

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES 2021-2022 ACADEMIC YEAR CURRICULUM FORM						
	Department / Program	International Trade and Logistics	Course Code	ITL342			
			Course Title	Dangerous Goods Logistics			
Semester			☒ Fall	☒ Spring			
Course Type			☒ Compulsory	☐ Elective			
Course Language			☒ Turkish	☒ English			
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS		
			3	-	4		
Instructor	Title, Name-Last Name		Res. Asst. Dr. Özgür Uğur ARIKAN				
	Contact Information		ozgur.arikan@toros.edu.tr				
Information about Course	The course material aims to develop the basic requirements of dangerous goods transportation safety regulations and to describe the key issues of the packaging regulations and explain the proper completion of shipping papers and other appropriate labels and documentation. Moreover, It is aimed to describe dangerous goods transportation for different modes.						
WEEKLY COURSE CONTENTS							
Week	Topics			Teaching Methods and Techniques			
1. Week	Basic definitions about dangerous goods and chemistry			Synchronous			
2. Week	Definitions for dangerous goods			Synchronous			
3. Week	Class 1, Class 2, Class 3			Synchronous			
4. Week	Class 4, Class 5, Class 6			Synchronous			
5. Week	Class 7, Class 8, Class 9			Synchronous			
6. Week	Dangerous goods transportation by road			Synchronous			
7. Week	Dangerous goods transportation by airway			Synchronous			
Midterm (Explanation)*	Midterm Exam (Face to face and Score weight is %40)						
8. Week	Dangerous goods transportation by ship			Synchronous			
9. Week	Dangerous goods transportation by railway			Synchronous			
10. Week	Containers and their properties			Synchronous			
11. Week	Signs and signing			Synchronous			
12. Week	Packaging and responsibilities			Synchronous			
13. Week	Review			Synchronous			
14. Week	Review			Synchronous			
Final (Explanation)**	Final grade will be given by a face to face exam Weight is %60.						
Make-Up (Explanation)	Make up exam will be done face-to-face						
Select and explain in detail the teaching methods and techniques to be used in course.							
Synchronous	☒	lms.toros.edu.tr					
Asynchronous	☐						
Mixed (Synchronous + Asynchronous)	☐						
Face-to-Face	☐						
Other	☐						
Other explanations for the effective and efficient conduct of the course							
Attendance***	70% attendance requirement. It is essential to follow the lessons on the day and time. In this context; <u>watching the lessons later will not cover the attendance requirement.</u>						
Course Resources	ADR Books (I-II) (Ministry of Transport and Infrastructure)						
Auxiliary Resources	Tehlikeli Madde Lojistiği ve İş Güvenliği (Ömer Faruk Görçün ve Murat Erdal)						
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)			All questions and remarks are received via e-mail			
	Consulting Topics			Date	Time		
	No specific time for supervising			-	-		

*	The way of making the midterm (written exam, homework, quiz, report, presentation etc.) and the rate of contribution of these activities to success should be specified.
**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
***	Attendance rate in face-to-face education is 70%, Synchronous or synchronous video watching is 70%, Asynchronous attendance is not required.

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2021-2022 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	International Trade and Logistics	Course Code	ITL312		
		Course Title	Logistics Planning and Modelling		
		Semester	☐ Fall	☒ Spring	
		Course Type	☒ Compulsory	☐ Elective	
		Course Language	☒ Turkish	☐ English	
Grade	Please select from list	Course Credits	Theoretical 3	Practical -	ECTS 5
Instructor	Title, Name-Last Name		Assoc.Prof.Dr. Ayhan DEMIRCI		
	Contact Information		ayhan.demirci@toros.edu.tr		
Information about Course	Planning and forecasting, time-series forecasting, weighted moving averages, exponential smoothing, measuring forecast error, exponential smoothing with trend adjustment, trend projections, locating strategies, warehousing and storage layouts, inventory management, linear programming, transportation, transshipment and assignment problems.				
WEEKLY COURSE CONTENTS					
Week	Topics		Teaching Methods and Techniques		
1. Week	Importance of Planning and Models in Logistics		Face-to-Face		
2. Week	Time-series forecasting		Face-to-Face		
3. Week	Weighted moving averages		Face-to-Face		
4. Week	Exponential smoothing		Face-to-Face		
5. Week	Measuring forecast error		Face-to-Face		
6. Week	Exponential smoothing with trend adjustment		Face-to-Face		
7. Week	Trend projections		Face-to-Face		
Midterm (Explanation)*	Written Exam (will be held on face to face and weighted 40%)				
8. Week	Locating strategies		Face-to-Face		
9. Week	Warehousing and storage layouts		Face-to-Face		
10. Week	Inventory management		Face-to-Face		
11. Week	Linear programming: Model formulation and graphic solution		Face-to-Face		
12. Week	Linear programming: Model formulation and graphic solution		Face-to-Face		
13. Week	Linear programming: Computer solution		Face-to-Face		
14. Week	Transportation, transshipment and assignment problems		Face-to-Face		
Final (Explanation)**	Written Exam (will be held on face to face and weighted 60%)				
Make-Up (Explanation)	Written Exam (will be held on face to face and weighted 60%)				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	☐				
Asynchronous	☐				
Mixed (Synchronous + Asynchronous)	☐				
Face-to-Face	☒				
Other	☐				
Other explanations for the effective and efficient conduct of the course					
Attendance***	70% attendance requirement.				
Course Resources	Operations Management (J. Heizer, B. Render, C. Munson)				
Auxiliary Resources	Introduction to Management Science (B.W. Taylor)				
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		All questions and remarks are received via e-mail		
	Consulting Topics		Date	Time	
	No specific time for supervising		-	-	

