

**OSTİM TECHNICAL UNIVERSITY  
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES  
INTERNATIONAL TRADE AND FINANCE  
COURSE SYLLABUS FORM  
2022-2023 SPRING**

<b>PSYC 101 Introduction to Psychology</b>							
<b>Course Name</b>	<b>Course Code</b>	<b>Period</b>	<b>Hours</b>	<b>Application</b>	<b>Laboratory</b>	<b>Credit</b>	<b>ECTS</b>
Introduction to Psychology	PSYC-101	2	2	0	0	3	3

<b>Language of Instruction</b>	English
<b>Course Status</b>	Compulsory
<b>Course Level</b>	Bachelor
<b>Learning and Teaching Techniques of the Course</b>	Lectures, Question-Answer, Presentations, Videos, and Case Studies
<b>Class Time/Classroom</b>	
<b>Instructor</b>	Dr. Selami KOÇAL
<b>Office</b>	
<b>E-mail</b>	selami.kocal1979@gmail.com
<b>Office Hours</b>	by e-mail
<b>Teaching Assistants</b>	

<b>Course Objective</b>
This course aims to understand the importance of basic concepts of psychology and its effects on business life. After taking this course, students will demonstrate familiarity with the major concepts, theoretical perspectives, empirical findings, and historical trends in psychology. Students will be able to make sense of the psychological aspect of employee behaviors in the work setting.

<b>Learning Outcomes</b>
<p>Upon successful completion of this course, students will be able to:</p> <ul style="list-style-type: none"> <li>- Understand the basic concepts of psychology.</li> <li>- Explore the usage areas of psychology in business life.</li> <li>- Evaluate the role of psychology in today's competitive business environment.</li> <li>- Know subjects such as personality, attention, memory, decision-making, emotions, motivation, perception, and learning.</li> <li>- Identify how psychology can solve a business problem.</li> <li>- Identify the major psychological challenges to building and using psychology in organizations</li> <li>- Understand how knowing psychological concepts and means can solve a business problem</li> </ul>

<b>Course Outline</b>
The course starts with an introduction to psychology and the importance of psychology in understanding humans. Topics include factors that influence perception, the link between perception and individual decision-making, using the principles of learning to understand everyday behavior, cues to improve memory, sources of emotions, theories of motivations, defining and measuring personality, and making

sense of ourselves and others.

Weekly Topics and Related Preparation Studies		
Weeks	Topics	Preparation Studies
1	Course Introduction Reviewing Course Syllabus and Rules	<ul style="list-style-type: none"> <li>- What is Psychology?</li> <li>- Why learn Psychology?</li> </ul>
2	The Science of Psychology (Ciccarelli and White, Chap.1: pp.48-63)	<ul style="list-style-type: none"> <li>- Psychology as a Science</li> <li>- The evolution of psychology: history, approaches, and questions</li> </ul>
3	The Biological Perspective (Ciccarelli and White, Chap.2: pp.94-131)	<ul style="list-style-type: none"> <li>- The neuron is the building block of the nervous system</li> <li>- Our brains control our thoughts, feelings, and behavior</li> <li>- Psychologists study the brain using many different methods</li> <li>- Putting it all together: the nervous system and the endocrine system</li> </ul>
4	Perception and Individual Decision Making (Robbins and Judge, Chap. 5: pp.57-67) <b>(Quiz 1)</b>	<ul style="list-style-type: none"> <li>- Factors that influence perception</li> <li>- Person perception: making judgments about others</li> <li>- The link between perception and individual decision making</li> <li>- Decision-making in organizations</li> <li>- Ethics and creativity in decision making</li> </ul>
5	Attention (Goldstein, Chap. 4)	<ul style="list-style-type: none"> <li>- Selective attention</li> <li>- Divided attention</li> <li>- Attention and visual perception</li> <li>- Overt attention</li> <li>- Covert attention</li> <li>- Feature integration theory</li> </ul>
6-7	Learning (Ciccarelli and White, Chap.5: pp.232-267) <b>(Quiz 2)</b>	<ul style="list-style-type: none"> <li>- Learning by association: classical conditioning</li> <li>- Changing behavior through reinforcement and punishment: operant conditioning</li> <li>- Learning by insight and observation</li> <li>- Using the principles of learning to understand everyday behavior</li> </ul>

