

**ISTINYE UNIVERSITY**  
**FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES**  
**DEPARTMENT OF INTERNATIONAL TRADE AND BUSINESS**

1st Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	Basic English I	2	0	4	EN
	Academic English I	5	0	5	EN
	Professional English I	5	0	5	EN
HTR101	Atatürk's Principles and History of Turkish Republic I	2	0	2	TR
TK101	Turkish Language and Literature I	2	0	4	TR
GE101	Critical Thinking	3	0	5	EN
ISL101	Business	3	0	5	EN
<b>Total</b>		<b>22</b>	<b>0</b>	<b>30</b>	

3rd Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	General Education Courses (Social Sciences)	3	0	5	TR
	General Education Courses (Human Sciences)	3	0	5	TR
	Accounting	3	0	5	EN
	Management and Organization	4	2	5	EN
	Professional English III	4	2	4	EN
	Non Area Electives	3	0	5	TR
	Manifest of Istinye	0	2	1	TR
<b>Total</b>		<b>20</b>	<b>4</b>	<b>30</b>	

5th Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
UTI1311	Turkish Trade Policy	3	0	5	TR
	Marketing Principles and Management	3	0	5	EN
	Professional English V	4	2	4	EN
UTI1312	International and EU Commercial Law	3	0	5	EN
	Non Area Electives	3	0	5	TR
	Non Area Electives	3	0	5	TR
	Manifest of Istinye	0	2	1	TR
<b>Total</b>		<b>19</b>	<b>4</b>	<b>30</b>	

7th Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	Strategic Management	2	2	5	EN
	International Finance	2	2	5	TR
UTI411	Export and Import Management	3	0	5	TR
	Elective Courses	3	0	5	TR
	Elective Courses	3	0	5	TR
	Non Area Electives	3	0	5	TR
<b>Total</b>		<b>16</b>	<b>4</b>	<b>30</b>	

Area Electives		ECTS	Language of Instruction
UTI001	E- Commerce	5	TR
	Business Ethics	5	TR
	Business Finance	5	TR
UTI002	Exchange Rate Management	5	TR
	Cost Accounting and Managerial Accounting	5	TR
	Sales and Negotiations Technics	5	TR
	Consumer Behavior	5	EN
	Current Issues in Turkish Economics	5	TR
UTI004	Current Issues in International Trade	5	TR
UTI005	Commerical Communications	5	TR
	Production and Operation Management	5	TR
	Tax Applications	5	TR
	Operations Research	5	TR
Optional Field Courses		ECTS	Language of Instruction
	Foreign Language I	5	
	Foreign Language II	5	
	Foreign Language III	5	
	Foreign Language IV	5	
	Foreign Language V	5	
	Foreign Language VI	5	
	Creative Writing	5	TR
	Exam English I	5	EN
	Exam English II	5	EN
	Faculty Elective Courses	15	

2nd Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	Basic English II	2	0	4	EN
	Academic English II	5	0	5	EN
	Professional English II	5	0	5	EN
HTR102	Atatürk's Principles and History of Turkish Republic II	2	0	2	TR
TK102	Turkish Language and Literature II	2	0	4	TR
MAT101	Maths for Social Science	3	0	5	EN
EKON101	Economics	3	0	5	EN
<b>Total</b>		<b>22</b>	<b>0</b>	<b>30</b>	

4th Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	General Education Courses (Social Sciences)	3	0	5	TR
	General Education Courses (Human Sciences)	3	0	5	TR
UTI 221	International Trade and Basic of Business	3	0	5	TR
	Statistics	3	0	5	TR
	Professional English IV	3	0	4	EN
	Non Area Electives	3	0	5	TR
	Manifest of Istinye	0	2	1	TR
<b>Total</b>		<b>18</b>	<b>2</b>	<b>30</b>	

6th Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
UTI321	International Transportation and Logistic Management	3	0	5	TR
	Human Resources Management and Organizational Behavior	3	0	5	EN
	Professional English VI	4	2	4	EN
UTI322	Insurance and Risk Management	3	0	5	TR
	Non Area Electives	3	0	5	TR
	Non Area Electives	3	0	5	TR
	Manifest of Istinye	0	2	1	TR
<b>Total</b>		<b>19</b>	<b>4</b>	<b>30</b>	

8th Semester					
C.Code	Course	T	P	ECTS	Language of Instruction
	Entrepreneurship	2	2	5	TR
UTI421	Customs Regimes and Applications	3	0	5	TR
	International Marketing	3	0	5	TR
	Elective Courses	3	0	5	TR
	Elective Courses	3	0	5	TR
	Non Area Electives	3	0	5	TR
<b>Total</b>		<b>17</b>	<b>2</b>	<b>30</b>	

**DESCRIPTION**  
T: Theoric  
P: Practice  
ECTS: European Credit Transfer System