

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES					
	2021-2022 ACADEMIC YEAR CURRICULUM FORM					
Department / Program	Business Administration	Course Code	MAN306			
		Course Title	Quantitative Methods			
		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		Assoc.Prof.Dr. Ayhan DEMIRCI			
	Contact Information		ayhan.demirci@toros.edu.tr			
Information about Course	The aim of the course is to provide the concept of probability, some basic concepts of statistics and the application of the principles and procedures related to decision theory and multi-criteria decision making methods to the problems of enterprises.					
WEEKLY COURSE CONTENTS						
Week	Topics			Teaching Methods and Techniques		
1. Week	Sets and Probability Theory			Face-to-Face		
2. Week	Sets and Probability Theory			Face-to-Face		
3. Week	Probability Theories - Binomial Probability Distribution			Face-to-Face		
4. Week	Probability Theories - Poisson Probability Distribution			Face-to-Face		
5. Week	Probability Theories - Hypergeometric Probability Distribution			Face-to-Face		
6. Week	Probability Theories - Normal Distribution			Face-to-Face		
7. Week	Probability Theories - Normal Distribution			Face-to-Face		
Midterm (Explanation)*	Written Exam (will be held on face to face and weighted 40%)					
8. Week	Decision Theory and Utility			Face-to-Face		
9. Week	Linear Programming			Face-to-Face		
10. Week	Linear Programming			Face-to-Face		
11. Week	Multi-Criteria Decision Making Problems			Face-to-Face		
12. Week	Multi-Criteria Decision Making Problems			Face-to-Face		
13. Week	Data Envelopment Analysis			Face-to-Face		
14. Week	Project Management			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			-	-	

*	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	BUSINESS ADMINISTRATION	Course Code	MAN 348					
		Course Title	CONSUMER BEHAVIOUR					
		Semester	☐ 1	Fall	☒ 2	Spring		
		Course Type	☒ 1	Compulsory	☐ 2	Elective		
		Course Language	☐ 1	Turkish	☒ 2	English		
Grade	Please select from list	Course Credits	Theoretical	Practical		ECTS		
			3	0		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	Consumers in the marketplace			Synchronous - lms.toros.edu.tr				
3. Week	Perception			Synchronous - lms.toros.edu.tr				
4. Week	Learning&Memory			Synchronous - lms.toros.edu.tr				
5. Week	Attitudes			Synchronous - lms.toros.edu.tr				
6. Week	Attitude changes& Interactive communications			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 results will be considered as mid-term exam grade)							
8. Week	Individual decision making, Income and social class			Synchronous - lms.toros.edu.tr				
9. Week	Shopping, buying, evaluating& disposing			Synchronous - lms.toros.edu.tr				
10. Week	Culture, life-style and consumer behaviour			Synchronous - lms.toros.edu.tr				
11. Week	Group Influence			Synchronous - lms.toros.edu.tr				
12. Week	Project Presentation			Synchronous - lms.toros.edu.tr				
13. Week	Project Presentation			Synchronous - lms.toros.edu.tr				
14. Week	Project Presentation			Synchronous - lms.toros.edu.tr				
Final (Explanation)**	The students would be evaluated by their final PROJECTS (%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.			
Asynchronous	☐	Start every virtual conferencing						
Mixed (Synchronous + Asynchronous)	☐							
Face-to-Face	☐							
Other	☐							
Other explanations for the effective and efficient conduct of the course								
Attendance***	%70 is required.							
Course Resources	Model Business Letters, Emails and Other Business Documents, Shirley Taylor							
Auxiliary Resources	Market Leader, Pearson							
Course Counseling	Consulting Management (Synchronous)							
	Consulting Topics			Date		Time		

*	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	BUSINESS ADMINISTRATION	Course Code	FLE 304			
		Course Title	BUSINESS ENGLISH			
		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		Lect. 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			Face to face		
2. Week	The importance of building relationships- orally and in writing			Face to face		
3. Week	Sentence Construction			Face to face		
4. Week	Structuring messages			Face to face		
5. Week	Forming presentations			Face to face		
6. Week	Forming presentations			Face to face		
7. Week	Writing online			Face to face		
Midterm (Explanation)*	Mid-term Exam (%40)					
8. Week	Customer Care Online			Face to face		
9. Week	Routine Business Transactions			Face to face		
10. Week	Routine Business Transactions			Face to face		
11. Week	General Business Correspondence			Face to face		
12. Week	Presentation			Face to face		
13. Week	Presentation			Face to face		
14. Week	Presentation			Face to face		
Final (Explanation)**	The students would be evaluated by their final exam (%40). 20% would be evaluated by a project given during classes.					
Make-Up (Explanation)	Written exam					
Select and explain in detail the teaching methods and techniques to be used in course.						
Synchronous	☒	Communicate my expectations for participation and behavior in the classroom. generate their own discussion questions.				Ask students to Start every session with an icebreaker
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	Model Business Letters, Emails and Other Business Documents, Shirley Taylor					
Auxiliary Resources	Market Leader, Pearson					
Course Counseling	Consulting Management (Synchronous)					
	Consulting Topics		Date	Time		

