SABANCI MASTERS in FINANCE
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Sabancı Masters in Finance Program (MiF) provides students with the essential skills to respond to the challenges of the ever-developing finance industry. An important distinguishing element of our program is its emphasis on practical training, with a strong emphasis on empirical research that will be conducted in CAFE - the first financial laboratory of Turkey as well as supplementing standard courses on concepts and theory. The program has been so far a success story. Program alums have been doing well in first placement and career progress. Our reputation among employers have been no less than superb. If you are interested in a career in finance, MiF is the right place to start.

Füsun Ülengin  
Dean, Sabancı School of Management

START STRONG, CLIMB FAST

JOIN THE SABANCI MASTERS IN FINANCE COMMUNITY

As the fastest growing financial center in Eastern Europe and the Middle East, Istanbul has many diverse, vibrant, global organizations and financial institutions. Sabancı University School of Management has close ties to this community, and the Masters in Finance students have access to a broad range of partnerships, recruiters, and career opportunities.

“Sabancı MiF graduates make a difference. We put novel ideas into practice and shape the future.”

Eser Demir  
MiF Class of 2010  
BA, Business Administration, Izmir University of Economics  
Current Position: Business Transformation Specialist, HSBC

“What makes the MiF Program unique is the importance it gives to practice as much as the theory. I always wanted a masters program that would help prepare me with the right skills for the business life; and the MiF Program has very much fulfilled my expectations. The internship, seminars, and advisory board support help students to understand different job opportunities and career paths available in Finance and to find the most suitable one for themselves. The MiF also provides important technical skills with intensive courses and gives the unique experience of a real-time trading room with CAFE.”

Nazlı Deniz Ödevoğlu  
MiF Class of 2009  
BSc, Manufacturing Systems Engineering, Sabancı University  
Current Position: Financial Accounting Manager, British American Tobacco Turkey
PROGRAM HIGHLIGHTS

- 10-month intensive full-time program
- Hands-on practical training
- State-of-the-art finance laboratory, CAFE
- Excellent placement record
- Strong ties with finance industry
- Approved participant in the CFA® Institute University Recognition Program
- Research-oriented faculty
- Managerial skills workshops

“...I strongly believe MiF provided me an excellent experience with high level education standards. It is definitively a worthy investments to start a brilliant career in the Turkish and global finance environment. Sabancı University is a leading finance education environment among the top universities in Middle East and Europe given the high degree of professionalism and competence skills of the professors, challenging and stimulating classrooms, and tools provided to students. One of the key add-values of the MiF is the chance to experience the CFA Research Challenge and CFA Exam in just 10 months without any substantial financial disbursement - competitive advantages over the other fresh graduates in starting a career in the finance sector”

Jacopo Gadani
MiF Class of 2014
BA, Business and Economics, Bologna University
Current Position: Analyst, Odin Financial Advisors
SKILLS-ORIENTED PROGRAM

The Masters in Finance program is designed with a goal of furnishing students with all the essential skills needed for a successful career in finance.

CURRICULUM COMPONENTS

Proficiency in Financial Theory and Applications:
With rigorous course sequences in Investments and Corporate Finance fields, MiF program aims to deliver theoretical foundations with a practical perspective.

Understanding the Financial Environment:
Practicum seminars with a focus on local and global industry practices are delivered by experienced professionals from the industry. The internship requirement provides students with the opportunity to learn by doing.

Building a Financial Toolbox:
Courses such as Financial Econometrics, VBA Programming, and Financial Modeling equip students with the modern tools required in analyzing and interpreting financial data.

Developing Managerial Skills:
Weekly workshops, jointly run with the MBA program, aim to improve students’ writing, presentation, interviewing and negotiation skills.

“As well as a good academic background, the MiF program gives you the opportunity to improve your technical and practical skills, which will help you to stay a step ahead of your future competitors. The program is hard and you might be complaining about your current workload, and deem some practical classes as unnecessary, or less important for your future career. But believe me all of them are useful and have a purpose! At the very beginning of my career, I realized that I was well-equipped for any job in finance.”

