

**BABUS Program / Specialization Electives**  
**BABUS Program Seçmeli Dersler (Özelleşilen Alan)**

<b>Area</b>	<b>Code</b>	<b>Name</b>	<b>Pre-requisite</b>
FIN	FIN 301	Investments	FIN 202 and MATH 202
FIN	FIN 302	Corporate Finance	FIN 202
FIN	FIN 311	Bank Management and Turkish Banking System	FIN 202
FIN	FIN 312	Banking and Financial Intermediation	(MATH 202 or MATH 216) and FIN 202
FIN	FIN 313	Project Finance	FIN 202
FIN	FIN 314	Real Estate Finance	FIN 202
FIN	FIN 316	Financial Regulation and Risk Management	
FIN	FIN 204	Financial Statement Analysis	ACCT 201
FIN	FIN 341	Financial Econometrics	ECON 301
FIN	FIN 403	Independent Study _ FIN	FIN 301 and FIN 302 and FIN 312 and ECON 301 and to complete at least 120 ECTS credits
FIN	FIN 404	Fixed Income Securities	FIN 202 or FIN 301
FIN	FIN 411	Derivative Instruments and Financial Risk Management	(MATH 202 and FIN 202) or FIN 301
FIN	FIN 412	Advanced Investments	FIN 202 or FIN 301
FIN	FIN 413	Behavioral Finance and Investment Strategies	FIN 202
FIN	FIN 415	Hedge Fund Performance and Trading	FIN 202 and (MATH 202 or ECON 206)
FIN	FIN 416	Strategic Management in Financial Institutions	FIN 202 or FIN 312
FIN	FIN 417	Money and Financial Systems	FIN 202
FIN	FIN 419	Business Valuation	FIN 202
FIN	FIN 421	International Financial Markets	FIN 202 and (MATH 202 or ECON 206)
FIN	FIN 422	Private Equity and Restructuring	FIN 202
FIN	ACCT 412	Independent Auditing	ACCT 201

MGMT	MGMT 306	Human Resources Management	MGMT 202
MGMT	MGMT 311	Project Management	BUS 102 and SEC 201 and SEC 202
MGMT	MGMT 312	Organization Theory and Design	to complete at least 120 ECTS credits
MGMT	MGMT 314	Leading and Managing People in Organizations	MGMT 202 and to complete at least 120 ECTS
MGMT	MGMT 315	Organizational Culture and Change	MGMT 202
MGMT	MGMT 316	Behavioral Decision Making	ECON 101 or ECON 102
MGMT	MGMT 317	Business Ethics	SEC 201 and SEC 202
MGMT	MGMT 319	Cross Cultural Leadership	MGMT 202
MGMT	MGMT 324	Career Management	MGMT 202 and to complete at least 150 ECTS credits
MGMT	MGMT 404	International Management	MGMT 302
MGMT	MGMT 405	Independent Study - MGMT	MGMT 202 and to complete at least 150 credits
MGMT	MGMT 408	Evolution of Management Thought	MGMT 202 and to complete at least 180 ECTS
MGMT	ENTR 403	Social Entrepreneurship	BUS 102 and (SEC 201 or SEC 202)
MGMT	ENTR 407	Contemporary Management in Family Businesses	BUS 102 and 120 ECTS completed
MGMT	ENTR 408	Corporate Entrepreneurship	BUS 102 and to complete at least 150 ECTS
MGMT	IBUS 303	Diversity and Inclusion in Global Organizations	SEC 202 and MGMT 202 and to complete at least 120 ECTS credits
MGMT	IBUS 403	Cross Border Mergers & Acquisitions	MGMT 302