*	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	BUSINESS ADMINISTRATION	Course Code	MAN 302		
		Course Title	FINANCIAL MANAGEMENT 2		
		Semester	☐ Fall	☒ Spring	
		Course Type	☒ Compulsory	☐ Elective	
		Course Language	☐ Turkish	☒ English	
Grade	3th Grade	Course Credits	Theoretical 3	Practical 0	ECTS 5
Instructor	Asst. Prof. Seda TURNACIĞİL				
Information about Course	This course includes detailed theoretical information about business finance as a continuation of the Financial Management-I course.				
WEEKLY COURSE CONTENTS					
Week	Topics			Teaching Methods and Techniques	
1. Week	Fixed Asset Investment			Face to face	
2. Week	Project Valuation Methods - Payback Period			Face to face	
3. Week	Project Valuation Methods - Net Present Value			Face to face	
4. Week	Project Valuation Methods - Internal Rate of Return			Face to face	
5. Week	Project Valuation Method Applications			Face to face	
6. Week	Project Valuation Method Applications			Face to face	
7. Week	Differences Between Fixed Asset Investments and Current Asset Investments			Face to face	
Midterm (Explanation)*	Written exam %40				
8. Week	Capital Cost - Foreign Resource Cost			Face to face	
9. Week	Cost of Capital-Cost of Equity and Weighted Average Cost of Capital			Face to face	
10. Week	Capital Structure Theories			Face to face	
11. Week	Profit Distribution Decisions			Face to face	
12. Week	Profit Distribution Decisions			Face to face	
13. Week	Factoring, Forfeiting, Leasing			Face to face	
14. Week	Implications			Face to face	
Final (Explanation)**	(Written Exam) Final has a weight of %60				
Make-Up (Explanation)	(Written Exam) %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					
Course Resources	L.Fung, Financial Management, The London School of Economics and Political Science, 2015				
	Dr. Öztin Akgüç, Finansal Yönetim, Avcıol Basım Yayın, 1997				
Auxiliary Resources					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)			Synchronous, face to face	
	Consulting Topics			Date	Time
	Counseling will be given face to face and synchronously / asynchronously.				
	The relevant day and time will be notified to students later.				

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Araştırmanın nasıl yapılacağı (yazılı sınav, yapılacak ödev, quiz, rapor, sunum vb) ve bu faaliyetlerin başarıya katkı oranı belirtilmelidir.

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Final sınavın nasıl yapılacağı ve araştırmanın (yazılı sınav, yapılacak ödev, quiz, rapor, sunum vb) başarıya katkı oranı belirtilmelidir.

Yüzyüze eğitimlerde devam oranı % 70, Senkron veya asenkron video izleme %70, Asenkron devam şartı aranmamaktadır.

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2021-2022 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	Business Administration	Course Code	MAN 324		
		Course Title	Leadership and Change Management		
		Semester	☐ Fall	☒ Spring	
		Course Type	☐ Compulsory	☒ Elective	
		Course Language	☐ Turkish	☒ English	
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS
			3	0	4
Instructor	Title, Name-Last Name		Asst. Prof. Dr. Yavuz KORKMAZYÜREK		
	Contact Information		yavuz.korkmazurek@toros.edu.tr		
Information about Course	The main purpose of the course is to teach the basic leadership skills that students will need in business life and to reach the level of theoretical maturity where they can apply these skills in a rapidly changing world. The course will be held synchronously. 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	New Realities as The Force of Change			Synchronous- lms.toros.edu.tr	
2. Week	Critical Systems Thinking			Synchronous- lms.toros.edu.tr	
3. Week	Philosophies-Theories and Styles of Leadership			Synchronous- lms.toros.edu.tr	
4. Week	The Systemic Leadership Approach			Synchronous- lms.toros.edu.tr	
5. Week	Authority Obedience and Power			Synchronous- lms.toros.edu.tr	
6. Week	Organizational Behavior, Group dynamics and Change			Synchronous- lms.toros.edu.tr	
7. Week	The Shadow Side of Leadership			Synchronous- lms.toros.edu.tr	
Midterm (Explanation)*	Take Home (distance/online - calculated as 40%)				
8. Week	The Shadow Side of Leadership			Synchronous- lms.toros.edu.tr	
9. Week	Leadership and Ethics			Synchronous- lms.toros.edu.tr	
10. Week	Systemic Leadership and Strategy			Synchronous- lms.toros.edu.tr	
11. Week	The Leader In You			Synchronous- lms.toros.edu.tr	
12. Week	The Leader In You			Synchronous- lms.toros.edu.tr	
13. Week	Student presentations			Synchronous- lms.toros.edu.tr	
14. Week	Student presentations			Synchronous- lms.toros.edu.tr	
Final (Explanation)**	The final will be held distance-online in a written examination. It will be calculated as 60%.				
Make-Up (Explanation)	The make-up will be held distance-online 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	☒	At time on 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 in the synchronous time				
Course Resources	Leadership and Change Management / SAGE Publications Ltd. Annabel Beerel / ISBN 978-1-84787-340-8				
Auxiliary Resources					
Course Counseling	Supervision (Synchronous, Face-to-Face and others)		All questions and remarks are received via email		
	Consulting Topics			Date	Time
	No specific time for supervising (follow the office hours)				

