



TOROS UNIVERSITY
FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES

2022-2023 ACADEMIC YEAR CURRICULUM FORM

Department / Program	ITL	Course Code	ITL 318		
		Course Title	International Trade & Logistics Legislation		
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring	
		Course Type	<input checked="" type="checkbox"/> Compulsor	<input type="checkbox"/> Elective	
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> 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.
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WEEKLY COURSE CONTENTS

Week	Topics	Teaching Methods and Techniques
1. Week	Arrival Contracts	Mixed (Synchronous + Asynchronous)
2. Week	International Trade Documents	Mixed (Synchronous + 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)*	Homework (40 %)	
8. Week	FOB Contracts	Mixed (Synchronous + Asynchronous)
9. Week	INCOTERMS	Mixed (Synchronous + Asynchronous)
10. Week	Letter of Credit	Mixed (Synchronous + Asynchronous)
11. Week	Frustration and Force Majeure Clauses	Mixed (Synchronous + Asynchronous)
12. Week	Remedies for Breach of Contract	Mixed (Synchronous + Asynchronous)
13. Week	Conflict of International Laws	Mixed (Synchronous + Asynchronous)
14. Week	Settlement of International Commercial Disputes & International Arbitration	Mixed (Synchronous + Asynchronous)
Final (Explanation)**	face to face (calculated as 60 %)	
Make-Up (Explanation)	face to face (calculated as 60 %)	

Select and explain in detail the teaching methods and techniques to be used in course.

Synchronous	<input type="checkbox"/>	
Asynchronous	<input type="checkbox"/>	
Mixed (Synchronous + Asynchronous)	<input checked="" type="checkbox"/>	
Face-to-Face	<input type="checkbox"/>	
Other	<input type="checkbox"/>	

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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2022-2023 ACADEMIC YEAR CURRICULUM FORM

Department / Program	International Trade and Logistics	Course Code	ITL344			
		Course Title	Procurement and Purchasing			
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		Course Type	<input checked="" type="checkbox"/> Compulsory	<input type="checkbox"/> Elective		
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> English		

Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS
			3	-	5

Instructor	Title, Name-Last Name	Prof.Dr. Köksal Hazır
	Contact Information	koksal.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	Face to Face and a Synchron
7. Week	Procurement system	Face to face and a Synchron
Midterm (Explanation)*	Online exam (%20)	
8. Week	Purchasing process	Synchron
9. Week	Purchasing models	Synchron
10. Week	Purchasing plans	Synchron
11. Week	Procurement operations	Synchron
12. Week	Procurement-stock relationship	Synchron
13. Week	E-Procurement and purchasing	Synchron
14. Week	Review	Synchron
Final (Explanation)**	The final will be face to face (%80)	
Make-Up (Explanation)	The final will be face to face (%80)	


Select and explain in detail the teaching methods and techniques to be used in course.


Synchronous	<input type="checkbox"/>	ims.toros.edu.tr
Asynchronous	<input type="checkbox"/>	
Mixed (Synchronous + Asynchronous)	<input checked="" type="checkbox"/>	
Face-to-Face	<input checked="" type="checkbox"/>	
Other	<input type="checkbox"/>	

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	-	-

*	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				
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		2022-2023 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	International Trade and Logistics	Course Code	ITL342			
		Course Title	Dangerous Goods Logistics			
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		Course Type	<input checked="" type="checkbox"/> Compulsory	<input type="checkbox"/> Elective		
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> English		
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS	
			3	-	4	
Instructor	Title, Name-Last Name	Asst. Prof. 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)*	Online test (%20)					
8. Week	Dangerous goods transportation by ship	Synchronous				
9. Week	Dangerous goods transportation by railway	Synchronous				
10. Week	Cantainers 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)**	Open-ended exam (face to face) (%80)					
Make-Up (Explanation)	Open-ended exam (face to face) (%80)					
Select and explain in detail the teaching methods and techniques to be used in course.						
Synchronous	<input checked="" type="checkbox"/>	lms.toros.edu.tr				
Asynchronous	<input type="checkbox"/>					
Mixed (Synchronous + Asynchronous)	<input type="checkbox"/>					
Face-to-Face	<input type="checkbox"/>					
Other	<input type="checkbox"/>					
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	-	-			

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2022-2023 ACADEMIC YEAR CURRICULUM FORM							
Department / Program	International Trade and Logistics	Course Code	ITL412				
		Course Title	Logistics Planning and Modelling				
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring			
		Course Type	<input checked="" type="checkbox"/> Compulsory	<input type="checkbox"/> Elective			
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> 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	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			Synchronously			
2. Week	Time-series forecasting			Synchronously			
3. Week	Weighted moving averages			Synchronously			
4. Week	Exponential smoothing			Synchronously			
5. Week	Measuring forecast error			Synchronously			
6. Week	Exponential smoothing with trend adjustment			Synchronously			
7. Week	Trend projections			Synchronously			
Midterm (Explanation)*	Online Written Exam (weighted 20%)						
8. Week	Locating strategies			Synchronously			
9. Week	Warehousing and storage layouts			Synchronously			
10. Week	Inventory management			Synchronously			
11. Week	Linear programming: Model formulation and graphic solution			Synchronously			
12. Week	Linear programming: Model formulation and graphic solution			Synchronously			
13. Week	Linear programming: Computer solution			Synchronously			
14. Week	Transportation, transshipment and assignment problems			Synchronously			
Final (Explanation)**	Written Exam (will be held on face to face and weighted 80%)						
Make-Up (Explanation)	Written Exam (will be held on face to face and weighted 80%)						
Select and explain in detail the teaching methods and techniques to be used in course.							
Synchronous	<input checked="" type="checkbox"/>	The way the course is taught (Face to Face/Online) may change if there is a different decision to be taken after the evaluation to be made by YÖK and/or the University. Courses will be taught online by connecting to lms@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.					
Asynchronous	<input type="checkbox"/>						
Mixed (Synchronous + Asynchronous)	<input type="checkbox"/>						
Face-to-Face	<input type="checkbox"/>						
Other	<input type="checkbox"/>						
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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2022-2023 ACADEMIC YEAR CURRICULUM FORM

