking |
| 5 | Criteria for judging research |
| 6 | Selecting a research topic |
| 7 | Quiz |
| 8 | Research design |
| 9 | Problem statement |
| 10 | Defining the research problem |
| 11 | Role of previous research findings |
| 12 | Purpose of a proposal |
| 13 | Structuring the proposal |
| 14 | Planning your research project |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

|  |  |
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| **TERM** | Fall |

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| --- | --- | --- | --- |
| **COURSE CODE** | 131217457 | **COURSE NAME** | Business Policies I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| --- | --- |
| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Lec. Sami TEKDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217442 | **COURSE NAME** | Strategic Management Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| --- | --- |
| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217441 | **COURSE NAME** | Cost Management I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determination of the work area, literature review in the field of study area, determination of the research topic /problem, literature review in the field of research topic, determination of the assumptions and the concepts of the research, determination of the type and methods of the research, selection of the population and sample, selection of the data collection tool and method, determination of the numerical methods and techniques that can be used while analyzing the data, preparation of the research proposal, preparation of the framework and content of the research, presentation of the research’s framework and content | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Detecting a problem/ situation/case that worth to research and reveal,  Analyzing the whole problem systematically and ability to limit the case  Ability to present a problem/ situation/case as a research proposal in conjunction with the general faramework | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Scientific research and choosing research topic |
| 2 | Literature review, hypothesis and strategy development |
| 3 | Population and sampling |
| 4 | types of data in scientific research |
| 5 | Preparing thesis proposal |
| 6 | Preparing thesis proposal |
| 7 | Midterm exam |
| 8 | Resource collection and evaluation |
| 9 | Resource collection and evaluation |
| 10 | Creating the table of content |
| 11 | Creating the table of content |
| 12 | Writing and evaluating the introduction part |
| 13 | Writing and evaluating the introduction part |
| 14 | Writing and evaluating the introduction part |
| 15,16 | Presentation of the content and proposal , Final exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217428 | **COURSE NAME** | Management Research I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| --- | --- | --- | --- |
| **COURSE CODE** | 131217427 | **COURSE NAME** | Financial Analysis Techniques I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determination of the work area, literature review in the field of study area, determination of the research topic /problem, literature review in the field of research topic, determination of the assumptions and the concepts of the research, determination of the type and methods of the research, selection of the population and sample, selection of the data collection tool and method, determination of the numerical methods and techniques that can be used while analyzing the data, preparation of the research proposal, preparation of the framework and content of the research, presentation of the research’s framework and content | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Detecting a problem/ situation/case that worth to research and reveal,  Analyzing the whole problem systematically and ability to limit the case  Ability to present a problem/ situation/case as a research proposal in conjunction with the general faramework | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Scientific research and choosing research topic |
| 2 | Literature review, hypothesis and strategy development |
| 3 | Population and sampling |
| 4 | types of data in scientific research |
| 5 | Preparing thesis proposal |
| 6 | Preparing thesis proposal |
| 7 | Midterm exam |
| 8 | Resource collection and evaluation |
| 9 | Resource collection and evaluation |
| 10 | Creating the table of content |
| 11 | Creating the table of content |
| 12 | Writing and evaluating the introduction part |
| 13 | Writing and evaluating the introduction part |
| 14 | Writing and evaluating the introduction part |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **×** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **×** |  |  |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| --- | --- |
| **TERM** | Fall |

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| --- | --- | --- | --- |
| **COURSE CODE** | 131217426 | **COURSE NAME** | Marketing Problems and Analysis I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, Determining the kind and method of the research, Selecting the population and sample, Selecting the method and tool which would be used during gathering the data, Determining the quantitative analysis methods and techniques which would be used during analyzing the data, Preparing the research proposition., Preparing the frame and content of the research., Presenting and defending the research proposition and content of the research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn how to do scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  |  | **X** |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Prof. Dr. Ömer Torlak

