Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Introduction to Economics	UTL 10001	1	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course is to give information about micro and macro economics at the basic level.
Course Content	The content of this course covers the definition of economics, supply, demand, elasticities, market, national income and macroeconomics in general.
Prequisites	--
Learning Outcomes	1) The student will learn the subject of economics and the basic concepts of microeconomics. 2) The student will be able to recognize and distinguish economic events from other events. 3) The student will understand the necessity of making choices caused by the reality of scarcity. 4) The student will learn the economic decision-making process of consumers
Learning and teaching strategies	Lecture
Instructors	Lec. Halit Gökhan YÜKSEL
Assistants	--
Work Placements	--
References	Dinler, Z. (2008), Introduction to Economics, Ekin Kitabevi, Bursa. https://www.indekskitap.com/urun/mikro-ekonomi-zeynel-dinler-29-baski-ekin-yayinlari?gclid=EAIaIQobChMIxfL-9Ovx6wIVzuF3Ch0y5wroEAAYAiAAEgLlevD_BwE
Weeks	**Course outline**
1. Week	Microeconomic concepts
2. Week	Determinants of demand and supply, obtaining demand and supply curves, changes in demand and supply
3. Week	Market equilibrium and change in equilibrium
4. Week	Demand and supply elasticities; determinants of flexibility
5. Week	Consumer preferences and choices; measuring benefit
6. Week	Consumer equilibrium and changes in equilibrium
7. Week	The production process in the short and long run and the behavior of the firm that maximizes profits in both periods
8. Week	An overview of macroeconomic analysis
9. Week	National income calculation
10. Week	Calculation of gross domestic product
11. Week	Consumption, investment and savings functions
12. Week	multiplier mechanism
13. Week	Balance in macroeconomics
14. Week	Equilibrium in the macro economy

