

Curriculum

The OzU MBA is a 15-month program for working professionals who wish to boost or change their careers while continuing to work full time. The program is unique in many aspects, including the **general MBA track, sector-focused** specializations in Retail or Real Estate.

The OzU MBA program consists of five 8-week modules and two 4-week summer mini-modules. Each regular module consists of 3 courses, while summer mini modules consist of 2 courses each.

Classes are held during weekday evenings at our central location (Swissotel premises) so that the program does not interfere with your work.

All admitted students go through an **orientation program** which is **full-time** and will be held at our Çekmeköy campus. Attendance to the orientation program is mandatory and part of the graduation requirements. The orientation program features team building exercises and a series of workshops designed to build your managerial skills such as negotiation, team work and business communication. These workshops count towards program credits.

The orientation is followed by a **common integrated core** consisting of 10 courses, which aim at providing a strong foundation in various areas of business. Students from all tracks take these courses together. This increases the diversity in the classroom, exposes you to different perspectives and enhances peer to peer learning.

The core is followed by a total of **9 electives** (and/or area courses) that are customized for each track that allow participants to construct a program tailored to their individual goals and interests.

All tracks entail a **Capstone Project** which provides participants with an opportunity to apply many of the concepts and skills they gain in the program.

GENERAL MBA TRACK				
MODULE	COURSES			
Pre-Term	Managerial Skills Workshops & Orientation			
Module 1	Managing and Leading Organizations	Business Statistics	Macroeconomics for Global Economy	EXECUTIVE SEMINARS
Module 2	Operations Management	Marketing Management	Financial Accounting	
Module 3	Data, Models and Decisions	Finance	Business Ethics	MBA CAPSTONE PROJECT & MBA CAPSTONE PROJECT PROPOSAL
Module 4	Strategic Management	Elective 1	Elective 2	
Module 5/1	Elective 3	Elective 4		
Module 5/2	Elective 5	Elective 6		
Module 6	Elective 7	Elective 8	Elective 9	



- Evening MBA
- Executive MBA (EMBA)
- Financial Engineering
- PhD in Business

ÖZYEGİN
UNIVERSITY

GRADUATE SCHOOL OF BUSINESS

Contact Admission Office: Graduate School of Business, Özyeğin University
Çekmeköy Campus, Nişantepe District, Orman Street, 34794
Çekmeköy - İSTANBUL TURKEY

For More Detailed Information: Phone 0216 564 9949 / 9253 **E-mail** gsb@ozyegin.edu.tr

Staying in the past is out, making the future is in!

ÖZYEGİN
UNIVERSITY

GRADUATE SCHOOL OF BUSINESS

EVENING
MBA
Program

Why an OzU MBA?

In an era where global economic conditions and business models are in a constant change with the new industrial revolution, successful executives should update and enrich their toolboxes for effective decision making. For this purpose, OzU provides a case-study oriented MBA program enriched with executive seminars. In addition, for candidates who want to continue their professional career in retail or real estate sectors, OzU MBA offers specialized tracks for these fields.

Prof. Dr. Ümit Özlale

» In addition to the **general MBA track, sector-focused** specializations in Retail or Real Estate.

» **More elective courses**, which give you the ability to **customize** your education.

» A **modular structure** consisting of 8-week modules, which allows you to take twice as many courses as in a normal semester structure.

» **Flexibility** to complete the program in as little as 15 and as long as 20 months.

» Ability to obtain **professional certificates** in retail and real estate at no additional cost.

» An emphasis on building **managerial skills** and **personal development** as well as cutting-edge conceptual knowledge.

» A **world-class faculty** with PhDs from top universities in the world.

» A **convenient location** in the heart of the city (at the Swissotel and Altunizade buildings).

» **Scholarships** for qualified candidates.



Tracks For Different Interests

The OzU MBA offers 3 tracks catering to different goals and interests: a general MBA track with functional concentration areas and 2 sector-focused specializations in Retail and Real Estate, respectively.

The **General MBA track** caters more to the generalist and to those who wish to specialize in a functional area. Students in this track can focus on a particular functional **such as marketing, finance, operations and management organization** if they choose to do so.

The **sector-focused specializations in Retail and Real Estate**, on the other hand, are tailored for those who wish to deepen their knowledge in a particular sector. Each track is tailored to the needs of different groups.

No matter which alternative you choose, the OzU MBA offers you an unparalleled combination of quality, flexibility, choice, convenience and value.