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | fall |

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| **COURSE CODE** | 131217425 | **COURSE NAME** | tıme serıes analysıs 1 |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | | 0 | | | 0 | 3 | | | 6 | CORE ( ) ELECTIVE (x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | This course will cover statistical models for the temporal dependence in economic time series | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The course aims to provide students with techniques and receipts for estimation and assessment of quality of economic models with time series data | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | to develop the skills needed to do empirical research in fields operating with time series data sets | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | to learn and apply statistical methods for the analysis of data that have been observed over time | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Hamilton, James D. Time Series Analysis. Princeton, NJ: Princeton University Press, | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Peter J. Brockwell and Richard Davies (1991), Time series: Theory and Methods.Springer Verlag | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Introduction to (stationary) time series |
| 2 | Estimation of the Mean and the Auto-Covariance function |
| 3 | Spectral representation of a stationary process |
| 4 | Stationary ARMA processes: modeling and prediction |
| 5 | Stationary ARMA processes: modeling and prediction |
| 6 | Stationary ARMA processes: modeling and prediction |
| 7 | Quiz |
| 8 | Estimation of ARMA models. |
| 9 | Vector Autoregressions |
| 10 | Unit Roots and cointegration |
| 11 | State-Space Models |
| 12 | Conditional heteroskedacticity |
| 13 | Introduction to ARCH-GARCH models |
| 14 | Introduction to ARCH-GARCH models |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **x** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **x** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **x** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **x** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **x** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **x** |  |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **x** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217424 | **COURSE NAME** | Risk Management in Enterprises I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determination of the work area, literature review in the field of study area, determination of the research topic /problem, literature review in the field of research topic, determination of the assumptions and the concepts of the research, determination of the type and methods of the research, selection of the population and sample, selection of the data collection tool and method, determination of the numerical methods and techniques that can be used while analyzing the data, preparation of the research proposal, preparation of the framework and content of the research, presentation of the research’s framework and content | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Detecting a problem/ situation/case that worth to research and reveal,  Analyzing the whole problem systematically and ability to limit the case  Ability to present a problem/ situation/case as a research proposal in conjunction with the general faramework | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Scientific research and choosing research topic |
| 2 | Literature review, hypothesis and strategy development |
| 3 | Population and sampling |
| 4 | types of data in scientific research |
| 5 | Preparing thesis proposal |
| 6 | Preparing thesis proposal |
| 7 | Midterm exam |
| 8 | Resource collection and evaluation |
| 9 | Resource collection and evaluation |
| 10 | Creating the table of content |
| 11 | Creating the table of content |
| 12 | Writing and evaluating the introduction part |
| 13 | Writing and evaluating the introduction part |
| 14 | Writing and evaluating the introduction part |
| 15,16 | Presentation of the content and proposal , Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  | **X** |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217423 | **COURSE NAME** | Internal Control Systems II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 7 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparing a research project from determining the problem to interpreting the results according to the methods of scientific research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Detecting a problem/ situation/case that worth to research and reveal,  Analyzing the whole problem systematically and ability to limit the case  Ability to present a problem/ situation/case as a research proposal in conjunction with the general framework | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Ability to detect problems, and to apply scientific methods to solve the problem and to interpret and report the results systematically | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Ability to detect a problem/ situation/case that is about business administration  Ability to analyze a problem/ situation/case about business administration systematically and ability to identify the general framework of it  Ability to determine the stages of the evaluation process of a problem/ situation/case about business administration | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the study area | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All kinds of scientific studies that have been written and published in the study area | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Determination of the work area |
| 2 | Literature review about the work area |
| 3 | Literature review about the work area |
| 4 | Determining the research problem /topic |
| 5 | Literature review about the research problem |
| 6 | determination of the assumptions and the concepts of the research |
| 7 | determination of the type and methods of the research, |
| 8 | selection of the population and sample |
| 9 | selection of the data collection tool and method |
| 10 | determination of the numerical methods and techniques that can be used while analyzing the data |
| 11 | preparation of the research proposal |
| 12 | preparation of the research’s framework |
| 13 | preparation of the research’s content |
| 14 | presentation of the research’s framework and content |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **x** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **x** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **X** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **x** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Fall |

