

		<b>TOROS UNIVERSITY</b> <b>FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES</b>			
		<b>2022-2023 ACADEMIC YEAR CURRICULUM FORM</b>			
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		<a href="mailto:seda.turnacigli@toros.edu.tr">seda.turnacigli@toros.edu.tr</a>		
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.				

 <b>TOROS UNIVERSITY</b> <b>FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES</b> <b>2022-2023 ACADEMIC YEAR CURRICULUM FORM</b>					
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		<a href="mailto:haluk.korkmazurek@toros.edu.tr">haluk.korkmazurek@toros.edu.tr</a>		
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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	<b>2022-2023 ACADEMIC YEAR CURRICULUM FORM</b>					
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		<a href="mailto:mert.aktas@toros.edu.tr">mert.aktas@toros.edu.tr</a>			
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)					



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**2022-2023 ACADEMIC YEAR CURRICULUM FORM**

<b>Department / Program</b>	<b>International Finance and Banking</b>	<b>Course Code</b>	INF 324			
		<b>Course Title</b>	SALES MANAGEMENT IN BANKING			
		<b>Semester</b>	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		<b>Course Type</b>	<input type="checkbox"/> Compulsory	<input checked="" type="checkbox"/> Elective		
		<b>Course Language</b>	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> English		

<b>Grade</b>	<b>Please select from list</b>	<b>Course Credits</b>	<b>Theoretical</b>	<b>Practical</b>	<b>ECTS</b>
			3	0	5

<b>Instructor</b>	<b>Title, Name-Last Name</b>	Asst. Prof. Aslihan Yavuzalp Marangoz
	<b>Contact Information</b>	<a href="mailto:aslihan.marangoz@toros.edu.tr">aslihan.marangoz@toros.edu.tr</a>

**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
<b>Midterm (Explanation)*</b>	<b>Online written exam (%20)</b>	
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
<b>Final (Explanation)**</b>	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.	
<b>Make-Up (Explanation)</b>	Make up projects will be given.	

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

<b>Synchronous</b>	<input type="checkbox"/>	<b>Interactive courses on our online system.</b>
<b>Asynchronous</b>	<input type="checkbox"/>	
<b>Mixed (Synchronous + Asynchronous)</b>	<input checked="" type="checkbox"/>	
<b>Face-to-Face</b>	<input checked="" type="checkbox"/>	
<b>Other</b>	<input type="checkbox"/>	

**Other explanations for the effective and efficient conduct of the course**

<b>Attendance***</b>			
<b>Course Resources</b>	Ingram, T. N., LaForge, R. W., Avila, R. A., Schwepker Jr, C. H., & Williams, M. R. (2015). Sales management: Analysis and decision making. Routledge.		
<b>Auxiliary Resources</b>			
<b>Course Counseling</b>	<b>Consulting Management (Synchronous, Face-to-Face and others)</b>		
	<b>Consulting Topics</b>		<b>Date</b>
			<b>Time</b>



**TOROS UNIVERSITY  
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**2022-2023 ACADEMIC YEAR CURRICULUM FORM**

<b>Department / Program</b>	<b>Business</b>	<b>Course Code</b>	MAN 348			
		<b>Course Title</b>	CONSUMER BEHAVIOR			
		<b>Semester</b>	<input type="checkbox"/> Fall	<input checked="" type="checkbox"/> Spring		
		<b>Course Type</b>	<input type="checkbox"/> Compulsory	<input checked="" type="checkbox"/> Elective		
		<b>Course Language</b>	<input type="checkbox"/> Turkish	<input checked="" type="checkbox"/> English		

<b>Grade</b>	<b>Please select from list</b>	<b>Course Credits</b>	<b>Theoretical</b>	<b>Practical</b>	<b>ECTS</b>
			3	0	5

<b>Instructor</b>	<b>Title, Name-Last Name</b>	Asst. Prof. Aslihan Yavuzalp Marangoz
	<b>Contact Information</b>	<a href="mailto:aslihan.marangoz@toros.edu.tr">aslihan.marangoz@toros.edu.tr</a>

