

**T.C.**  
**SIIRT UNIVERSITY**  
**Social Services Vocational High School**  
**Department of Management and Organization**  
**Business Management Program**  
**Course Contents(2014)**

***1.SEMESTER COURSE PLAN***

| Course Code  | Course Name  | T | P | LC | ECTS |
|--|--|---|---|----|------|
| TAR 101  | ATATURK'S PRINCIPLES AND HISTORY OF TURKISH REVOLUTION-I | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>  |  |   |   |    |      |
| The meaning of Revolution History – The Importance of Turkish Revolution, General View to the reasons of Turkish Revolution, Dividing of Ottoman Empire, The situation of Turkey in the face of invasions, the attitude of Mustafa Kemal Paşa, First step for Independence, organization with the help of congresses, communities, Kuvay-ı Milliye, Misak-ı Milli, The Opening of Turkish Grand National Assembly, Founding of national army, two important event: Seyres Peace and Gümri Peace. Independence struggle until the Sakarya War, Sakarya War- Büyük Taarruz, From Mudanya to Lozan, Two big Revolution in political area, “Passing to the Period of Takrir-i Sükun” |  |   |   |    |      |

| Course Code   | Course Name        | T | P | LC | ECTS |
|---|--------------------|---|---|----|------|
| YDI 101   | ENGLISH LANGUAGE-I | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>   |                    |   |   |    |      |
| Markers; Prepositions: space, time, motion, singular and plural nouns, countable and uncountable nouns, times, simple present tense, present tense, past tense structures, modes, will, should, should not, must, must not, can not, comparative structures, pronouns, personal pronouns, possessive pronouns, adjectives, positive sentences, negative sentences and interrogative sentences, conjunctions, and, but |                    |   |   |    |      |

| Course Code  | Course Name        | T | P | LC | ECTS |
|--|--------------------|---|---|----|------|
| TUR 101  | TURKISH LANGUAGE-I | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>  |                    |   |   |    |      |
| What is language? Place and Importance of Language as a social institution, The Relationship of Language and Culture, The Place of Turkish Language Among the World Languages, Development of Turkish language and its Historical Stages, Today’s situation of Turkish language and its expansion area, Sounds in Turkish and their Classification, Features of Sounds and Rules of Phonetics in Turkish, Syllable, orthographic rules and their application, Punctuation Marks and their application. |                    |   |   |    |      |

| Course Code           | Course Name        | T | P | LC | ECTS |
|-----------------------|--------------------|---|---|----|------|
| İŞL101                | GENERAL ACCOUNTING | 3 | 1 | 4  | 4    |
| <b>COURSE CONTENT</b> |                    |   |   |    |      |



Definition of Accounting, Basic Concepts, Generally Accepted Accounting Principles, Accounting Documents, Statistics and Accounting Concepts, Accounting Records and Books, Asset-Resource Accounts and Accounting Records, Tangible Fixed Assets Depreciation, Income and Expenditure Accounts, Cost Accounts, Balance Sheet Accounts and Accounting records, trial balance sheet.

| Course Code   | Course Name      | T | P | LC | ECTS |
|---|------------------|---|---|----|------|
| İŞL.103   | GENERAL BUSINESS | 4 | 0 | 4  | 6    |
| <b>COURSE CONTENT</b>   |                  |   |   |    |      |
| Basic Concepts of Business, Description of the Business, Development of Business Management, Objectives of the Business, The External Environment of Business and Its Place in the Economic Structure, Business Types: Classifications in terms of Economics and Fields of Activity, Types of Enterprises From a Legal Point of View, Private Enterprises, Public Enterprises, Establishment Studies of Businesses, Feasibility Studies: Survey Studies, Choosing the Place of Establishment of the Businesses, Factors Affecting the Choice of the Place of Establishment, Functions of Business: Management, Production, Accounting-Finance, Marketing, Human Resources, Public Relations, Research and Development |                  |   |   |    |      |

