**INTERNATIONAL BUSINESS AND TRADE UNDERGRADUATE PROGRAM: MAJORS (UZMANLIK)**

**INTERNATIONAL BUSINESS AND MANAGEMENT MAJOR**

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| **REQUIRED MAJOR ELECTIVES (3 Courses should be selected)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| IBS 3123 | International Organizational Behavior | 3+0 | 5 |
| IBS 3194 | People and Cultures Of The World | 3+0 | 5 |
| IBS 4155 | Global Entrepreneurship | 3+0 | 5 |
| IBS 4192 | Decision Making in International Business  | 3+0 | 5 |
| **MAJOR ELECTIVES (3 Courses should be selected and at least one of the major electives must be “Regional Studies in Business”** |
| IBS 3123 | International Organizational Behavior | 3+0 | 5 |
| IBS 3151  | Cross Cultural Studies in Consumer Behavior(Pre:IBS 2001) | 3+0 | 5 |
| IBS 3192 | International Service Management (Pre:IBS 2001) | 3+0 | 5 |
| IBS 3194 | People And Cultures of The World | 3+0 | 5 |
| IBS 3186 | International Human Resources Management  | 3+0 | 4 |
| IBS 3421 | Global E -Business and Trade (Pre:IBS 2001) | 3+0 | 5 |
| IBS 4151 | Negotiation Strategies And Techniques | 3+0 | 4 |
| IBS 4153 | Current Issues in International Business (PRE: IBS 3003) | 3+0 | 5 |
| IBS 4155 | Global Entrepreneurship | 3+0 | 5 |
| IBS 4157 | International Marketing Communications (PRE: IBS 2001) | 3+0 | 5 |
| IBS 4192 | Decision Making in International Business  | 3+0 | 5 |
| IBS 4194 | International Business Seminars  | 3+0 | 4 |
| IBS 4196 | International Retail Management (PRE: IBS 2001) | 3+0 | 5 |
| IBS 4321 | International Financial Management (PRE: FIN 2002) | 3+0 | 5 |
| IBS 4362 | Multinational Business Finance (PRE: FIN 2002) | 3+0 | 5 |
| IBS 4472 | Regional Studies In Business: Asia & Far East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4484 | Regional Studies in Business: Europe (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4476 | Regional Studies in Business: Americas (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4478 | Regional Studies in Business: Middle East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4480 | Regional Studies in Business: Africa (PRE: IBS 2014) | 3+0 | 5 |
| **MAJOR ELECTIVES (1)** |
| ECO 4212 | Managerial Economics(PRE: ECO 2001) | 3+0 | 6 |
| LAW 4222 | Competition Law (PRE: LAW 3001) | 3+0 | 5 |
| LAW 4242 | International Business Law (PRE: LAW 3001) | 3+0 | 5 |
| MNO 4224 | Comparative Management Culture | 3+0 | 5 |
| MNO 4233  | Turkey And Business Environment | 3+0 | 5 |
| MNO 4237 | Business Ethics | 3+0 | 5 |
| MNO 4242  | Innovation Management  | 3+0 | 5 |
| QMT 3001 | Business Forecasting (PRE:FBA 1202) | 4+0 | 6 |
| QMT 4235 | Technology Management  | 3+0 | 5 |
| IBS 4741 | International Trade Law (PRE: IBS 3014) | 3+0 | 4 |

**FOREIGN TRADE MAJOR**

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| **REQUIRED MAJOR ELECTIVES (3 Courses should be selected)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| IBS 3421 | Global E -Business and Trade (PRE:IBS 2001) | 3+0 | 5 |
| IBS 3221 | International Trade Blocks And Agreements  | 3+0 | 5 |
| IBS 4233 | Customs and Foreign Exchange Operations (PRE:IBS 3014) | 3+0 | 4 |
| IBS 4741 | International Trade Law (PRE: IBS 3014) | 3+0 | 4 |
| **MAJOR ELECTIVES (4 Courses should be selected)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| ECO 4412 | The Economics of Integration and EU (PRE: ECO 3004 or ECO 2901) | 3+0 | 4 |
| IBS 3272 | Economics Of Emerging Markets (ECO 1002)  | 3+0 | 5 |
| IBS 3282 | Turkey-EU Business Relations  | 3+0 | 4 |
| IBS 3492 | Foreign Investments | 3+0 | 5 |
| IBS 4231 | World Trade Systems (PRE: ECO 2901 or ECO 3004) | 3+0 | 4 |
| IBS 4251 | Economies of Turkey's Trading Partners | 3+0 | 5 |
| IBS 4292 | Current Issues in World Economy | 3+0 | 5 |
| IBS 4472 | Regional Studies In Business: Asia & Far East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4484 | Regional Studies in Business: Europe (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4476 | Regional Studies in Business: Americas (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4478 | Regional Studies in Business: Middle East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4480 | Regional Studies in Business: Africa (PRE: IBS 2014) | 3+0 | 5 |
| IBS 3421 | Global E -Business And Trade (PRE:IBS 2001) | 3+0 | 5 |
| IBS 3221 | International Trade Blocks and Agreements  | 3+0 | 5 |
| IBS 4233 | Customs and Foreign Exchange Operations (PRE: IBS 3014)  | 3+0 | 4 |
| IBS 4741 | International Trade Law (PRE:IBS 3014) | 3+0 | 4 |
| QMT 3001 | Business Forecasting (PRE: FBA 1002) | 4+0 | 6 |
| IBS 4158 | Sustainability Marketing | 3+0 | 5 |
|  |  | 21-22+0 | 29-35 |

