

**T.C**  
**ANTALYA AKEV ÜNİVERSİTESİ**  
**FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**  
**DEPARTMENT OF INTERNATIONAL TRADE AND MANAGEMENT**

**FIRST YEAR**

**ATA101 Atatürk's Principles and History of Turkish Revolution - I** **ECTS:2**

The students' knowledge about the establishment process of the Republic of Turkey as a result of the National Struggle under the leadership of Mustafa Kemal Atatürk and the reform movements carried out within the framework of the search for a solution in the Ottoman Empire, which began to collapse in the face of political, economic, social and military problems, and the political events during the transition from the Empire to the National State, were based on scientific foundations.

**ING101 English - I** **ECTS:2**

It is a basic level course of learning English and its main purpose is to teach students to use your vocabulary and language rules in a practical way based on four skills. This course is more based on reading, comprehension, speaking and writing including basic English.

**TUR101 Turkish Philology - I** **ECTS:2**

Understanding the structure of Turkish and basic grammar features, understanding the texts read properly, expanding the students' vocabulary.

**UTI101 Information Technology** **ECTS:4**

Giving theoretical information about computer hardware, computer software, file management and Microsoft Office word processor (Word), spreadsheet (Excel), presentation (PowerPoint) programs and gaining the ability to use Office programs at a basic level

**UTI103 Introduction to Economics I** **ECTS:5**

To teach some basic analysis techniques and analysis tools of economics in a systematic way, to gain the ability to follow daily economic developments and make an analysis at the beginning level.

**UTI105 Introduction to Law** **ECTS:6**

Knowledge of basic law issues

**UTI107 Introduction to Business****ECTS:5**

To get acquainted with the general principles of business and business, to understand the relations with the business environment and the position of the business in the elements of the near and far environment.

**UTI109 Mathematics - I****ECST:4**

To help students gain the habit of using the information they have learned in their fields of interest and study by explaining certain rules of basic mathematics and improving their mathematical thinking skills for problem solving.

**TUR102 Atatürk's Principles and History of Turkish Revolution - II****ECTS:2**

The conditions under which the Turkish Republic was founded, Atatürk's great statesman, revolutionary personality and leadership, Atatürk's Principles and Revolutions carried out to raise the Turkish society to the level of contemporary nations, the political, social, economic and to enable them to obtain information about cultural developments and domestic and foreign political events. To contribute to their understanding of the Age they live in and the world they live in.

**ING102 English - II****ECTS:2**

English II course is a continuation of English I education and is a compulsory course at A1-A2 (beginner-upper) level. In this course, in addition to the parts of the three language skills (reading, writing, listening), it is aimed that the students will have basic level English communication skills with the language structures that people can use in life. It is maintained that they form a basic language proficiency by understanding the basic language structures, expressions and words used in the interiors. In addition, it is aimed to limit the elements of critical thinking and communication at a simple level.

**KRP102 Career Planning****ECTS:2**

The aim of the Career Planning course is to guide our students so that they can determine their careers in accordance with their own intelligence, personality, knowledge, skills, abilities and competencies. Within the scope of the course; Awareness will be raised about these concepts, our Akdeniz University Career Center and its activities, where students can get support about their careers throughout their university life, will be introduced, the use of Talent Gate and how to benefit from it will be shown, and the opportunity to meet working life in different sectors will be offered.

**TUR102 Turkish Philology - II****ECTS:2**

It is aimed to give information about the general features of sentence structures in Turkish, based on the natural functioning of the language, to the students studying at the associate and undergraduate level, and to improve the comprehension and expression skills of the students through written and oral expression practices.

**UTI102 Introduction to Economics II****ECTS:5**

Defining and calculating the main nominal and real macroeconomic variables, Demonstrating the causes of short-term fluctuations in basic macroeconomic variables by using aggregate demand and aggregate supply facts.

**UTI104 Business Management****ECTS:5**

To provide students with the competencies related to business establishment and business development processes.

**UTI106 Marketing****ECTS:5**

It is aimed to gain knowledge about the basic concepts of marketing and to comprehend marketing strategies.