Nihan Özulu
MiF Class of 2011
BSc, Industrial Engineering, Bilkent University
Current Position: Pricing Associate, Turkcell

“Understanding finance and financial concepts is essential to be successful in today’s highly competitive business environment. Sabancı MiF program is designed to excel in both theoretical and practical aspects of finance through a wide spectrum range of courses taught by top quality teaching staff.”

Köksal Çoban
Executive Vice President, Treasury, Finansbank
MiF Advisory Board Member

“What distinguishes the MiF program from other master programs in finance is that MiF places high importance on both social and managerial skills along with a technical background, and thus bringing versatile individuals into the sector. Establishing a good balance between theoretical and practical knowledge, the program helps students get one step ahead in the business life by offering them significant networking opportunities through practicum courses, high quality teaching staff and sector-focused networking events with leading names in sector. Yet another important point is that after a dense year of studying, when you look back on it, it is good friendships and memories that come to mind first. In short, as a MiF graduate, I can assure you that you will reap more than what you sow with this program.”

Hazal Alan
MiF Class of 2013
BSc, Manufacturing Systems Engineering, Sabancı University
Current Position: Corporate Finance Analyst, TSKB
The MiF program is a full-time non-thesis degree program comprising a total of 33 credits in course work together with the seminar series (Finance Practicum) and the internship requirement. The program starts in early September and runs slightly more than 10 months until early July.

The first two weeks of the program is devoted to intensive remedial courses, such as accounting, statistics and excel. Fall and Spring semesters are each divided into two seven-week quarters, offering the flexibility to cover a variety of topics in finance. In the second half of the Spring semester, students are required to do full-time internships for seven weeks.

The summer semester, which is also seven-weeks long, complements the core part of the program with specialized courses. Some of the courses that have been offered in the past include International Finance, Strategic Financial Management, Corporate Governance, and Global Capital Markets.

<table>
<thead>
<tr>
<th>PREPARATORY COURSES</th>
<th>FALL 1</th>
<th>FALL 2</th>
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<tbody>
<tr>
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<tr>
<td>Statistics</td>
<td></td>
<td>Financial Econometrics</td>
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<tr>
<td>Excel</td>
<td></td>
<td>VBA in Excel</td>
</tr>
<tr>
<td>Accounting</td>
<td></td>
<td>Derivative Securities</td>
</tr>
<tr>
<td>Principles of Finance</td>
<td></td>
<td>Financial Statement Analysis</td>
</tr>
<tr>
<td>Economics</td>
<td></td>
<td>Valuation</td>
</tr>
<tr>
<td>Finance Practicum</td>
<td></td>
<td>Corporate Finance</td>
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<tr>
<td></td>
<td></td>
<td>Portfolio Theory</td>
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<td></td>
<td></td>
<td>Managerial Skills Development</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>SPRING 1</th>
<th>SPRING 2</th>
<th>SUMMER</th>
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<tbody>
<tr>
<td></td>
<td>Internship</td>
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<tr>
<td>Fixed-Income Analytics</td>
<td></td>
<td>Topics in Finance</td>
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<tr>
<td>Financial Modeling</td>
<td></td>
<td>Topics in Finance</td>
</tr>
<tr>
<td>Financial Risk Management</td>
<td></td>
<td>Topics in Finance</td>
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<tr>
<td>Mergers and Acquisitions</td>
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<td></td>
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<tr>
<td>Money and Banking</td>
<td></td>
<td></td>
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<tr>
<td>Finance Practicum</td>
<td></td>
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</tr>
</tbody>
</table>

“I always wanted to do my masters in a finance program in which I could apply the theories on real-life examples, and the MiF program more than met my expectations. The MiF program also gave me the opportunity to get more insight about the financial world with an internship, weekly finance seminars, and its elite advisory board. On top of useful in-class exercises, the professors were within email reach, and always motivated to teach us more. Flashing the memories of quick and intense year, I believe the MiF program armed me well in the depth of the financial world, both with theory and practices.”

