T.C.
ADANA ALPARSLAN TÜRKEŞ BİLİM VE TEKNOLOJİ ÜNİVERSİTESİ
ULUSLARARASI TİCARET VE FİNANSMAN BÖLÜMÜ
(YENİ %100 İNGİLİZCE) MÜFREDATI

1. SEMESTER

Code	Course Name	Compulsory/Elective	T	P	C	ECTS
UTF 101	Introduction to Business I	Compulsory	3	0	3	5
UTF 103	Accounting I	Compulsory	3	0	3	6
UTF 111	Introduction to Economics I	Compulsory	3	0	3	5
UTF 113	Introduction to Law	Compulsory	3	0	3	5
UTF 115	Calculus I	Compulsory	3	0	3	5
HIS 101	Ataturk's Principles and History of Turkish Revolution I	Compulsory	2	0	NC	2
TUR 101	Turkish I	Compulsory	2	0	NC	2
TOTAL			**19**	**0**	**15**	**30**

- During 1st . semester, elective course with minimum 0 ECTS should be taken.

2. SEMESTER

Code	Course Name	Compulsory/Elective	T	P	C	ECTS
UTF 102	Introduction to Business II	Compulsory	3	0	3	6
UTF 104	Accounting II	Compulsory	3	0	3	6
UTF 112	Introduction to Economics II	Compulsory	3	0	3	5
UTF 114	Law of Obligations	Compulsory	3	0	3	3
UTF 116	Calculus II	Compulsory	3	0	3	6
HIS 102	Ataturk's Principles and History of Turkish Revolution II	Compulsory	2	0	NC	2
TUR 102	Turkish II	Compulsory	2	0	NC	2
TOTAL			**19**	**0**	**15**	**30**

- During 2nd . semester, elective course with minimum 0 ECTS should be taken.

3. SEMESTER

Code	Course Name	Compulsory/ Elective	T	P	C	ECTS
UTF 201	Financial Management I	Compulsory	3	0	3	6
UTF 205	Principles of Marketing I	Compulsory	3	0	3	5
UTF 207	Commercial Law	Compulsory	3	0	3	4
UTF 209	Statistics I	Compulsory	3	0	3	4
UTF 211	Management and Organization	Compulsory	3	0	3	5
UTF 213	Microeconomics	Compulsory	3	0	3	6
TOTAL			**18**	**0**	**18**	**30**

- During 3rd . semester, elective course with minimum 0 ECTS should be taken.

4. SEMESTER

Code	Course Name	Compulsory/ Elective	T	P	C	ECTS
UTF 202	Financial Management II	Compulsory	3	0	3	6

UTF 206	Principles of Marketing II	Compulsory	3	0	3	5
UTF 210	Statistics II	Compulsory	3	0	3	4
UTF 212	Organizational Behavior	Compulsory	3	0	3	5
UTF 214	Macroeconomics	Compulsory	3	0	3	6
UTF 216	Economic Integrations	Compulsory	3	0	3	4
TOTAL			**18**	**0**	**18**	**30**

- During 4th . semester, elective course with minimum 0 ECTS should be taken.

5. SEMESTER

Code	Course Name	Compulsory/Elective	T	P	C	ECTS
UTF 303	Financial Statement Analysis	Compulsory	3	0	3	5
UTF 305	Global Marketing	Compulsory	3	0	3	5
UTF 307	Organizational Theory and Design	Compulsory	3	0	3	5
UTF 309	International Trade Theory	Compulsory	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
ELECTIVE COURSE AREA						
UTF 311	Portfolio Management	Elective	3	0	3	5
UTF 313	Turkish Economy	Elective	3	0	3	5
UTF 315	Inventory and Balance Sheets	Elective	3	0	3	5
UTF 317	Cost Accounting	Elective	3	0	3	5
UTF 319	Social Entrepreneurship	Elective	3	0	3	5
UTF 321	Capital Budgeting	Elective	3	0	3	5
UTF 323	Career Planning	Elective	3	0	3	5
UTF 325	Volunteering Studies	Elective	1	2	2	4
TOTAL			**18**	**0**	**18**	**30**

- During 5th . semester, elective course with minimum 10 ECTS should be taken.

6. SEMESTER

Code	Course Name	Compulsory/Elective	T	P	C	ECTS
UTF 302	Accounting for International Trade	Compulsory	3	0	3	5
UTF 306	Financial Markets and Institutions	Compulsory	3	0	3	5
UTF 308	International Business Management	Compulsory	3	0	3	5
UTF 310	International Trade Policy	Compulsory	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
ELECTIVE COURSE AREA						
UTF 312	Behavioral Finance	Elective	3	0	3	5
UTF 318	Sales Management	Elective	3	0	3	5
UTF 320	Money Banking	Elective	3	0	3	5
UTF 322	Project Management	Elective	3	0	3	5
UTF 324	Commercial Law II	Elective	3	0	3	5
TOTAL			**18**	**0**	**18**	**30**

- During 6th . semester, elective course with minimum 10 ECTS should be taken.

