

**YEDİTEPE UNIVERSITY**

**FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**

**INTERNATIONAL MANAGEMENT (IN GERMAN)**

**BOLOGNA INFORMATION PACKAGE**

**1. Goals and Objectives**

**Goals:**

Educating high-qualified personnel for multinational companies, public institutions and SMEs.

**Objectives:**

Our main objective in International Business Management Department (in German) is to educate modern, investigative, innovative individuals, who command fundamental issues of culture and technology that reaches world culture.

<b>National Qualifications Framework for Higher Education in Turkey (NQF-HETR, Level 6, Undergraduate Education)</b>		
<b>KNOWLEDGE</b>	1. Understands how to use fundamental concepts and models of international business management, application tools and multimedia learning tools reinforced with advanced theoretical and practical information, knows how to reach base scientific knowledge and from a scientific standpoint, can use research methods to conduct analyses and investigations in their field.	
	2. Can interpret and evaluate legal, social and psychological matters in the field of international business management using their advanced knowledge base and earned skills.	
<b>SKILLS</b>	3. Can demonstrate that they can use the advanced theoretical and practical knowledge earned in international business management.	
	4. Using a theoretical, factual and research-methodical knowledge base, can evaluate quantitative and qualitative data, interpret, diagnose problems, conduct data analyses and, by evaluating results, provide solutions.	
	5. Can relate knowledge base of international business management to information acquired from other fields, interpret them, build new information, and establish interdisciplinary interaction.	
<b>CAPABILITIES</b>	<b>Capability for Independent Work and Responsibility</b>	6. Can take responsibility both personally and as a team member to solve unpredictable complicated issues encountered in the field of international business management and related applications.
		7. Can plan, lead, and observe and evaluate activities for the betterment of the subordinates working under his responsibility.
		8. Can define goals and purposes for the institution, can design and plan projects for the betterment of performance.
	<b>Learning Capabilities</b>	9. Can critically appraise the advanced knowledge base and skills earned in the field of international business management and make active decisions to reach information.
		10. Can demonstrate that they have comprehended the importance of lifelong learning and constantly updating their knowledge base for both personal and professional development.
		11. Can comprehend and demonstrate the importance of flexible thinking and creative problem solving for success in the business life under rapidly changing global conditions.
	<b>Communications and Social Capabilities</b>	12. Can demonstrate that they are proficient in the use of German language, and as such can communicate both in writing and verbally on an international institutional level.
		13. Can demonstrate that they are proficient in the use of German language, and as such can follow and interpret global dynamics in their field.

		14. Can inform and advise intercultural persons and institutions in matters regarding the field of international business management, both in Turkish and in German, and can communicate commentary and solution suggestions, both in writing and verbally.
		15. Can evaluate differences between cultures and individuals, can communicate using all the respect and empathy required in social and professional communities comprised of individuals belonging to different cultures, and can lead or work as a team member in such environments.
		16. Can actively use information technologies widely used in international business management.
	Field Specific Capabilities	17. Can demonstrate that they have comprehended the importance of ethical behavior in the enrichment of their community.
		18. Understands the concept of social responsibility in individual, communal, and ecological levels, and can demonstrate active citizenship duties required of them under this framework.
		19. Can demonstrate that they have achieved the level of consciousness at which they have grasped concepts such as the universality of social rights, social justice, quality culture, protection of cultural values, environmental protection, occupational health and safety matters.
		20. Can act in accordance with the demands of their business environment, with all the legal and professional ethical values required of them, alongside their individual charges, rights, and social responsibilities.

## 2. Program of Learning Outcomes

1. Identification, modeling and solution of problems in enterprises that operate on a global scale by using basic knowledge of international business management.
2. Advance capability of quantitative analysis, particularly for its use of contemporary techniques and computational tools.
3. Adoption of project processes via analytical approach.
4. Effective usage of knowledge and management skills in decision-making processes
5. Effective usage of information technologies and communication tools in decision-making processes
6. Tracing national and international contemporary problems through the fundamentals of business management
7. Ability to cooperate within teamwork disciplinary and interdisciplinary.
8. Ability to behave individually, to take the initiative and to be creative.
9. Adopting modern business management issues to follow up on the importance of lifelong learning
10. To have professional and ethical responsibility.
11. Independent decision-making authority to an individual with the ability to work and their ideas verbally and in writing in Turkish and German, should express a clear and concise manner
12. Evaluating the contribution of solutions of basic business management and financial problems in a global and social framework.

### 3. Methods of Education

Teaching - learning methods and strategies are selected in order to increase capabilities of students such as self-studying, life-long learning, observation, presentation, teaching, critical thinking and teamwork.