Hüseyin Turan  
MiF Class of 2013  
BSc, Industrial Engineering, Boğaziçi University  
Current Position: Analyst, Ünlü Securities
CAFE
CENTER FOR APPLIED FINANCE EDUCATION

- A simulated trading room with state-of-the-art financial software and real-time data-feed services utilizing a powerful hardware infrastructure
- A laboratory providing a sophisticated learning environment in finance
- A smart classroom allowing hands-on finance education

The CAFE has 25 workstations in the classroom, and 3 workstations in the adjacent business suite. Each workstation is connected to data-feed from all over the world with further access to supporting software. Among these software are financial information networks and databases such as Thomson Reuters DataStream, WRDS, CRSP, COMPSTAT, Rasyonet Stockground, Matriks, FINCAD, SDC, and virtual trading and portfolio simulation tools such as FTS.

BENEFITS of CAFE
- Trade with your classmates or enter worldwide trading competitions using FTS, financial trading simulation software
- Research companies using comprehensive data from all over the world
- Follow real trading activity guided by an expert via video-conferencing

“MiF program of Sabancı University successfully achieves a certain goal of offering in depth knowledge in classical and modern concepts of finance in an environment where interaction between students and networking with the leading professionals of the financial sector are fostered. As a new graduate of MiF, I gained insight into finance throughout the program and realized an increase in my career options while making my own career path.”

Ender İyikul
MiF Class of 2013
BSc, Physics, Boğaziçi University
Current Position: Analyst, Treasury, HSBC
ADVISORY BOARD

Members of the advisory board have been instrumental in shaping the Masters in Finance program. They are committed to upholding the high standards of the program through periodic reviews, keeping the curriculum in line with the ever-changing demands of the finance industry.

<table>
<thead>
<tr>
<th>NAME</th>
<th>POSITION</th>
<th>COMPANY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albert Krespin</td>
<td>CEO</td>
<td>Deutsche Securities</td>
</tr>
<tr>
<td>Atilla Köksal</td>
<td>Chairman</td>
<td>Ünlü Menkul Değerler</td>
</tr>
<tr>
<td>Burak Tansan</td>
<td>Partner and Managing Director</td>
<td>Boston Consulting Group</td>
</tr>
<tr>
<td>Hurşit Zorlu</td>
<td>Deputy CEO</td>
<td>Anadolu Grup</td>
</tr>
<tr>
<td>Hüsnü Can Dinçsoy</td>
<td>Advisory Partner</td>
<td>PwC</td>
</tr>
<tr>
<td>İlhami Koç</td>
<td>Deputy CEO</td>
<td>İşbank</td>
</tr>
<tr>
<td>Köksal Çoban</td>
<td>Executive Vice President</td>
<td>Finansbank</td>
</tr>
<tr>
<td>Mustafa Kemal Yılmaz</td>
<td>Executive Vice President</td>
<td>Borsa İstanbul</td>
</tr>
<tr>
<td>Müşfik Cantekinler</td>
<td>Head of Transaction Advisory Services</td>
<td>Ernst &amp; Young</td>
</tr>
<tr>
<td>Nevzat Öztankut</td>
<td>General Manager</td>
<td>Garanti Yatırım</td>
</tr>
<tr>
<td>Pınar Abay</td>
<td>General Manager</td>
<td>ING Bank</td>
</tr>
<tr>
<td>Selçuk Tuncalı</td>
<td>Managing Director</td>
<td>Ünlü &amp; Co</td>
</tr>
</tbody>
</table>

“Sabancı University’s Masters in Finance (MiF) program is highly regarded by the employers, due to the wide variety of high quality education programs of the University. As a member of the Advisory Board, I have observed that, by attending the MiF program, the students develop a strong foundation in the fundamentals of finance. They also gain the managerial, technical and the social skills needed to succeed in business life. I believe the program has the power to change the way the students think and therefore their potential careers and ultimately their lives.”

Müşfik Cantekinler  
Partner and Head of Transaction Advisory Services, Ernst & Young  
MiF Advisory Board Member

“Sabancı University MiF is a professionally designed program that opens variety of windows in all areas of finance. Intensive academic curriculum and invaluable networking opportunities get you fully equipped for finance world. I really believe Sabancı MiF alumni will be the leaders of Turkey’s changing and developing financial services industry”

İsmail Tanıl  
MiF Class of 2012  
BA, Electrical and Electronics Engineering, Middle East Technical University  
Current Position: Analyst, Garanti Securities
FINANCE PRACTICUM SEMINARS

An important distinguishing component of the Sabancı Masters in Finance curriculum is the Finance Practicum, a series of seminars given by industry experts. These seminars, spread over the first three quarters of the program, not only help students learn various aspects of Turkish and global finance practice, but also provide significant networking opportunities. Seminar topics and companies that participated in Finance Practicum since the beginning of the program are listed below in alphabetical order.