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**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
***	Attendance rate in face-to-face education is 70%, Synchronous or synchronous video watching is 70%, Asynchronous attendance is not required.

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES 2021-2022 ACADEMIC YEAR CURRICULUM FORM					
	Department / Program	International Trade and Logistics	Course Code	ITL-310		
			Course Title	Logistics Costs and Reporting		
Semester			☐ Fall	☒ Spring		
Course Type			☐ Compulsory	☒ Elective		
Course Language			☐ Turkish	☒ English		
Grade	3rd Grade	Course Credits	Theoretical	Practical	ECTS	
			3	0	5	
Instructor	Title, Name-Last Name		Asst. Prof. Dr. Gökçe MANAVGAT			
	Contact Information		gokce.manavgat@toros.edu.tr			
Information about Course	This course aims to introduce the concept and applications of Logistics, costing and reporting system and its applications. To be able to explain outsourcing in logistics. To interpret the importance of planning and budgeting of logistics costs and to understand the relationships with different logistics processes. The course will be held face to face. Course materials will be shared on lms.toros.edu.tr. There is a requirement to attend the course.					
WEEKLY COURSE CONTENTS						
Week	Topics				Teaching Methods and Techniques	
1. Week	Introduction to Cost Concepts and Activities in Logistics				Face to face	
2. Week	Logistic costs and basic principles preparations				Face to face	
3. Week	Costs of main logistics activities provided by outsourcing effect				Face to face	
4. Week	Costs of main logistics activities provided by outsourcing effect				Face to face	
5. Week	Reverse logistics concept and the effect of reverse logistics activities on costs				Face to face	
6. Week	Reverse logistics concept and the effect of reverse logistics activities on costs				Face to face	
7. Week	Reverse Logistics Costs and Behavior Patterns				Face to face	
Midterm (Explanation)*	Written Exam (face to face - calculated as 40%)					
8. Week	Methods used in analysis of logistics costs				Face to face	
9. Week	Methods used in analysis of logistics costs				Face to face	
10. Week	Cost-volume-profit analysis in logistic activities				Face to face	
11. Week	Cost-volume-profit analysis in logistic activities				Face to face	
12. Week	Performance management in logistics activities				Face to face	
13. Week	Proplem sets				Face to face	
14. Week	Review				Face to face	
Final (Explanation)**	The final will be held face to face in a written examination. It will be calculated as 60%.					
Make-Up (Explanation)	The make-up will be held face to face in written examination. It will be calculated as 60%.					
Select and explain in detail the teaching methods and techniques to be used in course.						
Synchronous	☐					
Asynchronous	☐					
Mixed (Synchronous + Asynchronous)	☐					
Face-to-Face	☒	at class				
Other	☐					
Other explanations for the effective and efficient conduct of the course						
Attendance***	70% attendance compulsory					
Course Resources	Seuring, S., Goldback, M. Cost Management in Supply Chains, Springer					
Auxiliary Resources	Deran Ali, Arslan Seçkin, Köksal Ayşegül, İşletmelerde Lojistik Maliyetlerin Hesaplanması, Eğitim Yayınları					
Course Counseling	Supervision (Face-to-Face and others)		All questions and remarks are received via email			
	Consulting Topics			Date	Time	
	No specific time for supervising (by email)					