**UTI108 Introduction to International Trade****ECTS:5**

To learn the concepts of foreign trade, to introduce the relevant legislation, to comprehend foreign trade transactions, to follow up foreign trade documents and to carry out banking transactions.

**UTI110 Mathematics - II****ECTS:4**

The aim of the course is to develop analytical thinking skills by explaining advanced mathematical methods, applications and ways of mathematical reasoning to solve mathematical problems.

## SECOND YEAR

### **ING201 English III**

**ECTS:2**

The overall aim of the course is to help students further strengthen their academic reading and writing skills. Students who successfully complete this course are expected to reach B2\* level according to the "European Language File International Language Level".

### **UTI201 Production Management**

**ECTS:4**

The aim of this course is to learn the basic subjects of Production Management, such as choosing the location of the establishment, organization and layout of the workplace, and the analysis of a job or process.

### **UTI203 General Accounting I**

**ECTS:4**

Content and Purpose of the Course: Making the records and tables of the General Accounting, examining the financial, tangible and intangible assets of the fixed assets that constitute the asset, and preparing the period-end records and financial statements with the main lines.

### **UTI205 Statistics I**

**ECTS:4**

To introduce students to the purpose of statistics, types of variables, basic descriptive statistics calculated depending on the type of variable, some important statistical distributions, basic statistical methods such as correlation and regression.

### **UTI207 International Business I**

**ECTS:4**

The aim of this course is to educate students who can effectively use the education they have received in their professional life and who can effectively develop the institution they are working in, by having a good command of the basic subjects of International Business.

### **UTI206 Introduction to Logistics**

**ECTS:4**

To enable students to understand the basics of logistics and supply chain management.

### **ING202 English IV**

**ECTS:2**

The aim of this course is to provide basic reading, writing and learning skills in the English language of valid professional foreign language use in the business world transmission as speech.

**UTI204 International Business II****ECTS:4**

This course is the second half of the International Business Course completed in one year. In this course, the student learns important information about International Business issues. Course topics, in general, the international business system in a historical dimension and It has been prepared in a way that will allow it to be comprehended at the point reached today.

**UTI206 International Trade Organization****ECTS:4**

The aim of this course is to examine the universal and regional organizations established by international treaties as persons of international law.

**UTI208 Electronic Trade****ECTS:4**

The aim of the course is to ensure that Electronic Commerce Applications are understood by students at a rate that can be used in business life.

**UTI210 Statistics II****ECTS:4**

The main purpose of this course is to teach methods of making consistent and fact-based decisions and predictions through statistical analysis of data.

**UTI212 General Accounting II****ECTS:4**

It is the development of students' knowledge about the preparation, presentation and interpretation of financial statements.

## THIRD YEAR

### **UTI301 Management and Organization**

**ECTS:3**

The aim of the course is to observe the historical processes of business management theories and to explain the basic functions of management and to make the student competent in contemporary management concepts and practices.

### **UTI303 International Marketing**

**ECTS:4**

Addressing marketing in the international dimension is the explanation of marketing principles and strategies and international conditions.

### **UTI305 Supply Chain Management**

**ECTS:4**

Specializing in the management of supply chains of the students is to increase their knowledge and skills in the design of supply and distribution networks, demand and supply planning, stock management, performance measures

### **UTI307 Commercial Law**

**ECTS:3**

To examine the principles that people must comply with from their commercial activities. In this context, subjects related to commercial enterprises and companies are examined in detail.

### **UTI309 Financial Management**

**ECTS:4**

The aim of the course; It is to reach the level of knowledge that will require students to be able to make financial analysis of a business according to various techniques, plan, implement and control working capital management.

### **UTI311 Logistics Principles**

**ECTS: 4**

To teach the general concepts of logistics and the importance and principles of logistics management.

### **UTI302 Customs Legislation and Applications**

**ECTS:4**

It is aimed to enlighten our students about the legal regulations, their implementation and procedures encountered during the transit through customs, which is a very important stage of the foreign trade transactions process. To provide students with the necessary knowledge and skills to be able to practice customs.

