		TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
		2022-2023 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	INTERNATIONAL FINANCE	Course Code	INF310			
		Course Title	INTERNATIONAL FINANCIAL ACCOUNTING			
		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	0	5	
Instructor	Title, Name-Last Name		Assist.Prof.Dr.Seda TURNACIGİL			
	Contact Information		seda.turnacigli@toros.edu.tr			
Information about Course	In this course, information about accounting finance will be given.					
WEEKLY COURSE CONTENTS						
Week	Topics			Teaching Methods and Techniques		
1. Week	Examining IFRS Chapter -1			Synchronous		
2. Week	Examining IFRS Chapter -2			Synchronous		
3. Week	Examining IFRS Chapter -3			Synchronous		
4. Week	International growth in businesses			Synchronous		
5. Week	Merger in businesses			Synchronous		
6. Week	Case Studies about merger in business			Synchronous		
7. Week	Review			Synchronous		
Midterm (Explanation)*	Homework (%40)					
8. Week	Financial Failure in International Business			Synchronous		
9. Week	Measures to be taken to improve the financial situation of international companies.			Synchronous		
10. Week	Measures to be taken to improve the financial situation of international companies.			Synchronous		
11. Week	International Capital Markets			Synchronous		
12. Week	International Capital Markets			Synchronous		
13. Week	Review and presentation			Synchronous		
14. Week	Review and presentation			Synchronous		
Final (Explanation)**	Homework (%60)					
Make-Up (Explanation)	Face to Face (%60)					
Select and explain in detail the teaching methods and techniques to be used in course.						
Synchronous	<input checked="" type="checkbox"/>	The lessons will be taught Synchronously				
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***						
Course Resources	International Financial Reporting Standards					
Auxiliary Resources	Öztin Akgüç "Finansal Yönetim" Avciol Yayınları					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		Synchronous,Face-to-face			
	Consulting Topics			Date	Time	
	Students will be given counseling on lessons and other issues on a specific day and time					
	The day and hour will be announced later.					

TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES						
2022-2023 ACADEMIC YEAR CURRICULUM FORM						
Department / Program	INTERNATIONAL FINANCE	Course Code	INF302			
		Course Title	INTERNATIONAL BANKING			
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		Course Type	<input checked="" type="checkbox"/> Compulsory	<input type="checkbox"/> Elective		
		Course Language	<input checked="" type="checkbox"/> English	<input type="checkbox"/> English		
Grade	3rd Grade	Course Credits	Theoretical	Practical	ECTS	
			3	0	5	
Instructor	Title, Name-Last Name		Prof. Dr. Haluk KORKMAZYUREK			
	Contact Information		haluk.korkmazurek@toros.edu.tr			
Information about Course	<p>The objective of the course is to provide theoretical and practical information about international banking and its dynamics.</p> <p>The course will cover mainly the following topics: History of International Banking, Bank Failures and Systemic Crises, International Bank Regulation and Supervision, Banking in Emerging Economies 8. Financial Fraud and Implications for Banks, International Banking Trends and Challenges</p>					
WEEKLY COURSE CONTENTS						
Week	Topics			Teaching Methods and Techniques		
1. Week	Introduction to International Banking -Internationalization, securitization, and derivatization -Cross-border alliances and mergers in international banking -Diversification in banking -Globalization and financial crises			Online		
2. Week	Theories of Multinational Banking Theories Relating to Growth and Profit Opportunities Theories Concerning Leveraging of Strengths Theories Pertaining to Client Activities Theories Relating to Risk Management			Online		
3. Week	Obligations, securitization, and derivatives			Online		
4. Week	Balance of Payment			Online		
5. Week	Letter of Credit			Online		
6. Week	Bankers Acceptances Checks			Online		
7. Week	Concept of Collections			Online		
Midterm (Explanation)	Online Written Exam (%20) + Term Project (%20)					
8. Week	Foreign Exchange Market			Online		
9. Week	Foreign Rate of Exchange			Online		
10. Week	Foreign Exchange Control			Online		
11. Week	Euro-Dollar Market			Online		
12. Week	International Monetary System			Online		
13. Week	REVIEW			Online		
14. Week	REVIEW			Online		
Final (Explanation)**	Written Exam (%60) (face to face)					
Make-Up (Explanation)	Written Exam (%60) (face to face)					
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"/>	Course will be held online.				
Face-to-Face	<input type="checkbox"/>					
Other	<input type="checkbox"/>					
Other explanations for the effective and efficient conduct of the course						
Attendance***						
Course Resources	Handbook of International Banking (2003), Eds. Andrew W. Mullineaux and Victor Murinde, Edward Elgar Cheltenham, UK • Northampton, MA, USA International Banking, National Open University of Nigeria 2008					
Auxiliary Resources	Robert McCauley, Patrick McGuire, and Philip Wooldridge (2021). «Seven decades of international banking»,					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		via email			
	Consulting Topics		Date	Time		
	Counseling will be given to the students on the course and other subjects at a specific day and time.					
	The day and hour will be announced later.					