| Course Code   | Course Name               | T | P | LC | ECTS |
|---|---------------------------|---|---|----|------|
| İŞL.105   | INTRODUCTION TO ECONOMICS | 2 | 0 | 2  | 4    |
| <b>COURSE CONTENT</b>   |                           |   |   |    |      |
| The basic concepts of economics, Production facilities. Demand-Supply and Market Equilibrium. The Application Of Supply-Demand And Elasticities. Household Behavior and Consumer Preference. Production and Firm Theories. Firm Balance. Production Process and Profit Maximization. Short-Term Costs and Production Decisions. Long-Term Costs and Production Decisions. Capital and Labor Markets. Perfect Competition Market. Monopoly, Monopolistic Competition and Oligopoly Markets |                           |   |   |    |      |

| Course Code  | Course Name           | T | P | LC | ECTS |
|--|-----------------------|---|---|----|------|
| İŞL.107  | GENERAL LAW KNOWLEDGE | 2 | 0 | 2  | 4    |
| <b>COURSE CONTENT</b>  |                       |   |   |    |      |
| The concept of law, rights, systems of law, the distinction between private and public law, various branches of law, sources of law, implementation of the law, courts and their competence, legal personality, natural and legal persons, capacity to act, basic concepts of property law and law of obligations. |                       |   |   |    |      |

| Course Code  | Course Name            | T | P | LC | ECTS |
|--|------------------------|---|---|----|------|
| İŞL.109  | COMMERCIAL MATHEMATICS | 2 | 0 | 2  | 4    |
| <b>COURSE CONTENT</b>  |                        |   |   |    |      |
| Ratio-proportion accounts, Company accounts, Percentage accounts, Profit-loss and cost accounts, Mixture accounts, Alloy accounts, Interest accounts |                        |   |   |    |      |



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



## 2. SEMESTER COURSE PLAN

| Course Code  | Course Name   | T | P | LC | ECTS |
|--|---|---|---|----|------|
| TAR 102  | ATATURK'S PRINCIPLES AND HISTORY OF TURKISH REVOLUTION-II | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>  |   |   |   |    |      |
| Features in Turkish Revolution Managing, Founding of Law System, Founding of Education System, Economic and Financial Efforts, Other Renovations which Regulates Community Living, Domestic Politics of Turkish Republics in the time of Atatürk, Foreign Policy of Turkish Republics in the time of Atatürk, Unit Adding: Death of Atatürk, Domestic and Foreign Policy of Turkish Republic after Atatürk's time (1938-1983 Summary), Atatürk's Doctrines - (2) Nationalism, Atatürk's Doctrines (3)-(4) (Populism and Statism), Atatürk's Doctrines (5) Secularism, Atatürk's Doctrines (6) Revolutionism, General Evaluation. |   |   |   |    |      |

| Course Code  | Course Name         | T | P | LC | ECTS |
|--|---------------------|---|---|----|------|
| YDI 102  | ENGLISH LANGUAGE-II | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>  |                     |   |   |    |      |
| Indirect speech, sentences directory, adjective clauses, and the middle and upper levels of vocabulary, basic time and mode in English under the initial intermediate level; names, adjectives, pronouns, prepositions and adverbs; conditionals; gerund; passive; compare the structure, sentence directory; indirect object; question-answer patterns; adjective clauses and English vocabulary. |                     |   |   |    |      |

| Course Code   | Course Name         | T | P | LC | ECTS |
|---|---------------------|---|---|----|------|
| TUR 102   | TURKISH LANGUAGE-II | 2 | 0 | 2  | 2    |
| <b>COURSE CONTENT</b>   |                     |   |   |    |      |
| Derivational affixes in Turkish and their application, general information about composition, word types, elements of a sentence, application of sentence analysis, expression and sentence faults and their correction, application letter, report, letter and its types, principles of scientific papers. |                     |   |   |    |      |

