

T.C.
KİLİS 7 ARALIK UNIVERSITY
VOCATIONAL SCHOOL OF SOCIAL SCIENCES
MANAGEMENT AND ORGANIZATION DEPARTMENT
BUSINESS MANAGEMENT PROGRAM

LESSON CATALOG (2020-2021)

FIRST YEAR

Code	1. Class I. Period (I. SEMESTER)	STATUS	T	U	K	ECTS	Code	1. Class II . Period (II. SEMESTER)	STATUS	T	U	K	ECTS
0102101	The Principles of Ataturk and History of the Revolution-I**	Z	2	0	2	2	0102102	The Principles of Ataturk History of the Revolution-II**	Z	2	0	2	2
0103101	English-I**	Z	3	0	3	3	0103102	English-II**	Z	3	0	3	3
5204101	General Accounting-I	Z	3	1	4	5	5204102	General Accounting-II	Z	3	1	4	5
5204103	General Law Information	Z	2	0	2	3	5204104	Commercial Mathematics	Z	2	0	2	2
5204105	General Business	Z	3	0	3	4	5204106	Production Management	Z	2	0	2	2
5204107	Organizational Behaviour	Z	3	0	3	4	5204108	Commercial Law	Z	2	0	2	2
5204109	General Economy	Z	2	0	2	3	0112100	Digital Literacy	Z	2	0	0	3
								Internship	Z				5
	COMPULSORY LESSONS		18	1	19	24		COMPULSORY LESSONS		16	1	15	24
	OPTIONAL LESSONS					6		OPTIONAL LESSONS					6
	PERIOD TOTAL					30		PERIOD TOTAL					30

Code	OPTIONAL LESSONS	STATUS	T	U	K	ECTS	Code	OPTIONAL LESSONS	STATUS	T	U	K	ECTS
0104101	Physical Education-I	S	1	1	2	2	0104102	Physical Education-II	S	1	1	2	2
0105101	Music-I	S	1	1	2	2	0105102	Music-II	S	1	1	2	2
524010	Customer Relations Management	S	2	0	2	2	524020	Electronic Commerce	S	2	0	2	2
524011	Knowledge Management**	S	2	0	2	2	524021	Public Finance	S	2	0	2	2
524012	Enterprise Skills and Group Work	S	1	1	2	2	524022	International Business**	S	2	0	2	2
524013	Statistics**	S	2	0	2	2	524023	Management and Organization	S	2	0	2	2
524014	Office Programs	S	1	1	2	2		Common Optional Lesson*	S				

SECOND YEAR

Code	2. Class I. Period (III. SEMESTER)	STATUS	T	U	K	ECTS	Code	2. Class II . Term (IV. SEMESTER)	STATUS	T	U	K	ECTS
0101101	Turkish Language-I**	Z	2	0	2	2	0101102	Turkish Language-II**	Z	2	0	2	2
5204201	Packet Programs-I	Z	3	1	4	5	5204202	Packet Programs-II	Z	3	1	4	5
5204203	Cost Accounting	Z	3	1	4	5	5204204	Financial Tables Analysis	Z	3	1	4	5
5204205	Marketing Management	Z	3	0	3	3	5204206	Strategic Management	Z	3	0	3	4
5204207	Financial Management	Z	3	1	4	4	5204208	Entrepreneurship	Z	2	2	4	5
5204209	Corporate Accounting	Z	2	0	2	2							
	COMPULSORY LESSONS		15	4	19	21		COMPULSORY LESSONS		13	4	17	21
	OPTIONAL LESSONS					9		OPTIONAL LESSONS					9
	PERIOD TOTAL					30		PERIOD TOTAL					30
	OPTIONAL LESSONS							OPTIONAL LESSONS					
5204030	Foreign Trade Transactions	S	2	0	2	3	5204040	International Marketing	S	3	0	3	3
5204031	Tax Law	S	2	0	2	3	5204041	Capital Market Transactions	S	3	0	3	3
5204032	Sales Management	S	3	0	3	3	5204042	Labour and Social Security Law	S	2	0	2	3
5204033	Professional Practices-I	S	2	1	3	3	5204043	Turkish Tax System	S	2	0	2	3
5204034	Total Quality Management	S	2	0	2	2	5204044	Human Resources Management**	S	3	0	3	3
5204035	Public Relations**	S	2	0	2	2	5204045	Professional Practices-II	S	2	1	3	3
	Rectorate Common Optional Lesson*	S						Common Optional Lesson*	S				

COMPULSORY LESSONS 85 ECTS (70.8%)

OPTIONAL LESSONS 30 ECTS (25%)

INTERNSHIP 5 ECTS (4.2%)

TOTAL 120 ECTS (100%)

UZEP LESSONS 25 ECTS (20%)

2021/2022 1st Year Fall Semester UZEP Courses % Ratio : 30%

2021/2022 2 Year Fall Semester UZEP Courses % Ratio : 23.33%

2021/2022 1st Year Spring Semester UZEP Courses % Rate : 13.33%

2021/2022 2 Year Spring Semester UZEP Courses % Ratio : 16.66%

* It is a lesson selected from the Rectorate Common Optional Lessons pool. In order for the student to graduate, **at least 1** It is required to take a **maximum of two** common optional lessons. The common elective course can be taken in any semester except the first semester. Since the common optional lesson to be taken will be counted as a departmental optional lesson for that semester, the lesson with appropriate ECTS must be chosen.

** These lessons will be given via online education over the UZEP system.