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2022-2023 ACADEMIC YEAR CURRICULUM FORM						
Department / Program	INTERNATIONAL FINANCE	Course Code	INF306			
		Course Title	FINANCIAL STATEMENT ANALYSIS			
		Semester	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		Course Type	<input checked="" type="checkbox"/> Compulsory	<input type="checkbox"/> Elective		
		Course Language	<input checked="" type="checkbox"/> English	<input type="checkbox"/> English		
Grade	3rd Grade	Course Credits	Theoretical	Practical	ECTS	
			3	0	5	
Instructor	Title, Name-Last Name		Prof. Dr. Haluk KORKMAZYUREK			
	Contact Information		haluk.korkmazurek@toros.edu.tr			
Information about Course	The objective of the course is to provide theoretical and practical information about the analysis of financial statements of a business. The students are expected to learn how to analyze the main financial documents of a business in strategic decision making processes.					
WEEKLY COURSE CONTENTS						
Week	Topics			Teaching Methods and Techniques		
1. Week	Introduction: What is financial reporting? Purposes of financial reporting, basic financial statements.			Online		
2. Week	Cash Flow Statement; review and development of the statement			Online		
3. Week	Analysis of Cash Flow Statements			Online		
4. Week	Balance Sheet; review and development of the statement			Online		
5. Week	Analysis of the Balance Sheet			Online		
6. Week	Income Statement; review and development of the statement			Online		
7. Week	Analysis of the Income Statement			Online		
Midterm (Explanation)	Online Written Exam %20					
8. Week	Equity and Enterprise Value			Online		
9. Week	Revenue			Online		
10. Week	Ratio Analysis			Online		
11. Week	Ratio Analysis			Online		
12. Week	Ratio Analysis			Online		
13. Week	Review			Online		
14. Week	General Evaluation			Online		
Final (Explanation)**	Written Exam (face to face) (%80)					
Make-Up (Explanation)	Written Exam (face to face) (80)					
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"/>	Lecture will be held online.				
Face-to-Face	<input type="checkbox"/>					
Other	<input type="checkbox"/>					
Other explanations for the effective and efficient conduct of the course						
Attendance***						
Course Resources	1-Robert Higgins (2012), Analysis for Financial Management, Tenth Ed.,New York: McGraw-Hill 2-Martin Fridson and Fernando Alvarez (2002), Financial Statements Analysis, 3rd Ed., New York: John Wiley and Sons. 3-Saoud J Mascoury Alamny (2020), Analysis of Financial Statements, 2nd Ed.,					
Auxiliary Resources	https://www.wallstreetmojo.com/cash-flow-analysis/ ; accessed: 31 December 2021 «Introduction to Cash Flow Statement», The Kaplan Group «Introduction to Balance Sheet» and «Beginning to Balance Sheet Analysis» sections, The Kaplan Group. «Introduction to Income Statement» and «Introduction to Income Statement Analysis» sections of «Financial Statements Analysis eBook, The Kaplan Group.					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		Synchronous- Face to Face			
	Consulting Topics			Date	Time	
	Counseling will be given to the students on the course and other subjects at a specific day and time.					
	The day and hour will be announced later.					



