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| **Course Name** | **Code** | **Semester** | **T+U** | **Credit** | **ECTS** |
| **Electronic trade** |  | 1 | 2+0 | 2 | 3 |
| Prerequisite Courses |  |
| Language of the Course | Turkish |
| Type of Course | Field Elective |
| Course Coordinator |   |
| Instructor |  |
| Course Assistants |  |
| The aim of lesson | The main purpose of this course is to enable students to learn about marketing activities carried out in electronic environment and their different aspects from traditional marketing activities and tools, and to have the knowledge and competence to carry out marketing applications in electronic environment. |
| Course Learning Outcomes | At the end of this course, the student;1. Gains knowledge about electronic commerce.
2. Defines concepts related to digital marketing.
3. Learns the structure of consumer behavior in the digital environment.
4. Outlines marketing mix strategies in the digital environment.
5. Explains the types of digital marketing in detail.
 |
| Course Content | Transformation from primitive society to information society, industrial economy and information economy, characteristics of information economy, e-commerce concept, e-commerce types, digital consumer and digital consumer behavior, transition from traditional marketing to digital marketing: from marketing 1.0 to marketing 4.0, electronic marketing mix, online ads, search engine marketing, website marketing, email marketing, social media marketing, mobile and viral marketing. |
| **Weeks** | **Topics** |
| 1 | Transformation from Primitive Society to Information Society |
| 2 | Industrial Economy and Knowledge Economy |
| 3 | Characteristics of the Knowledge Economy |
| 4 | E-Commerce Concept |
| 5 | Types of E-Commerce |
| 6 | Digital Consumer and Digital Consumer Behaviors |
| 7 | Transitioning from Traditional Marketing to Digital Marketing: From Marketing 1.0 to Marketing 4.0 |
| 8 | Electronic Marketing Mix |
| 9 | Online Ads |
| 10 | Search Engine Marketing |
| 11 | Website Marketing |
| 12 | Email Marketing |
| 13 | Social Media Marketing |
| 14 | Mobile and Viral Marketing |

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| **General Competencies** |
| Students are expected to understand the main topics of this course and use it in their fields and applications. |
| **resources** |
| Günsoy, B., Ekergil, V., Öztürk, AS, Okan, N., Yıldırım, Z., Kağnıcıoğlu, CH, Karagül, AA (2013). *Electronic commerce* . (Editor: Arman Aziz Karagül) Anadolu University. Publications.Ryan, D. (2017). *Digital marketing* . (Translated by Mehmet Murat Kemaloğlu) Turkey IsBank Culture Publications. |
| **Evaluation System** |
| It is stated in the syllabus at the beginning of the semester. |

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| **WITH PROGRAM LEARNING OUTCOMES****COURSE LEARNING OUTCOMES RELATIONSHIP TABLE** |
|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** | **PO6** | **PO7** | **PO8** | **PO9** | **PO10** |
| **LO1** |  | - | 2 | 1 | - | 1 | 3 | 1 | 2 | - |
| **LO2** | 2 | - | 2 | - | - | - | 3 | 2 | 1 | - |
| **LO3** | 1 | - | 1 | - | - | - | 3 | 3 | 2 | 1 |
| **LO4** | 1 | - | 1 | 1 | - | 1 | 2 | 3 | 2 | 1 |
| **LO5** | 1 | - | 1 | - | - | - | 3 | 1 | 1 | 1 |
| **REVENGE: Learning Outputs OP: Program Outputs** |
| **Contribution****level** | **1 Very Low** | **2 Low** | **3 Medium** | **4 High** | **5 Very High** |

Relation of Program Outcomes and Related Course

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **lesson** | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** | **PO6** | **PO7** | **PO8** | **PO9** | **PO10** |
| **Electronic Trade** | 1 | - | 1 | - | - | - | 3 | 2 | 2 | 1 |

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