C CONTENTED IN	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES													
2009			2022-	2023 ACAE	EMIC YE	AR CUR	RICUL	UM FOR	VI					
		Course Code ITL 318												
		Course	Title	Internati	onal Trad	ade & Logistics Legislation								
Department / Program	П	L	Semeste	er		Fall		<b>√</b>	Spring					
			Course	Туре	7	Comp	ulsor		Elective					
			Course Language			Turkis	h	<b>4</b>	English					
						etical	Pra	ctical		ECTS				
Grade	Please sele	ect from list	Course	Credits		3	1	(	5					
	Title, Name-Last N	Name			Ass	soc.Prof.D	r. Tun	ay KÖKS/	AL					
Instructor	Contact Information	on			<u>t</u>	unay.koks	sal@to	ros.edu.tr						
Information about	The aim of this co	urse is to underst	tand the fur	ndamental p	rinciples	& concep	ts of In	ternationa	I Trade & Logistics Law.					
Course	, , , , , , , , , , , , , , , , , , , ,													
			WEEKL	Y COURSE	CONTE	NTS								
Week			Topics				Teacl	ning Meth	ods and Techniques					
1. Week	Arrival Contracts						Mixed	(Synchro	nous + Asynchronous)					
2. Week	International Trade	e Documents					Mixed	(Synchro	nous + Asynchronous)					
3. Week	Functions of Bill of Lading						Mixed (Synchronous + Asynchronous)							
4. Week	Delivery Orders Mixed (Synchronous + Asynchronous)													
5. Week	The Insurance Documents Mixed (Synchronous + Asynchronous)													
6. Week	Notice of Appropriation Mixed (Synchronous + Asynchronous)													
7. Week	CIF Contracts Mixed (Synchronous + Asynchronous)													
Midterm (Explanation)*					Homewo	ork (40 %)	)							
8. Week	FOB Contracts						Mixed	(Synchro	nous + Asynchronous)					
9. Week	INCOTERMS						Mixed	(Synchro	nous + Asynchronous)					
10. Week	Letter of Credit						Mixed	(Synchro	nous + Asynchronous)					
11. Week	Frustration and Fo	rce Majeure Clau	uses				Mixed	(Synchro	nous + Asynchronous)					
12. Week	Remedies for Brea	ach of Contract					Mixed	(Synchro	nous + Asynchronous)					
13. Week	Conflict of Internat	ional Laws					Mixed	(Synchro	nous + Asynchronous)					
14. Week	Settlement of Inter	rnational Comme	rcial Disput	tes & Interna	ational Ar	bitration	Mixed	(Synchro	nous + Asynchronous)					
Final (Explanation)**				face to	face (cal	culated a	s 60 %	)						
Make-Up (Explanation)				face to	face (cal	culated a	s 60 %	)						
	Select and	d explain in deta	il the teacl	hing metho	ds and t	echnique	s to be	used in	course.					
Synchronous														
Asynchronous														
Mixed (Synchronous +														
Asynchronous) Face-to-Face														
Other														
		ther explanation	s for the e	ffective an	d efficier	t conduc	t of th	e course						
Attendance***		,				ce requir								
Course Resources	Jar	nette Charlery, li	nternationa						ongman Group, UK, 2013.					
Auxiliary Resources	Jul	-							blications, 2014.					
The state of the s	Co	onsulting Manag		,,,	J. m.c	au	···auc	•	enhronous					
0		ous. Face-to-Fa	ce and oth					-		Tire				
Course Counseling			Ilting Topic					Date		Time				
		No specific time for supervising.												

