

ISTINYE UNIVERSITY
INTERNATIONAL TRADE AND BUSINESS

1st SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
MAT101	Mathematics for Social Sciences 1	2	2	5	EN
MNG103	Introduction to Business	3	0	6	EN
EASF105	Computer Literacy	2	2	6	EN
TRK101	Turkish 1	2	0	2	EN
DIL102	General English 1	2	0	2	EN
	University Elective	3	0	5	EN
	University Elective	3	0	5	EN
TOTAL		17	4	31	

2nd SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
MAT102	Mathematics for Social Sciences 2	2	2	5	EN
ECO104	Introduction to Economics	3	0	6	EN
ITB106	Fundamentals of International Trade	3	0	5	EN
EASF102	Business Law	3	0	4	EN
DIL102	General English 2	2	0	2	EN
TRK102	Turkish 2	2	0	2	EN
	University Elective	3	0	5	EN
TOTAL		18	2	29	

3rd SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
MNG207	Financial Accounting	2	2	6	EN
MNG205	Management and Organization	3	0	6	EN
EASF201	Statistics for Life and Social Sciences	2	2	5	EN
SEG001	Manifest of Istinye 1	0	1	1	EN
	Department Elective	3	0	5	EN
	University Elective (Foreign Language)	3	0	5	Foreign Language
ATA101	Atatürk's Principles and History of Turkish Revolution 1	2	0	2	EN
TOTAL		13	5	28	

4th SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
ECO212	Macroeconomics	3	0	5	EN
ITB204	International Business Management	3	0	6	EN
MNG208	Cost and Managerial Accounting	2	2	6	EN
ITB210	Managing Human Resources	3	0	5	EN
SEG002	Manifest of Istinye 2	0	1	1	EN
	University Elective (Foreign Language)	3	0	5	Foreign Language
ATA102	Atatürk's Principles and History of Turkish Revolution 2	2	0	2	EN
TOTAL		14	3	28	

5rd SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
MNG301	Financial Management	2	2	5	EN
MNG303	Marketing Management	3	0	5	EN
ITB307	International Political Economy and Emerging Market	3	0	5	EN
EASF301	Research Methods	2	2	4	EN
ITB311	Export and Import Management	3	0	5	EN
SEG003	Manifest of Istinye 3	0	1	1	EN
	University Elective (Foreign Language)	3	0	5	Foreign Language
TOTAL		16	5	30	

6th SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
ITB304	International and EU Trade Law	3	0	4	EN
ITB310	E Commerce	3	0	5	EN
ITB312	Investment Analysis & Project Management	3	0	5	EN
EASF302	Business Analytics	2	2	5	EN
SEG004	Manifest of Istinye 4	0	1	1	EN
	Department Elective	3	0	5	EN
	University Elective (Foreign Language)	3	0	5	Foreign Language
TOTAL		17	3	30	

7rd SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
ITB302	Logistics and Supply Chain Management	3	0	5	EN
ITB401	Global Business Strategy	3	0	5	EN
ITB405	International Sales and Marketing	3	0	5	EN
	University Elective	3	0	5	EN
	Department Elective	3	0	5	EN
	Department Elective	3	0	5	EN
TOTAL		18	0	30	

8th SEMESTER					
CODE	COURSE	T	P	ECTS	Language of Instruction
ITB011	Professional Practices	0	30	30	This is an industrial experience practice for ISU students only
TOTAL		0	30	30	

DESCRIPTION
T: Theoric
P: Practice
ECTS: European Credit Transfer System
Language of Instruction: Defines the medium of the course regardless of the language of instruction of the department.

Elective Major Area Courses					
CODE	COURSE	T	P	ECTS	Language of Instruction
MNG006	Business Ethics	3	0	5	EN
ITB002	Commerical Communication	3	0	5	EN
MNG403	Entrepreneurship	3	0	5	EN
ITB008	Sales and Negotiations Techniques	3	0	5	EN
ITB011	Professional Practices	3	0	5	EN
MNG034	Digital Human Resources and Data Analytics	3	0	5	EN
ITB014	Sales and Negotiation Techniques	3	0	5	EN
ECO401	Game Theory	3	0	5	EN
ITB016	Global Business Trends	3	0	5	EN
ECO304	Money and Banking	3	0	5	EN
MNG039	Sustainable Business	3	0	5	EN

* Ask the department for the availability of department electives