

## COURSE LIST Faculty of Economics & Administrative Sciences at Biga

Please note that Erasmus students are allowed to take courses from lists of all faculties/schools according to their needs or interests.

Courses offered in Turkish are listed at the website of the faculty <http://biibf.comu.edu.tr/php/> or you can contact Departmental Coordinator to get the necessary information

### Courses offered in English

Course Title	Code	ECTS Credit	COMU Credit	Lecturer
Management and Organisation	ULP-07-001	4	3	Assoc. Prof. Dr. Ayten Akatay
Human Research Management	ULP-07-002	4	2	Assist. Prof. Dr. Ayten Akatay
Fundamentals of Marketing	ULP-07-003	4	2	Assist. Prof. Dr. S. Selim Eren
Marketing Research	ULP-07-006	4	3	Assist. Prof. Dr. S. Selim Eren
Entrepreneurship Strategy	ULP-07-007	4	2	Assist. Prof. Dr. Şule Eren
Strategic Management	ULP-07-009	4	2	Assist. Prof. Dr. Ayten Akatay
Turkish Public Administration	X ULP-07-010	6	3	Assoc. Prof. Dr. Hamit PALABIYIK
Statistical Analysis of	X ULP-07-011	4	2	Assoc. Prof. Dr. Sefer Şener

Current Economic Issues				
Introduction to Statistics	X ULP-07-012	5	2	Assist. Prof. Dr.Nazmi Yükselen Yağanoğlu
Introduction to Econometrics	X ULP-07-013	4	2	Assist. Prof. Dr.Nazmi Yükselen Yağanoğlu
Game Theory	X ULP-07-014	5	2	Assist. Prof. Dr.Nazmi Yükselen Yağanoğlu
Maneagerial Economics	X ULP-07-015	4	2	Assist. Prof. Dr.Yavuz Yıldırım
Time Series Analysis	X ULP-07-016	4	2	Assist. Prof. Dr.Yavuz Yıldırım
Current Issues in International Relations	X ULP-07-017	5	3	Prof. Dr. Yücel ACER
EU Integration and Turkey	ULP-07-018	5	3	Assist. Prof. Dr. Gürol Baba
Current Developments in Turkish Foreign Policy	X ULP-07-019	5	3	Assist. Prof. Dr. Soner Karagül
Turkish - American Relations	ULP-07-020	5	4	Assist. Prof. Dr. Gürol Baba
International Organizations	ULP-07-021	5	4	Assoc. Prof. Dr. Mehmet Bülent Uludağ
The Middle East	ULP-07-022	5	4	Assoc. Prof. Dr. Bülent Uludağ

Course Code	ULP-07-001
Name of the course in English	Management and Organisation

Name of the course in Turkish	Yönetim ve Organizasyon
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assoc. Prof. Dr. Ayten Akatay
ECTS Credits	4
COMU Credits	3
Description	Management is a process in which theories, models, approaches and principles related to planning, organizing, staffing, motivating and controlling are put into practice skillfully for achieving the goals determined in advance or revised afterwards. In this course, main concepts of management and organisation will be discussed.

Course Code	ULP-07-002
Name of the course in English	Human Research Management
Name of the course in Turkish	İnsan Kaynakları Yönetimi
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assoc. Prof. Dr. Ayten AKATAY
ECTS Credits	4

COMU Credits	2
Description	Human research Management definition, importance, scope, objectives and functions, personal Management, human resources Management, the transition process and the differences between the human resources section og the organisation, human resource Management principles, human resource planning and scheduling factors affecting the Business analysis and job descriptions. Employee Find and select the issue that constitute the course content.