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| **COURSE CODE** | 131217422 | **COURSE NAME** | BUSINESS LAW RESEARCH-I |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 6 | CORE () ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To determine a investigated and resolved problem, to approach and limit the whole problem in a systematic perpective. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Learn how to do a scientific reserach. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To win problem-solving and presentation skills. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. This course is conducted on the basis of the students’ independent work. 2. After identifing the subject of his reserach, student acquaint academic advisor about his reserach every week. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | |  | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Determination of the thesis subject |
| 2 | Determination of the thesis subject |
| 3 | Determination of the thesis subject |
| 4 | Determination of the thesis subject |
| 5 | the preparation of the content of the thesis |
| 6 | Control of the content |
| 7 | MIDTERM |
| 8 | Review of the literature |
| 9 | Review of the literature |
| 10 | Review of the literature |
| 11 | Source review and develop a hypothesis |
| 12 | Source review and develop a hypothesis |
| 13 | Control of the thesis |
| 14 | To prepare a research report |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131218476 | **COURSE NAME** | Multivariate Statistical Analysis 2 |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | | 0 | | | 0 | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | This course introduces the basic concepts of multivariate statistics, and providesan overview of the available methods. All methods will be illustrated via real data sets, using the open source statistical software | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Identify appropriate multivariate methods for a given research question  Apply multivariate methods using R, and interpret their output correctly  Interpret the results of a multivariate statistical analysis done by someone else | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Choose an appropriate multivariate analysis to address research questions of interest | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Conduct multivariate analysis with popular statistical software such as SAS, SPSS  Interpret the results of multivariate analysis and present the results as they would be presented in a scholarly journal.  Be an informed consumer of research reports in which the results of multivariate analyses have been presented. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Tabachnick, B. G., & Fidell, L. S. (2007). Using multivariate statistics | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | R. A. Johnson and D. W. Wichern, Applied Multivariate Statistical Analysis, Sixth Edition, Pearson Education, Inc., 2007. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Sample Geometry; Random Sampling |
| 2 | Multivariate Normal Density and Its Property |
| 3 | Sampling from Multivariate Normal Distribution; MLE |
| 4 | Paired Comparison; Compare Multivariate Means |
| 5 | Simultaneous Conﬁdence Interval; ;Two-way MANOVA |
| 6 | Inference about Regression Model; Model Checking |
| 7 | quiz |
| 8 | Multivariate Linear Regression |
| 9 | Multivariate Multiple Regression; with Time Dependent Errors |
| 10 | Principle Components |
| 11 | Canonical Correlations Analysis |
| 12 | Discrimination and Classification |
| 13 | Evaluating Classiﬁcation Functions; Classiﬁcation with Several Populations |
| 14 | Evaluating Classiﬁcation Functions; Classiﬁcation with Several Populations |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. |  |  | **x** |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  |  | **x** |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **x** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **x** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **x** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **x** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology |  | **x** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships |  |  | **x** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **x** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218475 | **COURSE NAME** | Decision Making Tecniques II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | | 0 | | | 0 | 3 | | | 6 | CORE ( ) ELECTIVE (x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Obtaining the related data, analayzing the data, interpreting the results | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course: Securing to fix a problem/situation/event which’s worthwhile for solution, to approach and limit the whole of the event systematically and to present the subject/event/problem with its general frame as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To learn how to do scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | To solve the decision problem related with firm and presenting as a paper. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Research Proposal Process |
| 2 | Research Proposal Process |
| 3 | Research Proposal Process |
| 4 | Research Proposal Process |
| 5 | Research Proposal Process |
| 6 | Research Proposal Process |
| 7 | Quiz |
| 8 | Writing The Working Paper According To Guide To Writing Thesis |
| 9 | Writing The Working Paper According To Guide To Writing Thesis |
| 10 | Writing The Working Paper According To Guide To Writing Thesis |
| 11 | Writing The Working Paper According To Guide To Writing Thesis |
| 12 | Writing The Working Paper According To Guide To Writing Thesis |
| 13 | Writing The Working Paper According To Guide To Writing Thesis |
| 14 | Presenting Working Paper |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 8 | To be able to follow changing information and communication technology | **X** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218474 | **COURSE NAME** | Marketing Communication Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, Determining the kind and method of the research, Selecting the population and sample, Selecting the method and tool which would be used during gathering the data, Determining the quantitative analysis methods and techniques which would be used during analyzing the data, Preparing the research proposition., Preparing the frame and content of the research., Presenting and defending the research proposition and content of the research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn how to do scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **X** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. | **X** |  |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  |  | **X** |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  | **X** |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Prof. Dr. Ömer Torlak