<table>
<thead>
<tr>
<th>PRACTICUM SEMINAR TOPICS</th>
<th>PARTNER COMPANIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asset Management Industry</td>
<td>Ak Asset Management</td>
</tr>
<tr>
<td>Bank Treasury Management</td>
<td>ING Bank</td>
</tr>
<tr>
<td>Capital Markets Law</td>
<td>Bank Asya</td>
</tr>
<tr>
<td>Corporate Law</td>
<td>İş Investment</td>
</tr>
<tr>
<td>Financial Consulting</td>
<td>Deloitte</td>
</tr>
<tr>
<td>Investment Banking &amp; Brokerage Houses</td>
<td>JP Morgan</td>
</tr>
<tr>
<td>Macroeconomic Perspectives</td>
<td>Deutsche Securities</td>
</tr>
<tr>
<td>Participation Banking</td>
<td>Matriks</td>
</tr>
<tr>
<td></td>
<td>Ernst &amp; Young</td>
</tr>
<tr>
<td></td>
<td>Price Waterhouse Coopers</td>
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<td></td>
<td>Finansbank</td>
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<td>Rasyonet</td>
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<td></td>
<td>Finans Invest</td>
</tr>
<tr>
<td></td>
<td>Templeton Asset Management</td>
</tr>
<tr>
<td></td>
<td>Global Securities</td>
</tr>
<tr>
<td></td>
<td>Ünlü &amp; Co.</td>
</tr>
</tbody>
</table>

“Finance has become a complex universe during the last decades. Traditional social sciences education is inadequate to grasp dynamics of this change. What we need on the human resources front is a generation capable of better understanding and involving actively in this new finance world.”

İlhami Koç
Deputy CEO, İşbank
MiF Advisory Board Member
The rigorous finance training Masters in Finance students undergo is very well perceived by employers during the students’ job search. The table given below reports the placement performance of alumni who were actively searching for a job (thus, the statistics exclude those who worked at their family business, established their own company, or joined the military to complete their obligatory military service).

**MiF PROGRAM PLACEMENT PERFORMANCE**

<table>
<thead>
<tr>
<th>MiF Class of</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>% employed within 3 months of graduation</td>
<td>100%</td>
<td>91%</td>
<td>91%</td>
<td>92%</td>
<td>100%</td>
</tr>
</tbody>
</table>

In addition to being placed rather quickly, our alumni have been recruited by some of the leading Turkish and multinational companies, as seen below.

**COMPANIES EMPLOYING MiF GRADUATES**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accenture</td>
<td>HSBC</td>
</tr>
<tr>
<td>Akbank</td>
<td>IEG Global</td>
</tr>
<tr>
<td>Azerbaijan Industry Bank</td>
<td>ING Asset Management</td>
</tr>
<tr>
<td>Booz &amp; Company</td>
<td>İş Bankası</td>
</tr>
<tr>
<td>British American Tobacco</td>
<td>İş Investment</td>
</tr>
<tr>
<td>Business Resilience Group</td>
<td>JP Morgan London</td>
</tr>
<tr>
<td>Can Harita Ltd</td>
<td>Keiretsu Forum</td>
</tr>
<tr>
<td>Civan Construction and Trading Ltd.</td>
<td>Kibar Holding</td>
</tr>
<tr>
<td>Credite Suisse</td>
<td>Nexans</td>
</tr>
<tr>
<td>Çelebi Holdingw</td>
<td>Odin Financial Advisors</td>
</tr>
<tr>
<td>Deloitte</td>
<td>Price Waterhouse Coopers</td>
</tr>
<tr>
<td>Ernst &amp; Young</td>
<td>Ünlü &amp; Co.</td>
</tr>
<tr>
<td>EVG Securities</td>
<td>TEB</td>
</tr>
<tr>
<td>Finans Invest</td>
<td>TSKB</td>
</tr>
<tr>
<td>Finansbank</td>
<td>Turkish Airlines</td>
</tr>
<tr>
<td>Frito Lay</td>
<td>Türkiye Ekonomi Bankası</td>
</tr>
<tr>
<td>Garanti Asset Management</td>
<td>Türkiye Finans Katılım Bankası</td>
</tr>
<tr>
<td>Garanti Bank</td>
<td>Vodafone Turkey</td>
</tr>
<tr>
<td>Garanti Securities</td>
<td>UBS Turkey</td>
</tr>
<tr>
<td>Halk Asset Management</td>
<td></td>
</tr>
</tbody>
</table>