<b>8</b>	<b>MIDTERM EXAM</b>	
9-10	Memory (Ciccarelli and White, Chap.6)	<ul style="list-style-type: none"> <li>- Memories as types and stages</li> <li>- How we remember: cues to improving memory</li> <li>- Accuracy and inaccuracy in memory and cognition</li> </ul>
11	Emotions and Moods (Robbins and Judge, Chap. 4: 141-159) <b>(Quiz 3)</b>	<ul style="list-style-type: none"> <li>- The basics of emotions and moods</li> <li>- Sources of emotions and moods</li> <li>- The Function of Emotions</li> </ul>
12-13	Motivation Concepts (Robbins and Judge, Chap. 7)	<ul style="list-style-type: none"> <li>- Early theories of motivations</li> <li>- Contemporary theories of motivations</li> </ul>
14-15	Personality (Robbins and Judge, Chap. 5) <b>(Quiz 4)</b>	<ul style="list-style-type: none"> <li>- Defining &amp; measuring personality</li> <li>- Personality determinants</li> <li>- The Big Five Personality Model</li> <li>- Core self-evaluation</li> <li>- Self-monitoring &amp; proactive personality</li> <li>- Machiavellianism and Narcissism</li> </ul>
16	<b>FINAL EXAM</b>	

<b>Textbook(s)/References/Materials:</b>
<ol style="list-style-type: none"> <li>1. Ciccarelli, S. K. and White, J. N. (2014). <b>Psychology</b>. Pearson New International Edition. Third Edition.</li> <li>2. Robbins, S. P. &amp; Judge, T. A. (2012). <b>Essentials of Organizational Behavior</b>. Pearson Eleventh Edition.</li> <li>3. Goldstein, E. B. (2011). <b>Cognitive Psychology: Connecting Mind, Research, and Everyday Experience</b>. Cengage Learning. Third Edition.</li> </ol>
<b>Supplementary References:</b>
<b>Other Materials:</b>

<b>Assessment</b>		
<b>Studies</b>	<b>Number</b>	<b>Contribution margin (%)</b>
Attendance		
Lab		
Classroom and application performance grade		
Field Study		
Course-Specific Internship (if any)		
<b>Quizzes / Studio / Critical</b>	<b>4</b>	<b>20</b>
Homework		
Presentation		
Projects		
Report		
Seminar		
<b>Midterm Exam/Midterm Jury</b>	<b>1</b>	<b>30</b>
<b>General Exam / Final Jury</b>	<b>1</b>	<b>50</b>
<b>Total</b>		<b>100</b>
<b>Success Grade Contribution of Semester Studies</b>		<b>50</b>
<b>Success Grade Contribution of End of Term</b>		<b>50</b>
<b>Total</b>		<b>100</b>

<b>ECTS / Workload Table</b>			
<b>Activities</b>	<b>Number</b>	<b>Duration (Hours)</b>	<b>Total Workload</b>
<b>Course hours (Including the exam week): 16 x total course hours)</b>	16	2	32
Laboratory			
Application			
Course-Specific Internship (if any)			
<b>Study Time Out of Class</b>			
Presentation / Seminar Preparation			
Projects			
Reports			
Assignments			
Quizzes / Studio Review	4	2	8
Preparation Time for Midterm Exams / Midterm Jury	1	7	7
Preparation Period for the Final Exam / General Jury	1	9	9
<b>Total Workload / 25</b>		<b>(56/25 = 2,24)</b>	<b>56</b>
<b>ECTS</b>		<b>3</b>	

<b>Course' Contribution Level to Learning Outcomes</b>						
<b>Nu</b>	<b>Learning Outcomes</b>	<b>Contribution Level</b>				
		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>LO1</b>	to understand the basic concepts of psychology					X

