Serionive William	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES											
2009			2022	-2023 ACAE	EMIC YE	AR CUR	RICUL	UM FOR	M			
			Course	Code	ITL 318							
			Course Title International Trad				de & Logistics Legislation					
Department / Program	П	L	Semester		Fall		II 🗸		Spring			
		Course Type		<b>✓</b>	Compu			Elective				
Grade			Course Language			Turkis	h	<b>✓</b>	English			
					Theor	etical	Pra	ctical		ECTS		
Grade	Please sele	ect from list	Course	Credits		3	3	C	5			
	Title, Name-Last N	lame			Ass	oc.Prof.E	Dr. Tuna	ay KÖKSA	AL .			
Instructor	Contact Information	tact Information <u>tunay.koksal@toros.edu.t</u> r										
Information about	The aim of this co	he aim of this course is to understand the fundamental principles & concepts of International Trade & Logistics Law.										
Course												
WEEKLY COURSE CONTENTS												
Week		Т	opics				Teach	ning Meth	ods and Techniques			
1. Week	Arrival Contracts						Mixed	(Synchro	nous + 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)*					Homewo	rk (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	ses				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	national Commer	cial Dispu	ites & Interna	ational Arl	bitration	Mixed	(Synchro	nous + Asynchronous)			
Final (Explanation)**				Home	work (calc	culated as	s 60 %)					
Make-Up (Explanation)				Home	work (calc	culated as	s 60 %)					
	Select and	l explain in detai	I the teac	hing metho	ds and te	chnique	s to be	used in	course.			
Synchronous												
Asynchronous												
Mixed (Synchronous + Asynchronous)	Ø											
Face-to-Face												
Other												
	Ot	ther explanations	s for the e									
Attendance***					attendan	•						
Course Resources	Jar								ongman Group, UK, 2	013.		
Auxiliary Resources				(Editor), La	w of Inte	rnationa	I Trade		blications, 2014.			
		onsulting Manage		ners)			Sycnhronous					
Course Counseling		Consul	ting Topi	ics				Date		Time		
		No specific tir	ne for sup	ervising.								

ON DIVING I	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES																				
2009		20	022-2023	3 ACADEN	/IIC Y	EAR (	CURRICUL	UM FORM													
			Course	Code	ITL34	2															
			Course	Title	Dang	erous (	Goods Logistic	5													
Department / Program	Interr	national Trade and Logistics	Semest	Semester			Fall			Spring											
			Course Type		7	1	Compulsor	у		Elective											
			Course Language		Turkish				English												
						tical	ECTS														
Grade		Please select from list	Course	Credits			3			4											
	Title, Name-	Last Name	Asst. Prof. Dr. Özgür Uğur ARIKAN																		
Instructor	Contact Info	rmation		ozgur.arikaı	@toro	s.edu.	r														
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.																				
		WI	EEKLY (	COURSE	CONT	ENTS	3														
Week		To	opics					Tead	hing Metho	ds and Techniques											
1. Week	Basic definit	ions about dangerous goods and c	hemistry					Synchronous													
2. Week	Definitions f	or dangerous goods						Synchronous													
3. Week	Class 1, Cla	Class 1, Class 2, Class 3 Synchronous																			
4. Week	Class 4, Class 5, Class 6 Synchronous											Class 4, Class 5, Class 6 Synchronous									
5. Week	Class 7, Class 8, Class 9 Synchronous										Class 7, Class 8, Class 9						Synchronous				
6. Week	Dangerous goods transportation by road Synchronous										Dangerous goods transportation by road Synchror										
7. Week	Dangerous goods transportation by airway Synchronous																				
Midterm (Explanation)*		Furth	ner details	s regarding	the ex	am wil	l be provided	at a later time.													
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 s	igning						Synchronous													
12. Week	Packaging and responsibilities Synchronous																				
13. Week	Review							Synchronous													
14. Week	Review							Synchronous													
Final (Explanation)**		Furth	ner details	regarding	the ex	am wil	be provided	at a later time.													
Make-Up (Explanation)		Furth	ner details	regarding	the ex	am wil	be provided	at a later time.													
	Sel	ect and explain in detail the	teachir	ng method	ls and	d tech	niques to l	oe used in co	ourse.												