Course Code	ULP-07-003
Name of the course in English	Fundamentals of Marketing
Name of the course in Turkish	Pazarlama İlkeleri
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. S. Selim Eren
ECTS Credits	4
COMU Credits	2
Description	Issues such as Marketing concept and its basic factors, improvement of Marketing understanding, Marketing components and axternal Marketing environmental factors, micro environmental factors, macro environmental factors, consumer markets and consumer behaviour: consumer's buying decision time, acceptance process of

	innovation, Business markets, buying decision process of Business customers, market segmentation and principles, market targeting and positioning will be explained and finally a general evaluation will be done.
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Course Code	ULP-07-006
Name of the course in English	Marketing Research
Name of the course in Turkish	Pazarlama Arařtırmaları
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. Selim Said Eren
ECTS Credits	4
COMU Credits	3
Description	Issues such as marketing research concept and its basic factors, improvement of marketing research understanding and a general evaluation will be done.

Course Code	ULP-07-007
Name of the course in English	Entrepreneurship Strategy
Name of the course in Turkish	Giriřimcilik Stratejisi
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. řule Eren
ECTS Credits	4
COMU Credits	2
Description	The objectives of this course include increasing knowledge levels of students about entrepreneurship concept and help them have an idea about the institutions of Turkey on this issue.

Course Code	ULP-07-009
Name of the course in English	Strategic Management
Name of the course in Turkish	Stratejik Yönetim
Language of the course	English
Level of Course	(x) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assoc. Prof. Dr. Ayten Akatay
ECTS Credits	4
COMU Credits	2

Description	Developing strategic mission and vision, determining aims according to it, evaluating performance of businesses and examining the company's benefits which has been managed strategically is the main objective of this lecture.
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Course Code	ULP-07-10
Name of the course in English	Turkish Public Administration
Name of the course in Turkish	Türk Kamu Yönetimi
Language of the course	English
Level of Course	( X ) Bachelor's / Undergraduate ( X ) Master ( ) Doctorate
Lecturer	Assoc. Prof. Dr. Hamit PALABIYIK
ECTS Credits	6
COMU Credits	3
Description	Administration & Management concepts in theory; Public administration and its components; Public and private management; Public sector organization; Turkish public administration system; Local governments; Bureaucracy; Public personnel management; Public administration and administrative law; Supervision and controlling; Restructuring in public administration.

Course Code	ULP-07-011
Name of the course in English	Statistical Analysis of Current Economic Issues
Name of the course in Turkish	Güncel İktisadi Sorunların İstatistiksel Analizi
Language of the course	English

Level of Course	( X ) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assoc. Prof. Dr. Sefer ŞENER
ECTS Credits	4
COMU Credits	2
Description	Beginning with a review of essential concepts in economics, this course focuses on the international and cross-cultural nature of contemporary economic phenomena. Theoretical concepts are applied to specific cases, such as economic relationships between Turkey and the US, Germany, Japan, Mexico, and other countries.  Provide a basic understanding of the fundamentals of macroeconomics, fiscal policy monetary policy and the business environment using the articles and statistics in the Journals and on the Internet. Understand complexity of controversial current economic issues.

Course Code	ULP-07-012
Name of the Course in English	Introduction to Statistics
Name of the course in Turkish	İstatistiğe Giriş
Language of the Course	English
Level of Course	( X ) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. Nazmi Yükselen YAĞANOĞLU
ECTS Credits	5
COMU Credit	2



Description	<p>Statistics is the science of collecting, organizing and interpreting numerical data. Statistical literacy is an essential skill that enables people to understand and make sensible decisions based on the analysis of numerical information. Data and numerical arguments exist not only in all areas of academic inquiry but also in everyday life. The following principles have informed the design of this course:</p> <p>Statistics is not number crunching. This course</p>
	<p>will focus on understanding statistical concepts and on interpreting and communicating the results of a statistical analysis. You will learn how to construct numerical arguments. The solution to a problem will not be a single numerical result or an exact answer, but rather an explanation that includes such phrases as “there is strong evidence that...” and “the data suggest that...” We will use the STATA computer software package to do the numerical computations for us.</p> <p>Statistics involves the use of real data sets. In this course, we will analyze data from a variety of applications with an emphasis on the social sciences. We will learn how to place the data and its analysis in context.</p> <p>Active learning is the key to success. Much of the class time will be spend working with your classmates on data analysis activities. I will be available for questions, suggestions and encouragement. To fully benefit from this approach, you must come to class prepared.</p>

