



# ÇANKAYA UNIVERSITY

## Faculty of Economics and Administrative Sciences

### Course Definition Form

#### Part I. Basic Course Information

Department Name	MANAGEMENT	Dept. Numeric Code	3	2			
Course Code	M A N 4 1 7	Number of Weekly Lecture Hours	3	Number of Weekly Lab/Tutorial Hours	-	Number of Credit Hours	3
Course Web Site		ECTS Credit		0	5		

#### Course Name and Other Course Information

*This information will appear in the printed catalogs and on the web online catalog.*

English Name	Business Simulation and Games
Turkish Name	İşletme Simülasyon ve Oyunları
Mode of Delivery	Face to face
Language of Instruction	English

#### Course Description

*Provide a brief overview of what is covered during the semester. This information will appear in the printed catalogs and on the web online catalog. Maximum 60 words.*

In today's business environment, there exist important and rapid changes. Therefore, it is necessary for students as future managers to develop different cognitive and problem solving skills, to be ready when they are faced with such situations. In order to understand decision making in complex situations, business games and simulations are beneficial tools for the students, who do not have prior experience in real business situations. The developing information and communication technologies present opportunities for the analysis of different cases. Utilizing these technologies, the main purpose of this lecture is to develop competencies of students by applying problem solving techniques for business analysis, based on case study approach. It is expected that students will apply the related concepts and techniques that they learned previously, to the computer aided simulations. Since the students will work in teams, this lecture will also enhance their team-work capabilities.

<b>Prerequisites</b> (if any) <i>Give course codes and check all that are applicable.</i>	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
	<input checked="" type="checkbox"/> Consent of the Instructor	<input type="checkbox"/> Senior Standing	<input type="checkbox"/> Give others, if any. <span style="border: 1px solid black; padding: 2px;">Prior knowledge of management concepts is strongly recommended.</span>	
<b>Co-requisites</b> (if any)	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
<b>Course Type</b> <i>Check all that are applicable</i>	<input type="checkbox"/> Must course for dept. <input type="checkbox"/> Must course for other dept.(s) <input checked="" type="checkbox"/> Elective course for dept. <input checked="" type="checkbox"/> Elective course for other dept.(s)			

**Part II. Detailed Course Information****Course Objectives***Maximum 100 words.*

Objectives of this course are;

- Explain internal and external influences on businesses
- Describe the critical factors that contribute to the success of businesses
- Analyze the impact of different strategies on businesses
- Assess the relations of key business functions
- Evaluate various information for hypothetical business situations

**Learning Outcomes***Explain the learning outcomes of the course. Maximum 10 items.*

Upon completion of this course, students will be able to complete the following key tasks:

- Assess businesses as a whole
- Analyze and syntheses of information
- Recognize the competitive position of the businesses
- Understand the impacts of decisions on business success or failure

**Textbook(s)***List the textbook(s), if any, and other related main course material.*

Author(s)	Title	Publisher	Publication Year	ISBN

**Reference Books***List, if any, other reference books to be used as supplementary material.*

Author(s)	Title	Publisher	Publication Year	ISBN

**Teaching Policy***Explain how you will organize the course (lectures, laboratories, tutorials, studio work, seminars, etc.)*

Today, management is thought through two types of education systems. The first one which is a widespread education type, consists of students to learn the concepts from books, in-class discussions about business cases and assessments by exams. With the next education system, students' are involved within practice instead of a theoretical background. In this lecture, teaching is not based on lecturing, but it includes discussions about the results of students' choices; besides students will present how they managed their hypothetical business.

**Laboratory/Studio Work***Give the number of laboratory/studio hours required per week, if any, to do supervised laboratory/studio work and list the names of the laboratories/studios in which these sessions will be conducted.*

The lecture will be conducted in laboratory settings since students will use computers for their decisions.

**Computer Usage***Briefly describe the computer usage and the hardware/software requirements for the course.*

For a long time, different business games and simulations are used for University education. CAPSIM Business Management Simulations will be used for this lecture.