RETAIL SPECIALIZATION				
MODULE	COURSES			
Pre-Term	Managerial Skills Workshops & Orientation			
Module 1	Managing and Leading Organizations	Business Statistics	Macroeconomics for Global Economy	EXECUTIVE SEMINARS
Module 2	Operations Management	Marketing Management	Financial Accounting	
Module 3	Data, Models and Decisions	Finance	Business Ethics	MBA CAPSTONE PROJECT & MBA CAPSTONE PROJECT PROPOSAL
Module 4	Strategic Management	Retail Fundamentals	Real Estate Development and Project Financing	
Module 5/1	Real Estate Economics and Market Analysis	Valuation and Real Estate Investment		
Module 5/2	Elective 1	Elective 2		
Module 6	Elective 3	Elective 4	Elective 5	

Our **Retail Specialization** is designed for professionals who work in the retail sector and are seeking to boost their career progress within the sector by gaining in-depth knowledge. The program is coordinated with the **Alp Alkaş Retail and Real Estate Center** (aARREC), which provides the opportunity for regular interaction with representatives from the industry.

The program complements academic knowledge with practical insights through regular interaction with leaders from the sector.

The Retail specialization features **4 area core courses** (see table above) and 5 electives, which can be taken within the area, or in other subjects.

REAL ESTATE SPECIALIZATION				
MODULE	COURSES			
Pre-Term	Managerial Skills Workshops & Orientation			
Module 1	Managing and Leading Organizations	Business Statistics	Macroeconomics for Global Economy	EXECUTIVE SEMINARS
Module 2	Operations Management	Marketing Management	Financial Accounting	
Module 3	Data, Models and Decisions	Finance	Business Ethics	MBA CAPSTONE PROJECT & MBA CAPSTONE PROJECT PROPOSAL
Module 4	Strategic Management	Retail and Real Estate Management	Retail Fundamentals	
Module 5/1	Accounting and Lease in Retail Properties	Retail Operations		
Module 5/2	Elective 1	Elective 2		
Module 6	Elective 3	Elective 4	Elective 5	

Like the Retail Specialization, the **Real Estate Specialization** offers participants to gain in-depth knowledge in the field of real estate valuation, investment and management, and is coordinated with the **Alp Alkaş Retail and Real Estate Center** (aARREC).

The Real Estate specialization features **4 area core courses** (see table above) and 5 electives, which can be taken within the area, or in other subjects.

Through our coordination with aARREC, students in Retail and Real Estate tracks are able to take classes offered in the Retail and Real Estate Certificate Program and to **obtain the certificate at no additional cost**.

In addition, they interact regularly with industry leaders and sector representatives through the guest speakers and events organized by the center.

Required Courses

- Financial Accounting
- Management Accounting and Control
- Macroeconomics for Global Economy
- Economics for Managers
- Corporate Finance
- Strategic Financial Management
- Business Ethics and Corporate Social Responsibility
- Managing and Leading Organizations
- Business Statistics
- Strategy and the Business Landscape
- Marketing Management
- Marketing Strategy
- Operations Management

Elective Courses

Elective courses vary depending on the availability and preferences of faculty members. In three modules, several electives are made available to participants. Program participants are then polled to determine which of the available elective courses will be offered each term. The following is a sample of elective courses made available in the previous years:

- Country Economic Analysis
- Mergers and Acquisitions and Private Equity
- Competitive Management Strategy
- Return on Marketing Investment
- Demystifying Turkish Economic Data
- New Product Development
- Managing Multicultural Teams
- Distribution Channels
- Behavioral Decision Making
- Career Management
- Motivation, Incentives and Creativity
- International Strategy and Organization
- International Entrepreneurship
- Design Thinking
- Integrated Marketing Communications
- Consumer Insights
- Strategic Brand Management
- Personal Selling and sales Management
- Market Research
- Marketing for Profits
- Customer Experience Strategy
- Supply Chain Management
- Project Management
- Retail Operations
- Service Operations Management
- Revenue Management

Admission Requirements

Application Requirements

The following are required in order to be eligible to apply to the OzU MBA program:

- » A bachelor degree
- » Excellent command of written and spoken English

Application Documents consist of the following:

- » Online Application Form
- » Diploma
- » Transcript of Grades
- » CV / Resume
- » Letters of Recommendation
- » English Proficiency Test Score
- » Supplemental Information

Applicants who pass the initial screening will be invited for an in-person interview.

Online Application

Before beginning the online application, please read the Admissions section and application instruction thoroughly.

Online applications can be completed in multiple sessions.

Simply save your work and come back to the application at a later time.

Application Deadlines

Please refer to our website:

gsb.ozyegin.edu.tr

Applications will be considered on a rolling basis.

MBA PROGRAM		
EXAM	SCORE	VALIDITY
TOEFL – IBT	Minimum 78 points <small>(minimum 20 points from the written section)</small>	2 Years
KPDS / ÜDS /YDS e-YDS / YÖK-DİL	Minimum 65 points	5 Years
TRACE	Minimum 70 points	2 Years