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218471 | **COURSE NAME** | Audit Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparation of data collection instrument, gathering the data, analyzing the data, interpretation of the results, making report of the research | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Providing; the ability of analyzing a problem/ situation/case that worth to research and reveal in a scientific research format as planned, ability to do the correct selection of the numerical analysis techniques used in the analysis, transferring data to a computer for data analysis and obtaining computed solutions, the scientific evaluation and the interpretation of results. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Writing and evaluating the main topic of the thesis |
| 2 | Writing and evaluating the main topic of the thesis |
| 3 | Writing and evaluating the main topic of the thesis |
| 4 | Writing and evaluating the main topic of the thesis |
| 5 | Writing and evaluating the main topic of the thesis |
| 6 | Writing and evaluating the main topic of the thesis |
| 7 | Midterm exam |
| 8 | Doing fieldwork |
| 9 | Doing fieldwork |
| 10 | Gathering the data and analyzing them |
| 11 | Gathering the data and analyzing them |
| 12 | Writing and evaluating the conclusion part of the thesis |
| 13 | Writing and evaluating the conclusion part of the thesis |
| 14 | Writing and evaluating the conclusion part of the thesis |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Management**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218470 | **COURSE NAME** | INVESTMENT ANALYSES II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | | - | | | - | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | | - | | | | | | | | | | |
| **COURSE CONTENT** | | | | Essentials and methods of scientific research, determination of the research problem, literature review, determination of proper research methods, data gathering and processing, evaluation of findings, reportage of the research steps | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determinating a problem/situation/case worth of searching and solving; approaching and framing the whole case systematically; introducing the subject/case/problem as a research proposal. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Applying scientific methods to problem defining and solving, preparing reports systematically and interpreting the findings. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how a scientific research is made. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Written and published scientific studies, theses, formal internet sites and databases fort he related subject/case/problem. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Preparation of the instrument(s) for data gathering |
| 2 | Preparation of the instrument(s) for data gathering |
| 3 | Data gathering |
| 4 | Data gathering |
| 5 | Data gathering |
| 6 | Data gathering |
| 7 | Quiz |
| 8 | Data analysis |
| 9 | Interpretation of the findings and the results |
| 10 | Interpretation of the findings and the results |
| 11 | Reportage of the study |
| 12 | Reportage of the study |
| 13 | Reportage of the study |
| 14 | Reportage of the study |
| 15,16 | Presentation and defence of the study; Final |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **x** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. |  | **x** |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  | **x** |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **x** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **x** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **x** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **x** |  |
| 8 | To be able to follow changing information and communication technology |  |  | **x** |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **x** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships |  | **x** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **x** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Arzum Erken Çelik, PhD.

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | [131218469](http://ects.ogu.edu.tr/ects/dersler.aspx?ID=4390) | **COURSE NAME** | Postmodern Management Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Erkan ERDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131238468 | **COURSE NAME** | Organizational Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, defining the research hypothesizes and concepts, | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | The main aim of the course: Securing to fix a problem/situation/event which’s worthwhile for solution, to approach and limit the whole of the event systematically and to present the subject/event/problem with its general frame as a research proposal. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | By the end of this module students will be able to: Learn how to do scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Practice writing and framing a problem statement and know how to choose the appropriate research methodology.  Develop a valid data collection instrument.  Understand various data collection methods for surveys, interpretive, and critical research.  Develop valid decisions or conclusions based on research data.  Interpret common descriptive statistics (correlation, t test, and variance of analysis).  Evaluate problem-oriented research. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Planning your research project |
| 2 | Likert Scale construction |
| 3 | Survey instrument design |
| 4 | Quantitative research methods |
| 5 | Qualitative research methods |
| 6 | Descriptive statistics |
| 7 | Quiz |
| 8 | Inferential statistics |
| 9 | Data preparation |
| 10 | Sampling design |
| 11 | Computer applications in data analysis |
| 12 | Table and figure formats |
| 13 | Communicating research results to decision-makers |
| 14 | Finalizing the major project |
| 15,16 | exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. | **X** |  |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **X** |
| 11 | To be able to manage inter-personal relationships |  |  | **X** |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  |  | **X** |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name:**