| Course Code  | Course Name                    | T | P | LC | ECTS |
|--|--------------------------------|---|---|----|------|
| İŞL.102  | YEAR END ACCOUNTING PROCEDURES | 3 | 1 | 4  | 5    |
| <b>COURSE CONTENT</b>  |                                |   |   |    |      |
| Need for Accounting Period End Processes, Inventory and Inventory Related Concepts, Appraisal and Valuation Measures, Inventory and Valuation Procedures Preparation, Asset Inventory and Valuation of-Resource Accounts, Cost and Profit and Loss Accounts Closing, Net Profit / Loss Finding, trial balance sheet-income Off-balance Sheet Arrangement of Statement and Balance Sheet Accounts |                                |   |   |    |      |



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



| Course Code   | Course Name             | T | P | LC | ECTS |
|---|-------------------------|---|---|----|------|
| İŞL.104   | COMMERCIAL BUSINESS LAW | 3 | 0 | 3  | 5    |
| <b>COURSE CONTENT</b>   |                         |   |   |    |      |
| Commercial Business Law: Commercial Business, Real and Legal Persons, Business People, Commercial Business, Ordinary Business, Trade Name, Business Name, Brand, Unfair Competition, Commercial Books, Trade Registration, Interest, Following One Another, Contract Types, Commercial Agents, Commercial Agents, Howler, Agents and Brokers. |                         |   |   |    |      |

| Course Code  | Course Name              | T | P | LC | ECTS |
|--|--------------------------|---|---|----|------|
| İŞL.106  | OFFICE COMPUTER PROGRAMS | 2 | 1 | 3  | 5    |
| <b>COURSE CONTENT</b>  |                          |   |   |    |      |
| Computer Description, History, Basics, Hardware and Software Concepts ,Introduction to Windows XP, the concept of file directory, windows features, create a new folder, Cut-Copy-Paste, turn off the computer, Windows XP-My Computer, Recycle bin, create shortcuts, open together, Windows XP-Desktop properties, taskbar, dialog boxes, form elements, the Start menu, point to Accessories, Basic Internet services, Internet browsers and settings, search engine, MS Word MS Word screen, toolbars and features, Save, Security Options, Page Setup, writing in Worden, font properties, Form painter ,MS Word MS Word screen, toolbars and features, Saver, Security Options, Page Setup, writing in Worden, font properties, Form painter, MS Word toolbar to add a table and add a drawing object, Templates ,MS Word AutoCorrect Options, Special Paste, Find-Replace, add thumbnail and image, use the toolbar image, MS Excel - Introduction to Excel, Page and Cell Concept, cursor type, page tabs, Cut-Copy-Paste, Row and Column Operations ,MS Excel - to meet with the Toolbar, Working with Folders, Worksheet ,MS Excel - Operator and Formula, MS Excel - cell formatting, drawing objects to create, Graphics, MS PowerPoint - Slide to create, Slide Layout, Slide Design, Custom animations, add sound and start the slideshow. |                          |   |   |    |      |

| Course Code   | Course Name     | T | P | LC | ECTS |
|---|-----------------|---|---|----|------|
| İŞL.108   | MACRO ECONOMICS | 2 | 0 | 2  | 4    |
| <b>COURSE CONTENT</b>   |                 |   |   |    |      |
| Macroeconomics trends and macroeconomic models. National income and methods estimation of national income. Consumption and Saving Functions. Investment and Investment Function. National Income and Calculation. Deflationary and Inflationary Deficit. Definition of Money, Functions of Money and Role of Money in Economy. Simultaneous Equilibrium in Good and Money Markets. Inflation, Employment and Unemployment. Theory of Foreign Trade. Foreign Trade Barriers. Foreign Trade and Balance of Payments. Economic Growth and Development. |                 |   |   |    |      |

| Course Code  | Course Name | T | P | LC | ECTS |
|--|-------------|---|---|----|------|
| İŞL.110  | STATISTICS  | 2 | 0 | 2  | 5    |
| <b>COURSE CONTENT</b>  |             |   |   |    |      |
| Introduction What is statistics, history and uses of the importance of statistics. The basic concepts of statistics: Functions, and types Unit net. The basic concepts of statistics: What |             |   |   |    |      |