**INTERNSHIP PLACEMENTS**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ak Asset Management</td>
<td>Global Securities</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>HSBC</td>
</tr>
<tr>
<td>Deloitte</td>
<td>Intereuropa RTC</td>
</tr>
<tr>
<td>Deutsche Bank</td>
<td>İş Investment</td>
</tr>
<tr>
<td>Deutsche Securities</td>
<td>Pine Bridge Investments</td>
</tr>
<tr>
<td>Ernst &amp; Young</td>
<td>Price Waterhouse Coopers</td>
</tr>
<tr>
<td>Eurobank Tekfen</td>
<td>Rhea Asset Management</td>
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<tr>
<td>Finansbank</td>
<td>Sabancı Holding</td>
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<tr>
<td>Finans Invest</td>
<td>TEB Securities</td>
</tr>
<tr>
<td>Finans Asset Management</td>
<td>TSKB</td>
</tr>
<tr>
<td>Garanti Bank</td>
<td>Ünlü &amp; Co.</td>
</tr>
<tr>
<td>Garanti Securities</td>
<td>Yatırım Finansman</td>
</tr>
</tbody>
</table>

We provide professional guidance to all of our students by helping them explore career options, set employment objectives and take action toward achieving their goals. Activities include interview simulations for improving students’ interviewing skills, training sessions on the job search, workshops for writing effective CVs and cover letters, and job-market panels with experienced executives.
STUDENT PROFILE

Masters in Finance Program welcomes students with 0-2 years of work experience. MiF students come from different backgrounds. The following tables display the diversity in educational backgrounds and gender for the past four years.

<table>
<thead>
<tr>
<th>TEST SCORES</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOEFL</td>
<td>103</td>
</tr>
<tr>
<td>GRE</td>
<td>168</td>
</tr>
<tr>
<td>GMAT</td>
<td>707</td>
</tr>
<tr>
<td>ALES</td>
<td>81</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>UG MAJORS</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Administration</td>
<td>6%</td>
</tr>
<tr>
<td>Engineering</td>
<td>67%</td>
</tr>
<tr>
<td>Economics</td>
<td>27%</td>
</tr>
</tbody>
</table>

“At the beginning of my career as a global finance professional, I am ready for any kind of finance related job thanks to MiF program. The program does not only give theoretical background but also provides you with technical and practical skills to apply your knowledge in different areas. While I was studying for CFA exams I realized that MiF had already done most of the job for me. Now, I believe I made the right choice on MiF, at a turning point of my career.”

Buğra Kertmen
MiF Class of 2013
BS, Electronics Engineering, Sabancı University
Current Position: Investment Trainee, Khazanah Nasional, Malaysia
ADMISSION REQUIREMENTS

The MiF Program at Sabancı University welcomes applicants with university degrees in economics, engineering, business administration or any other technical based discipline, and a strong interest in finance. The admission committee evaluates applicants with respect to their academic backgrounds and achievements, test scores, and motivations to study finance. Admission offers are given after conducting formal interviews.

Applications are accepted through the web site http://som.sabanciuniv.edu/en/apply

TUITION FEE

The cost for the Masters in Finance program is subject to change each year. Tuition fee is announced on our website and payable in installments at the beginning of each term.

SCHOLARSHIPS

Several merit-based scholarships are available to MiF students. Scholarship applications are evaluated by the admissions committee based on academic achievements. The recipients are provided either full or partial tuition waiver. A majority of our students (an average of 87%) receive at least one form of a scholarship. The pie chart below summarizes the percentage of students receiving scholarships for the past three years.

Do you have a question about the SOM Masters in Finance Program or the admission process?