**Signature**:  **Date:**

**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218467 | **COURSE NAME** | Business Policies II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Lec. Sami TEKDEMİR

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218451 | **COURSE NAME** | Strategic Management Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Associate Professor Sıtkı ÇORBACIOĞLU

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 1312178450 | **COURSE NAME** | Cost Management II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparation of data collection instrument, gathering the data, analyzing the data, interpretation of the results, making report of the research | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Providing; the ability of analyzing a problem/ situation/case that worth to research and reveal in a scientific research format as planned, ability to do the correct selection of the numerical analysis techniques used in the analysis, transferring data to a computer for data analysis and obtaining computed solutions, the scientific evaluation and the interpretation of results. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Writing and evaluating the main topic of the thesis |
| 2 | Writing and evaluating the main topic of the thesis |
| 3 | Writing and evaluating the main topic of the thesis |
| 4 | Writing and evaluating the main topic of the thesis |
| 5 | Writing and evaluating the main topic of the thesis |
| 6 | Writing and evaluating the main topic of the thesis |
| 7 | Midterm exam |
| 8 | Doing fieldwork |
| 9 | Doing fieldwork |
| 10 | Gathering the data and analyzing them |
| 11 | Gathering the data and analyzing them |
| 12 | Writing and evaluating the conclusion part of the thesis |
| 13 | Writing and evaluating the conclusion part of the thesis |
| 14 | Writing and evaluating the conclusion part of the thesis |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218435 | **COURSE NAME** | Internal Control Systems II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( x) ELECTIVE( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparing a research project from determining the problem to interpreting the results according to the methods of scientific research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Providing; the ability of analyzing a problem/ situation/case that worth to research and reveal in a scientific research format as planned, ability to do the correct selection of the numerical analysis techniques used in the analysis, transferring data to a computer for data analysis and obtaining computed solutions, the scientific evaluation and the interpretation of results | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Ability to detect problems, and to apply scientific methods to solve the problem and to interpret and report the results systematically | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Ability to collect data about a problem/ situation/case that is related with business administration  Ability to analyze data about a problem/ situation/case that is related with business administration and to interpret the results  Ability to write an evaluation report about a problem/ situation/case that is related with business administration | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the study area | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | All kinds of scientific studies that have been written and published in the study area | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Preparation of data collection instrument, |
| 2 | Preparation of data collection instrument, |
| 3 | gathering the data |
| 4 | gathering the data |
| 5 | gathering the data |
| 6 | gathering the data |
| 7 | analyzing the data |
| 8 | analyzing the data |
| 9 | interpretation of the results |
| 10 | interpretation of the results |
| 11 | making report of the research |
| 12 | making report of the research |
| 13 | making report of the research |
| 14 | making report of the research |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. |  |  | **x** |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  |  | **X** |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  |  | **x** |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **x** |
| 8 | To be able to follow changing information and communication technology | **x** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  |  | **X** |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **x** |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | spring |