Synchronous	<b>\</b>				lı	ns.tor	s.edu.tr														
Asynchronous																					
Mixed (Synchronous + Asynchronous)																					
Face-to-Face																					
Other																					
		Other explanations for	the effe	ective and	effic	ient c	onduct of t	he course													
Attendance***		70% attendanc In this context	•																		
Course Resources			ADR Book	cs (I-II) (Mini	stry o	Trans	port and Infr	astruction)													
Auxiliary Resources				istiği ve İş (	üven	iği (Ön	ner Faruk Gö	rçün ve Murat l	Erdal)												
		Consulting Management (Sycnhronous, Face-to-Face and					All question	ons and remark	s are receiv	ved via e-mail											
Course Counseling			ing Topic					Da	ıto.	Time											

No specific time for supervising

OF ONIVERSE	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES												
2009	2022-2023 ACADEMIC YEAR CURRICULUM FORM												
			Course	Code	MAN324								
Department / Program			Sales Ma	nagement	t								
	Business	Administration / International Trade and Logistics		Fall	<b></b> ✓		Spring						
				Compu	Isory		Elective						
			Course	Language		Turkish			English				
Grade		Please select from list	Course	Credits		retical	Pr	actical	ECTS				
	Tid. No. of the Alexander			1		3	D. F.	0	5				
Instructor	Title, Name-Last Na	me					Dr. Esra ÖZTÜRK						
	Contact Information <u>esra.ozturk@toros.edu.tr</u> 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					Teacl	hing Meth	ods and Techniques				
1. Week	Introduction to cours	se					Synch	ronous - Im	ns.toros.edu.tr				
2. Week	Development and ro	ele of selling in marketing					Synch	ronous - Im	ns.toros.edu.tr				
3. Week	Consumer and Orga	nizational Buyer Behavior					Synch	ronous - Im	ns.toros.edu.tr				
4. Week	Sales contexts and o	customer management					Synch	ronous - Im	ns.toros.edu.tr				
5. Week	International Selling Synchronous - Ims.toros.edu.tr												
6. Week	Film Analysis: Thank you For Smoking Synchronous - Ims.toros.edu.tr												
7. Week	General Evaluation Synchronous - Ims.toros.edu.tr												
Midterm (Explanation)*	n (Explanation)* Written Exam (%40)												
8. Week	Sales responsibilities	s and preparation					Synch	ronous - Im	ns.toros.edu.tr				
9. Week	Personal selling skill	is-l					Synch	ronous - Im	ns.toros.edu.tr				
10. Week	Personal selling skill	is-II					Synch	ronous - Im	ns.toros.edu.tr				
11. Week	Recruitment and sele	ection of Salespeople					Synch	ronous - Im	ns.toros.edu.tr				
12. Week	Motivating, Training	and Evaluation of Salespeople					Synch	ronous - Im	ns.toros.edu.tr				
13. Week	Film Analysis: The M	Medicine Seller					Synch	ronous - Im	ns.toros.edu.tr				
14. Week	General Evaluation						Synch	ronous - Im	ns.toros.edu.tr				
Final (Explanation)**		Written Ex											
Make-Up (Explanation)	0-1-	Written Ex											
Synchronous	Selec	ct and explain in detail the teaching methods and  The situation will be reassesse						ÖK					
Asynchronous		The situation will be reassessed	anter A	-pm 2020 ac	coruing t	o decisio	113 01 1	OK.					
Mixed (Synchronous +													
Asvnchronous) Face-to-Face													
Other													
		Other explanations for the effective and efficient	ent con	duct of the	e course	)							
Attendance***		70 % attendance	e is comp	pulsory									
Course Resources		Selling and Sales Management (11th ed.) David Job	ber, G. L	ancaster, K.	L. Meunie	er-FitzHug	gh (Pea	rson)					
Auxiliary Resources		Considerate											
		Consulting Management (Sycnhronous, Face-to-Face and others)											
		Consulting Topics						Date	Time				
Course Counseling													

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2009	2022-2023 ACADEMIC YEAR CURRICULUM FORM  Course Code ITL- 310												
			Course										
			Course Title Logistics Cos			s and Reporting							
Department / Program	Intern	national Trade and Logistics	Semest	er	Fall		7	Spring					
			Course	Туре	Compul	sory		Elective					
				Languag	Turkish		7	English					
Ode		3rd Grade		Condita	Theoretical	Pi	ractical	ECTS					
Grade		ord Grade	Course	Credits	3		0 5						
Instructor	Title, Nam	ne-Last Name			Asst.	r. Gökçe M	kçe MANAVGAT						
mod dotor	Contact Ir	nformation			gok	ce.man	avgat@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 Ims.toros.edu.tr. There is a requirement to attend the course.												