**Information about Course** The aim of the course to explain the consumer behavior concepts with the actual cases.

**WEEKLY COURSE CONTENTS**


<b>Week</b>	<b>Topics</b>	<b>Teaching Methods and Techniques</b>
1. Week	Introduction to course	Synchronous
2. Week	Consumer behavior concept	Synchronous
3. Week	Marketing and consumer behavior	Synchronous
4. Week	Consumer research	Synchronous
5. Week	Consumer decision process	Synchronous
6. Week	Perception motivation	Synchronous
7. Week	Culture	Synchronous
<b>Midterm (Explanation)*</b>	<b>Online written exam (%20)</b>	
8. Week	Midterm exam	Synchronous
9. Week	Personality lifestyle	Synchronous
10. Week	Attitudes	Synchronous
11. Week	Web site organisation	Synchronous
12. Week	Final project presentations	Synchronous
13. Week	Final project presentations	Synchronous
14. Week	Final project presentations	Synchronous
<b>Final (Explanation)**</b>	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.	
<b>Make-Up (Explanation)</b>	Make up projects will be given.	

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

<b>Synchronous</b>	<input checked="" type="checkbox"/>	Interactive courses on our online system.
<b>Asynchronous</b>	<input type="checkbox"/>	
<b>Mixed (Synchronous + Asynchronous)</b>	<input type="checkbox"/>	
<b>Face-to-Face</b>	<input type="checkbox"/>	
<b>Other</b>	<input type="checkbox"/>	

**Other explanations for the effective and efficient conduct of the course**

<b>Attendance***</b>			
<b>Course Resources</b>	Consumer Behavior, M. Solomon		
<b>Auxiliary Resources</b>			
<b>Course Counseling</b>	<b>Consulting Management (Synchronous, Face-to-Face and others)</b>		
	<b>Consulting Topics</b>		<b>Date</b>
			<b>Time</b>
		Course hour	

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2022-2023 ACADEMIC YEAR CURRICULUM FORM						
Department / Program	UFB	Course Code	INF324			
		Course Title	Financial risk 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 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 TURNACIGIL				
	Contact Information	<a href="mailto:seda.turnacigil@toros.edu.tr">seda.turnacigil@toros.edu.tr</a>				
Information about Course	In this course, information about business finance will be given.					
WEEKLY COURSE CONTENTS						
Week	Topics			Teaching Methods and Techniques		
1. Week	introduction to finance			Synchronous		
2. Week	financial risk analysis			Synchronous		
3. Week	financial risk analysis question solutions			Synchronous		
4. Week	portfolio risk calculations			Synchronous		
5. Week	financial risk management			Synchronous		
6. Week	financial risk management			Synchronous		
7. Week	Review			Synchronous		
Midterm (Explanation)*	Online written exam (%20)					
8. Week	methods used in financial risk management			Synchronous		
9. Week	methods used in financial risk management			Synchronous		
10. Week	derivative instruments			Synchronous		
11. Week	options and swaps			Synchronous		
12. Week	forward and futures contracts			Synchronous		
13. Week	question solutions			Synchronous		
14. Week	question solutions			Synchronous		
Final (Explanation)**	Face to Face (%80)					
Make-Up (Explanation)	Face to Face (%80)					
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 in their own time.				
Asynchronous	<input type="checkbox"/>					
Mixed (Synchronous + Asynchronous)	<input type="checkbox"/>					
Face-to-Face	<input checked="" type="checkbox"/>	Exams will be held face to face in the classroom.				
Other	<input type="checkbox"/>					
Other explanations for the effective and efficient conduct of the course						
Attendance***						
Course Resources	Finansal risk yönetimi ve türev araçlar, Hatice Doğukanlı, Karahan Kitabevi					
Auxiliary Resources	Öztiin Akgüç "Finansal Yönetim" Avcıol Yayınları					
Course Counseling	Consulting Management (Synchronous, Face-to-Face and others)		Synchronous,Face-to-face			
	Consulting Topics		Date	Time		
	nts will be given counseling on lessons and other issues on a specific day and					
	The day and hour will be announced later.					