**UT1304 Transport and Operations Management****ECTS:3**

Having information about transportation operations, planning transportation operation processes, making decisions within the scope of cost analysis and optimization processes.

**UT1306 Occupational Health and Safety****ECTS:4**

Along with the Occupational Health and Safety Law No. 6331 and other legislation provisions, it is aimed to make employees understand their rights and duties, to introduce OHS equipment, warning and danger signs, to give detailed information about risk analysis and assessment, to teach occupational diseases and the necessary measures to protect them, to teach OHS culture.

**UT1308 Storage and Inventory Management****ECTS:3**

To give information about the Concepts of Warehousing and Warehouse management, which is one of the Main Activities in Modern Logistics activities, and to teach the students the importance of the warehouse in the logistics system.

**UT1310 Cost Accounting****ECTS:3**

To provide an understanding of the basics of cost accounting and to learn the calculation methods for cost types and to develop application skills.

**UT1312 Internship****ECTS:5**

To enable students to gain practical experience.

## FOURTH YEAR

### **UTI401 Foreign Trade Transactions**

**ECTS: 2**

Learning the basic concepts used in foreign trade, customs clearance, foreign exchange transactions and other necessary terms. To create a different business line for students by providing guidance on foreign trade transactions.

### **UTI403 Turkish Tax System**

**ECTS:4**

To introduce the concept of tax law to students, to show the applications of tax law.

### **UTI405 Import Export Management**

**ECTS: 4**

Developing students' ability to understand macroeconomic issues at undergraduate level.

### **UTI407 Foreign Trade Financing**

**ECTS:4**

Learning the basic concepts used in foreign trade, customs clearance, foreign exchange transactions and other necessary terms. To create a different business line for students by providing guidance on foreign trade transactions.

### **UTI409 Strategic Management**

**ECTS:4**

The basic concepts of strategy and strategic management, strategic management schools, strategic orientation stage within the scope of strategic management process, how to make external and internal environment analysis, SWOT analysis, how to create strategies, how to implement strategies, and how to do strategic evaluation and control. Knowledge of the subject is expected.

### **UTI411 Organizational Theories**

**ECTS:4**

Organizational Theory course is a course that deals with theoretical perspectives that try to explain organizational phenomena. In this course, in which an analytical approach is adopted, the interaction of organizational structure, strategy, technology and culture dimensions with each other and with environmental factors is discussed by making use of theories such as resource dependence, institutionalism, organizational ecology and transaction cost, especially contingency theory.

### **UTI410 Graduation Project**

**ECTS: 4**

The aim of this course is to develop, test, report and present a project through teamwork in accordance with the principles of project development.

### **UTI412 Workplace Application**

**ECTS:26**

To apply the knowledge and skills gained by the students during the education period in the industry and service sectors.



## ELECTIVE COURSES

### **UTI211 Secured Documents and Insurance Law**

**ECTS: 4**

The purpose of the Negotiable Instruments Law is to examine the basic principles of the negotiable instruments law, bills of exchange and the problems in practice and transfer them to the students. The purpose of Insurance Law is to examine the basic principles of insurance law, the elements and parties of insurance contracts and to transfer them to the student.

### **UTI213 Entrepreneurship**

**ECTS: 4**

The aim of the entrepreneurship course; to introduce students to the basic concepts of entrepreneurship and to provide practical information based on case studies in the field.

### **UTI215 Securities and Portfolio Management**

**ECTS: 4**

Giving basic information about the valuation of financial investment instruments.

### **UTI217 Career Management**

**ECTS: 4**

The aim of the course is to introduce contemporary career planning methods compatible with real life problems in the rapidly changing economic, social, cultural, ethical and legal conditions of the business world and to provide students with the ability to adapt them to their own lives. Career Planning is a problem-solving and decision-making process that aims to establish the most appropriate relationship between the values and needs of employees and their work experiences and opportunities. It enables employees to be happier and more productive in their work. It creates employees who can predict their future, know what awaits them, determine their goals accordingly, are highly motivated and dedicate themselves to their work. It is a course to be applied individually. It provides a strategic approach to career planning and business research.