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	4	3	3	3	3	3	3
	L2	2	2	2	4	3	3	3	3	3	3
	L3	2	2	2	4	3	3	3	3	3	3
	L4	2	2	2	4	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
General Accounting I	UTL 10003	1	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of lesson; To enable students to comprehend the concept of accounting, its operation and the structure of accounting programs.
Course Content	This course focuses on the basic concepts of accounting, accounting processes and accounting programs.
Prequisites	--
Learning Outcomes	1) The student will be able to understand the basic concepts and technical structure of accounting. 2) The student will understand the accounting process and the place and importance of books and documents in accounting. 3) The student will learn the structure, coding system and scope of the Uniform Chart of Accounts. 4) The student will understand the operation of balance sheet accounts.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Kezban ŞİMŞEK
Assistants	--
Work Placements	--
References	ERDOĞAN, N. (1999) Çözümlü Muhasebe Problemleri. İzmir: Fakülteler Kitabevi YÜKÇÜ, S. (2004) Finansal Muhasebe. İzmir: Birleşik Matbaacılık. AYDEMİR, K. & ÇAPRAZ, N. (2001) Bilgisayarlı Muhasebe. İstanbul: Eren Kitap. https://www.dr.com.tr/Kitap/Bilgisayarli-Muhasebe-Ornekler-ve-Resimli-Aciklamalari-ile-Logo-LKS-Hakkindaki-Tum-BilgilerTum-Ko/KenanAydemir/Egitim-Basvuru/Egitim/urunno=0000000496922
Weeks	**Course outline**
1. Week	Definition, scope, parts of accounting, generally accepted accounting principles
2. Week	Accounting books and business documents
3. Week	Accounting slips and accounting process
4. Week	Financial statements
5. Week	Introduction to the uniform chart of accounts
6. Week	Functioning features of accounts and examples
7. Week	Literals
8. Week	Securities
9. Week	Receivables
10. Week	Inventories, stock movements VAT accounts
11. Week	Accounting for inventories: Perpetual inventory - perpetual inventory methods
12. Week	Fixed assets, financial fixed assets
13. Week	Tangible assets, intangible assets
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	3	2	2	3	2	2
	L3	2	2	3	2	2	2	2	2	3	2
	L4	2	2	3	3	3	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
General Business	UTL 10007	1	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To introduce the basic concepts of business and business to students who receive business education, to enable them to look at business science and business from a broad and holistic perspective.
Course Content	Business, business administration, entrepreneur and manager, classification of businesses, business expenses, business income, business size, business capacity, business establishment studies, establishment location selection, investment projects, management function, production function, marketing function, finance function, human resources management function , accounting function, public relations function, research and development function.
Prequisites	--
Learning Outcomes	1) Students; will be able to define the basic concepts of business science, will be able to define business science or business administration. 2) Students; will be able to specify the subject and scope of business science and classify businesses. 3) Students; will be able to explain the relationship between the basic concepts of business science and the importance of business science. 4) Students; will be able to determine the relationship between rationality principles and business functions in businesses.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Acuner vd. (2017), İşletme, Beta Yayınları.
Weeks	**Course outline**
1. Week	Basic concepts of business science
2. Week	Basic concepts of business science: Management, manager, rationality principles,
3. Week	Corporate social responsibility
4. Week	Classification of enterprises I
5. Week	Classification of enterprises II
6. Week	entrepreneurship
7. Week	Management function
8. Week	R&D functions
9. Week	HRM function
10. Week	Production function
11. Week	Marketing function
12. Week	Accounting function
13. Week	Finance function
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	3	3	3	3	2	2	3	3	3
	L2	4	3	3	3	3	2	2	3	3	3
	L3	4	3	3	3	3	2	2	3	3	3
	L4	3	3	3	3	3	2	2	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Basic Law	UTL 10009	1	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To enable students to acquire basic legal knowledge.
Course Content	The content of the course; definition of law, the importance and basic principles of law on social life, legal rules, branches, aid organization, types of cases, application of legal rules and legal concepts.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the rules of law. 2) The student will be able to explain the sources of law. 3) Students will be able to comprehend the concept of rights, public rights and private rights. 4) The student will be able to learn the application of legal rules.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Şenel SARSIKOĞLU
Assistants	--
Work Placements	--
References	Kemal Gözler, Hukukun Temel Kavramları, 2019.
Weeks	**Course outline**
1. Week	Social order, behavior and legal rules
2. Week	Sanction in law
3. Week	Sources of law
4. Week	Application of legal rules in terms of time and meaning
5. Week	branches of law
6. Week	Judicial organization
7. Week	Types of cases
8. Week	Legal events, acts and transactions
9. Week	The concept of right
10. Week	personality concept
11. Week	The concept of responsibility
12. Week	Debt concept
13. Week	The concept of property and the concept of inheritance
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	3	3	2	2	2
	L2	2	2	2	2	2	3	3	3	2	2
	L3	1	1	1	1	1	3	3	1	2	2
	L4	2	1	1	1	1	3	3	1	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Introduction to University Life	UTL 10011	1	1	--	--	1	1

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To provide students with knowledge and skills about the department, departments, vocational education and practice standards, and professional ethics.
Course Content	Introduction of the university, the introduction of the Faculty of Economics and Administrative Sciences, the introduction of departments and departments, the concept of professional ethics, the introduction of curricula, student responsibilities and regulations, the introduction of professional history and international associations, the introduction of basic resources and transportation routes related to their profession.
Prequisites	--
Learning Outcomes	1) The student will get to know the university, the faculty, and the departments in the faculty. 2) The student will learn the behaviors and activities required by the university. 3) The student will gain the ability to practice the behaviors and activities required by the profession. 4) The student will have a command of the university culture.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Kastamonu Üniversitesi Yönetmeliği, Kastamonu Üniversitesi Bologna Bilgi Sistemi Web Sayfası.
Weeks	**Course outline**
1. Week	Introduction of the university
2. Week	Introduction of the Faculty of Economics and Administrative Sciences
3. Week	Introduction of departments and departments
4. Week	Professional ethics concept I
5. Week	Concept of professional ethics II
6. Week	Introduction of course programs
7. Week	Student responsibilities and regulations
8. Week	Bologna Information System web page introduction
9. Week	Introduction of the library
10. Week	Presentation of the activities in the university
11. Week	Introduction of student exchange programs
12. Week	Promotion of professional standards and professional organization
13. Week	Professional history and promotion of international associations
14. Week	Introduction of basic resources and transportation routes related to their profession