<b>L02</b>	to explore the usage areas of psychology in business life								X
<b>L03</b>	to evaluate the role of psychology in today's competitive business environment								X
<b>L04</b>	to relate psychological concepts with industrial life and worker psychology								X
<b>L05</b>	to know subjects such as intelligence, emotions, moods, personality, perception, memory and remembering, motivation, learning, decision-making, stress and health, and everyday social life.								X
<b>L06</b>	to identify the major psychological challenges to building and using psychology in organizations								X
<b>L07</b>	to understand how knowing psychological concepts and means can solve a business problem								X

<b>Relationship Between Course Learning Outcomes and Program Competencies (International Trade and Finance )</b>									
<b>Nu</b>	<b>Program Competencies</b>	<b>Learning Outcomes</b>							<b>Total Effect (1-5)</b>
		<b>L01</b>	<b>L02</b>	<b>L03</b>	<b>L04</b>	<b>L05</b>	<b>L06</b>	<b>L07</b>	
<b>1</b>	Have advanced theoretical and up-to-date knowledge in discipline-specific areas such as international trade, finance, logistics, and general business and international business such as economics, marketing, management, accounting.	X	X	X	X				4
<b>2</b>	Evaluate, follow, absorb and transfer new information in the field of international trade.		X	X	X			X	4
<b>3</b>	Conduct market research, carry out projects and develop strategies for a business to open up to international markets.		X				X	X	3
<b>4</b>	Use knowledge of national and international trade law and legislation in the management of international commercial operation processes.			X				X	2
<b>5</b>	Work independently and within an organization, using the knowledge and skills acquired in the field and adopting continuous learning.	X		X		X			3
<b>6</b>	Have the ability to apply her theoretical knowledge in real life, with the experience she will gain through practice in departments such as marketing, accounting, foreign trade, finance, logistics.	X		X				X	3
<b>7</b>	Have the theoretical knowledge to carry out export, import, customs clearance, logistics, taxation and other international trade activities within the scope of global and regional commercial and economic organizations.					X			1
<b>8</b>	Can develop a business idea, commercialize the business idea, and design and manage their own venture using their entrepreneurial knowledge		X			X		X	3
<b>9</b>	Using strategic, critical, innovative and analytical thinking skills, actively take part in the decision-making processes of the enterprise in the field of foreign trade and finance.	X	X	X				X	4

<b>10</b>	Act in accordance with ethical values, respectful to the environment, social and universal values in all activities it will carry out in its field.		X		X	X		X	4
<b>11</b>	Have the skills to follow up-to-date information at national and international level, to gather information about field, and to communicate with international institutions / organizations using her/him knowledge of English.	X		X		X			3
<b>12</b>	Gain professional competencies to take charge in national and international businesses, public and private sector organizations		X		X		X		3
<b>13</b>	Can evaluate the problems and conflicts encountered in all areas related to international trade from different perspectives with a holistic approach and produce value-based solutions.	X				X			2
<b>Total Effect</b>									<b>39</b>

<b>Policies and Procedures</b>
<p><b>Web page:</b> <a href="https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209">https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209</a>  <a href="https://www.ostimteknik.edu.tr/international-trade-and-finance-232">https://www.ostimteknik.edu.tr/international-trade-and-finance-232</a></p>
<p><b>Exams:</b> The exams aim at assessing various dimensions of learning: knowledge of concepts and theories and the ability to apply this knowledge to real-world phenomena, through analyzing the situation, distinguishing problems, and suggesting solutions. The written exams can be of two types, i.e. open-ended questions, which can also be in the form of problems or multiple-choice questions. The case could also be carried to the Dean's Office for additional disciplinary action.</p>
<p><b>Assignments:</b> Quizzes and Homework (Assignments) might be applicable. Scientific Research Ethics Rules are very important while preparing assignments. The students should be careful about citing any material used from outside sources and reference them appropriately.</p>
<p><b>Missed exams:</b> Any student missing an exam needs to bring an official medical report to be able to take a make-up exam. The medical report must be from a state hospital.</p>
<p><b>Projects:</b> Not applicable</p>
<p><b>Attendance:</b> Attendance requirements are announced at the beginning of the term. Students are usually expected to attend at least 70% of the classes during each term.</p>
<p><b>Objections:</b> If the student observes a material error in his/her grade, he/she has the right to place an objection to the Faculty or the Department. The claim is examined and the student is notified about its outcome.</p>