Teaching - learning methods supports students with different abilities of learning as well. Teaching - learning methods are listed below\*:

Teaching - learning methods *	The main learning activities	Equipments used
Course	Listening and explaining	Standard classroom technologies, multi-media tools, projector, computer, overhead projector
Discussion Course	Listening and explaining, observation / case processing, critical thinking, development of question	Standard classroom technologies, multi-media tools, projector, computer, overhead projector
Problem Solving	Pre-planned special skills	
Case Studies	Pre-planned special skills	
Group Discussion Course	Listening and explaining, observation / case processing, critical thinking, development of question	Standard classroom technologies, multi-media tools, projector, computer, overhead projector
Seminar	Research – life-long learning, writing, reading, IT, listening and explaining, managerial skills	Standard classroom technologies, multi-media tools, projector, computer, overhead projector, special equipment
Laboratory	Observation / case processing, IT, managerial skills, teamwork	Special equipment
Homework	Research – life-long learning, writing, reading, IT	Internet, E-Mail, library
Inspection / Survey	Research – life-long learning, writing, reading	
Guest Lecturer	Listening and explaining, observation / case processing	Standard classroom technologies, multi-media tools, projector, computer, overhead projector,
Student Club Activities/ Projects	Observation / case processing, critical thinking, development of question, teamwork, research / life-long learning, writing, reading, managerial skills, pre-planned special skills	

(\*) One or more of the methods described herein can be applied to courses in accordance with their feature.

#### 4. Curriculum-ECTS Credits

INTERNATIONAL BUSINESS MANAGEMENT  
(IN GERMAN)

		1. YEAR				
FALL					SPRING	
COD.NR	NAME OF COURSE	CREDIT	ECTS CREDIT	COD.NR	NAME OF COURSE	
MAN 111	German Language for Business Management I	0	2	MAN 104	German Language for Business Management II	
MAN 115	Introduction to Management	3	7	MAN 110	Introduction to Accounting II	
MAN 117	Introduction to Accounting I	3	6	MAN 112	Production Management	
HUM 111	Humanities I	3	3	HUM 112	Humanities II	
MATH 175	Mathematics for Management	3	5	MATH 176	Statistics	
MAN 113	Social Psychology	3	5	TKL 202	Turkish Language and Literature II	
TKL 201	Turkish Language and Literature I	2	2	AFEC 362	English Language II	
AFEC 361	English Language I	0	0			
		17	30			
		2. YEAR				
FALL					SPRING	
COD.NR	NAME OF COURSE	CREDIT	ECTS CREDIT	COD.NR	NAME OF COURSE	
MAN 215	International Management I	3	6	MAN 212	International Management II	
MAN 217	German Language for Business Management III	0	0	MAN 216	German Language for Business Management IV	
	Program Elective I	3	5	MAN 218	Human Resources Management	
MAN 221	Financial Accounting	3	5		Program Elective II	
MAN 223	Microeconomics	3	7	HTR 302	Ataturk's Principles and History of the Turkish Revolution	
MAN 225	Research Methods	3	5	MAN 222	Macroeconomics	
HTR 301	Ataturk's Principles and History of the Turkish Revolution I	2	2	AFEC 364	English Language IV	
AFEC 363	English Language III	0	0			
		17	30			
		3. YEAR				
FALL					SPRING	
COD.NR	NAME OF COURSE	CREDIT	ECTS CREDIT	COD.NR	NAME OF COURSE	
MAN 307	Financial Management	3	5	MAN 326	Strategic Management in Multinational Corporations	
	Program Elective III	3	5	MAN 328	International Financial Management	
	Complementary Elective I	3	5		Program Elective IV	
	Free Elective I	3	5	MAN 332	International Marketing	
MAN 321	Information Management	3	5	LAW 354	Law of Obligations	
MAN 323	Principles of Marketing	3	5		Complementary Elective II	
		18	30			
		4. YEAR				
FALL					SPRING	
COD.NR	NAME OF COURSE	CREDIT	ECTS CREDIT	COD.NR	NAME OF COURSE	
	Program Elective V	3	5		Complementary Elective IV	
MAN 425		3	5		Complementary Elective V	
	Complementary Elective III	3	5		Program Elective VI	
LAW 453	International Trade Law	3	5	MAN 428	Bachelor's Thesis	
MAN 429	INTERNSHIP	3	5		Free Elective III	
	Free Elective II	3	5		Program Elective VII	
		18	30			