Department / Program	International Trade and Logistics	Course Code	ITL- 310		
		Course Title	Logistics Costs and Reporting		
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring	
		Course Type	<input type="checkbox"/> Compulsory	<input checked="" type="checkbox"/> Elective	
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> 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	Online-Senkron
2. Week	Logistic costs and basic principles preparations	Online-Senkron
3. Week	Costs of main logistics activities provided by outsourcing effect	Online-Senkron
4. Week	Costs of main logistics activities provided by outsourcing effect	Online-Senkron
5. Week	Reverse logistics concept and the effect of reverse logistics activities on costs	Online-Senkron
6. Week	Reverse logistics concept and the effect of reverse logistics activities on costs	Online-Senkron
7. Week	Reverse Logistics Costs and Behavior Patterns	Online-Senkron
Midterm (Explanation)*	Online Written Exam (20%)	
8. Week	Methods used in analysis of logistics costs	Online-Senkron
9. Week	Methods used in analysis of logistics costs	Online-Senkron
10. Week	Cost-volume-profit analysis in logistic activities	Online-Senkron
11. Week	Cost-volume-profit analysis in logistic activities	Online-Senkron
12. Week	Performance management in logistics activities	Online-Senkron
13. Week	Proplem sets	Online-Senkron
14. Week	Review	Online-Senkron
Final (Explanation)**	The final will be held face to face in a written examination. It will be calculated as 80%.	
Make-Up (Explanation)	The make-up will be held face to face in written examination. It will be calculated as 80%.	

Select and explain in detail the teaching methods and techniques to be used in course.

Synchronous	<input checked="" type="checkbox"/>	by using LMS
Asynchronous	<input type="checkbox"/>	
Mixed (Synchronous + Asynchronous)	<input type="checkbox"/>	
Face-to-Face	<input type="checkbox"/>	
Other	<input type="checkbox"/>	

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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2022-2023 ACADEMIC YEAR CURRICULUM FORM

Department / Program	Business Administration / International Trade and Logistics	Course Code	MAN324			
		Course Title	Sales Management			
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		Course Type	<input type="checkbox"/> Compulsory	<input checked="" type="checkbox"/> Elective		
		Course Language	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> English		
Grade	Please select from list	Course Credits	Theoretical	Practical	ECTS	
			3	0	5	
Instructor	Title, Name-Last Name		Res. Asst. Dr. Esra ÖZTÜRK			
	Contact Information		esra.ozturk@toros.edu.tr			
Information about Course	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 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	Consumer and Organizational Buyer Behavior	Synchronous - lms.toros.edu.tr
4. Week	Sales contexts and customer management	Synchronous - lms.toros.edu.tr
5. Week	International Selling	Synchronous - lms.toros.edu.tr
6. Week	<i>Film Analysis: Thank you For Smoking</i>	Synchronous - lms.toros.edu.tr
7. Week	General Evaluation	Synchronous - lms.toros.edu.tr
Midterm (Explanation)	Online Exam (%20)	
8. Week	Sales responsibilities and preparation	Synchronous - lms.toros.edu.tr
9. Week	Personal selling skills-I	Synchronous - lms.toros.edu.tr
10. Week	Personal selling skills-II	Synchronous - lms.toros.edu.tr
11. Week	Recruitment and selection of Salespeople	Synchronous - lms.toros.edu.tr
12. Week	Motivating, Training and Evaluation of Salespeople	Synchronous - lms.toros.edu.tr
13. Week	<i>Film Analysis: The Medicine Seller</i>	Synchronous - lms.toros.edu.tr
14. Week	General Evaluation	Synchronous - lms.toros.edu.tr
Final (Explanation)**	Face to Face Written Exam (%80)	
Make-Up (Explanation)	Face to Face Written Exam (%80)	

Select and explain in detail the teaching methods and techniques to be used in course.

Synchronous	<input checked="" type="checkbox"/>	
Asynchronous	<input type="checkbox"/>	
Mixed (Synchronous + Asynchronous)	<input type="checkbox"/>	
Face-to-Face	<input type="checkbox"/>	
Other	<input type="checkbox"/>	

Other explanations for the effective and efficient conduct of the course

Attendance***	70 % attendance is compulsory		
Course Resources	Selling and Sales Management (11th ed.) David Jobber, G. Lancaster, K.L. Meunier-FitzHugh (Pearson)		
Auxiliary Resources			
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		
	Consulting Topics	Date	Time