

| INFORMATION ON THE MANAGEMENT BACHELOR DEGREE PROGRAM | |
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| General Information | The B.A. in Business Administration provides academic excellence with an interdisciplinary approach, covering all aspects of B.A. discipline which is supported by both theoretical and practical courses. The program offers a variety of elective courses in the fields of Management & Organization, Production & Marketing; Finance & Accounting; Quantitative Techniques & Management Information Systems, giving the opportunity for students to specialize in the areas of their personal interest. Additionally, the required courses (like accounting, cost accounting, production management) especially designed for the first six semesters, enable students to grasp the basics of business administration. This approach enables students to earn both the holistic and the specialized perspective of Business Administration, which accounts for the program's distinction among the other traditional B.A. programs. |
| Program Purpose | The main goal of the Department is to prepare students for successful careers in both local and global institutions and organizations with an advanced level of knowledge in the fields of strategic management, marketing, finance, accounting, operations management, organization management and quantitative methods. Our teaching philosophy encourages creative and innovative thinking, entrepreneurship and leadership skills. |
| Degree Earned | Management, Bachelor's Degree |
| Level of Degree Earned | Bachelor's Degree (NQF-HETR 7. Level) |
| Requirements and Rules of the Degree Earned | Students are required to complete all coursework successfully with a minimum of 2.00/4.00 cumulative grade point average and 272 ECTS credits. |
| Registration Admission Requirements | The placement of students in the Program is held through the National Student Election and Placement System which is operated by the Measurement, Selection, and Placement Centre. |
| Recognition of Prior Learning | Courses taken in other undergraduate programs may be recognised depending on the evaluation of relevance and sufficiency of prior coursework by the executive committee of the Faculty hosting the program, as well as the certification of the coursework. |
| Examinations, Assessment and Grading | Examinations, assessment and grading rules are determined by the Regulation on TOBB University of Economics and Technology Undergraduate Education and Examination. (http://mevzuat.basbakanlik.gov.tr/Metin.Aspx?MevzuatKod=8.5.15287&MevzuatIliski=0&sourceXmlSearch=) |
| Teaching Style | Full-time BA programme |
| Graduation Requirements | Students are required to complete all coursework successfully with a minimum of 2.00/4.00 cumulative grade point average and 272 ECTS credits. |

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| Occupational Profiles of Graduated- Employment Opportunities | Our graduates will be creative, able to work in teams, environmentally conscious, aware of business ethics and responsibilities, equipped with leadership skills and be able to cope with all the problems in such a competitive business environment. Since the program offers concentration in different specialized business disciplines, the graduates of the program will be able to be employed in an array of competitive professional fields in the private and public sectors. |
| Transition to a Upper Degree | Graduates of the Programme can apply for second- or third-cycle studies in many fields of social science. |

Program Qualifications

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| 1 | Attain conceptual and applied knowledge in the functional areas of business administration |
| 2 | Capable of identifying, understanding and solving the problems in the areas of business administration. |
| 3 | Know the problem solving methods and techniques and use them effectively. |
| 4 | Have effective communication skills |
| 5 | Capable of applying the knowledge attained in diverse fields of business administration. |
| 6 | Have the ability to follow up scientific developments in their field, are aware of the importance of life time learning and the need for continuous knowledge update. |
| 7 | Capable of performing teamwork, have the leadership skills to achieve organization's goals. |
| 8 | Capable of communicating effectively in English and also in another foreign language. |
| 9 | Capable of using information technologies effectively. |
| 10 | Have professional ethics, know the legal and moral codes related to the field of interest and work for it. |
| 11 | Understand the importance of social responsibility, total quality management and corporate governance concepts for enterprises and put effort for those. |
| 12 | Capable of using their knowledge and competences both in Turkey and abroad. |
| 13 | Know the importance of inquisitive and creative perspective to compete in global world and have the ability to practice it in their business life. |

| NQF-HETR PROGRAM QUALIFICATION MATRIX | | | | PROGRAM QUALIFICATIONS | | | | | | | | | | | | | | |
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| Program : Management | | | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | | |
| Related NQF-HETR Core Field: Business and Management Sciences (Academi | | | | | | | | | | | | | | | | | | |
| CTIONS | INFORMATION | Theoretical - Factual | Has advanced knowledge in his field. | X | | X | | | | | | | X | X | | | | |
| | SKILLS | Cognitive - Applied | Has the ability to transfer information about the field to employees and teammates. | | | | X | | | X | | | | | X | | | |
| | | | Has the ability to interpret and analyze data, identify problems and bring solutions to problems by using the information related to the field in decisions, practices and behaviors. | | | | | | | | | | | | | | | |
| | Ability to work independently and to take responsibility | Researches and studies on issues related to the field. | | | | | X | X | | | | | | | | X | | |
| | | | As a project manager or participant takes responsibility in accordance with project objectives. | | | | | X | | X | | | | | | | | |
| | | | Establishes goals and objectives for the organization / institution. | X | | | | | | | X | | | | X | | X | |
| | | Learning Competence | Critically evaluates the knowledge and skills they acquire. | | | | | | | X | | | | | | | | X |
| | | | Shows that the learning needs have a continuity. | | | | | | | X | | | | | | | | X |
| | | | | Transcribes his/her ideas and suggestions at the level of knowledge and skills related to his/her field in written and verbally. | | | | X | | | X | | | | | | | |