AUGUNIVERSEE	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES												
2009	2022-2023 ACADEMIC YEAR CURRICULUM FORM												
			Course	Code	ITL344								
			Course Title Procurement and Pure					chasing					
Department / Program	Internation	al Trade and Logistics	Semester			Fa	ıll			Spring			
			Course Type		Compuls		ompuls	ory		Elective			
			Course Langua			Tu	ırkish			English			
			_		The	oretic	al	Pra	ctical	ECTS			
Grade		Please select from list	se select from list Course Credi			3			-	5			
Instructor	Title, Name	-Last Name		Prof.Dr	Köksal H	Hazır	·						
instructor	Contact Info	ormation		koksal.	nazir@tor	ros.ed	<u>u.tr</u>						
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 C	OURSI	E CON	ENTS								
Week		Topics						Tea	ching Me	thods and Techniques			
1. Week	Contents ar	nd targets of procurement managem	ent					Synchro	onous				
2. Week	Procureme	nt organizations						Synchro	onous				
3. Week	Variables o	f procurement process: quality, quan	itity, time,	, price				Synchronous					
4. Week	Variables of procurement process: quality, quantity, time, price								Synchronous				
5. Week	Sources of	procurement						Synchro	onous				
6. Week	Applications of procurement management Face to Face and a Synchrone									a Synchrone			
7. Week	Procurement system Face to face and a Synchrone									Synchrone			
Midterm (Explanation)*				Online	exam (%2	20)	11						
8. Week	Purchasing	process						Synchr	one				
9. Week	Purchasing models Synchrone												
10. Week	Purchasing plans Synchrone												
11. Week		nt operations						Synchro					
12. Week		nt-stock relationship						Synchr					
13. Week		nent and purchasing						Synchro					
14. Week	Review							Synchr	one				
Final (Explanation)**					face to f								
Make-Up (Explanation)					face to f								
		explain in detail the teaching	g metn					e usec	ı ın cour	se.			
Synchronous					ms.toros	.edu.t	tr						
Asynchronous Mixed (Synchronous +													
Asynchronous)	Ø.												
Face-to-Face Other	✓												
Other		ner explanations for the effec	ctive ar	nd effic	ient coi	nduc	t of th	e con	rsa				
Attendance***	70% attend	lance requirement. It is essential t	o follow	the less	ons on th	ne day	y and ti	me.					
		text; watching the lessons later w	ill not co	ver the	attendan	ce req	quireme	ent.					
Course Resources	Academic												
Auxiliary Resources	Halim Yuro	lakul, (2015),Satınalma Yönetimi, S	Süreçler	ve Uygı	lamalar,l	Nobel	Akade	mik Ya	yınevi				
	(	Consulting Management Sycnhronous, Face-to-Face and o	thers)		4	All que	estions	and re	marks are	received via e-mail			
Course Counseling		Consulting To	opics						ate	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

SUNIVARITE STATES	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES															
2009		2022-2023	ACAD	EMIC YEA	R CURRI	CULUN	I FOR	М								
			Course	Code	ITL342											
			Course	Title	Dangerous	IVE AND SOCIAL SCIENT  JURRICULUM FORM  12  Perous Goods Logistics  Fall										
Department / Program	Inter	national Trade and Logistics	Semest	er		Fall			Spring							
			Course	Туре		Compu	Isory		Elective							
			Course	Language		Turkish	ogistics  loopistics  loopistics  loopistics  practical	English								
Consider	Die	and an instantion and the	C	Consider	Theore	etical	Prac	tical	ECTS							
Grade	Pie	ase select from list	Course	Credits	3			-	4							
Inchritate	Title, Nan	ne-Last Name		Asst. Prof. D	Dr. Özgür U	ğur ARIK	AN									
Instructor	Contact Ir	nformation		ozgur.arikar	@toros.ed	u.tr										
Information about Course	regulation shipping p	is and to describe the key	develop the basic requirements of dangerous goods transportation safety ne key issues of the packaging regulations and explain the proper completion propriate labels and documentation. Moreover, It is aimed to describe ion for different modes.													