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| **INTERNATIONAL FINANCE AND BANKING MAJOR**  |  |
| **REQUIRED MAJOR ELECTIVES (3 Courses should be taken)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| IBS 4343 | Bank Management (PRE:FIN 2001/IBS 3331) | 3+0 | 5 |
| IBS 3331 | International Financial Markets | 3+0 | 5 |
| IBS 4321 | International Financial Management (PRE: FIN 2002) | 3+0 | 5 |
| **MAJOR ELECTIVES (4 Courses should be selected)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| ACC 4111 |  Financial Statement analysis (PRE:ACC 2002) | 3+0 | 5 |
| FIN 3001 | Managerial Finance (PRE:FIN 2002) | 3+0 | 5 |
| FIN 4235 | Financial Derivates (PRE:FIN 2001) | 3+0 | 5 |
| FIN 4240 | Risk Management and Insurance (PRE: FIN 2001/ IBS 3331) | 3+0 | 5 |
| IBS 3362 | International Bank Management (PRE: IBS 3331/ FIN 2001 ) | 3+0 | 4 |
| IBS 3492 | Foreign Investments  | 3+0 | 5 |
| IBS 4292 | Current Issues In World Economy  | 3+0 | 5 |
| IBS 4351 | Financial Data Analysis (PRE: FIN 2002 & FBA 1202) | 3+0 | 4 |
| ACC 4244 | Risk Based Internal Auditing (PRE: ACC 2002) | 3+0 | 5 |
| IBS 4362 | Multinational Business Finance (PRE: FIN 2002) | 3+0 | 5 |
| IBS 4394 | Financial Forecasting(PRE: FIN 2002; FBA 1202)  | 3+0 | 4 |
| LAW 4242  | International Business Law (PRE: LAW 3001) | 3+0 | 5 |
| IBS 4741 | International Trade Law (PRE: IBS 3014) | 3+0 | 4 |
| IBS 4159 | Microfinance and Social Entrepreneurship (PRE: FIN 2002) | 3+0 | 5 |
| IBS 3493 | Responsible Investment | 3+0 | 5 |
|  |  | 21+0 | 32-35 |

**INTERNATIONAL BUSINESS AND TRADE UNDERGRADUATE PROGRAM:** **INTERNATIONAL BUSINESS AND MANAGEMENT MINOR (YANDAL)**

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| **COMPULSORY MINOR COURSES (4 Courses should be taken)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| IBS 3003 | International Business Management (PRE: ECO 2901) | 3+0 | 5 |
| ECO 2901 | Principles of International Economics | 3+0 | 4 |
| IBS 2014 | Comparative Economic Geography | 3+0 | 4 |
| IBS 4001 | International Strategic Management (PRE: IBS 3003) | 3+0 | 5 |
| **MINOR ELECTIVES (4 Courses should be selected)** |
| **COURSE CODE** | **COURSE TITLE** | **NATIONAL CREDIT** | **ECTS** |
| IBS 2016 | Global Market Analysis (PRE:IBS 2001) | 3+0 | 5 |
| IBS 3421 | Global E -Business And Trade (PRE:IBS 2001) | 3+0 | 5 |
| IBS 4472 | Regional Studies in Business: Asia & Far East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4484 | Regional Studies in Business: Europe (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4476 | Regional Studies in Business: Americas (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4478 | Regional Studies in Business: Middle East (PRE: IBS 2014) | 3+0 | 5 |
| IBS 4480 | Regional Studies in Business: Africa (PRE: IBS 2014) | 3+0 | 5 |
| IBS 3151 | Cross Cultural Studies in Consumer Behavior (PRE:IBS 2001) | 3+0 | 5 |
| IBS 3192 | International Service Management (PRE:IBS 2001) | 3+0 | 5 |
| IBS 3194 | People and Cultures of The World | 3+0 | 5 |
| IBS 3186 | International Human Resources Management  | 3+0 | 4 |
| IBS 3123 | International Organizational Behavior | 3+0 | 5 |
| IBS 4151 | Negotiation Strategies And Techniques | 3+0 | 4 |
| IBS 4153 | Current Issues in International Business (PRE: IBS 3003) | 3+0 | 5 |
| IBS 4155 | Global Entrepreneurship | 3+0 | 5 |
| IBS 4157 | International Marketing Communications (PRE: IBS2001) | 3+0 | 5 |
| IBS 4192 | Decision Making in International Business  | 3+0 | 5 |
| IBS 4194 | International Business Seminars  | 3+0 | 4 |
| IBS 4196 | International Retail Management (PRE: IBS2001) | 3+0 | 5 |
| IBS 4321 | International Financial Management (PRE: FIN 2002) | 3+0 | 5 |
| IBS 4362 | Multinational Business Finance (PRE:FIN 2002) | 3+0 | 5 |
|  | **TOTAL** | **24+0** | **35-38** |