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



is the qualification and types. The basic concepts of statistics: data collection-compilation varieties. Series (distributions). Series of graphic drawings and graphics varieties. Measures of central tendency (averages): Precision averages. Measures of central tendency (mean): The Harmonic Mean. Measures of central tendency (averages): Non-sensitive average. Variability measures: Change the range, standard deviation. Measures of variability: variance, coefficient of variation, exercises. Variability measures: Collection and Aggregation rate curve. Regression and Correlation: What is regression, the dependent argument. Regression and Correlation: Correlation coefficients account and exercises.

### **3. SEMESTER COURSE PLAN**

| <b>Course Code</b>   | <b>Course Name</b>   | <b>T</b> | <b>P</b> | <b>LC</b> | <b>ECTS</b> |
|--|----------------------|----------|----------|-----------|-------------|
| İŞL.203  | MARKETING PRINCIPLES | 3        | 0        | 3         | 5           |
| <b>COURSE CONTENT</b>  |                      |          |          |           |             |
| What do Marketers Do, Marketing Environment, Behaviours of Consumers and Industrial Purchasers, Segmentation, Targeting and Positioning, Market Research, Products, Brands and Packaging, Pricing Strategies , Distribution, Consumer Culture, Marketing Communications and Means of Sales Promotion, Planning, Practising and Control of Marketing, International Marketing, Sustainable Marketing, New Trends in Marketing |                      |          |          |           |             |

| <b>Course Code</b>   | <b>Course Name</b>          | <b>T</b> | <b>P</b> | <b>LC</b> | <b>ECTS</b> |
|--|-----------------------------|----------|----------|-----------|-------------|
| İŞL.205  | MANAGEMENT AND ORGANIZATION | 3        | 0        | 3         | 4           |
| <b>COURSE CONTENT</b>  |                             |          |          |           |             |
| Definition, Purpose and Scope of Management, Evolution of Management Thought and Classical Management Thought, Neoclassical Management Thought, Modern Organization Theories, Postmodern Approaches in Management, Planning Function, Decision Making, Organizational Structures, Modern Organizational Structures, Leadership, Situational Leadership |                             |          |          |           |             |

| <b>Course Code</b>   | <b>Course Name</b>   | <b>T</b> | <b>P</b> | <b>LC</b> | <b>ECTS</b> |
|--|----------------------|----------|----------|-----------|-------------|
| İŞL.205  | FINANCIAL MANAGEMENT | 3        | 0        | 3         | 5           |
| <b>COURSE CONTENT</b>  |                      |          |          |           |             |
| Finance definition, nature and the finance function in business, The time value of Money, Financial resources, Breakeven and leverage analysis, Working capital management, Receivables and cash management, Inventory Management, financial analysis, Short and long-term financial planning, Capital budgeting, Cost of capital and optimal capital structure, Capital Markets, Special Financial Problems in Business, Applied Examples |                      |          |          |           |             |

| <b>Course Code</b>   | <b>Course Name</b>                    | <b>T</b> | <b>P</b> | <b>LC</b> | <b>ECTS</b> |
|--|---------------------------------------|----------|----------|-----------|-------------|
| İŞL.201  | FOREIGN TRADE TRANSACTIONS MANAGEMENT | 1        | 1        | 2         | 3           |
| <b>COURSE CONTENT</b>  |                                       |          |          |           |             |
| What is Foreign Trade?, Basic concepts about Foreign Trade, What is Export? What is import?, Export Types, Import Types, Customs Procedures, Market Entry Methods in |                                       |          |          |           |             |



