**OSTIM TECHNICAL UNIVERSITY**

**FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**

**COURSE SYLLABUS FORM**

**2022-2023 SPRING**

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| **ITF102**  **Introduction to Business** | | | | | | | |
| **Course Name** | **Course Code** | **Period** | **Hours** | **Application** | **Laboratory** | **Credit** | **ECTS** |
| Introduction to Spanish | SPAN102 | 2 | 3 | 0 | 0 | 3 | 5 |

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| **Language of Instruction** | Spanish |
| **Course Status** | Elective |
| **Course Level** | Bachelor |
| **Learning and Teaching Techniques of the Course** | Lecture, Question-Answer, Problem Solving, Teamwork |

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| **Course Objective** |
| The objective of this course is to provide the students develop their ability to interact in a simple way both orally and in writing; they can understand slow and clear Spanish talks and basic texts. The students also will be able to read and pronounce every Spanish written texts and they can express themselves by writing at a basic level. Other than gaining basic proficiency in writing, reading, speaking and listening, the students will also have the ability to think critically about how Spanish language works. |

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| **Learning Outcomes** | | | |
| On successful completion of this course, candidates should be able to:   1. Talk about their preferences in shopping 2. Express likes, interests, and preferences 3. Indicate location and identify places 4. Describe and compare people 5. Talk bout daily routines 6. Express obligation 7. Talk about foods and order their preferences in restaurants | | | |
| **Course Outline** | | |  |
| SPANISH 102 is the second course of the Spanish Language Program at the OSTIM Technical University. It is designed to develop basic communication skills in both oral and written Spanish for the students who have studied successfully the SPAN101 course. In this course the students continue to develop their writing, listening, speaking and reading skills; and they will learn more about Spanish speaking world culture. This course is offered both in fall and spring semestres. | | |  |
| **Weekly Topics and Related Preparation Studies** | | |  |
| **Weeks** | **Topics** | **Preparation Studies** |  |
| 1 | Review of SPAN101 Course | * Review of SPAN101 course content |  |
| 2 | Shopping | * Identify the objects * Shopping terminology * Demonstrative adjectives and pronouns (ESTE, ESTA, ESTO, ESTAS, ESTOS) * EL, LA, LOS, LAS and adjectives |  |
| 3 | Preference and shopping | * Differences between QUÉ and CUÁL/ES * Numbers from 100 * Colors * The verbs LLEVAR, IR and PREFERIR * The usage of TENER + QUE |  |
| 4 | Expressing likes and dislikes. | * The verbs GUSTAR, INTERESAR and ENCANTAR * TAMBIÉN/TAMPOCO |  |
| 5 | Speaking about personal relationships | * Possessives (MI, TU, SU etc.) * Adjectives about physical appearance and el verbo SER * Adjectives about character * Family * Quantitive adverbs (MUY, BASTANTE, UN POCO) |  |
| 6 | Daily routines | * Names of the days * Parts of the days * Irregular verbs * Reflexive verbs * Hours |  |
| 7 | Daily activities | * Reflexive verbs for daily activities * PRIMERO/DESPUÉS/LUEGO (First, after, then) * Yo también / Yo tampoco/ Yo sí/yo no (Me too, Me neither) * Adverbs NUNCA, SIEMPRE, A VECES, etc (Never, Always, Sometimes etc.) |  |
| **8** | **MIDTERM EXAM** | |  |
| 9 | Food habits and restaurant conversations | * Daily foods * Recipes of foods * Passive form with “SE” * Methods of cooking |  |
| 10 | Ask and answer questions about foods | * The verbs PONER and TRAER * The pronouns of direct objects ( Lo, la, los, las) * Typical foods of Hispanic Culture |  |
| 11 | Description of locations | * Name of the locations * Location propositions and adverbs (a, en, al lado de, lejos, cerca, etc) * Quantitive objects ( Algún, ningún, muchos, etc) |  |
| 12 | Ask and answer questions about locations and places | * Ask and answer questions for a direction. * Transportation * Adjectives to describe a place |  |
| 13 | General Review | * General Review |  |
| **16** | **FINAL EXAM** | |  |