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	1	14
Study hours out of class	14	1	14
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	1	1
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	1	1
Total work load			30
ECTS=Total work load/ 30			1

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	1	1	1	1	1	1	1	1	1	1
	L2	1	1	1	1	1	1	1	1	1	1
	L3	1	1	1	1	1	1	1	1	1	1
	L4	1	1	1	1	1	1	1	1	1	1

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
English I	YDL 105	1	2	--	--	2	2

Language of Course	English
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Online
Course Type	Compulsory
Course Objective	To enable students to understand basic sentences, dialogues and texts, to create short questions and answers, and to express themselves in simple daily expressions.
Course Content	Basic dating phrases, basic personal information, possessions and family information, daily routine activities and hobbies, specific personal important days and dates, favorite and disliked activities, request statements, food and beverages, meals, statements of various amounts, place names, house sections, clothes, shopping language, past tense structures are discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to introduce himself simply. 2) The student will be able to provide personal information and ask questions to others on these issues. 3) Student will be able to express his family and possessions verbally and in writing. 4) Price and time etc. in places such as students, restaurants and cinemas. will be able to ask questions about their wishes.
Learning and teaching strategies	Lecture
Instructors	KUZEM
Assistants	--
Work Placements	--
References	Oxford Living Grammar, Ken Paterson, Mark Harrison, and Norman Coe, Oxford University Press (Elementary level): https://elt.oup.com/catalogue/items/global/grammar_vocabulary/oxford_living_grammar/?cc=tr&selLanguage=en&mode=hub
Weeks	**Course outline**
1. Week	Introduction
2. Week	Basic dating phrases
3. Week	Basic personal information
4. Week	Owned property and family information
5. Week	Common expressions about shopping and time
6. Week	Daily routine activities and hobbies
7. Week	Specific personal important days and dates
8. Week	Expressing with frequency and time adverbs in common and daily activities
9. Week	Liked and disliked activities, request expressions
10. Week	Food and beverages, meals, various quantity statements
11. Week	Place names, parts of the house, household items, clothes
12. Week	Quantity questions, shopping language
13. Week	Past tense expressions and structures
14. Week	Simple anecdotes and past tense activities

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	1	1	1	1	1	1	1	1	1	1
	L4	2	1	1	1	1	1	1	1	1	1

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Ataturk's Principles and History of Turkish Revolution I	AIITL 101	1	2	--	--	2	2

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of the Ataturk's Principles and Revolution History course is to evaluate the historical conditions under which today's Turkey was born, established and how it developed.
Course Content	The decline and collapse periods of the Ottoman Empire. World War I. The foundation period of the Turkish Republic.
Prequisites	--
Learning Outcomes	1) Students will learn the meaning and utility of historical studies. 2) Students will learn the pre-modern Ottoman history in general terms. 3) Students will be able to evaluate the modernization process in European history by comparing it with Ottoman history. 4) Students will be able to evaluate the 19th century Ottoman history in the context of reform efforts.
Learning and teaching strategies	Lecture
Instructors	KUZEM
Assistants	--
Work Placements	--
References	Temuçin Faik Ertan (2016). Türkiye Cumhuriyeti Tarihi, Siyasal Kitabevi: Ankara. https://www.nadirkitap.com/kitapara_sonuc.php?kelime=BA%DELANGICINDAN+G%DCN%DCM%DCZE+T%DCRK%DDYE+CUMHUR%DDYET%DD+TAR%DDH%DD+TEMU%C7%DDN+FA%DDK+ERTAN+2016
Weeks	**Course outline**
1. Week	Introduction: The possibilities and limits of history: basic concepts
2. Week	Ottoman state and society structure before modernization efforts, 16th to 18th Centuries
3. Week	Transformations in the Ottoman state and society before the modernization efforts, 18th century
4. Week	The meaning of modernization and the formation of the modern state
5. Week	Tanzimat era (1839-1876): restructuring of the central state
6. Week	Abdulhamid II era (1876-1908): Defensive Modernization
7. Week	II. Constitutional period: Pluralism in the public sphere
8. Week	II. Constitutional period: Pluralism in the public sphere
9. Week	World War I: “Total” war and the rise of nationalism
10. Week	General Social and Political Situation in the World and in the Ottoman Empire After the First World War
11. Week	War of Independence I: Political Developments
12. Week	War of Independence II: Military Advances
13. Week	An overview
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Turkish Language I	TDL 103	1	2	--	--	2	2

