

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
BEHAVIORAL SCIENCES	MIS2210874	Spring Semester	3+0	3	4
Prerequisites Courses					
Recommended Elective Courses					
Language of Instruction	English				
Course Level	First Cycle (Bachelor's Degree)				
Course Type	Required				
Course Coordinator	Assoc.Prof. Öznur GÜLEN ERTOSUN				
Name of Lecturer(s)	Assoc.Prof. Öznur GÜLEN ERTOSUN				
Assistant(s)					
Aim	Determining the causes of human behavior and the factors affecting them is the most important key to understanding and managing people. The main aim of the course is try to demonstrate a whole understanding about human being and to predict behaviors and also teach ways to direct it positively .				
Course Content	This course contains; Introduction to Behavioral Sciences, Perception, Attitude ,Attribution, Emotions ,Motivation ,Groups, Emotional and Social Contagion ,Culture, Socialization and Personality, Social Impact and Compliance, Learning, Impression Management, Defense Mechanisms, Communication and Conflict.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. Student will be able to interpret basic concepts and approaches related to behavioral sciences.			9	A	
1.1 Student defines the basic concepts related to human behavior.					
1.2 Student compares the basic principles of different approaches to explain the elements that shape human behavior.					
2. Student will be able to express perception and learning processes.			9	A	
2.1 Student explains perception and misconceptions.					
2.2 Student lists the factors that influence the attribution.					
2.3 Student summarizes the process of learning and behavior change					
3. Student will be able to evaluate the causes of human behavior.			9	A, E	
3.1 Student interprets personality theories and personality traits.					
3.2 Student defines sources of motivation.					
4. Student will be able to evaluate the interaction of the person's surroundings			9	A	
4.1 Student interprets the position of individuals in the social environment and institutions.					
4.2 Student explains cultural differences.					
4.3 Student evaluates the impact of the value and belief systems on individuals.					
5. Student will be able to analyze theoretical and practical knowledge on communication, conflict and stress management.			9	A	
5.1 Student distinguishes effective communication from ineffective communication.					
5.2 Student explains the strategies that can be used for conflict resolution.					
5.3 Student summarizes methods of coping with stress.					
Teaching Methods	9: Lecture Method				
Assessment Methods	A: Traditional Written Exam, E: Homework				
Lecture Schedule					
Sequence	Topics	Preliminary Preparation			
1	Introduction to Behavioral Sciences				
2	Perception				
3	Attitude				
4	Attribution				
5	Emotions				
6	Motivation				
7	Groups				
8	Emotional and Social Contagion				
9	Culture, Socialization and Personality				
10	Social Impact and Compliance				
11	Learning				
12	Impression Management				
13	Defense Mechanisms				
14	Communication and Conflict				
Evaluation Methods		Weight(%)			
(Midterm Exam) Assignment		%100			
Midterm Exam		40			
(General Exam) Exam		%100			
General Exam		60			

Resources
Schinka, J. A., Velicer, W. F., & Weiner, I. B. (Eds.). (2013). Handbook of psychology: Research methods in psychology (2nd ed.). John Wiley & Sons, Inc. Güney, S. (2017). Davranış Bilimleri. (10. basım). Nobel Yayınevi.