

School of Business and Management Sciences / Business Administration (English)

2023 - 2024 Academic Year

DEVELOPING MANAGERIAL SKILLS

Syllabus

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
DEVELOPING MANAGERIAL SKILLS	BUS3113624	Fall Semester	4+0	4	5
Prerequisites Courses					
Recommended Elective Courses	Business Case Studies Business Simulations				
Language of Instruction	English				
Course Level	First Cycle (Bachelor's Degree)				
Course Type	Elective				
Course Coordinator	Assoc.Prof. Elif BAYKAL				
Name of Lecturer(s)	Assoc.Prof. Elif BAYKAL				
Assistant(s)					
Aim	The main aim of the course is to synthesize business concepts and theories discussed in previous courses with real business situations through a simulation program. Throughout the term, students will be able to refresh the theoretical background, apply business theories into real business problems, develop an understanding of strategy planning, operations management, financial management. Additionally, students improve their understanding of how to cope with the competition in the industry.				
Course Content	This course contains; Introduction to the course, Business Overview and Practice Round, Strategic Management and Practice Round, Financial Management and Practice Round, HRM&TQM and Practice Round, Round 1, Round 2, Round 3, Round 4, Ethical Decision Making and Round 5, Round 6, Round 7, Round 8, Board of Directors Presentation.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1 The student will be able to understand the complexity of running a successful business.			21, 5, 6	A	
1.1 The student describes the basic resources of a business.					
1.2 The student analyses the functions of business and their dependency on each other.					
1.3 The student discusses the relationship between the interactions between the business and its' industry.					
2 The student will be able to identify and evaluate individual/team skills .			21, 5, 6	A	
2.1 The student evaluates his/her role/performance within the team.					
2.2 The student recognises his/her responsibilities and understands the importance of cooperation.					
2.3 The student analyses the dynamics of a teamwork.					
3 The student will be able to analyze business data for business functions.			21, 5, 6	A	
3.1 The student reads the income statement.					
3.2 The student reads the balance sheet.					
3.3 The student reads industry reports and evaluates company performance in terms of Balance scorecard dimensions.					
4 The student will be able to apply the ethical decision-making process to business situations.			21, 5, 6	A	
4.1 The student identifies an ethical decision making process.					
4.2 The student discusses the consequences of ethical decisions.					
5 The Student will be able to express about stakeholder management.			21, 5, 6	A	
5.1 The student evaluates ethical decisions in terms of stakeholder expectations and competitive advantage.					
5.2 Learns about profit maximization.					
5.3. Learns about conditions of bankruptcy.					
Teaching Methods	21: Simulation Technique, 5: Cooperative Learning, 6: Experiential Learning				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequence	Topics	Preliminary Preparation			
1	Introduction to the course				
2	Business Overview and Practice Round				
3	Strategic Management and Practice Round				
4	Financial Management and Practice Round				
5	HRM&TQM and Practice Round				
6	Round 1				
7	Round 2				
8	Round 3				
9	Round 4				
10	Ethical Decision Making and Round 5				
11	Round 6				
12	Round 7				
13	Round 8				
14	Board of Directors Presentation				
Evaluation Methods		Weight(%)			
(Midterm Exam) Written Report of Weekly decisions		100			
Midterm Exam		40			
(General Exam) Written Examination		100			
General Exam		60			

Resources

Capsim Foundation- Simulation Program

Capsim Simulation GuideSmart Business Plan e-book - Master Steve Silk Road Publishing (Toronto, Canada)

Understanding Management- Richard Daft -Cengage Learning