		WEEKLY C	OURSE	CONTEN	ITS											
Week	Topics Teaching Methods a Techniques															
1. Week	Basic def	initions about dangerous	goods an	d chemistry	try Synchronous											
2. Week	Definition	s for dangerous goods														
3. Week	Class 1, 0	ss 1, Class 2, Class 3 Synchronous						3 Synchronous								
4. Week	Class 4, 0	Class 5, Class 6	Synchronous													
5. Week	Class 7, 0	Class 8, Class 9	Synchronous													
6. Week	Dangerou	us goods transportation by	by road Synchronous													
7. Week	Dangerou	us goods transportation by	airway Synchronous													
Midterm (Explanation)*				Online test	est (%20)											
8. Week	Dangerou	us goods transportation by	goods transportation by ship Synchronous													
9. Week	Dangerou	us goods transportation by	· · ·													
10. Week	Cantaine	rs and their properties	Online test (%20)  ion by ship  Synchronous  Synchronous													
11. Week	Signs and	d signing					Synchr	onous								
12. Week	Packagin	g and responsibilities					Synchr	onous								
13. Week	Review						Synchr	onous								
14. Week	Review						Synchr									
Final (Explanation)**		(	Open-end	ed exam (fa	ce to face	(%80)										
Make-Up (Explanation)		(	Open-end	ed exam (fa	ce to face	(%80)										
Select and	explain	in detail the teaching	g meth	ods and te	chnique	s to be	used i	n cour	se.							
Synchronous	Z			lms.to	oros.edu.tr											
Asynchronous																
Mixed (Synchronous + Asynchronous)																
Face-to-Face																
Other																
Oth	er expla	anations for the effe	ctive ar	d efficien	t conduc	t of the	cours	е								
Attendance***																
Course Resources		ADR Book	s (I-II) (M	inistry of Tra	ansport an	d Infrast	ruction	)								
Auxiliary Resources				Güvenliği	(Ömer Farı	ık Görçü	n ve Mu	ırat Erd	al)							
	(S <sub>)</sub>	Consulting Manage cnhronous, Face-to-Fac		hers)	All questio	ns and r	emarks	are rec	eived via e-mai							
Course Counseling	Consulting Topics Date Time						Time									

No specific time for supervising

do CINIVERGIA	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES											
2009	2022-2023 ACADEMIC YEAR CURRICULUM FORM											
			Course	Code	ITL412							
			Course	Title	Logistics	Planning	and M	odelling				
Department / Program	Internation	onal Trade and Logistics	Semest	er	Fall			7	Spring			
			Course	Туре		Compu	Isory		Elective			
			Course	CADEMIC YEAR CURRICULUM  See Code  ITL412  See Title  Logistics Planning and Market  See Type  Compulsory  See Language  Turkish  Theoretical  Assoc.Prof.Dr. Ayhan DEMIRCI  avhan.demirci@toros.edu.tr  Coasting, weighted moving averages, expertend adjustment, trend projections, locater programming, transportation, transs  JRSE CONTENTS  Tear  Sync  Sync  Sync  Sync  Sync  Sync  Sync  Sync  Market Exam (weighted 20%)  Sync  Sync	1	7	English					
					Theo	retical	Pı	ractical	ECTS			
Grade	Ple	ase select from list	Course	Credits		3	-		5			
	Title, Nan	ne-Last Name		Assoc.Prof.	Dr. Ayhar	DEMIRC	<u> </u>					
Instructor	Contact Ir	nformation		ayhan.demi	rci@toros	.edu.tr						
Information about Course	Planning and forecasting, time-series forecasting, weighted moving averages, exponential smoothing, measu forecasy error, exponential smoothing with trend adjustment, trend projections, locating strategies, warehousi storage layouts, inventory management, linear programming, transportation, transshipmentand assignment problems.											
