

**Course Profile**  
**Department of Management / International Trade Program**

Course Number: <b>MAN 102</b>	Course Title: <b>Principles of Management</b>
Required / Elective: <b>Required</b>	Pre / Co-requisites: -
Catalog Description: General principles, major topics and essential terminology of the over expanding area of business; issues of general management.	Textbook / Required Material: Daft, Richard L. (2009) New Era of Management, 9th Edition, South-Western Publishing.
Course Structure / Schedule: <b>(3+0+0) 3 / 6 ECTS</b>	
Extended Description: Upon completion of this course, students will be able to gain an appreciation for basic concepts of management as it relates to the total organization, develop an understanding of dynamics of work environment and obtain skills necessary for effectively allocating and using resources to create value for customers.	
Design content: None	Computer usage: Microsoft Word
Course Outcomes: [relevant program outcomes in brackets]:	
<p>By the end of this course, students will be able to:</p> <ol style="list-style-type: none"> <li>1. Integrate concepts and theories across all business functions. [1,2]</li> <li>2. Explain how different disciplines contribute to more generic management tasks and projects. [1,2]</li> <li>3. Make appropriate interventions and decisions in the management of teams, projects and departments. [1,2,10]</li> <li>4. Describe the characteristics, determinants, &amp; methods of creating and sustaining organizational culture. [1,2]</li> <li>5. Describe how to implement strategies utilizing and integrating the functional areas of an organization. [1,2,8]</li> <li>6. Apply teamwork skills as they pertain to strategy analysis, formulation and implementation. [1,2,8,10]</li> <li>7. Apply communication skills as they pertain to strategy analysis, formulation and implementation. [1,2,8,9]</li> </ol>	
Recommended reading: Tony Morden (2004) Principles of Management, Ashgate Publishing Limited, Second Edition.	
Teaching methods: Lectures, slides of each chapter is presented, case study discussions.	
<p>Assessment methods:</p> <p>Attendance: 10 %</p> <p>Midterms: 40 %</p> <p>Final Examination: 40 %</p> <p>Assignments, Case Studies, Quizzes: 10 %</p>	

Student Workload/ECTS (European Credit Transfer System) Tableau:

Activity:	Number:	Duration (hour):	Total Workload (hour):
Pre- reading	14	3	42
Lectures	14	3	42
Assignments	5	3	15
Quizzes	3	3	9
Case studies	3	3	9
Midterm	1	16	16
Final Examination	1	17	17

TOTAL: 150 hours / 25 = 6 ECTS

Prepared by: Dr. Pınar Falcıoğlu  
Dr. Ahmet Hakan Yüksel  
Dr. Aslı Tuncay Çelikel

Revision Date: 17/02/2010