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Determines the place of the Turkish language in the world languages, recognizes the language in the context of its historical development, has the ability to evaluate Turkish sound features and structurally, learns the rules and punctuation marks used in the writing of Turkish and gains the ability to use it better.
Course Content	Definition of language, its features, language-nation-language-thought and language-culture relationship. languages on earth. The place and historical development of the Turkish language among these languages. Atatürk's language revolution, understanding, studies. sounds in Turkish. The phonetic features of the Turkish language. Spelling rules and practice. Punctuation marks and its application.
Prequisites	--
Learning Outcomes	1) The student will recognize the concepts related to language, the birth of languages, the historical development of the Turkish language and the characteristics of the language. 2) The student will be able to define the place of Turkish language among world languages. 3) The student will be able to practice on the text by expressing the meaning types and spelling rules correctly. 4) The student will be able to practice on the text by using punctuation marks correctly.
Learning and teaching strategies	Lecture
Instructors	KUZEM
Assistants	--
Work Placements	--
References	Aksoy, Ö. A., 2010. Atasözleri ve Deyimler Sözlüğü, İnkılâp Kitabevi ,Yazım Kılavuzu; TDK Yayınları, Ankara,.
Weeks	**Course outline**
1. Week	Definition of language, its features, spoken and written language, language-culture-communication relationship, the place and importance of language in the life of the nation
2. Week	Definition of language, its features, spoken and written language, language-culture-communication relationship, the place and importance of language in the life of the nation
3. Week	The historical development and periods of the Turkish language. Old and Middle Turkish Period
4. Week	The historical development and periods of the Turkish language. New and Modern Turkish Period
5. Week	The historical development and periods of the Turkish language. New and Modern Turkish Period
6. Week	Audio information. sounds in Turkish. Sound harmonies and sound events in Turkish
7. Week	Sound features of Turkish
8. Week	Format information, root definition and properties, attachment definition and properties
9. Week	Words in terms of their structure
10. Week	Writing rules; writing numbers, dates, writing the names of the days and months, writing the question suffix, writing the conjunctions “de” and “ki”
11. Week	Writing rules; spelling of upper and lower case letters, spelling of compound words
12. Week	Punctuation; period, comma, colon, semicolon, ellipsis
13. Week	Text apps for spelling and punctuation
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	1	1	1	1	1	1	1	1	1	1
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Microeconomics	UTL 10002	2	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course is to provide an understanding of microeconomic issues by presenting economic theory to intermediate level students and by analyzing some real-life-inspired economic problems.
Course Content	Economic models, classification of markets, industry concept, demand theory: cardinal, ordinal approaches, revealed preferences hypothesis, utility function, demand and supply elasticities.
Prequisites	--
Learning Outcomes	1) The student will recognize the problems that need to be solved in Free Market Economy. 2) The student will be able to analyze the emergence of consumer preferences. 3) The student will be able to analyze the reflection of income and price changes on consumer preferences. 4) The student will learn the relations between goods, individual demand and market demand.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Ertek, T. (2009). Mikroekonomi Teorisi. Beta Yayınevi. https://www.hepsiburada.com/mikroekonomi-teorisi-tumay-ertek-pm-kbeta1175.
Weeks	**Course outline**
1. Week	Consumer theory, consumer preferences, budget constraint, consumer choice
2. Week	Market Demand Individual Demand, Income and Substitution Effects, Market Demand, Consumer Surplus
3. Week	Production Theory Production Technology, Short- and Long-Run Production, Return to Scale
4. Week	Cost Theory Cost Measurement, Short and Long Run Costs, Cost Curves
5. Week	Cost Theory (cont.) Production with Two Outputs, Dynamic Change in Costs
6. Week	Profit Maximization and Competitive Supply Perfect Competition Markets, Profit Maximization
7. Week	Analysis of Perfect Competition Markets Losses and Gains from Government Policies
8. Week	Monopoly and Monopson Output Decision of Monopolistic Firm, Monopolistic Power
9. Week	Monopolistic Competition and Oligopoly (continued) Cournot Model, Stackelberg solution Bertrand Model
10. Week	Pricing with market power, capturing consumer surplus, price discrimination
11. Week	Game Theory and Competitive Strategy Gameplay and Strategic Decisions, Dominant Strategies, Nash Equilibrium
12. Week	factor market competitive factor markets, equilibrium in competitive markets
13. Week	General Equilibrium and Economic Efficiency General Equilibrium Analysis, Efficiency in Exchange, Equity and Efficiency, Efficiency in Production
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	3	2	2	3	1	1	2	2	2
	L2	2	2	1	2	2	1	1	3	3	2
	L3	2	2	2	2	2	1	1	2	2	3
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
General Accounting II	UTL 10004	2	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To gain knowledge and application skills on accounting subjects specified in the course description.
Course Content	Basic concepts and definitions related to accounting, asset-liability accounts and their operations, balance sheet and income statement.
Prequisites	--
Learning Outcomes	1) The student will be able to define the basic concepts of accounting. 2) The student will be able to comprehend active and passive accounts and their operation. 3) The student will have information about the basic concepts of preparing balance sheet and income statement from financial statements. 4) The student will have information about inventory procedures.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Kezban ŞİMŞEK
Assistants	--
Work Placements	--
References	Sevilengül, O. (2016). Genel muhasebe. Gazi Yayınevi.
Weeks	**Course outline**
1. Week	Long-term receivables
2. Week	Financial and tangible assets
3. Week	Short-term liabilities and their operating characteristics
4. Week	Long-term liabilities and their operating characteristics
5. Week	Equity resources and operating features
6. Week	Equity resources and operating features
7. Week	Income accounts and operating featuresExpenses (7/A and 7/B options) operating features
8. Week	Prepare financial reports
9. Week	A case study covering the entire process
10. Week	Period-end inventory transactions
11. Week	Period-end inventory transactions
12. Week	General repetition and exercises
13. Week	General repetition and exercises
14. Week	General repetition and exercises