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| **COURSE CODE** | 131218434 | **COURSE NAME** | Time Series Analysis II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | | 0 | | | 0 | 3 | | | 6 | CORE ( ) ELECTIVE (x ) | | | turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | x | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Topics covered will include univariate stationary and non-stationary models, vector autoregressions, frequency domain methods, models for estimation and inference in persistent time series, and structural breaks | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | To explain the main theoretical concepts to characterize linear  univariate and multivariate time series models, especially mixed  AutoRegressive and Integrated Moving Average models (ARIMA) and  Vector AutoRegressive models (VAR) ; | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | The course provides a survey of the theory and application of time series methods in econometrics | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | this course is to develop the skills needed to do empirical research in fields operating with time series data sets. The course aims to provide students with techniques and receipts for estimation and assessment of quality of economic models with time series data. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | Tsay, R., 2002, Analysis of Financial Time Series, Wiley Series. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | | Hamilton, J., 1994, Times Series Analysis, Princeton University Press. | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Stable Vector Autoregressive Processes |
| 2 | Estimation of Vector Autoregressive Processes |
| 3 | VAR Order Selection and Checking the Model Adequacy |
| 4 | VAR Order Selection and Checking the Model Adequacy |
| 5 | VAR Processes with Parameter Constraints |
| 6 | VAR Processes with Parameter Constraints |
| 7 | Quiz |
| 8 | Midterm Presentation |
| 9 | Midterm Presentation |
| 10 | Midterm Presentation |
| 11 | Vector Error Correction Models |
| 12 | Estimation of Vector Error Correction Models |
| 13 | Final Presentation |
| 14 | Final Presentation |
| 15,16 | Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  |  | **X** |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships |  | **X** |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218433 | **COURSE NAME** | Management Research II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VIII | 3 | |  | | |  | 3 | | | 6 | CORE (\*) ELECTIVE ( ) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | X | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Designation of field of study, designation of literature review, research subject related to field of study, literature reivew related to research subject, designation of assumptions and concepts of research, designation of research type and method, selection of population and sample, selection of the method and techniques that used in collecting data, designation of numeric analysis, method and techniques that used in data analysis, preparation of research proposal, preparation of framework of research, presentation and defence of research proposal and content. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Class aims: determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing skills that will able to perform project that needs speciality or to study in a project, develop new ideas and fulfill them and to analyze the interaction between human resources management with the other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to make a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the published literature. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **X** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 8 | To be able to follow changing information and communication technology |  | **X** |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **X** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 11 | To be able to manage inter-personal relationships | **X** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **X** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Asist. Prof. Özlem UZUN

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Bussines Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218432 | **COURSE NAME** | Marketing Problems and Analysis II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| VII. | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE (X) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 30 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | | 1 | | | | 30 | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 40 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Determining the study area, Searching and examining the sources, Determining the research problem/subject, searching the sources about the research problem, termining and defining the research hypothesizes and concepts, Determining the kind and method of the research, Selecting the population and sample, Selecting the method and tool which would be used during gathering the data, Determining the quantitative analysis methods and techniques which would be used during analyzing the data, Preparing the research proposition., Preparing the frame and content of the research., Presenting and defending the research proposition and content of the research. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Determination of a problem that is worthy to be researched; approaching to the whole case systematically; presentation of the problem or case with main framework as a research proposal | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Providing the ability and competence to carry out project or take charge in a project, develop and practice new business administration ideas for practice in the working areas requiring specialty in marketing and analyze the interaction of marketing with other areas. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learn how to do scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All of the scientific studies which are written and printed in the field that is interested. | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Descussion of field of study |
| 2 | Designation of field of study |
| 3 | Designation of literature review. |
| 4 | Designation of research subject. |
| 5 | Literature reivew related to research subject |
| 6 | Designation of assumptions and concepts of research |
| 7 | Midterm Exam |
| 8 | Designation of research type and method |
| 9 | Selection of population and sample |
| 10 | Selection of the method and techniques that used in collecting data |
| 11 | Designation of numeric analysis, method and techniques that used in data analysis |
| 12 | Preparation of research proposal |
| 13 | Preparation of framework of research |
| 14 | Presentation and defence of research proposal and content. |
| 15,16 | Final Exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. |  | **X** |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered |  | **X** |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  | **X** |  |
| 10 | To be able to manage inter-personal relationships |  |  | **X** |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :** Prof. Dr. Ömer Torlak