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



Foreign Trade, Foreign Exchange Legislation, Delivery Methods in Foreign Trade (INCOTERMS), Transportation and Insurance Transactions in Foreign Trade, Payment Methods in Foreign Trade, Letter of Credit Transaction Types, Related to Foreign Trade national and international organizations, Inward Processing and Outward Processing Regimes

| Course Code | Course Name         | T | P | LC | ECTS |
|-------------|---------------------|---|---|----|------|
| İŞL.209     | ELECTRONIC COMMERCE | 1 | 2 | 3  | 5    |

#### COURSE CONTENT

Concept of Quality, Objectives of Quality and Elements of Quality, Factors Affecting Quality, Concepts Related to Quality, Total Quality Management (TQM) Concept, General Features of TQM, Benefits and Objectives of TQM, TQM Philosophy and Development of Standards, TQM Implementation Process, Pioneers of Quality, TQM Tools and Techniques I, TQM Tools and Techniques II, Quality Improvement Activities, Quality Management System, Quality Culture, TQM and Ethics, Quality Time, Time Management, Quality of Life.

| Course Code | Course Name                | T | P | LC | ECTS |
|-------------|----------------------------|---|---|----|------|
| İŞL.211     | ELECTIVE RETAIL MANAGEMENT | 3 | 0 | 3  | 4    |

#### COURSE CONTENT

Planning process in retailing, Establishment location decisions in retailing, Organizational decisions in retailing, Retailing and human resources management, Retailing and labor relations, Financial management in retailing, Retailing and promotional actions, Security management in retail stores

| Course Code | Course Name                  | T | P | LC | ECTS |
|-------------|------------------------------|---|---|----|------|
| İŞL.213     | ELECTIVE CREDIT TRANSACTIONS | 3 | 0 | 3  | 4    |

#### COURSE CONTENT

Definition of the concept of credit, Transactions of banks that are considered as loans in terms of the law, Elements of credit, Functions of credit, Major functions of bank loans, Credit sources of banks, Authorization to open credit, Principles of granting credit, Legal burdens on loans. Crediting process, Negotiation in loans, Types of loans; Cash and non-cash loans, TL and Foreign currency loans and their types, issues that banks pay attention to when determining their credit policies.

### **4. SEMESTER COURSE PLAN**

| Course Code | Course Name                    | T | P | LC | ECTS |
|-------------|--------------------------------|---|---|----|------|
| İŞL.202     | LABOR AND SOCIAL INSURANCE LAW | 3 | 0 | 3  | 4    |

#### COURSE CONTENT

Basic Subject and Principles of Labor Law, Scope of Labor Law, Obligations Concerning



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



the Making of an Employment Contract, Types of Employment Contracts, Rights Arising from the Employment Contract, Suspension of the Employment Contract, Immediate Termination and Its Reasons, Working Times, Rest Periods and Leaves, Severance pay.

| Course Code | Course Name                              | T | P | LC | ECTS |
|-------------|--|---|---|----|------|
| İŞL.204     | FOREIGN TRADE<br>TRANSACTIONS ACCOUNTING | 1 | 1 | 2  | 3    |

#### COURSE CONTENT

Basic Subject and Principles of Labor Law, Scope of Labor Law, Obligations Concerning the Making of an Employment Contract, Types of Employment Contracts, Rights Arising from the Employment Contract, Suspension of the Employment Contract, Immediate Termination and Its Reasons, Working Times, Rest Periods and Leaves, Severance pay.

| Course Code | Course Name  | T | P | LC | ECTS |
|-------------|--|---|---|----|------|
| İŞL.206     | ENTREPRENEURSHIP AND<br>SMALL BUSINESS<br>MANAGEMENT | 3 | 1 | 4  | 4    |

#### COURSE CONTENT

Basic concepts of entrepreneurship, Entrepreneurship and Entrepreneurial Process Models, Local, National and International Innovative Market Opportunities, Finding a Business Idea: Creative thought-Innovation, Preparing a Business Plan, Project Development, Designing And Managing Work Organizations, Marketing the New Business Idea - Franchising-Chain Entrepreneurship, Financial Projections and Capital Planning-And Fundraising, Entrepreneurship Legal Framework: Intellectual Property, Patent, Trademark, Licensing, Incentives and Consulting, Understanding of the Future Techno-Entrepreneurship, Gender Factor in Entrepreneurship, Social Networks, Business Ethics and Social Responsibility - Overview

| Course Code | Course Name           | T | P | LC | ECTS |
|-------------|-----------------------|---|---|----|------|
| İŞL.208     | PRODUCTION MANAGEMENT | 3 | 1 | 4  | 5    |