Course Code	ULP-07-013
Name of the Course in English	Introduction to Econometrics
Name of the course in Turkish	Ekonometriye Giriş
Language of the Course	English
Level of Course	<input checked="" type="checkbox"/> Bachelor's / Undergraduate <input type="checkbox"/> Master <input type="checkbox"/> Doctorate

Lecturer	Assist. Prof. Dr. Nazmi Yükselen YAĞANOĞLU
ECTS Credits	4
COMU Credit	2
Description	<p>An introduction to multiple regression techniques with focus on economic applications. Discusses extensions to discrete response, panel data, and time series models, as well as issues such as omitted variables, missing data, sample selection, randomized and quasi-experiments, and instrumental variables. Aims to provide students with an understanding of and ability to apply econometric and statistical methods using computer packages.</p> <p>The objective of the course is to teach students how to use econometric methods to quantify economic relations. In addition to providing the basic tools to do empirical analysis, this course will help students to become a more sophisticated consumer of economic and financial research done by others.</p> <p>The emphasis will be on applying econometrics to real-world problems. We will start with some probability basics: random variables, probability distributions, estimation, hypothesis testing and confidence intervals in the simplest bivariate models. We will then extend our analysis to the multivariate paradigm and enrich it with nonlinear regression functions, dummy variables and interaction terms. Then we will introduce regressions with a binary dependent variable and use MLE to estimate probit and logit models. In the second half of the course we will cover some panel data methods (fixedeffects) and instrumental variables (applications in dealing with measurement error, simultaneity and omitted variable bias; as well as what valid instruments are).</p>

Course Code	ULP-07-014
Name of the Course in English	Game Theory
Name of the course in Turkish	Oyun Teorisi
Language of the Course	English
Level of Course	( X ) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. Nazmi Yükselen YAĞANOĞLU
ECTS Credits	5
COMU Credit	2
Description	<p>This course is a survey of the main ideas and techniques of game-theoretic analysis related to bargaining, conflict, and negotiation. As such, the course emphasizes the identification and analysis of archetypal strategic situations frequently occurring in bargaining situations. The goals of the course to provide students with a foundation to:</p> <p>(i) Apply game-theoretic analysis, both formally and intuitively, to negotiation and bargaining situations.</p> <p>(ii) Recognize and assess archetypal strategic situations in complicated negotiation settings.</p> <p>(iii) Feel comfortable in the process of negotiation.</p> <p>The course has a strong experiential component. Students will repeatedly participate in a variety of strategic situations thereby developing the ability to translate their analyses</p>

	into practice.
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Course Code	ULP-07-015
Name of the Course in English	Manegerial Economics
Name of the course in Turkish	Yönetmel Ekonomi
Language of the Course	English
Level of Course	( X ) Bachelor's / Undergraduate ( ) Master ( ) Doctorate
Lecturer	Assist. Prof. Dr. Yavuz YILDIRIM
ECTS Credits	4
COMU Credit	2
Description	<p>The primary objective of Managerial Economics is to teach students the economic way of thinking about business decisions. Managerial Economics will help students to develop and strengthen their critical thinking skills. This course will also provide students with a logical way of analyzing business decisions. The purpose is to expose students to the practical usefulness of economic theory by applying the analytical and statistical tools needed to test these economic theories in solving "real world" business problems.</p> <p>This course presents advanced microeconomic theory and statistical concepts to students in solving problems in the allocation of resources and strategic decisions that are made by the managers, analysts and consultants in the private and public sectors of the economy. Topics include consumer behavior and rational choice, estimating demand and cost functions,</p>

business and economic forecasting, and market structures including perfect competition, monopoly, oligopoly, and monopolistic competition.