MIS	MIS 103	Introduction to Computer Programming	
MIS	MIS 104	Fundamentals of Object-Oriented Programming	MIS 103 or CS 101
MIS	MIS 309	System Analysis and Design	MIS 203
MIS	MIS 203	Database Management	MIS 100 or MIS 311
MIS	MIS 301	Corporate Information Systems	MIS 100 or MIS 311 and to complete at least 90 ECTS
MIS	MIS 302	Strategy, Management and Acquisition of Information Systems	MIS 301 or MIS 311
MIS	MIS 303	Introduction to Internet Programming	CS 101 or MIS 103 or MIS 411
MIS	MIS 304	Information Security	To complete at least 90 ECTS
MIS	MIS 305	Digital Transformation in Business	BUS 102 and to complete at least 90 ECTS
MIS	MIS 306	Fundamentals of E-Business	BUS 102 and (MIS 301 or MIS311) and MKTG 201
MIS	MIS 307	Enterprise Resource Planning Systems with SAP	MIS 100 or MIS 311 or OPER 202
MIS	MIS 324	Information Systems Project Management	(MIS 100 or MIS 311) and MIS 201 and ACCT 201
MIS	MIS 321	Data Mining	BUS 101 and (MATH 202 or MATH 216)
MIS	MIS 313	Enterprise Data and Knowledge: Organization and Management	MIS 100 or MIS 311
MIS	MIS 317	Cloud Computing for Business	To complete at least 90 ECTS
MIS	MIS 403	Independent Study - MIS	MATH 202 and to complete at least 130 ECTS credits
MIS	MIS 411	Programming in Visual Basic	MATH 102
MIS	MIS 414	Cyber Risk Management for Business	(MIS 311 or MIS 100) and ACCT 201 and to complete at least 150 ECTS

MKTG	MKTG 311	Marketing Research	MKTG 201
MKTG	MKTG 312	Integrated Marketing Communications	MKTG 201
MKTG	MKTG 313	Marketing Strategy	MKTG 201
MKTG	MKTG 314	Consumer Behavior	MKTG 201
MKTG	MKTG 315	International Marketing	MKTG 201
MKTG	MKTG 316	Retail and Shopper Marketing	MKTG 201
MKTG	MKTG 317	Marketing and Society	MKTG 201
MKTG	MKTG 320	Strategic Marketing Communications Management	MKTG 201
MKTG	MKTG 322	Brand Management	MKTG 201
MKTG	MKTG 324	Innovation and New Product Development	MKTG 201
MKTG	MKTG 325	Consumption in the Digital Age	MKTG 201
MKTG	MKTG 403	Independent Study - MKTG	MKTG 201 and to complete at least 120 credits
MKTG	MKTG 404	Marketing Models	MKTG 201 and (MIS 103 or CS 103 or SEC 210) and (MATH 202 or MATH 216)
MKTG	MKTG 412	Sales Management	MKTG 201
MKTG	MKTG 413	Distribution Management	MKTG 201
MKTG	MKTG 414	Business Model Innovation	MKTG 201
MKTG	MKTG 416	Personal Selling and Sales Management	MKTG 201
MKTG	MKTG 417	Business-to-Business Marketing	SEC 201 and MKTG 201 and to complete at least 120 ECTS
MKTG	MKTG 418	Neuromarketing	MKTG 201
MKTG	ENTR 305	Entrepreneurial Marketing	MKTG 201

OPER	OPER 311	Logistic Management	OPER 202
OPER	OPER 312	Supply Chain Management	OPER 202 or AVM 202
OPER	OPER 313	Revenue Management	OPER 202
OPER	OPER 314	Service Operations Management	OPER 202 veya AVM 202
OPER	OPER 316	Management Science Modeling with Excel	OPER 202
OPER	OPER 318	Retail Operations	OPER 202
OPER	OPER 403	Independent Study - 403	OPER 202 and to complete at least 120 credits
OPER	OPER 404	Operations Practicum	(OPER 202 or IE 302) and (FIN 202 or IE 203) and to complete at least 150 ECTS
OPER	OPER 413	Process Management With Six Sigma Tools	OPER 202 or IE 302 or AVM 202