**TOTAL CREDITS AND ECTS CREDITS**

## 5. Electives

PROGRAM ELECTIVES	
MAN 219	Business Informatics
MAN 220	Budget and Planning in Multinational Corporations
MAN 309	E-Commerce
MAN 311	Entrepreneurship
MAN 313	International Project Management
MAN 319	Financial Statement Analysis
MAN 317	Logistics I
MAN 334	International Accounting Standards
MAN 330	Logistics II
MAN 423	Controlling in Multinational Corporations
MAN 427	Excel Applications in Business
MAN 431	Business Valuation
MAN 437	Total Quality Management
MAN 422	International Trade
MAN 424	Business Simulation
MAN 426	Innovation Management in Multinational Corporations
MAN 432	Investment Projects Valuation
MAN 430	Enterprise Resource Planning

## 6. Course-Program Outcomes Relationships

Course-Program Outcomes Relationships												
Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
HISTORY OF TURKISH REVOLUTION	0	0	0	0	0	0	0	0	0	0	0	0
TURKISH LANGUAGE	0	0	0	0	0	0	0	0	0	0	0	0
INTRODUCTION TO BUSINESS	5	3	4	5	3	4	3	5	3	5	3	4
INTRODUCTION TO ACCOUNTING I	1	2	1	1	1	2	1	1	2	2	1	2
INTRODUCTION TO ACCOUNTING II	1	2	1	1	1	2	1	1	2	2	1	2
BUSINESS MATHEMATICS	1	1	1	1	1	2	1	2	1	1	1	3
SOCIAL PSYCHOLOGY	3	3	3	2	3	2	1	2	3	3	3	2
PRODUCTION MANAGEMENT	3	2	4	2	3	4	1	3	3	2	3	3
INTERNATIONAL MANAGEMENT I	1	4	3	1	4	2	1	1	1	1	1	0
INTERNATIONAL MANAGEMENT II	1	4	2	1	4	1	1	1	1	1	1	1
BUSINESS INFORMATICS	5	4	4	5	4	5	4	4	4	5	5	4
COST ACCOUNTING	5	5	4	5	3	4	5	5	4	5	5	5
MICRO ECONOMICS	5	5	5	5	4	4	5	5	4	5	4	5
SCIENTIFIC RESEARCH METHODS	2	5	4	3	4	2	2	3	1	2	5	2
HUMAN RESOURCES MANAGEMENT	1	1	2	1	2	1	1	1	2	2	1	2

MACRO ECONOMICS	5	4	4	5	2	5	5	4	4	4	4	4
BUSINESS FINANCE	5	5	5	5	4	4	5	5	4	5	4	5
LOGISTICS I	4	3	3	5	4	5	5	5	4	5	5	5
FINANCIAL STATEMENT ANALYSIS	5	5	4	5	4	4	5	5	5	5	5	5
INTERNATIONAL FINANCIAL MANAGEMENT	5	5	5	5	4	5	5	5	4	5	5	5
LOGISTICS II	4	3	3	5	3	5	5	3	4	5	5	5
INTERNATIONAL MARKETING	3	3	3	2	3	3	2	4	2	2	3	4
INTERNATIONAL ACCOUNTING STANDARDS	3	2	1	1	1	3	2	1	4	3	1	3
QUANTITATIVE METHODS	1	5	4	5	2	1	1	3	1	1	2	2
EXCEL APPLICATIONS IN BUSINESS	3	5	1	4	4	1	1	4	4	1	4	5
QUANTITATIVE METHODS	5	5	4	5	3	4	4	5	4	5	4	4
FOREIGN TRADE	5	5	5	5	4	4	5	5	4	5	4	5
BUSINESS SIMULATION	5	5	5	5	2	5	4	3	5	1	4	5
ERP (ENTERPRISE RESOURCE PLANNING)	5	4	4	5	5	4	4	4	5	4	5	4
INTERNATIONAL PROJECT MANAGEMENT	4	5	5	5	4	3	5	3	4	4	2	4
INFORMATIONS MANAGEMENT	5	5	4	4	4	4	3	5	5	4	3	4
EVALUATION OF INVESTMENT PROJECTS	4	5	5	5	4	2	4	4	2	1	2	5
BUSINESS GERMAN I	2	3	3	3	1	2	3	2	2	3	2	2
BUSINESS GERMAN II	2	1	2	3	1	2	3	2	2	3	4	1
BUSINESS GERMAN III	0	0	0	0	0	0	0	0	0	0	0	0
BUSINESS GERMAN IV	2	1	2	3	1	2	3	2	2	3	4	1
TRADE LAW	3	1	2	5	2	4	5	5	5	5	1	2
BASIC MARKETING	4	2	3	4	2	5	4	4	4	3	4	3
STATISTIC	5	5	4	5	5	4	4	5	4	4	4	5
CONTROL IN MULTINATIONAL COMPANIES	5	5	4	5	4	4	5	5	5	5	5	5

