# AYDIN ADNAN MENDERES UNIVERSITY
## COURSE INFORMATION FORM

| Course Title | | Management and Organization | | | | | |
|---|---|---|---|---|---|---|---|
| Course Code | | İY203 | | Couse Level | Short Cycle (Associate's Degree) | | |
| ECTS Credit | 3 | Workload | 75 *(Hours)* | Theory | 2 | Practice | 0 | Laboratory | 0 |
| Objectives of the Course | | In this course, it is aimed to teach students the basic knowledge and theories about management and organization in businesses and contemporary approaches on this issue. | | | | | |
| Course Content | | Management related concepts, birth and historical development of management science, management functions, contemporary approaches to management and organization | | | | | |
| Work Placement | | N/A | | | | | |
| Planned Learning Activities and Teaching Methods | | | Explanation (Presentation), Discussion, Case Study | | | | |
| Name of Lecturer(s) | | | | | | | |

## Assessment Methods and Criteria

| Method | Quantity | Percentage (%) |
|---|---|---|
| Midterm Examination | 1 | 40 |
| Final Examination | 1 | 70 |

## Recommended or Required Reading

| 1 | Lecture Notes |
|---|---|

| Week | Weekly Detailed Course Contents | |
|---|---|---|
| 1 | Theoretical | Management Concepts |
| 2 | Theoretical | The Birth and Historical Development of Management Science |
| 3 | Theoretical | Modern Organization Theory |
| 4 | Theoretical | Management Functions, Planning |
| 5 | Theoretical | Organizing |
| 6 | Theoretical | Orientation |
| 7 | Theoretical | Coordination and Control |
| 8 | Intermediate Exam | Midterm Exam |
| 9 | Theoretical | Genel Tekrar |
| 10 | Theoretical | Contemporary Approaches to Management and Organization |
| 11 | Theoretical | Network Organizations |
| 12 | Theoretical | Change Engineering |
| 13 | Theoretical | Using Outside Resources |
| 14 | Theoretical | Learning Organizations |
| 15 | Theoretical | Knowledge Management |
| 16 | Final Exam | Learning Organizations |

## Workload Calculation

| Activity | Quantity | Preparation | Duration | Total Workload |
|---|---|---|---|---|
| Lecture - Theory | 14 | 1 | 1 | 28 |
| Reading | 1 | 0 | 26 | 26 |
| Midterm Examination | 1 | 0 | 7 | 7 |
| Final Examination | 1 | 0 | 14 | 14 |
| | | | Total Workload (Hours) | 75 |
| | | | [Total Workload (Hours) / 25*] = **ECTS** | 3 |

*25 hour workload is accepted as 1 ECTS*

## Learning Outcomes

| 1 | They can provide the ability to analyze and design a process towards a defined goal. |
|---|---|
| 2 | They can gain the ability to make interdisciplinary and interdisciplinary teamwork. |

| 3 | They can gain the ability to analyze data and interpret results. |
|---|---|
| 4 | They can show verbal and written contact information. |
| 5 | He / she can bring solutions to problems that may arise in business life, and can take responsibility as a team member. |

**Programme Outcomes** *(Retail Sale and Store Management)*

| 1 | To have sufficient knowledge about retailing and store management. |
|---|---|
| 2 | Having the ability to communicate effectively with the customer. |
| 3 | To be able to identify and solve problems in retailing. |
| 4 | Learning about store management and store atmosphere. |
| 5 | Analyzing and interpreting consumer behaviors. |
| 6 | To have professional ethics and responsibility consciousness. |
| 7 | Having information about personal sales techniques. |
| 8 | Getting enough information about store design and settlement. |
| 9 | Awareness of the necessity of life-long learning; Social media, technology retailing and electronic retailing. |
| 10 | Ability to work effectively as a team, gain self-confidence to take responsibility. |

**Contribution of Learning Outcomes to Programme Outcomes** *1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High*

|      | L1 | L2 | L3 | L4 | L5 |
|------|----|----|----|----|----|
| P1   | 5  | 5  | 4  | 5  | 3  |
| P2   | 4  | 3  | 3  | 3  | 4  |
| P3   | 5  | 4  | 5  | 4  | 3  |
| P4   | 4  | 5  | 4  | 5  | 5  |
| P5   | 5  | 4  | 5  | 3  | 4  |
| P6   | 4  | 5  | 4  | 4  | 5  |
| P7   | 5  | 4  | 5  | 5  | 2  |
| P8   | 4  | 5  | 4  | 4  | 5  |
| P9   | 4  | 4  | 5  | 5  | 4  |
| P10  | 5  | 5  | 4  | 4  | 5  |