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | **131218430** | **COURSE NAME** | Financial Analyze Techniques II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparation of data collection instrument, gathering the data, analyzing the data, interpretation of the results, making report of the research | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Providing; the ability of analyzing a problem/ situation/case that worth to research and reveal in a scientific research format as planned, ability to do the correct selection of the numerical analysis techniques used in the analysis, transferring data to a computer for data analysis and obtaining computed solutions, the scientific evaluation and the interpretation of results. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Writing and evaluating the main topic of the thesis |
| 2 | Writing and evaluating the main topic of the thesis |
| 3 | Writing and evaluating the main topic of the thesis |
| 4 | Writing and evaluating the main topic of the thesis |
| 5 | Writing and evaluating the main topic of the thesis |
| 6 | Writing and evaluating the main topic of the thesis |
| 7 | Midterm exam |
| 8 | Doing fieldwork |
| 9 | Doing fieldwork |
| 10 | Gathering the data and analyzing them |
| 11 | Gathering the data and analyzing them |
| 12 | Writing and evaluating the conclusion part of the thesis |
| 13 | Writing and evaluating the conclusion part of the thesis |
| 14 | Writing and evaluating the conclusion part of the thesis |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of ……………….**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** |  | **COURSE NAME** | BUSINESS LAW RESEARCH II |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
|  | 3 | | 0 | | | 0 | 3 | | | 6 | CORE () ELECTIVE (X) | | | TURKISH |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | |  | | | X | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | To determine a investigated and resolved problem, to approach and limit the whole problem in a systematic perpective. | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Learn how to do a scientific reserach. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | To win problem-solving and presentation skills. | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | 1. This course is conducted on the basis of the students’ independent work. 2. After identifing the subject of his reserach, student acquaint academic advisor about his reserach every week. | | | | | | | | | | |
| **TEXTBOOK(S)** | | | |  | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Determination of the thesis subject |
| 2 | Determination of the thesis subject |
| 3 | Determination of the thesis subject |
| 4 | Determination of the thesis subject |
| 5 | the preparation of the content of the thesis |
| 6 | Control of the content |
| 7 | MIDTERM |
| 8 | Review of the literature |
| 9 | Review of the literature |
| 10 | Review of the literature |
| 11 | Source review and develop a hypothesis |
| 12 | Source review and develop a hypothesis |
| 13 | Control of the thesis |
| 14 | To prepare a research report |
| 15,16 | FINAL EXAM |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **X** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **X** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **X** |  |  |
| 4 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **X** |  |
| 5 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **X** |  |  |
| 6 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **X** |  |  |
| 7 | To be able to follow changing information and communication technology |  | **X** |  |
| 8 | To be able to plan, coordinate, and control activities by developing effective managerial skills |  | **X** |  |
| 9 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. | **X** |  |  |
| 10 | To be able to manage inter-personal relationships | **X** |  |  |
| 11 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. |  | **X** |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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**Eskişehir Osmangazi University**

**Department of Business Administration**

**Course Information Form**

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| **TERM** | Spring |

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| **COURSE CODE** | 131218428 | **COURSE NAME** | Risk Management in Enterprises |