## 7. Course Category List

COURSE CATEGORY LIST	ECTS
<b>SUPPORT COURSES</b>	
ENGLISH LANGUAGE I	0
ENGLISH LANGUAGE II	5
ENGLISH LANGUAGE III	0
ENGLISH LANGUAGE IV	5
BUSINESS GERMAN I	2
BUSINESS GERMAN II	2
BUSINESS GERMAN III	0
BUSINESS GERMAN IV	2
SOCIAL PSYCHOLOGY	5
<b>TOTAL</b>	<b>21</b>
<b>FUNDAMENTAL COURSES</b>	
INTRODUCTION TO BUSINESS	7
INTRODUCTION TO ACCOUNTING I	6
INTRODUCTION TO ACCOUNTING II	6
BUSINESS MATHEMATICS	5
PRODUCTION MANAGEMENT	6
STATISTICS	6
<b>TOTAL</b>	<b>36</b>
<b>PROVINCE / AREA COURSES</b>	
INTERNATIONAL MANAGEMENT I	6
INTERNATIONAL MANAGEMENT II	6
BUSINESS INFORMATICS	5
COST ACCOUNTING	5
MICRO ECONOMICS	7
SCIENTIFIC RESEARCH METHODS	5
HUMAN RESOURCES MANAGEMENT	5
PLANNING AND BUDGETING IN MULTINATIONAL COMPANIES	5
MACRO ECONOMICS	5
BUSINESS FINANCE	5
LOGISTICS I	5
INTERNATIONAL PROJECT MANAGEMENT	5
FINANCIAL STATEMENT ANALYSIS	5
INFORMATION MANAGEMENT	5
PRINCIPLES OF MARKETING	5
STRATEGIC MANAGEMENT IN MULTINATIONAL COMPANIES	5
INTERNATIONAL FINANCIAL MANAGEMENT	5

LOGISTICS II	5
INTERNATIONAL MARKETING	5
LAW OF OBLIGATIONS	5
INTERNATIONAL ACCOUNTING STANDARDS	5
CONTROLLING IN MULTINATIONAL COMPANIES	5
QUANTITATIVE METHODS	5
EXCEL APPLICATIONS IN BUSINESS	5
COMMERCIAL LAW	5
INTERNSHIP	5
CORPORATE VALUATION	5
FOREIGN TRADE	4
BUSINESS SIMULATION	4
INNOVATION MANAGEMENT IN MULTINATIONAL COMPANIES	5
GRADUATION PROJECT	8
ERP (ENTERPRISE RESOURCE PLANNING)	4
VALUATION OF INVESTMENT PROJECTS	5
<b>TOTAL</b>	<b>175</b>
<b>COURSES FOR COMMUNICATION AND MANAGEMENT SKILLS</b>	
HISTORY OF TURKISH REVOLUTION	4
TURKISH LANGUAGE	4
<b>TOTAL</b>	<b>8</b>
<b>TOTAL ECTS OF ALL COURSES</b>	<b>240</b>

## 8. Degree

International Business Management (in German) is subject to the first phase in higher education and is a degree program of 240 ECTS credits.

In case of successfully graduation from the program, Bachelor's degree in International Business Management (in German) will be awarded.

## 9. Application Requirements

Students wishing to enroll in the department must complete the processes and must be successful in the exams determined by ÖSYM within legal framework and academic regulations of the university. Students, who currently study at an equivalent international or national program, can apply for transfer. Applications of students are evaluated according to each student's qualifications and level of degree before the beginning of semester. Further information is available under the corporation's booklet about acceptance.

Students, who attend to exchange programs, which are approved within an agreement by the university, can attend to courses commanded in German and English. In case of having proficiency in Turkish, students can also attend to any courses commanded in Turkish.



## **10. Employment Opportunities**

Graduates work mainly at multinational companies, especially at German companies, SMEs, public sector and financial institutions.

## **11. Graduation Requirements**

In order to gain degree / complete the program, there is no additional exam at the end of academic program or no final exam period. However, at the end of each semester, there is a period of two weeks at the end of each academic semester. In addition, students must complete their internship as well as their graduation project by a presentation. Internship experiences are taken into account by considering course descriptions, applications and workloads within semesters. Ability to identify and solve problems by systematic approach is set via graduation project.

## **12. Contacts of Chairman of the Department and ECTS Coordinator**

### **Chairman of the Department of Business Administration (in German)**

Prof. Dr. K. Aykut TOP  
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### **ECTS Koordinator:**

Assoc. Prof. E. Şule AYDENİZ  
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