	,	WEEKLY	COUF	RSE CONT	ENTS							
Week		Т	opics				Teac	hing Meth	ods and Techniques			
1. Week	Importanc	ce of Planning and Models	in Logist	ics			Synch	nronously				
2. Week	Time-seri	es forecasting					Synch	nronously				
3. Week	Weighted	I moving averages					Synch	nronously				
4. Week	Exponent	ial smoothing					Synch	nronously				
5. Week	Measuring forecast error							Synchronously				
6. Week	Exponential smoothing with trend adjustment							Synchronously				
7. Week	Trend projections							nronously				
Midterm (Explanation)*	Online Written Exam ( weighted 20%)											
8. Week	Locating strategies Synchronously											
9. Week	Warehousing and storage layouts Synchronously											
10. Week	Inventory management							nronously				
11. Week	Linear programming: Model formulation and graphic solution Synchronously											
12. Week	Linear pro	ogramming: Model formula	tion and	graphic solut	ion		Synch	nronously				
13. Week		ogramming: Computer solu						nronously				
14. Week	Transport	tation, transshipment and a						nronously				
Final (Explanation)**												
Make-Up (Explanation)												
Select a	nd expla					-						
Synchronous	The way the course is taught (Face to Face/Online) may change if there is a different decision to b taken after the evaluation to be made by YÖK and/or the University.  Courses will be taught online by connecting to Ims@toros.edu.tr.  Especially since the project assignment and presentation, which will replace the final exam will be delivered in the last two weeks, it is important to participate in the course. Examination polling will be taken in these courses.								rsity. u.tr. he final exam will be			
Asynchronous												
Mixed (Synchronous + Asvnchronous)												
Face-to-Face												
Other												
	Other ex	xplanations for the ef	fective	and effici	ent con	duct of	the c	ourse				
Attendance***			70	0% attendan	ce requir	ement.						
Course Resources		Operation	ns Mana	agement (J.	Heizer, B	. Render,	C. Mu	nson)				
Auxiliary Resources		Intro	duction	to Managen	nent Scie	nce (B.W.	Taylo	or)				
	(S)	Consulting Manage ycnhronous, Face-to-Fac		hers)	All qu	estions a	nd ren	nd remarks are received via e-mail				
Course Counseling			ting Top					Date	Time			
		No specific til	me for su	pervising				-	-			

CONTROL IE	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES												
2009		2022	-2023 A	CADEM	IC YE	AR CUR	RICUL	UM FO	RM				
			Course	Code	ITL- 310	)							
			Course	Title	Logistic	cs Costs	and Repo	d Reporting					
Department / Program	Interr	national Trade and Logistics	Semest	er		Fall		<b>V</b>	Spring				
			Course	Туре		Compuls	ory		Elective				
			Course Languag			Turkish			English				
					Theo	retical	Prac	tical	ECTS				
Grade		3rd Grade	Course	Credits		3	(	)	5				
Instructor	Title, Nan	ne-Last Name			Asst. Prof. Dr. Gökçe MANAVGAT								
instructor	Contact I	nformation				gokc	e.manav	gat@toro	os.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	Week Topics Teaching Methods and Techniques												
1. Week	Introducti	on to Cost Concepts a	nd Activitie	es in Logis	stics			C	Online-Senkron				
2. Week		•						C	Online-Senkron				
3. Week		istic costs and basic principles preparations  Online-Senkron  of main logistics activities provided by outsourcing effect					Online-Senkron						
4. Week	Costs of	main logistics activities provided by outsourcing effect logistics concept and the effect of reverse logistics					Online-Senkron						
5. Week	activities	on costs				C	Online-Senkron						
6. Week	Reverse activities	ogistics concept and the on costs	ne effect o	f reverse	logistics			C	Online-Senkron				
7. Week	Reverse	Logistics Costs and Be	ehavior Patterns Online-Senkron										
Midterm (Explanation)*	Online Written Exam (20%)												
8. Week	Methods	used in analysis of logi	stics costs	3	Online-Senkron								
9. Week	Methods	used in analysis of logi	stics costs	5	Online-Senkron								
10. Week	Cost-volu	me-profit analysis in lo	gistic activ	vities				C	Online-Senkron				
11. Week	Cost-volu	me-profit analysis in lo	gistic activ	vities				C	Online-Senkron				
12. Week	Performa	nce management in lo	gistics act	ivities				C	Online-Senkron				
13. Week	Proplem :	sets						C	Online-Senkron				
14. Week	Review							C	Online-Senkron				
Final (Explanation)**		The final will be h	neld face to	o face in a	written	examinat	tion. It wil	l be calc	ulated as 80%.				
Make-Up (Explanation)		The make-up will b	e held fac	e to face	in writte	n examin	ation. It v	vill be cal	culated as 80%.				
Select a	nd expla	ain in detail the te	aching r	nethods	s and to	echniqu	ues to l	oe used	d in course.				