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| **Textbook (s)/References/Materials:** | | |  |
| **Textbook:**  Jaime Corpas, Eva García, and Agustín Garmendía. Aula 1 Internacional, Nueva edición. Libro del alumno y de trabajo. | | |  |
| **Supplementary References:** Will be given by the instructor during the class | | |  |
| **Assessment** | | | |
| **Studies** | **Number** | **Contribution margin (%)** | |
| Attendance |  |  | |
| Lab |  |  | |
| Classroom and application performance grade |  |  | |
| Field Study |  |  | |
| Course-Specific Internship (if any) |  |  | |
| Quizzes / Studio / Critical |  |  | |
| Homework |  | **10** | |
| Presentation |  |  | |
| Projects |  |  | |
| Report |  |  | |
| Seminar |  |  | |
| **Midterm Exam/Midterm Jury** | **1** | **30** | |
| **General Exam / Final Jury** | **1** | **60** | |
| **Total** | | **100** | |
| **Success Grade Contribution of Semester Studies** |  | **40** | |
| **Success Grade Contribution of End of Term** |  | **60** | |
| **Total** | | **100** | |

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| **ECTS / Workload Table** | |  |  |
| **Activities** | **Number** | **Duration (Hours)** | **Total**  **Workload** |
| Course hours (Including the exam week: 16 x total course hours) | 13 | 3 | 39 |
| Laboratory |  |  |  |
| Application |  |  |  |
| Course-Specific Internship |  |  |  |
| Field Study |  |  |  |
| Study Time Out of Class | 13 | 3 | 39 |
| Presentation / Seminar Preparation |  |  |  |
| Projects |  |  |  |
| Reports |  |  |  |
| Homework | 4 | 1 | 4 |
| Quizzes / Studio Review |  |  |  |
| Preparation Time for Midterm Exam / Midterm Jury | 1 | 4 | 4 |
| Preparation Period for the Final Exam / General Jury | 1 | 4 | 4 |
| **Total Workload/25 hours** | **(120/25 = 4.8)** | | |
| **ECTS** | **5** | | |

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| **Course’ Contribution Level to Learning Outcomes** | | | | | | |
| **No** | **Learning Outcomes** | **Contribution Level** | | | | |
| **1** | **2** | **3** | **4** | **5** |
| **LO1** | Talk about their preferences in shopping |  |  |  |  | X |
| **LO2** | Express likes, interests, and preferences |  |  |  |  | X |
| **LO3** | Indicate location and identify places |  |  |  |  | X |
| **LO4** | Describe and compare people |  |  |  |  | X |
| **LO5** | Talk bout daily routines |  |  |  |  | X |
| **LO6** | Express obligation |  |  |  |  | X |
| **LO7** | Talk about foods and order their preferences in restaurants |  |  |  |  | X |

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| **Relationship Between Course Learning Outcomes and Program Competencies** | | | | | | | | | |
| **No** | **Program Competencies** | **Learning Outcomes** | | | | | | | **Total Effect (1-5)** |
| **LO1** | **LO2** | **LO3** | **LO4** | **LO5** | **LO6** | **LO7** |
| **1** | 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. |  |  |  |  |  |  |  |  |
| **2** | Evaluate, follow, absorb and transfer new information in the field of international trade. |  |  |  |  |  |  |  |  |
| **3** | Conduct market research, carry out projects and develop strategies for a business to open up to international markets. |  |  |  |  |  |  |  |  |
| **4** | Use knowledge of national and international trade law and legislation in the management of international commercial operation processes. |  |  |  |  |  |  |  |  |
| **5** | Work independently and within an organization, using the knowledge and skills acquired in the field and adopting continuous learning. |  |  |  |  |  |  |  |  |
| **6** | 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 | X | X | X | X | 7 |
| **7** | 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. |  |  |  |  |  |  |  |  |
| **8** | Can develop a business idea, commercialize the business idea, and design and manage their own venture using their entrepreneurial knowledge. |  |  |  |  |  |  |  |  |
| **9** | 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. |  |  |  |  |  |  |  |  |
| **10** | 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 | X | X | X | 7 |
| **11** | 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 and a second foreign language of her choice. | X | X | X | X | X | X | X | 7 |
| **12** | Gain professional competencies to take charge in national and international businesses, public and private sector organizations | X | X | X | X | X | X | X | 7 |
| **13** | Can evaluate the problems and conflicts encountered in all areas related to international trade from different perspectives with aholistic approach and produce value-based solutions. |  |  |  |  |  |  |  |  |
| **Total Effect** | | | | | | |  |  | 28 |

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| **Policies and Procedures** |
| **Web page: <https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209>**  **<https://www.ostimteknik.edu.tr/international-trade-and-finance-232>** |
| **Exams:** 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. |
| **Assignments:** 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. |
| **Missed exams:** 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. |
| **Projects:** Not applicable |
| **Attendance:** 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. |
| **Objections:** 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. |