By the end of the course, students will develop skills to:

- Explain the role of economic theory in managerial economics.
- Describe the characteristics of four market structures: perfect competition, monopoly, monopolistic competition and oligopoly.
- Know the difference between economic and accounting profit.
- Understand and graphically illustrate the way market forces determine prices and production in competitive markets.
- Learn the fundamental principles of optimization theory for finding the optimal level of business activities
- Apply linear regression techniques to problems that are of interest to managers of a firm.
- Predict how revenue will be affected by a change in the price of a product by using the concept of price elasticity.
- Determine the optimal level of inputs and the cost of production in two different decision-making time frames: short run and long run.
- Analyze how managers make pricing and output decisions in competitive markets, monopoly and monopolistic competition.
- Analyze strategic decisions facing oligopoly

	<p>By the end of the course, students will be able to answer the following questions:</p> <ul style="list-style-type: none"> <li>· What is managerial economics?</li> <li>· How do market forces determine prices and production in competitive markets?</li> <li>· How do we find the optimal level of business activities?</li> <li>· How can we estimate demand and production?</li> <li>· How does a change in the price of a product affect revenues?</li> <li>· How can we determine the optimal level of inputs and the cost of production in two different decision-making time frames: short run and long run?</li> <li>· How do managers make pricing and output decisions?</li> <li>· How can we use game theory to make strategic decisions in oligopoly markets?</li> </ul>
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Course Code	ULP-07-016
Name of the Course in English	Time Series Analysis
Name of the course in Turkish	Zaman Serileri Analizi
Language of the Course	English
Level of Course	<input checked="" type="checkbox"/> Bachelor's / Undergraduate <input type="checkbox"/> Master <input type="checkbox"/> Doctorate
Lecturer	Assist. Prof. Dr. Yavuz YILDIRIM
ECTS Credits	4

COMU Credit	2
Description	<p>The objective of this course is to introduce statistical forecasting methods for management. Statistical forecasting methods view the world as a collection of processes that generate data. Forecasting data, which will be generated from a process, is based on a statistical model of the way the process generates data. Such a model is called a forecasting model. A rich collection of standard forecasting models exists. Therefore, a manager need not invent a new model every time s/he forecasts. Instead, her/his task is to identify an appropriate forecasting model from the collection.</p> <p>Below is the list of standard forecasting models that we learn in this course. They are core models of forecasting. For each model, management functions where the model is most used are listed in parentheses.</p> <ul style="list-style-type: none"> <li>· FM1 smoothing (marketing, operations management)</li> <li>· FM2 fixed trend and seasonality (marketing, economics)</li> <li>· FM3 stationary ARMA for cycles (finance and operations management)</li> <li>· FM4 integrated ARMA for variable trends (accounting, finance, economics)</li> <li>· FM5 regression on time series data (macroeconomics and finance)</li> <li>· FM6 intervention analysis (operations management)</li> <li>· FM7 GARCH for volatility (finance)</li> </ul>

Course Code	ULP-07-017
Name of the Course in English	Current Issues in International Relations
Name of the Course in Turkish	Uluslararası İlişkilerde Güncel Sorunlar
Language of the Course	English
Level of the Course	Bachelor's / Undergraduate
Lecturer	Prof. Dr. Yücel ACER
ECTS Credit	5
COMU Credit	3
Description	The main aim of the seminar is to emphasize and discuss the current international problems within the dimension of their importance in terms of Turkey. Within this framework ; international energy problems, international terrorism and environmental issues will be discussed.