<b>Course Outline</b> <i>List the weekly topics to be covered.</i>	
Week	Topic(s)
1	Business Simulation Introduction
2	Definition of Business Strategy
3	Decisions about Production and Research & Development (I)
4	Decisions about Marketing (I)
5	Decisions about Finance (I)
6	Decisions about Human Resources (I)
7	Decisions about Total Quality Management (I)
8	Revision of Business Strategy
9	Decisions about Production and Research & Development (II)
10	Decisions about Marketing (II)
11	Decisions about Finance (II)
12	Decisions about Human Resources (II)
13	Decisions about Total Quality Management (II)
14	Team Presentations

<b>Grading Policy</b> <i>List the assessment tools and their percentages that may give an idea about their relative importance to the end-of-semester grade.</i>								
Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage
Situation Reports	10	30%						
Team Presentation	1	35%						
Final Report	1	35%						

<b>ECTS Workload</b> <i>List all the activities considered under the ECTS.</i>			
Activity	Quantity	Duration (hours)	Total Workload (hours)
Attending Lectures ( <i>weekly basis</i> )	-	-	-
Attending Labs/Recitations ( <i>weekly basis</i> )	14	3	42
Compilation and finalization of course/lecture notes ( <i>weekly basis</i> )	14	0,5	7
Collection and selection of relevant material ( <i>once</i> )	1	2	2
Self study of relevant material ( <i>weekly basis</i> )	14	1	14
Take-home assignments	-	-	-
Preparation for quizzes	-	-	-
Preparation for mid-term exams ( <i>including the duration of the exams</i> )	-	-	-
Preparation of term paper/case-study report ( <i>including oral presentation</i> )	12	1	12
Preparation of term project/field study report ( <i>including oral presentation</i> )	1	20	20
Preparation for final exam ( <i>including the duration of the exam</i> )	1	25	25
<b>TOTAL WORKLOAD / 25</b>			<b>122</b>
<b>ECTS Credit</b>			<b>5</b>

<b>Program Qualifications vs. Learning Outcomes</b> Consider the program qualifications given below as determined in terms of learning outcomes and acquisition of capabilities for all the courses in the curriculum. Look at the learning outcomes of this course given above. Relate these two using the Likert Scale by marking with X in one of the five choices at the right.						
No	Program Qualifications	Contribution				
		0	1	2	3	4
1	Acquire detailed knowledge concerning the economic and legal environment in which the business entities operate.		X			
2	Have profound theoretical background knowledge in basic business functions comprising organization and management, accounting, finance, marketing, and production and operations management.		X			
3	Obtain basic and intermediate level knowledge in quantitative techniques and methods that are predominantly used in business and management.	X				
4	Have more specific knowledge in one of the business functions (including the mastery of quantitative approaches) that he/she has chosen to specialize.			X		
5	Be able to apply the professional knowledge necessary to establish and/or run a business, or a department within a business entity.					X
6	Be able to collect, edit, analyze, and interpret the representative data by applying both qualitative and quantitative methods in order to identify and clearly define the business problems and to develop insight and solutions.					X
7	Be able to adequately communicate upon analyses, findings, inferences, and recommendations with his/her superiors, team members, colleagues, and subordinates both in written and oral form.					X
8	Be thereby qualified to conduct research in business administration and management.				X	
9	Be appropriately trained to fulfill his/her responsibilities in team work both as a leader and an expert.					X
10	Acquire the necessary skills to communicate effectively with the stakeholders of an organization so that he/she can become capable of analyzing the needs of the stakeholders and based on these analyses developing the objectives of the organization.			X		
11	Gain self-evaluation skills to identify exactly his/her self-learning and self-improvement needs, being at the same time equipped with the capacity to follow advanced courses and degree studies.					X
12	Gain the ability to evaluate the organization that he/she is affiliated with and the ability to assess the knowledge that he/she has acquired in a critical perspective.					X
13	Be able to use English, which is the medium of instruction in the department, at least in European Language Portfolio B1 General Level.					X
14	Be able to use information technologies applicable to business administration and management at European Computer Usage License Basic Level.					X
15	Be directed towards the behavioral patterns and responsibilities of a business administrator in terms of quality awareness, occupational safety and health, in-service training, environmental issues, social responsibilities, and social, organizational and business ethics.		X			
16	Be inclined to encourage innovation and continuous improvement within the organization in which he/she takes responsibilities.			X		

Scale for contribution to a qualification: 0-none, 1-little, 2-moderate, 3-considerable, 4-highest