Contact us: Burcu ALBAYRAK
Graduate Programs Administrator
Sabancı School of Management
Sabancı University
Tuzla, Istanbul, 34956
Phone: +90-216-4839672
Fax: +90-216-4839699
Email: MiF@sabanciuniv.edu
FACULTY MEMBERS

The core faculty, with a solid academic background as well as pre-Sabancı practical experience from various industries, are the key force behind teaching and research at Sabancı MBA. The network and practice faculty bring complementary perspectives in various disciplines and add to the diverse learning experience. 95% of the faculty members have their PhDs from top universities in North America and Europe and the remaining from top universities in Turkey.

FINANCE

Aysun ALP
B.S., Boğaziçi University, Turkey / M.S., Boğaziçi University, Turkey / Ph.D., University of Maryland, USA
Areas of Interest: Corporate finance, credit ratings, capital structure, 2008 financial crisis

Aziz ŞİMŞİR
B.Sc., Marmara University, Turkey / M.Sc., Sabancı University, Turkey / Ph.D., Cornell University, USA
Areas of Interest: Corporate finance, mergers & acquisitions, corporate capital structure

Erol BALKAN (Network Faculty Member)
Hamilton College, USA / Ph.D., State University of New York at Binghamton
Areas of Interest: Economic development, international finance, political economy of the Middle East

Evrim AKDOĞU
B.Sc., Linfield College, USA / Ph.D., Washington University in St. Louis, USA
Areas of Interest: Corporate finance, mergers & acquisitions

John GOODWIN
B.Sc., Swinburne University of Technology, Australia / M.Sc., RMIT University, Australia / Ph.D., La Trobe University, Australia
Areas of Interest: Auditing, corporate governance, financial accounting

Koray ŞİMŞEK
B.Sc., Boğaziçi University, TURKEY / M.A., Princeton University, USA / Ph.D., Princeton University, USA
Areas of Interest: Financial risk management, asset-liability management, financial econometrics/optimization, alternative investments, long-term investment strategies, derivatives pricing

Mine AKSU
B.Sc., Boğaziçi University, Turkey / M.Sc., Boğaziçi University, Turkey / Ph.D., Syracuse University, USA
Areas of Interest: Financial accounting, troubled debt restructurings, financial distress, employee stock options, market anomalies, corporate governance, financial disclosure

Özgür DEMİRTAŞ
B.Sc., Boğaziçi University, Turkey / Ph.D., Boston College, USA
Areas of Interest: Empirical asset pricing, asset allocation, financial risk management, optimal portfolio selection, empirical corporate finance, earnings management
Ahmet ÖNCÜ  
B.Sc., Middle East Technical University (METU), Turkey / M.Sc., Middle East Technical University (METU), Turkey / M.Sc., University of Alberta, Canada / Ph.D., University of Alberta, Canada  
Areas of Interest: Sociology of organizations, political economy, social theory

Betül GEMALMAZ (Part-Time Faculty Member)  
M.Sc., Management Sciences, University of Hull, England  
Areas of Interest: Project management, coaching / mentoring

Dilek ÇETİNDAMAR  
B.Sc., Boğaziçi University, Turkey / M.A., Boğaziçi University, Turkey / Ph.D., Istanbul Technical University (ITU), Turkey  
Areas of Interest: Entrepreneurship, technology management, industrial economics, development economics

İşin GÜLER  
B.A., Middle East Technical University, Turkey / MA., University of Pennsylvania, USA / Ph.D., University of Pennsylvania, USA  
Areas of Interest: Innovation strategy, entrepreneurial strategy, international management

Noam EBNER (Practice Faculty Member)  
Tachlit Mediation Center, Israel / LL.B., Hebrew University, Israel / LL.M., Hebrew University, Israel  
Areas of Interest: Conflict resolution, international conflicts, and negotiation skills

Oğuz BABÜROĞLU  
B.Sc., University of Sussex, UK / Post-Dip, University of Lancaster, UK / Ph.D., University of Pennsylvania, USA  
Areas of Interest: Strategy and organizational development, new paradigm organizational structures and processes, participative management and action research
MARKETING

Atilla YAPRAK (Network Faculty Member)
Wayne State University, USA / Ph.D., Georgia State University, USA
Areas of Interest: International business, strategic alliances, market entry strategy, conjoint methodology

Burcu TAŞOLUK
B.Sc., Economics, Middle East Technical University (METU), Turkey / MBA, Vlerick Leuven Gent Management School, Belgium / Ph.D. in Marketing, Michigan State University, USA
Areas of Interest: Marketing strategy/global marketing strategy, product and brand management.