| All Courses in the Program | | Program Qualifications | | | | | | | | | | | | |
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| Code | Course Name | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| İŞL 111 | Introduction to Business Administration | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL 112 | Introduction to Management | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 |
| İŞL 113 | Introduction to Business Administration | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 4 | 5 | 5 |
| İŞL 202 | Commercial Law | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 3 |
| İŞL 212 | Business Administration | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 4 |
| İŞL 233 | Pazarlama Prensipleri | 3 | 5 | 3 | 5 | 3 | 5 | 2 | 0 | 0 | 3 | 1 | 5 | 3 |
| İŞL 234 | Pazarlama Araştırması | 2 | 3 | 2 | 3 | 1 | 3 | 3 | 1 | 5 | 3 | 0 | 5 | 2 |
| İŞL 276 | FORECASTING METHODS | 5 | 5 | 4 | 2 | 5 | 3 | 3 | 2 | 3 | 3 | 4 | 2 | 3 |
| İŞL 302 | Obligations Law | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 2 | 3 | 3 | 2 | 3 |
| İŞL 311 | ORGANIZATION THEORY | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 5 |
| İŞL 312 | Human Resources Management | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 5 |
| İŞL 313 | Negotiation Techniques | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 5 |
| İŞL 333 | Tüketici Davranışları | 1 | 3 | 2 | 3 | 2 | 4 | 0 | 2 | 0 | 4 | 3 | 4 | 3 |
| İŞL 343 | PRODUCTION AND OPERATIONS MANAGEMENT | 5 | 4 | 5 | 2 | 4 | 3 | 3 | 2 | 3 | 3 | 5 | 2 | 4 |
| İŞL 346 | Innovation Management | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL 351 | Cost Accounting | 5 | 3 | 3 | 3 | 4 | 4 | 3 | 0 | 3 | 4 | 3 | 4 | 3 |
| İŞL 353 | Accounting and Cost Accounting | 5 | 3 | 3 | 3 | 4 | 4 | 3 | 0 | 3 | 4 | 3 | 4 | 3 |
| İŞL 361 | Financial Management | 5 | 5 | 4 | 3 | 4 | 3 | 0 | 0 | 2 | 2 | 2 | 4 | 0 |
| İŞL 362 | Financial Markets and Institutions | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
| İŞL 364 | Uluslararası Ekonomi ve Finans | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| İŞL 368 | Principles of Modern Finance | 5 | 5 | 3 | 3 | 4 | 5 | 0 | 4 | 2 | 0 | 0 | 4 | 0 |
| İŞL 372 | Operations Research | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| İŞL 381 | Management Information Systems | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL 382 | Decision Support Systems | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 |
| İŞL 406 | Strategic Management | 5 | 5 | 5 | 5 | 4 | 5 | 3 | 5 | 4 | 5 | 5 | 4 | 3 |
| İŞL 414 | Management Policy | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 |
| İŞL 416 | Organizational Behavior | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 |
| İŞL 432 | Uluslararası Pazarlama | 3 | 4 | 3 | 5 | 3 | 4 | 1 | 1 | 0 | 3 | 0 | 5 | 5 |
| İŞL 434 | Pazarlama Alanında Seçilmiş Konular | 0 | 2 | 0 | 5 | 0 | 5 | 5 | 0 | 0 | 5 | 5 | 3 | 2 |
| İŞL 436 | Perakende ve Satış Yönetimi | 2 | 3 | 3 | 5 | 3 | 2 | 5 | 5 | 2 | 3 | 3 | 3 | 1 |
| İŞL 441 | PRODUCTION PLANNING | 5 | 5 | 5 | 2 | 4 | 4 | 3 | 2 | 3 | 3 | 5 | 2 | 4 |
| İŞL 442 | TECHNOLOGY MANAGEMENT | 5 | 5 | 5 | 4 | 5 | 4 | 3 | 2 | 2 | 5 | 5 | 4 | 3 |
| İŞL 443 | MODERN PRODUCTION SYSTEMS | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL 448 | CORPORATE SOURCE PLANNING | 5 | 5 | 5 | 3 | 5 | 4 | 2 | 2 | 2 | 3 | 3 | 4 | 5 |
| İŞL 452 | External Audit | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 |
| İŞL 454 | Türk Muhasebe ve Vergi Sistemi | 5 | 4 | 3 | 2 | 4 | 2 | 2 | 3 | 2 | 4 | 2 | 4 | 2 |
| İŞL 461 | Risk Management | 5 | 5 | 5 | 4 | 5 | 5 | 0 | 4 | 3 | 4 | 4 | 4 | 0 |
| İŞL 462 | Yatırım Analizi ve Portföy Yönetimi | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| İŞL 464 | Corporate Governance | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL 467 | Selected Topics in Finance | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| İŞL 471 | Research Methods | 5 | 5 | 4 | 4 | 3 | 4 | 2 | 0 | 4 | 5 | 3 | 4 | 3 |
| İŞL 482 | E-Business Management | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 |
| İŞL251 | Accounting I | 5 | 4 | 3 | 2 | 4 | 2 | 0 | 0 | 2 | 3 | 2 | 4 | 0 |
| İŞL252 | Accounting II | 5 | 4 | 3 | 2 | 4 | 2 | 0 | 0 | 2 | 3 | 2 | 4 | 0 |
| İŞL253 | Introduction to Accounting | 4 | 3 | 2 | 2 | 3 | 2 | 0 | 0 | 2 | 3 | 2 | 4 | 0 |
| İŞL405 | International Business Management+ | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 |
| İŞL446 | Project Management | 5 | 5 | 3 | 5 | 4 | 4 | 5 | 0 | 4 | 3 | 4 | 4 | 3 |
| OEG 101 | Introduction to COAP Education | 3 | 2 | 1 | 2 | 2 | 3 | 2 | 1 | 1 | 4 | 1 | 2 | 1 |