




	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.					
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)**	Homework (calculated as 60 %)					
Make-Up (Explanation)	Homework (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.					

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES					
	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)*	Further details regarding the exam will be provided at a later time.					
8. Week	Dangerous goods transportation by ship			Synchronous		
9. Week	Dangerous goods transportation by railway			Synchronous		
10. Week	Containers 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)**	Further details regarding the exam will be provided at a later time.					
Make-Up (Explanation)	Further details regarding the exam will be provided at a later time.					
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			-	-	

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	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	Film Analysis: Thank you For Smoking			Synchronous - lms.toros.edu.tr	
7. Week	General Evaluation			Synchronous - lms.toros.edu.tr	
Midterm (Explanation)*	Written Exam (%40)				
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	Film Analysis: The Medicine Seller			Synchronous - lms.toros.edu.tr	
14. Week	General Evaluation			Synchronous - lms.toros.edu.tr	
Final (Explanation)**	Written Exam (%60)				
Make-Up (Explanation)	Written Exam (%60)				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	<input checked="" type="checkbox"/>	The situation will be reassessed after April 2023 according to decisions of YÖK.			
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

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	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)*	Written Exam (face to face - calculated as 40%)				
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 60%.				
Make-Up (Explanation)	The make-up will be held face to face in written examination. It will be calculated as 60%.				
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)				

		TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES					
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)*	Written Exam (will be held on face to face and weighted 40%)						
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 60%)						
Make-Up (Explanation)	Written Exam (will be held on face to face and weighted 60%)						
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		-	-			

	TOROS UNIVERSITY FACULTY OF ECONOMICS, ADMINISTRATIVE AND SOCIAL SCIENCES				
	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		koksals.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			Synchronous	
7. Week	Procurement system			Synchronous	
Midterm (Explanation)*	Written Exam (distance/online - calculated as 40%)				
8. Week	Purchasing process			Synchronous	
9. Week	Purchasing models			Synchronous	
10. Week	Purchasing plans			Synchronous	
11. Week	Procurement operations			Synchronous	
12. Week	Procurement-stock relationship			Synchronous	
13. Week	E-Procurement and purchasing			Synchronous	
14. Week	Review			Synchronous	
Final (Explanation)**	The final will be held distance-online in a written examination. It will be calculated as 60%.				
Make-Up (Explanation)	The make-up will be held distance-online in written examination. It will be calculated as 60%.				
Select and explain in detail the teaching methods and techniques to be used in course.					
Synchronous	<input checked="" type="checkbox"/>	ims.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	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		-	-	