**Curriculum**

1st SEMESTER COURSE PLAN

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | **Credits** | **ECTS** |
| ATA 111 | Atatürk Principles and The History of Turkish Revolution I | Yes | Yes | 2 + 0 | 2 | 2 |
| MADM 113 | Aspect of Contract  and Negligence of Business | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 105 | Marketing Principles | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 111 | Business Environment | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 106 | Managing Financial  Resources and Decisions | Yes | Yes | 3 + 0 | 3 | 7 |

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| --- | --- | --- |
| Total : | 14 | 30 |

2nd SEMESTER COURSE PLAN

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| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | **Credits** | **ECTS** |
| ATA 112 | Atatürk Principles and The History of Turkish Revolution II | Yes | Yes | 2 + 0 | 2 | 2 |
| MADM 102 | Business Strategy | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 110 | Business Decision Making | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 120 | Managing Comunications,  Knowledge and Information | Yes | Yes | 3 + 0 | 3 | 7 |
| MADM 118 | Managing Business  Activities to Achieve Results | Yes | Yes | 3 + 0 | 3 | 7 |

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| --- | --- | --- |
| Total : | 14 | 30 |

3rd SEMESTER COURSE PLAN

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| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | **Credits** | **ECTS** |
| MADM 209 | Organizations and  Behaviour | Yes | Yes | 3 + 0 | 3 | 6 |
| MADM 213 | Working with and  Leading People | Yes | Yes | 3 + 0 | 3 | 4 |
| MADM 215 | Human Resources  Development | Yes | Yes | 3 + 0 | 3 | 6 |
| MTRD101.01 | Turkish Language I | Yes | Yes | 2 + 0 | 2 | 2 |
|  | Elective Course 1 | No | Yes | 3 + 0 | 3 | 6 |
|  | Elective Course 2 | No | Yes | 3 + 0 | 3 | 6 |
| Total : | | | | | 17 | 30 |

[+] **3rd Semester Elective Course List**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | | **Credits** | **ECTS** |
| MFTR 203 | Foreign Trade Documents | No | Yes | 3 + 0 | | 3 | 6 |
| MADM 107 | Entrepreneurship | No | Yes | 3 + 0 | | 3 | 6 |
|  | | | | | |  |  |
| Total : | | | | | 6 | | 12 |

4th SEMESTER COURSE PLAN

|  |  |  |  |  |  |  |
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| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | **Credits** | **ECTS** |
| MADM 204 | Business Ethics | Yes | Yes | 3 + 0 | 3 | 6 |
| MCAV 211 | Sales Planning and  Operations | Yes | Yes | 3 + 0 | 3 | 6 |
| MADM 212 | Research Project | Yes | Yes | 3 + 0 | 3 | 6 |
| MTRD102.01 | Turkish Language II | Yes | Yes | 2 + 0 | 2 | 2 |
|  | Elective Course 3 | No | Yes | 3 + 0 | 3 | 6 |
|  | Elective Course 4 | No | Yes | 3 + 0 | 3 | 4 |
| Total : | | | | | 17 | 30 |
|  |  |  |  |  |  |  |

[+] **4th Semester Elective Course List**

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| --- | --- | --- | --- | --- | --- | --- |
| **Code** | **Course Title** | **C/E** | **Avarage** | **L+U Hour** | **Credits** | **ECTS** |
| MTRF 221 | Financing Foreign Trade | No | Yes | 3 + 0 | 3 | 6 |
| MTRF 202 | Customs Operations and Practices | No | Yes | 3 + 0 | 3 | 4 |
| Total : | | | | | 6 | 10 |
| The Overall Total : | | | | | 62 | 120 |