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	2	2	2	2	2	2
	L3	2	2	2	2	2	2	2	2	2	2
	L4	2	2	2	2	2	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Commercial Mathematics	UTL 10014	2	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	In this course, the student; It is aimed to gain knowledge and develop skills about doing commercial mathematical calculations.
Course Content	Commercial mathematics, fractions, rate and proportion, interest and discount, profit calculations, introduction of basic financial concepts, Interest types and calculation, Discount and depreciation calculations, Cost-income, supply-demand functions and their relationships, marginal income and other marginal functions, types of flexibility and their applications are discussed.
Prequisites	--
Learning Outcomes	1) The student will understand commercial mathematical operations. 2) The student will understand the comparison procedures. 3) The student will make a profit and loss interpretation. 4) The student will learn basic finance mathematics laws. 5) Student will be able to calculate depreciation.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Kenan Karagül, Ticari Matematik, Seçkin Yayıncılık, 2020.
Weeks	**Course outline**
1. Week	Basic math operations
2. Week	Ratio, proportion and percentage calculations
3. Week	Interest accounts (simple interest and compound interest)
4. Week	Discount accounts
5. Week	Current accounts
6. Week	Mixture, composition and alloy
7. Week	Depreciation and calculation methods
8. Week	Interpretation of cost-revenue functions and their relationships
9. Week	Income distribution of the Pareton
10. Week	Introduction of marginal functions
11. Week	Relationships between marginal cost and marginal revenue
12. Week	Elasticity calculation
13. Week	Interpretation of flexibility
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Introduction to International Trade	UTL 11002	2	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course is to provide basic information about international trade.
Course Content	Definition, development, aims and tools of international trade, differences between domestic and international trade, parties and risks of trade, payment methods, international trade practices.
Prequisites	--
Learning Outcomes	1) The student will be able to master the basic definitions and concepts related to logistics. 2) The student will be able to have knowledge about supply chain management. 3) Students will be able to master the logistics services that companies use as an outsource. 4) The student will be able to have an introductory knowledge of warehousing, which is one of the logistics subjects.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Murat Erdal, Ömer Faruk Görçün, Özhan Görçün, Mehmet Sıtkı Saygılı, Entegre Lojistik Yönetimi, Beta Yayınları.
Weeks	**Course outline**
1. Week	International trade theories
2. Week	Liberalization of world trade: globalization and economic consolidation
3. Week	Foreign exchange market analysis
4. Week	Balance of foreign payments
5. Week	Basic concepts and institutions in international trade
6. Week	Turkey - EU Customs Union Agreement
7. Week	Delivery forms in foreign trade (INCOTERMS 2020)
8. Week	Payment methods in foreign trade: cash, against goods
9. Week	Payment methods in foreign trade: payment against documents
10. Week	Payment methods in foreign trade: letter of credit, acceptance credit and other payment methods
11. Week	Documents used in international trade
12. Week	Customs legislation and practices
13. Week	Financing of international trade and state aid
14. Week	Performance measurement and simulation method in logistics