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| **SEMESTER** | **WEEKLY COURSE HOURS** | | | | | | **COURSE** | | | | | | | |
| **Theoretical** | | **Practice** | | | **Laboratory** | **CREDITS** | | | **ECTS** | **TYPE** | | | **LANGUAGE** |
| 8 | 3 | |  | | |  | 3 | | | 6 | CORE ( ) ELECTIVE ( x) | | | Turkish |
| **COURSE CATEGORY** | | | | | | | | | | | | | | |
| Supportive Courses | | Basic Vocational | | | Proficiency/Field | | | Human, Communication, and Management Skills | | | | Transferable Skills | | |
|  | | x | | |  | | |  | | | |  | | |
| **ASSESSMENT CRITERIAS** | | | | | | | | | | | | | | |
| **DURING TERM** | | | | **Activity** | | | | | **Number** | | | | **Percentage (%)** | |
| I. Mid-Term | | | | | 1 | | | | 40 | |
| II. Mid-Term | | | | |  | | | |  | |
| Quiz | | | | |  | | | |  | |
| Homework | | | | |  | | | |  | |
| Project | | | | |  | | | |  | |
| Report | | | | |  | | | |  | |
| Other (………) | | | | |  | | | |  | |
| **FINAL EXAM** | | | |  | | | | | 1 | | | | 60 | |
| **PREREQUISITE(S) (IF ANY)** | | | |  | | | | | | | | | | |
| **COURSE CONTENT** | | | | Preparation of data collection instrument, gathering the data, analyzing the data, interpretation of the results, making report of the research | | | | | | | | | | |
| **COURSE OBJECTIVES** | | | | Providing; the ability of analyzing a problem/ situation/case that worth to research and reveal in a scientific research format as planned, ability to do the correct selection of the numerical analysis techniques used in the analysis, transferring data to a computer for data analysis and obtaining computed solutions, the scientific evaluation and the interpretation of results. | | | | | | | | | | |
| **CONTRIBUTION OF THE COURSE TO THE VOCATIONAL TRAINING** | | | | Students attain the ability to do basic scientific research | | | | | | | | | | |
| **COURSE OUTCOMES** | | | | Learning how to perform a scientific research | | | | | | | | | | |
| **TEXTBOOK(S)** | | | | All kinds of scientific studies that have been written and published in the fields of accounting and auditing | | | | | | | | | | |
| **SUPPORTIVE RESOURCES** | | | |  | | | | | | | | | | |
| **EQUIPMENTS REQUIRED** | | | |  | | | | | | | | | | |

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| **COURSE OUTLINE** | |
| **WEEK** | **SUBJECTS / TOPICS** |
| 1 | Writing and evaluating the main topic of the thesis |
| 2 | Writing and evaluating the main topic of the thesis |
| 3 | Writing and evaluating the main topic of the thesis |
| 4 | Writing and evaluating the main topic of the thesis |
| 5 | Writing and evaluating the main topic of the thesis |
| 6 | Writing and evaluating the main topic of the thesis |
| 7 | Midterm exam |
| 8 | Doing fieldwork |
| 9 | Doing fieldwork |
| 10 | Gathering the data and analyzing them |
| 11 | Gathering the data and analyzing them |
| 12 | Writing and evaluating the conclusion part of the thesis |
| 13 | Writing and evaluating the conclusion part of the thesis |
| 14 | Writing and evaluating the conclusion part of the thesis |
| 15,16 | Final exam |

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| **No.** | **OUTCOMES** | **3** | **2** | **1** |
| 1 | To have the ability of classifying, analyzing and assessing theoretical and practical information of advance level in the area of business administration in line with the scientific method. | **×** |  |  |
| 2 | To be able to determine the problems faced by the enterprises, carry out the required research design and come up with solutions. | **×** |  |  |
| 3 | To be able to follow current trends concerning business administration and social sciences and to have the ability of being attuned to changes. | **×** |  |  |
| 4 | To have the basic level infrastructure in the disciplines concerning business administration and to be able to consider all relevant disciplines while taking decisions. |  | **×** |  |
| 5 | To be able to carry out teamwork effectively and conduct task distribution and coordination among the members of the team. |  | **×** |  |
| 6 | To be able to determine business opportunities by assessing financial indicators in the best way and design ways of utilizing such opportunities. | **×** |  |  |
| 7 | To be able to express his/her solutions to problems or threats both in written and verbally by considering information gathered | **×** |  |  |
| 8 | To be able to follow changing information and communication technology | **×** |  |  |
| 9 | To be able to plan, coordinate, and control activities by developing effective managerial skills | **×** |  |  |
| 10 | To be able to consider legal, ethical, and vocational principles and social consciousness while making decisions. |  |  | **×** |
| 11 | To be able to manage inter-personal relationships | **×** |  |  |
| 12 | To be able to create innovative ideas, encourage others to create innovative ideas, and apply these ideas. | **×** |  |  |
| **1**:Never. **2**:Few. **3**:Many. | | | | |

**Instructor Name :**

**Signature**:  **Date:**

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