### **UTI219 Digital Marketing**

**ECTS: 4**

To explain the concepts related to marketing applications realized through these technologies by eliminating the lack of knowledge about digital world applications.

**UTI214 Foreign Trade and Investment Policies In Turkey****ECTS: 4**

Macroeconomic approach to international economy: Understanding balance of payments balance sheet items and foreign exchange market. Determination of exchange rates, foreign exchange regimes, their effects on imports and exports. International monetary systems, global dependency and its impact on country welfare.

**UTI216 Behavioral Sciences****ECTS: 4**

To deal with human behavior with its social, psychological, group and physiological dimensions.

**UTI218 Human Resources Management****ECTS: 4**

The main aim of this course is strategic human resource management; ethical, legal and social aspects in human resources; staff employment; development of human resources; allowance and benefits; occupational health and safety; It provides information to students about relations with employees.

**UTI220 Sales Management****ECTS: 4**

The purpose of the Sales Management course is to determine the building blocks required in an effective sales process and to create an effective sales team, which is an important part of marketing within the company. At the end of the course, it is aimed to understand how marketing and sales reach the targets and how the target sales figures are exceeded.

**UTI222 Accounting Audit****ECTS: 4**

The aim of this course is to understand the basic concepts of accounting audit, audit report, process and planning.

**UTI313 Project Management****ECTS: 4**

The aim of the course is to introduce the concepts related to project management to the students who take the course and to provide an environment for the students to use the knowledge they have obtained from the previous courses.

**UTI315 Financial Statements Analysis****ECTS: 4**

Financial statements, which are the main tools in informing the financial situation and operating results of the enterprises and their preparation, are to be taken into account in their preparation, and analyzes are made for the evaluation of the current and future situation of the enterprise.

**UTI317 Capital Market Law****ECTS: 4**

In this course, explanatory information about the field of Capital Market Law is given. The main purpose of the course is to inform students about the principles and scope of Capital Market Law.

**UTI319 Occupational English I****ECTS: 4**

The aim of this course is to provide students with Vocational English knowledge with examples and patterns of reading and vocabulary exercises, dialogues, e-mail, report, telephone communication related to reading passages.

**UTI314 Globalization and Economic Mergers****ECTS: 4**

Comprehends and explains the impact of globalization on society and education life.

**UTI316 Financial Econometric****ECTS: 4**

The general aim of the course is to provide advanced knowledge of econometric techniques for analyzing, modeling and forecasting financial time series. In addition, this course aims to provide students with the practical use of tools and techniques of financial econometrics for the analysis of financial problems. In this context, the use of computer programs and the application of financial data are complementary to this course. By the end of this course, the student will have learned to easily apply ARCH type models for financial time series exhibiting clustering and other characteristics.

**UTI318 Public Finance****ECTS: 4**

The main aim of the course is to introduce and teach public finance concepts and institutions. In this respect, the main purpose of the course is to comprehend the defining features of public finance and institutions, the concepts of public income/debt and the budget process.

**UT1320 Occupational English II**

**ECTS: 4**

The aim of this course is to explain the concepts and issues related to International Trade in technical terms in English.

**UT1413 Statistical Methods for Social Sciences**

**ECTS: 4**

It aims to provide information on national and other country data sources for social sciences, basic statistics, comparing two or more populations according to the feature of interest, cross charts, analysis of variance, relationship analysis, modeling.

**UT1415 Business Law**

**ECTS: 4**

Information on labor and social security relations between workers, employers and the state.

**UT1417 Total Quality Management**

**ECTS: 4**

To create an infrastructure related to quality awareness and techniques in students by emphasizing the importance of quality in terms of competition within the framework of today's changing conditions

**UT1419 Operating Budgets**

**ECTS: 4**

It is to reveal the importance of the budgeting system in enterprises as a financial planning tool and to examine the types of budgets.