Synchronous	V				by u	sing LN	ıs						
Asynchronous													
Mixed (Synchronous + Asvnchronous)													
Face-to-Face													
Other													
	Other ex	cplanations for the	e effecti	ve and	efficier	nt cond	uct of t	he cou	rse				
Attendance***				70% atte	endance	compul	sory						
Course Resources		Seuring, S.,	Goldbac	k, M. Cos	t Manag	gement in	Supply	Chains	, Springer				
Auxiliary Resources	Deran A			gül, İşletı	melerde	Lojistik	Maliyetle	erin Hes	aplanması, Eğitim Yayınları				
		Supervison (Face-to-Face and			Α	II questic	ons and	ons and remarks are received via email					
Course Counseling		Consul	ting Topi	cs			Da	Date Time					
		No specific time for	r supervisi										

O CONTYRON	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES											
2009		2022-2023 ACA	ADEMIC	YEAR	R CURRICULUM FORM							
			Course	Code	MAN324	ı						
			Course	Title	Sales M	anagem	ent					
Department / Program		Administration / International Frade and Logistics	Semest	Semester		Fall			Spring			
	, and the second			Туре		Compu	ulsory	<b>V</b>	Elective			
			Course Languag			Turkis	h	<b>V</b>	English			
Grade	P	lease select from list	Course	Credits	Theor	etical	Pra	actical	ECTS			
					3		0 5 sst. Dr. Esra ÖZTÜRK					
Instructor	Title, Name-La											
Information about	1		ormation	about the	caloc pr			toros.edu				
With this course, it is aimed to have the basic information about the sales process, sales planning, the selection and training of salespeople and the performance evaluation of sales force.												
		WEEKLY COU	RSE CO	NTENT	s							
Week		Topics					Teach	ning Meth	ods and Techniques			
1. Week	Introduction to	course					Synchi	ronous - In	ns.toros.edu.tr			
2. Week	Development a	and role of selling in marketing					Synchi	ronous - In	ns.toros.edu.tr			
3. Week	Consumer and	d Organizational Buyer Behavior					Synchi	ronous - In	ns.toros.edu.tr			
4. Week	Sales contexts	and customer management					Synchi	ronous - In	ns.toros.edu.tr			
5. Week	International S	International Selling Synchronous - Ims.toros.edu.tr										
6. Week	Film Analysis: Thank you For Smoking Synchronous - Ims.toros.edu.tr								ns.toros.edu.tr			
7. Week	General Evaluation Synchronous - Ims.toros.edu.tr											
Midterm (Explanation)*	Online Exam (%20)											
8. Week	Sales responsibilities and preparation Synchronous - Ims.toros.edu.tr											
9. Week	Personal selling skills-I Synchronous - Ims.toros.edu.tr											
10. Week	Personal sellir	ng skills-II					Synchi	ronous - In	ns.toros.edu.tr			
11. Week	Recruitment a	nd selection of Salespeople					Synchi	ronous - In	ns.toros.edu.tr			
12. Week	Motivating, Tra	aining and Evaluation of Salespeop	ole				Synchi	ronous - In	ns.toros.edu.tr			
13. Week	Film Analysis:	The Medicine Seller					Synchi	ronous - In	ns.toros.edu.tr			
14. Week	General Evalu	ation					Synchi	ronous - In	ns.toros.edu.tr			
Final (Explanation)**		Fac	e to Face	Written	Exam (%	80)						
Make-Up (Explanation)	-1 1		e to Face									
		in in detail the teaching me	ethods	and tec	nnique	s to be	used	in cour	se.			
Synchronous  Asynchronous												
Mixed (Synchronous												
+ Asynchronous) Face-to-Face												
Other												
		planations for the effective	e and ef	ficient (	conduc	t of the	e cour	rse				
Attendance***		70	% attend	ance is c	ompulso	ory						
Course Resources	Selling	and Sales Management (11th ed	d.) David	Jobber,	G. Lanca	ster, K.	L. Meu	nier-FitzH	ugh (Pearson)			
Auxiliary Resources												
	(S <sub>1</sub>	Consulting Management ycnhronous, Face-to-Face and c	thers)									
		Consulting Top	ics				Ī	Date	Time			
Course Counseling												