TOROS UNIVERSITY
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2022-2023 ACADEMIC YEAR CURRICULUM FORM

Department / Program	International Finance and Banking	Course Code	INF 324			
		Course Title	SALES MANAGEMENT IN BANKING			
		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	Asst. Prof. Aslihan Yavuzalp Marangoz
	Contact Information	aslihan.marangoz@toros.edu.tr

Information about Course The aim of this course is to explain the concepts of marketing and sales and their applications in the banking and financial industry.

WEEKLY COURSE CONTENTS


Week	Topics	Teaching Methods and Techniques
1. Week	Introduction to course	Hybrid
2. Week	General concepts, sales and marketing relationship	Hybrid
3. Week	Personal selling concept	Hybrid
4. Week	Sales management, aims, tools	Hybrid
5. Week	Sales evaluation, banking applications	Hybrid
6. Week	Consumer Behavior	Hybrid
7. Week	Personal selling process	Hybrid
Midterm (Explanation)*	Online written exam (%20)	
8. Week	midterm exam	Hybrid
9. Week	Salesforce organisation banking applications	Hybrid
10. Week	Salesforce training banking applications	Hybrid
11. Week	Salesforce evaluation banking applications	Hybrid
12. Week	Final project presentations	Hybrid
13. Week	Final project presentations	Hybrid
14. Week	Final project presentations	Hybrid
Final (Explanation)**	All final projects must be sent until 12.week. Students will be informed about the project during the courses. Students will present their projects in last 3 weeks.	
Make-Up (Explanation)	Make up projects will be given.	

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

Synchronous	<input type="checkbox"/>	Interactive courses on our online system.
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***			
Course Resources	Ingram, T. N., LaForge, R. W., Avila, R. A., Schwepker Jr, C. H., & Williams, M. R. (2015). Sales management: Analysis and decision making. Routledge.		
Auxiliary Resources			
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		
	Consulting Topics	Date	Time
		Course hour	

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	2022-2023 ACADEMIC YEAR CURRICULUM FORM				
Department / Program	INTERNATIONAL FINANCE AND BANKING	Course Code	INF 320		
		Course Title	INVESTMENT ANALYSIS AND PORTFOLIO 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	3th Grade	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	Within the scope of this course, students will learn about the following topics: - the investment settings, - asset allocation decision, - selecting investments in a global market, - efficient capital markets, - an introduction to portfolio analysis, - asset pricing models, - multifactor models of risk and return, - an introduction to security valuation, - stock market analysis.				
WEEKLY COURSE CONTENTS					
Week	Topics				Teaching Methods and Techniques
1. Week	The Investment Background The Investment Setting				Face to Face
2. Week	The Asset Allocation Decision Selecting Investments in a Global Market				Face to Face
3. Week	Organization and Functioning of Securities Markets Security Market Indicator Series				Face to Face
4. Week	Sources of Information on Global Investments				Face to Face
5. Week	Developments in Investment Theory Efficient Capital Markets				Face to Face
6. Week	An Introduction to Portfolio Management				Face to Face
7. Week	An Introduction to Asset Pricing Models				Face to Face
Midterm (Explanation)*	Project (calculated as 40%)				
8. Week	Extensions and Testing of Asset Pricing Models				Face to Face
9. Week	An Introduction to Derivative Markets and Securities				Face to Face
10. Week	Valuation Principles and Practices				Face to Face
11. Week	Analysis of Financial Statements				Face to Face
12. Week	Introduction to Security Valuation An Analysis of Alternative Economies and Security Markets: The Global Asset Allocation Decision				Face to Face
13. Week	Analysis and Management of Common Stock				Face to Face
14. Week	Analysis of Alternative Assets and Portfolio Performance Investment Companies				Face to Face
Final (Explanation)**	Project (calculated as 60%)				
Make-Up (Explanation)	Project (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 type="checkbox"/>				
Face-to-Face	<input checked="" type="checkbox"/>	The course will be held face to face.			
Other	<input type="checkbox"/>				
Other explanations for the effective and efficient conduct of the course					
Attendance***	70% attendance is required.				
Course Resources	Brown, K. C., & Reilly, F. K. (2002). Investment Analysis and Portfolio Management: 7th (Seventh) Edition. Ohio: South-Western/Thomson Learning.				
Auxiliary Resources	Doğukanlı, H., & Borak, M. (2018). Portföy yönetimi. Karahan Kitabevi, Ankara.				
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)				