		WEEK	(LY CO	URSE C	ONTENTS								
Week		To	opics			1	Teaching N	lethods and Techniques					
1. Week	Introduction	on to Cost Concepts ar	nd Activitie	es in Logi	stics		(	Online-Senkron					
2. Week	Logistic c	osts and basic principle	es prepara	ations			(	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  Reverse logistics concept and the effect of reverse logistics  Online-Senkron												
5. Week		ogistics concept and th on costs ogistics concept and th			(	Online-Senkron							
6. Week	Reverse I activities		e effect o		(	Online-Senkron							
7. Week	Reverse Logistics Costs and Behavior Patterns Online-Senkron												
Midterm (Explanation)*	Written Exam (face to face - calculated as 40%)												
8. Week	Methods (	used in analysis of logis	stics costs	6			(	Online-Senkron					
9. Week	Methods (	used in analysis of logis	stics costs	6			(	Online-Senkron					
10. Week	Cost-volu	me-profit analysis in log	gistic activ	vities			(	Online-Senkron					
11. Week	Cost-volu	me-profit analysis in log	gistic activ	vities			(	Online-Senkron					
12. Week	Performa	nce management in log	jistics act	ivities			Online-Senkron						
13. Week	Proplem s	sets					Online-Senkron						
14. Week	Review						(	Online-Senkron					
Final (Explanation)**		The final will be h	eld face t	o face in a	written examina	ation. It	will be calc	ulated as 60%.					
Make-Up (Explanation)		The make-up will be	e held fac	e to face	in written examir	nation.	It will be ca	culated as 60%.					
Select a	nd expla	nin in detail the tea	ching I	nethod	s and techniq	ues t	o be use	d in course.					
Synchronous	7				by using LI	MS							
Asynchronous													
Mixed (Synchronous + Asynchronous)													
Face-to-Face													
Other													
	Other ex	planations for the	effecti	ve and	efficient cond	duct o	f the cou	rse					
Attendance***				70% atte	endance compu	Isory							
Course Resources		Seuring, S.,	Goldbac	k, M. Cos	t Management i	in Sup	ply Chains	, Springer					
Auxiliary Resources	Deran A		sal Ayşe	gül, İşletı	nelerde Lojistik	Maliy	etlerin Hes	aplanması, Eğitim Yayınları					
		Supervison (Face-to-Face and c	others)		All questi	ons ar	nd remarks	are received via email					
Course Counseling		Consult	ing Topi	cs			Date	Time					
		No specific time for	supervis										

EUS UNIVERSITES	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES												
2009		2022-20	23 AC	ADEMIC Y	C YEAR CURRICULUM FORM								
			Course Code ITL412										
			Course Title			gistics	Planning	and Modelling					
Department / Program	Internatio	onal Trade and Logistics	Semester			Fall				Spring			
			Course Type			<b>7</b>	Compu	lsory		Elective			
			Course Language		_	$\overline{\Box}$	Turkish	1		English			
						Theor	etical	Pi	ractical	ECTS			
Grade	Ple	ase select from list	Course	Credits	_	3	1		-	5			
	Title, Nar	ne-Last Name		Assoc.Prof.	Dr.	Ayhan	DEMIRC	<u> </u>					
Instructor	Contact I	nformation		ayhan.demi	rci(	@toros.	edu.tr						
Information about Course	forecasy storage la	Planning and forecasting, time-series forecasting, weighted moving averages, exponential smoothing, measuring forecasy error, exponential smoothing with trend adjustment, trend projections, locating strategies, warehousing storage layouts, inventory management, linear programming, transportation, transshipmentand assignment problems.											
	•	WEEKLY	COUF	RSE CONT	ΈN	NTS							
Week		Т	opics					Teac	hing Meth	ods and Techniques			
1. Week	Important	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	ronously				
5. Week	Measuring forecast error Synchronously												
6. Week	Exponential smoothing with trend adjustment Synchronously												
7. Week	Trend pro	ojections						Synch	ronously				
Midterm (Explanation)*		Written E	xam (wil	l be held on	fac	ce to fa	ce and w	eighte	ed 40%)				
8. Week	Locating strategies Synchronously												
9. Week	Warehousing and storage layouts Synchronously												
10. Week	Inventory management Synchronously												
11. Week	Linear pro	ogramming: Model formula	tion and	graphic solut	tion	1		Synch	ronously				
12. Week	Linear pro	ogramming: Model formula	tion and	graphic solut	tion	1		Synch	nronously				
13. Week	Linear pro	ogramming: Computer solu	ıtion					Synch	nronously				
14. Week	Transpor	tation, transshipment and a	assignme	nt problems				Synch	nronously				
Final (Explanation)**		Written E	xam (wil	l be held on	fac	ce to fa	ce and w	eighte	ed 60%)				
Make-Up (Explanation)		Written Ex	xam (wil	l be held on	fac	ce to fa	ce and w	eighte	ed 60%)				
Select a	nd expla	ain in detail the teach	ing me	thods and	d te	echnic	ues to	be us	sed in co	urse.			