*	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	BUSINESS ADMINISTRATION	Course Code	MAN 304		
		Course Title	INTERNATIONAL BUSINESS ADMINISTRATION		
		Semester	☒ Fall	☒ Spring	
		Course Type	☒ Compulso	☐ Elective	
		Course Language	☐ Turkish	☒ English	
Grade	Please Select from the list	Course Credits	Theoretical	Practical	ECTS
			3	0	5
Instructor	Title, Name-Last Name		Prof. Dr. Mert AKTAŞ		
	Contact Information		mert.aktas@toros.edu.tr		
Information about Course	International business administration topics				
WEEKLY COURSE CONTENTS					
Week	Topics			Teaching Methods and Techniques	
1. Week	define international management, explain the concept of globalisation, introduce the role of international manager			Synchronous - lms.toros.edu.tr	
2. Week	elucidate the major forces of globalisation, explicate the effects of globalisation			Synchronous - lms.toros.edu.tr	
3. Week	explain the international service management			Synchronous - lms.toros.edu.tr	
4. Week	Define international business environment Introduce the cross cultural communication process and negotiations Delineate the strategies dealing with cultural differences			Synchronous - lms.toros.edu.tr	
5. Week	Elucidate the various environments that influence international business Analyse the components of foreign environment			Synchronous - lms.toros.edu.tr	
6. Week	introduce the international business theories explain the international trade theories highlight the efficiency in international trade			Synchronous - lms.toros.edu.tr	
Midterm (Explanation)*	Project %40				
8. Week	define legal framework that regulates import and export			Synchronous - lms.toros.edu.tr	
9. Week	explain the evolution process of global marketing			Synchronous - lms.toros.edu.tr	
10. Week	discuss the scope of international marketing			Synchronous - lms.toros.edu.tr	
11. Week	explain internationalisation of human resource management			Synchronous - lms.toros.edu.tr	
12. Week	discuss the nature of international human resource management elaborate on the development of international human resource management			Synchronous - lms.toros.edu.tr	
13. Week	explain international finance, currency, creditworthiness and methods of payment elucidate international financial management			Synchronous - lms.toros.edu.tr	
14. Week	compare domestic and international financial management			Synchronous - lms.toros.edu.tr	
Final (Explanation)**	Project %60				
Make-Up (Explanation)	Project %60				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	☒	Problems and solutions related to theoretical issues will be made as synchronous video. The slides of the course were prepared visually and in writing in a balanced way for students to understand the subject and supported by various videos.			
Asynchronous	☒	Problems and solutions related to theoretical issues will be made as unsynchronous video.			
Mixed (Synchronous + Asynchronous)	☐				
Face-to-Face	☐	In case the pandemic conditions disappear, this course is planned to be conducted face to face			
Other	☐				
Other explanations for the effective and efficient conduct of the course					
Attendance***	There is 70% attendance requirement for face-to-face or Synchronous or Ansekron course monitoring ***				
Course Resources	1. International Business Management. Jaipur National University, Jaipur. First Edition 2013.				
Auxiliary Resources					
Course Counselling	Consulting Management (Synchronous, Face-to-Face and others)		It will be done in the form of questions and answers in face-to-face and synchronous trainings.		
	Consulting Topics		Date	Time	
*	Final sınavın yüz yüze yapılmaması durumunda nasıl yapılacağı ayrıca duyurulacaktır..				
**	Arasınanın yüz yüze yapılmaması durumunda nasıl yapılacağı ayrıca duyurulacaktır..				
***	Ansekron eğitimlerde %70, devam şartı aranmaktadır.				

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2021-2022 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	Business Administration	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 0	Practical 0	ECTS 0
Instructor	Title, Name-Last Name		Asst. Prof. Aslihan 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		

*	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.