

Department of International Relations / Department of International Relations /						
Course Code	Course Name	Teorical	Practice	Laboratory	Credits	ECTS
IR321	INTERNATIONAL BUSINESS	3.00	0.00	0.00	3.00	5.00
Course Detail						
Course Language	: English					
Qualification Degree	: Bachelor					
Course Type	: Optional					
Preconditions	: Not					
Objectives of the Course	: Understanding the basic concepts such as international business, international trade, international environment and gaining theoretical knowledge about the international forces that affect these concepts.					
Course Contents	: This course covers the fundamental concepts and terminology of international business management. Topics covered include the international environment, intercultural communication, strategy formulation in international and global operations, global alliances and strategy implementation, and the structures and control mechanisms of international organizations.					
Recommended or Required Reading	: Suggested articles and PowerPoint slides					
Planned Learning Activities and Teaching Methods	: Lecture, Question-Answer, Interaction, end-of-course quizzes, discussion					
Recommended Optional Programme Components	: It is recommended that you read before class.					
Course Instructors	: Prof. Dr. Hakan Vahit Erkutlu					
Instructor's Assistants	: There are no teaching assistants teaching the course.					
Presentation Of Course	: Theoretical-Face to Face					
Update Date	: 9/4/2025 3:11:20 PM					
Dosya İndirilme Tarihi	: 9/23/2025					

Course Outcomes
Upon the completion of this course a student :
1 can understand historical development of international business and its basic concepts.
2 can understand international business environment, and process & reasons of internationalization
3 Can use the knowledge in business life.

Preconditions						
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Weekly Contents						
	Teorical	Practice	Laboratory	Preparation Info	Teaching Methods	Course Learning Outcomes
1.Week	*Introduction to Business			*Please read the course content and ECTS information before you arrive. Presentations: Unit 1	*Lecture, Discussion, Question and Answer,	Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2
2.Week	*Global environment			*Please read the course content and ECTS information before you arrive. Presentations: Unit 3	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2
3.Week	*Business ethics			*Please read the course content and ECTS information before coming. Presentations: Unit 6.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
4.Week	*Business types (ownership)			*Please read the course content and ECTS information before you arrive. Presentations: Unit 7	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3

	Teorical	Practice	Laboratory	Preparation Info	Teaching Methods	Course Learning Outcomes
5.Week	*Business types (ownership)			*Please read the course content and ECTS information before you arrive. Presentations: Unit 7	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
6.Week	*Entrepreneurship			*Please read the course content and ECTS information before coming. Presentations: Unit 8.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
7.Week	*Reviewing			*Please read the course content and ECTS information before coming. Presentations: Units 1, 3, 6, 7 and 8.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
8.Week	*Management			*Please read the course content and ECTS information before coming. Presentations: Unit 9.		Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
9.Week	*Management			*Please read the course content and ECTS information before coming. Presentations: Unit 9.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
10.Week	*Motivating employees			*Please read the course content and ECTS information before coming. Presentations: Unit 10.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
11.Week	*Motivating employees			*Please read the course content and ECTS information before coming. Presentations: Unit 10.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
12.Week	*Team work and communication			*Please read the course content and ECTS information before coming. Presentations: Unit 11.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
13.Week	*Team work and communication			*Please read the course content and ECTS information before coming. Presentations: Unit 11.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3

	Teorical	Practice	Laboratory	Preparation Info	Teaching Methods	Course Learning Outcomes
14.Week	*Human Resources Management			*Please read the course content and ECTS information before coming. Presentations: Unit 15.	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3
15.Week	*Reviewing			*Please read the course content and ECTS information before coming. Presentations: Units 1, 3, 6, 7, 8, 10,11 and 15..	*Lecture, Discussion, Question and Answer	Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3

Assesment Methods %
1 Ara Sınav : 40.000
3 Final : 60.000

ECTS Workload			
Activities	Count	Time(Hour)	Sum of Workload
Vize	1	1.00	1.00
Final	1	1.00	1.00
Derse Katılım	3	14.00	42.00
Ders Öncesi Bireysel Çalışma	2	14.00	28.00
Ders Sonrası Bireysel Çalışma	14	2.00	28.00
Ara Sınav Hazırlık	6	4.00	24.00
Final Sınavı Hazırlık	8	4.00	32.00
			Total : 156.00
			Sum of Workload / 30 (Hour) : 5
			ECTS : 5.00

Program And OutcomeRelation																			
	P.O. 1	P.O. 2	P.O. 3	P.O. 4	P.O. 5	P.O. 6	P.O. 7	P.O. 8	P.O. 9	P.O. 10	P.O. 11	P.O. 12	P.O. 13	P.O. 14	P.O. 15	P.O. 16	P.O. 17	P.O. 18	P.O. 19
L.O. 1	0	3	0	0	0	4	0	0	0	0	0	0	0	0	0	0	4	0	0
L.O. 2	0	4	0	0	0	4	0	0	0	0	0	0	0	0	0	0	4	0	0
L.O. 3	0	3	0	0	0	4	0	0	0	0	0	0	0	0	0	0	4	0	0
Avarage	0	3.33	0	0	0	4.00	0	0	0	0	0	0	0	0	0	0	4.00	0	0

BEWARE OF PLAGIARISM! Please pay attention to proper academic citation rules and avoid plagiarism, an unethical and academically fraudulent behavior, when completing reports, assignments, or other academic works, and it is treated with the same disciplinary action as cheating in a classroom setting. It is imperative to refrain from presenting another person s ideas, language, expressions, or any other form of intellectual property as your own. Regardless of quality, your assignments/projects/research should reflect your original work. Perfection is not a requirement, and in case of any uncertainties regarding academic writing guidelines, you may seek clarification from your course instructor.

Engel Durumu/Uyarlama Talebi : Engel durumuna ilişkin herhangi bir uyarlama talebinde bulunmak isteyen öğrenciler, dersin öğretim elemanı ya da Nevsehir Engelli Öğrenci Birimi ile en kısa sürede iletişime geçmelidir.