Synchronous	The way the course is taught (Face to Face/Online) may change if there is a different decision to 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 delivered in the last two weeks, it is important to participate in the course. Examination polling be taken in these courses.									rsity. u.tr. he final exam will be			
Asynchronous													
Mixed (Synchronous + Asynchronous)													
Face-to-Face													
Other													
	Other ex	xplanations for the et	fective	and effici	en	t con	duct of	the c	ourse				
Attendance***			70	)% attendan	се	require	ment.						
Course Resources		Operation	ns Mana	agement (J.	He	izer, B.	Render,	C. Mu	nson)				
Auxiliary Resources				to Managen	ner	nt Scien	ce (B.W.	. Taylo	or)				
	(S	Consulting Manage ycnhronous, Face-to-Fac		hers)	L	All que	stions a	nd ren	marks are i	eceived via e-mail			
Course Counseling		Consul	ting Top	oics					Date	Time			
		No specific ti	me for su	pervising					-	-			

ONIVION S	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIEN													
2022-2023 ACADEMIC YEAR CURRICULUM FORM														
2007			Course		ITL34									
			Course Title Procurement an						1 Purchasing					
Department / Program	Intern	ational Trade and	Semest		_	Fall	1		Spring					
		Logistics	Course	7		Comp	oulso	$\overline{}$	Elective					
			Course Language			1	Turkis		7	English				
			00000		The	eore	<u> </u>		actical	ECTS				
Grade	Pleas	se select from list	Course	Credits		3			-	5				
Instructor	Title, Na	me-Last Name	Prof.Dr. Köksal Hazır											
instructor	Contact	Information		koksal.ha	nzir@to	oros.	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, variable of procurement process; quality, quantity, time, price, applications of procurement management, choice of suppliers and evaluations													
		WEEK	LY COU	IRSE CO	ONTE	NTS	3							
Week			Topics					Tea	ching M	ethods and Techniques				
1. Week	Contents	s and targets of procu	rement n	nanageme	nt			Sync	hronous					
2. Week	Procurer	ment organizations						Sync	hronous					
3. Week	Variable	s of procurement pro	cess: qua	lity, quant	ity, time	e, pr	ice	Sync	hronous					
4. Week	Variables of procurement process: quality, quantity, time, price Synchronous													
5. Week	Sources	of procurement						Sync	hronous					
6. Week	Applications of procurement management Synchronous													
7. Week	Procurement system Synchronous													
Midterm (Explanation)*		Wr	itten Exa	m (distan	ce/onl	line -	calcu	lated	as 40%)					
8. Week	Purchas	ing process						Sync	hronous					
9. Week	Purchas	ing models						Sync	hronous					
10. Week	Purchas	ing plans						Sync	hronous					
11. Week	Procurer	ment operations						Sync	hronous					
12. Week	Procurer	ment-stock relationsh	ip					Sync	hronous					
13. Week	E-Procu	rement and purchasi	ng					Sync	hronous					
14. Week	Review							Sync	hronous					
Final (Explanation)**	The	final will be held di	stance-o	nline in a	writte	en e	xamina	ation.	It will be	calculated as 60%.				
Make-Up (Explanation)	The	make-up will be hele	d distanc	e-online i	n writt	ten e	examin	ation	. It will b	e calculated as 60%.				
Select and	explain	in detail the tea	ching m	ethods	and t	ech	nique	es to	be use	ed in course.				
Synchronous					lms.to	oros	.edu.tr							
Asynchronous														
Mixed (Synchronous +														
Asvnchronous) Face-to-Face														
Other														
		anations for the	effectiv	e and e	fficie	nt c	ondu	ct of	the co	urse				
Attendance***	70% atte	endance requiremen	nt. It is es	sential to	follov	w the	e lesso	ns or	the day	and time.				
Course Resources	Academ	nic papers.												
Auxiliary Resources			nalma Yö	inetimi, S	üreçle	r ve	Uygula	amala	ar,Nobel	Akademik Yayınevi				
	(Sven	Consulting Mana		others)	All	ques	stions	and r	emarks	are received via e-mail				
Course Counseling	(5)011	· · · · · · · · · · · · · · · · · · ·	ulting To		_				Date	Time				
		No specific		-	-									