Course Code	ULP-07-018
Name of the Course in English	EU Integration and Turkey
Name of the Course in Turkish	AB Bütünleşmesi ve Türkiye
Language of the Course	English
Level of the Course	Bachelor's / Undergraduate
Lecturer	Assos. Prof. Dr. Gürol Baba
ECTS Credit	5
COMU Credit	3



Description	<p>Within this seminar the integration process of Turkey and European Union which begins with the Ankara Agreement will be discussed and explained in terms of political, economic and social developments. In this context, the effects of European Unions euro-centrism conception to the Turkey – EU adaptation process, the problems coming with integration in the short and long-term and solutions to deliver for these matters will be handled. The integration and desintegration concepts will be evaluated under theoretical and practical perspective with associating the sub-systems of society.</p>
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Course Code	ULP-07-019
Name of the Course in English	Current Developments in Turkish Foreign Policy
Name of the Course in Turkish	Türk Dış Politikasında Güncel Gelişmeler
Language of the Course	English
Level of the Course	Bachelor's / Undergraduate
Lecturer	Yrd. Doç. Dr. Soner Karagül
ECTS Credit	5
COMU Credit	3
Description	<p>Current developments in Turkey's foreign policy are going to be taken into consideration at this seminar. Additionally, understanding, analyzing and interpreting the dynamics of Turkey's foreign policy formation process is the prominent aim of the seminar. The topics concerning Turkish foreign policy have been diversified as compared with ten years before. Currently, Turkish foreign policy not only encompasses the relations with other foreign states but also includes social and</p>

	economic issues. Some of the titles performed at this seminar are : Relations between Turkey and the European Union, the competition going on the Caspian energy resources, the future of Northern Iraq and Iraq, Middle East peace process and current issues at the Balkans.
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Course Code	ULP-07-20
Name of the Course in English	Turkish - American Relations
Name of the Course in Turkish	Türk Amerikan İlişkileri
Language of the Course	English
Level of the Course	Bachelor's / Undergraduate
Lecturer	Assist. Prof. Dr. Gürol Baba
ECTS Credit	5
COMU Credit	4
Description	<p>Brief history of Turkey and the late Ottoman period  Brief history of the Turkish Republican era/politics  Turkish foreign policy and international relations  American foreign policy and relations with Turkey  Post Cold War and Contemporary issues in Turkish politics</p> <p>Turkey, US, NATO</p> <p>Turkey, US, and Cyprus issue-Turkey, US and the EU</p> <p>Relations with the Middle East:</p> <p>General introduction and understanding US Foreign Policy in the Middle East</p> <p>Discussion on Energy Policy beyond Iran.</p>

	<p>Relations with the Middle East: Iran and Israel</p> <p>Relations with the Middle East: Iraq and Syria</p> <p>Other Subjects and Issues</p>
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Course Code	ULP-07-21
Name of the Course in English	International Organizations
Name of the Course in Turkish	Uluslararası Örgütler
Language of the Course	English
Level of the Course	Bachelor's / Undergraduate
Lecturer	Assoc. Prof. Dr. Mehmet Bülent Uludağ
ECTS Credit	5
COMU Credit	4
Description	Historical Aspect of International Organizations, The League of Nations, The United Nations, The Specialized Agencies, Events which effected and formed the UN, Regional Integrations, Cold War Institutions, EU, ASEAN, Africa, Arab World, Islamic World, The Third World, Latin America, North America. Non-Governmental Organizations

Course Code	ULP-07-22
Name of the Course in English	The Middle East
Name of the Course in Turkish	Orta Doğu
Language of the Course	English

Level of the Course	Bachelor's / Undergraduate
Lecturer	Assoc. Prof. Dr. Mehmet Bülent Uludağ
ECTS Credit	5
COMU Credit	4
Description	Historical and Cultural Basis of the Middle East Politics, Creation of the Middle East States and Borders, Jewish Question and Arab Nationalism, Oil Politics, Minority Affairs in the Middle East, Modern and Traditional Versions of Islam, Ideologies and Regimes in the Region, Foreign Interventions and Interests to the Region