Cenk KOÇAŞ
B.A., Boğaziçi University, Turkey / MBA, Boğaziçi University, Turkey / Ph.D., Purdue University, USA
Areas of interest: Game theoretical models of price promotions, evolution of online markets, network economics, industrial organization, and stochastic service systems

Cüneyt EVİRGEN (Practice Faculty Member)
Executive Development Unit / Ph.D., Michigan State University, USA
Areas of Interest: Retail management, strategic brand management, competitive marketing strategy, marketing research

Emine BATİSLAM (Part-Time Faculty Member)
B.Sc., Middle East Technical University (METU), Turkey / M.Sc., Middle East Technical University (METU), Turkey / Ph.D., University of Missouri-Rolla, USA
Areas of Interest: Store loyalty and store switching, customer base analysis, marketing performance metrics

Kıvılcım DÖĞERLİOĞLU DEMİR
B.Sc., Middle East Technical University (METU), Turkey / MBA, California State University, Sacramento, USA / Ph.D., Washington State University, USA
Areas of Interest: Brands and brand meanings, sustainable consumption, cross-cultural consumer research, psychometrics

Özge TURUT
B.Sc., Boğaziçi University, Turkey / M.Sc., Carnegie Mellon University, USA / D.B.A., Harvard Business School, USA
Areas of Interest: Innovation strategies under market uncertainty, marketing - R&D interface, asymmetric information models, impact of the internet on retail channel competition

Prabirendra CHATTARJEE
B.Sc., University of Calculatta, India / M.A., Jawaharlal Nehru University, India / Ph.D., University of Washington, USA
Areas of Interest: Pricing, search advertising, social networks and online auctions

Ronan de KERVENOAEL
B.Sc., University of Perpignan, France / M.Sc., Lancaster University, UK / Ph.D., University of Sheffield, UK
Areas of Interest: Consumer behavior, retailing, retail change, retail market regulation, small shops, superstores, online retail channel, e-governance

Yusuf SONER (Practice Faculty Member)
AMP, Harvard Business School / Ph.D., Yeditepe University
Areas of Interest: Sales management
OPERATION MANAGEMENT & INFORMATION SYSTEMS

Abdullah DAŞÇI
B.Sc., Bilkent University, Turkey / M.Sc., Bilkent University, Turkey / Ph.D., McGill University, Canada
Areas of Interest: Operations management, competitive retail location, production/distribution systems, supply chain management, revenue management

Burçin BOZKAYA
B.Sc., Bilkent University, Turkey / M.Sc., Bilkent University, Turkey / Ph.D., University of Alberta, Canada
Areas of Interest: Operations research applications, operations management, combinatorial modeling and optimization, heuristic algorithm design and optimization, transportation and logistics planning

Can AKKAN
B.Sc., Middle East Technical University (METU), Turkey / Ph.D., Cornell University, USA
Areas of Interest: Design and analysis of discrete-parts manufacturing systems, finite-capacity scheduling of discrete-parts manufacturing systems, project scheduling, mathematical programming

Çağrı HAKSÖZ
B.Sc., Bilkent University, Turkey / M.Phil, New York University, USA / Ph.D., New York University, USA
Areas of Interest: Supply chain risk management, design and management of supply chain contracts, operational risk management, real options, inventory and demand management, decision making under uncertainty

Füsun ÜLENGİN
B.Sc., Istanbul Technical University (ITU), Turkey / M.Sc., Boğaziçi University, Turkey / Ph.D., Istanbul Technical University (ITU), Turkey
Areas of Interest: Operations management, logistics management, supply chain management

Nihat KASAP
B.Sc., Middle East Technical University (METU), Turkey / M.Sc., University of Florida, USA / Ph.D., University of Florida, USA
Areas of Interest: Pricing and quality of service in telecommunication networks, heuristic design and optimization, data mining and machine learning, system analysis and design, database management systems

