



## AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Commercial Mathematics							
Course Code		BSO108		Couse Level		Short Cycle (Associate's Degree)			
ECTS Credit	2	Workload	51 ( <i>Hours</i> )	Theory	1	Practice	1	Laboratory	0
Objectives of the Course		Ratio, Proportion, Percentage and per thousand to teach concepts							
Course Content		Simple interest, rate, ratio, percentage of cost and sales.							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Individual Study					
Name of Lecturer(s)		Ins. Erhan KOCA							

### Assessment Methods and Criteria

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

### Recommended or Required Reading

1	Ticari Matematik Dr. Sıdıka Parlak
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Week	Weekly Detailed Course Contents	
1	Theoretical	Ratio - Proportion
2	Theoretical	Ratio - Proportion
3	Theoretical	Percentage calculations
4	Theoretical	Percentage calculations
5	Theoretical	Cost - Profit - Loss Problems
6	Theoretical	Cost - Profit - Loss Problems
7	Theoretical	question solution
8	Theoretical	Midterm
9	Theoretical	An overview
10	Theoretical	mixing problems
11	Theoretical	mixing problems
12	Theoretical	alloy problems
13	Theoretical	simple interest
14	Theoretical	compound interest
15	Theoretical	discount accounts
16	Final Exam	Work Week

### Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	1	0	14	14
Lecture - Practice	1	0	14	14
Midterm Examination	1	7	1	8
Final Examination	1	14	1	15
Total Workload (Hours)				51
[Total Workload (Hours) / 25*] = ECTS				2

\*25 hour workload is accepted as 1 ECTS

### Learning Outcomes

1	
2	
3	



4	.
5	.

**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	4	4	3	3
P2	4	5	5	5	5
P3	5	4	4	3	4
P4	5	4	5	5	5
P5	4	4	5	4	4
P6	4	5	4	4	5
P7	4	4	4	3	4
P8	5	4	4	5	5
P9	4	5	4	4	4
P10	5	4	5	5	5