#### COURSE CONTENT

Basic concepts, history of production and management, development of production technology, Waiting line models, The concept of capacity and capacity factors affecting, Simplex Tables, Job design and productivity, Scheduling and Project Control Techniques, Stock Management, Scheme PERT, CPM schemes, Stock systems, Quality, Quality Control Concept, Kanban System, Just in time Production, Lean Production, Mass Production

| Course Code | Course Name                   | T | P | LC | ECTS |
|-------------|-------------------------------|---|---|----|------|
| İŞL.210     | HUMAN RESOURCES<br>MANAGEMENT | 3 | 0 | 3  | 4    |

#### COURSE CONTENT

Definition and Scope of Human Resources Management, Human Resources Concept,



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>



Importance and Characteristics, Strategic Human Resources Management, Human Resources Planning, Job Analysis and Job Design, Human Resources Procurement and Selection, Job Evaluation. Wage and Wage Management, Training and Development, Career Management. Performance Appraisal, International Human Resources Management.

| Course Code  | Course Name                            | T | P | LC | ECTS |
|--|--|---|---|----|------|
| İŞL.216  | ELECTIVE FINANCIAL STATEMENTS ANALYSIS | 3 | 0 | 3  | 4    |
| <b>COURSE CONTENT</b>  |  |   |   |    |      |
| Definition and Types of Financial Statements, Basic Financial Statements and Subsidiary Statements, Purpose, Concept and Nature of Financial Analysis, Explanation of Financial Statements and Principles Used in Businesses, Preparation of Financial Statements According to Specified Standards, Financial Analysis Techniques, Comparative Tables Analysis, Vertical Percentage Method, Trend (Trend) Percentage Method, Ratio Analysis Method, Fund Flow Statement and Cash Flow Statement, Net Working Capital Change Statement, Proforma Table and Consolidated Statements, Interpretation of the Results of Financial Analysis Techniques and Recommended Measures |  |   |   |    |      |

| Course Code  | Course Name                   | T | P | LC | ECTS |
|--|-------------------------------|---|---|----|------|
| İŞL.220  | ELECTIVE COMPANIES ACCOUNTING | 3 | 0 | 3  | 4    |
| <b>COURSE CONTENT</b>  |                               |   |   |    |      |
| To carry out collective company transactions, to carry out limited partnership company transactions, to make closing transactions for a sole proprietorship company, to establish a capital company, to record the opening transactions, to record capital changes, to record profit and loss distribution, to record profit and loss distribution, to perform capital company closing transactions, to establish a cooperative, to establish the rights and rights of partners. to determine responsibilities, to determine cooperative bodies, to make cooperative registrations, to make cooperative registrations. |                               |   |   |    |      |

| Course Code  | Course Name               | T | P | LC | ECTS |
|--|---------------------------|---|---|----|------|
| İŞL.222  | ELECTIVE SALES MANAGEMENT | 3 | 0 | 3  | 4    |
| <b>COURSE CONTENT</b>  |                           |   |   |    |      |
| Introduction to Sales Management, Sales Process, Sales Management and Operations Planning, Sales Forecasting and Methods Used, Creating Sales Territories, Regulation of Sales Quotas, Sales Budgets, Organization of Sales Force, Selection and Training of the Sales Force, Chargeable to the sales person, Motivation of the sales person, Evaluation and Control of the Sales Performance Sales. |                           |   |   |    |      |



You can access this document by scanning the QR code or typing the url address.

<https://sbmyo.siirt.edu.tr/detay/course-contents/241874569.html>