Tevhide ALTEKİN
B.Sc., Middle East Technical University (METU), Turkey / M.Sc., Middle East Technical University (METU), Turkey / Ph.D., Middle East Technical University (METU), Turkey
Areas of Interest: Operations management, design and analysis of closed loop supply systems
ORGANIZATION

Arzu WASTI
B.Sc., Middle East Technical University, Turkey / MBA, Middle East Technical University, Turkey / M.Sc., Purdue University, USA / Ph.D., University of Illinois at Urbana-Champaign, USA
Areas of Interest: Cross-cultural organizational psychology, human resources management, gender issues

Behlül ÜSDİKEN
B.A., Boğaziçi University, Turkey / M.Sc., The City University, UK / Ph.D., Istanbul University, Turkey
Areas of Interest: Organization theory, history of management thought

Mahmut BAYAZIT
B.A., Boğaziçi University, Turkey / M.Sc., Baruch College, CUNY, USA / Ph.D., Cornell University, USA
Areas of Interest: Organizational behavior, human resources management, industrial relations

Nakiye BOYACIGİLLER
B.Sc., Boğaziçi University, Turkey / MBA, University of California, Los Angeles, USA / Ph.D., University of California, Berkeley, USA
Areas of Interest: Cross-cultural management; international human resource management; organizational culture

Özgecan KOÇAK
B.A., Boğaziçi University, Turkey / M.A., Stanford University, USA / Ph.D., Stanford University, USA
Areas of Interest: Organizational theory, sociology of markets
LIFE AT SABANCI UNIVERSITY

SOCIAL AND CULTURAL ACTIVITIES AND STUDENT CLUBS

Sabancı University supports extracurricular activities that enhance students’ social and cultural skills as well as their creative abilities. There are large numbers of student clubs including the MBA Club, Economics and Management Club and Young Entrepreneurs Club.

SPORTS FACILITIES

The campus has a multi-purpose sports hall which includes a basketball/volleyball court, squash courts, a cardio-fitness hall, two aerobics halls, a table-tennis hall and a climbing wall. There is another sports hall on campus with a tennis court and a basketball court that is also suitable for playing volleyball, handball, badminton, and table tennis.

INFORMATION TECHNOLOGY (IT) SERVICES

Access to the Internet and local network can be obtained through cabled and wireless systems widely available throughout the campus. Instructional support and a permanent e-mail address are also supplied to all students.

THE INFORMATION CENTER (IC)

The Information Center has a large collection of books, e-books, multimedia resources, more than twenty thousand print and electronic journals and 57 CD-ROM and online databases. These databases include management and finance specific ones such as Ebsco-Host and ISI Emerging Markets database, Thomson Reuters Datastream.

DORMITORIES

Sabancı University dormitories currently accommodate more than 70% of the students. The university offers two- and four-bed accommodations with the necessary utilities. Students residing at the dormitories have their own personal telephones, voice mailboxes, and network connections. There are additional apartments close to the university, which are available for graduate students.
HEALTH FACILITIES AND PRIVATE HEALTH INSURANCE

Students enrolled in degree programs have access to the health services offered by the University. A doctor and a nurse are on staff, with an ambulance service, available 24 hours a day, 7 days a week. In addition, students enrolled at the University receive a comprehensive health insurance paid for by the University.

TRANSPORTATION

Regular shuttle services are provided between Istanbul and the campus. The departure and arrival points in the city are Taksim, Kadıköy, Sabiha Gökçen Airport, Üsküdar, Anadolu Hisari/Kavacik, Mutlukent, Bakirköy, İzmit and Viaport Shopping Center. Information regarding the transportation schedule is available at the University’s website. Public transportation is also available between Campus and nearest metro station.

THE SABANCI UNIVERSITY PERFORMING ARTS CENTER

Make Time For The Arts

The Sabancı University Performing Arts Center aims to contribute to the rich cultural life of Istanbul, particularly to the city’s Anatolian side, and provide cultural services to the University’s students, staff, and all art appreciators in the region. The center’s goal is to become a prestigious performing arts center renowned for its quality. The center has a world-class acoustic design making it an ideal venue for art performances such as
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DEVELOPING FUTURE LEADERS
OF THE FINANCE INDUSTRY

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