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**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
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	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2021-2022 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	ITL	Course Code	MAN324		
		Course Title	Sales Management		
		Semester	☐ Fall	☒ Spring	
		Course Type	☒ Compulsory	☐ Elective	
		Course Language	☐ Turkish	☒ English	
Grade	Please select from list	Course Credits	Theoretical 3	Practical 0	ECTS 5
Instructor	Title, Name-Last Name		Assist. Prof. Dr. Didem Demir		
	Contact Information		didem.demir@toros.edu.tr		
Information about Course	Consumer Behaviour				
WEEKLY COURSE CONTENTS					
Week	Topics			Teaching Methods and Techniques	
1. Week	Introduction to Course			Synchronous - lms.toros.edu.tr	
2. Week	Development and role of selling in marketing			Synchronous - lms.toros.edu.tr	
3. Week	Development and role of selling in marketing			Synchronous - lms.toros.edu.tr	
4. Week	Sales strategies			Synchronous - lms.toros.edu.tr	
5. Week	Sales strategies			Synchronous - lms.toros.edu.tr	
6. Week	Relationship Management			Synchronous - lms.toros.edu.tr	
7. Week	Review			Synchronous - lms.toros.edu.tr	
Midterm (Explanation)*	Mid-term Exam (%30 online class activities+%70 mid-term exam result will be considered as mid-term exam grade)				
8. Week	Consumer and organisational buyer behaviour			Synchronous - lms.toros.edu.tr	
9. Week	Consumer and organisational buyer behaviour			Synchronous - lms.toros.edu.tr	
10. Week	Sales settings			Synchronous - lms.toros.edu.tr	
11. Week	International selling			Synchronous - lms.toros.edu.tr	
12. Week	Presentation			Synchronous - lms.toros.edu.tr	
13. Week	Presentation			Synchronous - lms.toros.edu.tr	
14. Week	Presentation			Synchronous - lms.toros.edu.tr	
Final (Explanation)**	The students would be evaluated by their final exam (%50) 10% would be evaluated by a project given during online classes.				
Make-Up (Explanation)	Online exam				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	☒	Communicate my expectations for participation and behavior online. Ask students to generate their own discussion questions. Start every virtual conferencing session with an			
Asynchronous	☐				
Mixed (Synchronous + Asynchronous)	☐				
Face-to-Face	☐				
Other	☐				
Other explanations for the effective and efficient conduct of the course					
Attendance***	%70 is required.				
Course Resources	Christopher Barrat, Mark Whitehead - Buying for Business_ Insights in Purchasing and Supply Management-Wiley				
Auxiliary Resources	Implementing Purchasing and Supply Chain Management, Nancy Nicosia, Nancy Y. Moore				
Course Counseling	Consulting Management (Synchronous)				
	Consulting Topics			Date	Time

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**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
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	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES 2021-2022 ACADEMIC YEAR CURRICULUM FORM						
	Department / Program	International Trade and Logistics	Course Code	ITL344			
			Course Title	Procurement and Purchasing			
Semester			☒ Fall	☒ Spring			
Course Type			☒ Compulsory	☐ Elective			
Course Language			☒ Turkish	☒ English			
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS		
			3	-	5		
Instructor	Title, Name-Last Name		Prof.Dr. Köksal Hazır				
	Contact Information		koksai.hazir@toros.edu.tr				
Information about Course	Objective of this course is to inform students about purchasing and procurement models and activities, solving problems about choice of optimal suppliers. The course material aims to develop the basic requirements of Contents and targets of procurement management, procurement organizations, variables of procurement process: quality, quantity, time, price, applications of procurement management, choice of suppliers and evaluations						
WEEKLY COURSE CONTENTS							
Week	Topics			Teaching Methods and Techniques			
1. Week	Contents and targets of procurement management			Synchronous			
2. Week	Procurement organizations			Synchronous			
3. Week	Variables of procurement process: quality, quantity, time, price			Synchronous			
4. Week	Variables of procurement process: quality, quantity, time, price			Synchronous			
5. Week	Sources of procurement			Synchronous			
6. Week	Applications of procurement management			Synchronous			
7. Week	Procurement system			Synchronous			
Midterm (Explanation)*	Face to face Mixed Exam (Open ended and Test)- (It will be calculated as 40%)						
8. Week	Purchasing process			Synchronous			
9. Week	Purchasing models			Synchronous			
10. Week	Purchasing plans			Synchronous			
11. Week	Procurement operations			Synchronous			
12. Week	Procurement-stock relationship			Synchronous			
13. Week	E-Procurement and purchasing			Synchronous			
14. Week	Review			Synchronous			
Final (Explanation)**	The final will be held face to face in a test and open-ended examination. It will be calculated as 60%.						
Make-Up (Explanation)	The make-up will be held face to face in a test and open-ended examination. It will be calculated as 60%.						
Select and explain in detail the teaching methods and techniques to be used in course.							
Synchronous	☒	lms.toros.edu.tr					
Asynchronous	☐						
Mixed (Synchronous + Asynchronous)	☐						
Face-to-Face	☐						
Other	☐						
Other explanations for the effective and efficient conduct of the course							
Attendance***	70% attendance requirement. It is essential to follow the lessons on the day and time. In this context; <u>watching the lessons later will not cover the attendance requirement.</u>						
Course Resources	Academic papers.						
Auxiliary Resources	Halim Yurdakul, (2015), Satınalma Yönetimi, Süreçler ve Uygulamalar, Nobel Akademik Yayınevi						
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		All questions and remarks are received via e-mail				
	Consulting Topics		Date	Time			
	No specific time for supervising		-	-			