7. SEMESTER

Code	Course Name	Compulsory/ Elective	T	P	C	ECTS
UTF 401	International Financial Management I	Compulsory	3	0	3	6
UTF 427	Export and Import Management	Compulsory	3	0	3	4
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
ELECTIVE COURSE AREA						
UTF 405	International Trade Regulations	Elective	3	0	3	5
UTF 407	Firm Valuation	Elective	3	0	3	5
UTF 409	International Logistics	Elective	3	0	3	5
UTF 411	Public Finance	Elective	3	0	3	5
UTF 413	E-Commerce	Elective	3	0	3	5
UTF 415	Econometrics	Elective	3	0	3	5
UTF 417	Consumer Behaviours	Elective	3	0	3	5
UTF 419	Entrepreneurship	Elective	3	0	3	5
UTF 421	Strategic Management	Elective	3	0	3	5
UTF 423	Capital Markets Law	Elective	3	0	3	5
UTF 425	Bank Management	Elective	3	0	3	5
UTF 431	Managerial Accounting	Elective	3	0	3	5
UTF498	Hands-on Training	Elective	5	12	6	20
UTF 496	Internship	Elective	0	2	0	5
TOTAL			**18**	**12**	**18**	**30**

- During 7th . semester, elective course with minimum 20 ECTS should be taken.
- Note that "UTF498 Hands-on Training Course" will only be available to select for the students who have completed their 8 Semesters and the student who failed this course in the spring semester. For further information, check the regulations guide.

8. SEMESTER

Code	Course Name	Compulsory/ Elective	T	P	C	ECTS
UTF 402	International Financial Management II	Compulsory	3	0	3	6
UTF 406	Sustainable Development	Compulsory	3	0	3	4
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
UTF XX	Elective Course	Elective	3	0	3	5
ELECTIVE COURSE AREA						
UTF 408	Financial Derivatives	Elective	3	0	3	5
UTF 410	Financial Econometrics	Elective	3	0	3	5
UTF 412	Current Issues in Foreign Trade	Elective	3	0	3	5

UTF 414	Auditing	Elective	3	0	3	5
UTF 416	Service Marketing	Elective	3	0	3	5
UTF 418	Business Communication	Elective	3	0	3	5
UTF 422	Human Resources Management	Elective	3	0	3	5
UTF 426	Companies Law	Elective	3	0	3	5
UTF 428	Cases in Finance	Elective	3	0	3	5
UTF 430	Research Methods	Elective	3	0	3	5
UTF 432	Digital Marketing	Elective	3	0	3	5
UTF 434	Islamic Finance and Banking	Elective	3	0	3	5
UTF498	Hands-on Training	Elective	5	12	6	20
TOTAL			**18**	**12**	**18**	**30**

- During 8th . semester, elective course with minimum 20 ECTS should be taken.
- Note that "UTF498 Hands-on Training Course" will only be available to select for the students who have completed their 8 Semesters and the student who failed this course in the spring semester. For further information, check the regulations guide.

Total Credits: 132 ; **Total ECTS Credits**: 240

AREA ELECTIVE COURSES

Code	Course Name	Compulsory/ Elective	T	P	C	ECTS
UTF 311	Portfolio Management	Elective	3	0	3	5
UTF 313	Turkish Economy	Elective	3	0	3	5
UTF 315	Inventory and Balance Sheets	Elective	3	0	3	5
UTF 317	Cost Accounting	Elective	3	0	3	5
UTF 319	Social Entrepreneurship	Elective	3	0	3	5
UTF 321	Capital Budgeting	Elective	3	0	3	5
UTF 323	Career Planning	Elective	3	0	3	5
UTF 312	Behavioral Finance	Elective	3	0	3	5
UTF 318	Sales Management	Elective	3	0	3	5
UTF 320	Money Banking	Elective	3	0	3	5
UTF 322	Project Management	Elective	3	0	3	5
UTF 324	Commercial Law II	Elective	3	0	3	5
UTF 325	Volunteering Studies	Elective	1	2	2	4
UTF 407	Firm Valuation	Elective	3	0	3	5
UTF 405	International Trade Regulations	Elective	3	0	3	5
UTF 409	International Logistics	Elective	3	0	3	5
UTF 411	Public Finance	Elective	3	0	3	5
UTF 413	E-Commerce	Elective	3	0	3	5
UTF 415	Econometrics	Elective	3	0	3	5
UTF 417	Consumer Behaviours	Elective	3	0	3	5
UTF 419	Entrepreneurship	Elective	3	0	3	5
UTF 421	Strategic Management	Elective	3	0	3	5
UTF 423	Capital Markets Law	Elective	3	0	3	5
UTF 425	Bank Management	Elective	3	0	3	5
UTF 408	Financial Derivatives	Elective	3	0	3	5
UTF 410	Financial Econometrics	Elective	3	0	3	5
UTF 412	Current Issues in Foreign Trade	Elective	3	0	3	5
UTF 414	Auditing	Elective	3	0	3	5
UTF 416	Service Marketing	Elective	3	0	3	5
UTF 418	Business Communication	Elective	3	0	3	5
UTF 422	Human Resources Management	Elective	3	0	3	5
UTF 426	Companies Law	Elective	3	0	3	5
UTF 428	Cases in Finance	Elective	3	0	3	5
UTF 430	Research Methods	Elective	3	0	3	5
UTF 431	Managerial Accounting	Elective	3	0	3	5
UTF 432	Digital Marketing	Elective	3	0	3	5
UTF 434	Islamic Finance and Banking	Elective	3	0	3	5
UTF 496	Internship	Elective	0	2	0	5
UTF498	Hands-on Training	Elective	5	12	6	20

TOTAL			**114**	16	**116**	**209**

SOCIAL ELECTIVE COURSES							
Code	**Course Name**	**Compulsory/ Elective**	**T**	**P**	**C**	**ECTS**	**Instructor**
TOTAL							

T = Theoretical; **P** = Practical; **C** = Credit**, NC =** Non-Credits

In order to obtain the BA in | International Trade and Finance | degree, students must accumulate | 132 | credits and successfully complete all of the compulsory and elective courses with minimum | 240 | ECTS.

Bologna Coordinator of Dept. of | International Trade and Finance | : | DoçDr.Mustafa ÖZSEVEN |