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**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
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	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES 2021-2022 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	ITL	Course Code	ITL 318		
		Course Title	International Trade & Logistics Legislation		
		Semester	☐ Fall	☒ Spring	
		Course Type	☒ Compulsory	☐ Elective	
		Course Language	☐ Turkish	☒ English	
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS
			3	0	5
Instructor	Title, Name-Last Name		Assoc.Prof.Dr. Tunay KÖKSAL		
	Contact Information		tunay.koksal@toros.edu.tr		
Information about Course	The aim of this course is to understand the fundamental principles & concepts of International Trade & Logistics Law.				
WEEKLY COURSE CONTENTS					
Week	Topics			Teaching Methods and Techniques	
1. Week	Arrival Contracts			Face to face	
2. Week	International Trade Documents			Face to face	
3. Week	Functions of Bill of Lading			Face to face	
4. Week	Delivery Orders			Face to face	
5. Week	The Insurance Documents			Face to face	
6. Week	Notice of Appropriation			Face to face	
7. Week	CIF Contracts			Face to face	
Midterm (Explanation)*	Homework (40 %)				
8. Week	FOB Contracts			Face to face	
9. Week	INCOTERMS			Face to face	
10. Week	Letter of Credit			Face to face	
11. Week	Frustration and Force Majeure Clauses			Face to face	
12. Week	Remedies for Breach of Contract			Face to face	
13. Week	Conflict of International Laws			Face to face	
14. Week	Settlement of International Commercial Disputes & International Arbitration			Face to face	
Final (Explanation)**	Homework (calculated as 60 %)				
Make-Up (Explanation)	Homework (calculated as 60 %)				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	☐				
Asynchronous	☐				
Mixed (Synchronous + Asynchronous)	☐				
Face-to-Face	☒				
Other	☐				
Other explanations for the effective and efficient conduct of the course					
Attendance***	70 % attendance requirement				
Course Resources	Janette Charlery, International Trade Law, The M+E Handbook Series, Longman Group, UK, 2013.				
Auxiliary Resources	Robert M. MacLean (Editor), Law of International Trade, HLT Publications, 2014.				
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)			Synchronous	
	Consulting Topics			Date	Time
	No specific time for supervising.				

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**	How the final exam will be done and the contribution rate to the success grade of the midterm exam (written exam, homework, quiz, report, presentation etc.) must be specified.
***	Attendance rate in face-to-face education is 70%, Synchronous or synchronous video watching is 70%, Asynchronous attendance is not required.

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2020-2021 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	Business, International Trade and Logistics, International Finance and Banking	Course Code	INT 300		
		Course Title	STAJ (Intern)		
		Semester	☐ Fall	☒ Spring	
		Course Type	☒ Compulsory	☐ Elective	
		Course Language	☐ Turkish	☐ English	
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS
			0	0	0
Instructor	Title, Name-Last Name		Asst. Prof. Aslıhan Yavuzalp Marangoz		
	Contact Information		aslihan.marangoz@toros.edu.tr		
Information about Course	The aim is to reinforce students' theoretic information with sectoral experiences				
WEEKLY COURSE CONTENTS					
Week	Topics			Teaching Methods and Techniques	
	IT WILL BE 20 WORKDAYS				
Final (Explanation)**	%100 .				
Make-Up (Explanation)					
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	☐				
Asynchronous	☐				
Mixed (Synchronous + Asynchronous)	☐				
Face-to-Face	☐				
Other	☐				
Other explanations for the effective and efficient conduct of the course					
Attendance***					
Course Resources					
Auxiliary Resources					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)				
	Consulting Topics			Date	Time
				Course hour	

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