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	4	4	4	4	4	4	4	4	4
	L2	4	4	4	4	4	4	4	4	4	4
	L3	4	4	4	4	4	4	4	4	4	4
	L4	4	4	4	4	4	4	4	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Academic Achievement and Social Behavior	UTL10012	2	1	--	--	1	1

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course; the social life skills that are necessary for the students to solve the possible problems that they will need and may encounter, both increasing their academic success in university life and adapting to their social life afterwards; It is to gain knowledge and skills that will enable him to interpret by exemplifying and using it in the social interaction network he is in and rearranging it to solve problems.
Course Content	Concepts related to social life skills, communication concept and communication skills, problem solving skills, decision making strategy in accordance with ethical values.
Prequisites	--
Learning Outcomes	1) The student will be able to recognize the concepts related to social life skills. 2) The student will be able to learn to learn what they are curious about. 3) The student will be able to recognize the concept of communication and communication skills. 4) The student will be able to gain problem solving skills.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Dinçer, M. K. (2012). İletişimin kalbi sözsüz iletişim becerileri. Ankara: Nobel Akademi Yayıncılık.
Weeks	**Course outline**
1. Week	Introduction: Course content and orientation
2. Week	Values education I: Ethics, corporate affiliation and belonging
3. Week	Values education II: Science, scientific ethics and academic life
4. Week	Values education III: Morals, self-knowledge and personal goals
5. Week	Time management and personal organization
6. Week	Personal productivity techniques
7. Week	Career planning and management
8. Week	Communication I: communication and its types
9. Week	Communication II: communication problems, conflict and communication skills
10. Week	Communication III: diversity, multiculturalism and intercultural communication
11. Week	Stress management: methods of identifying and coping with stress
12. Week	Effective presentation techniques I: Preparing a presentation
13. Week	Effective presentation techniques II: Presentation management
14. Week	Effective presentation techniques III: Presentation management

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	1	14
Study hours out of class	14	1	14
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	1	1
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	1	1
Total work load			30
ECTS=Total work load/ 30			1

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	2	2	2	2	2	2
	L3	2	2	2	2	2	2	2	2	2	2
	L4	2	2	2	2	2	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
English II	YDL 106	2	2	--	--	2	2

Language of Course	English
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Online
Course Type	Compulsory
Course Objective	To enable students to understand basic sentences, dialogues and texts, to create short questions and answers, and to express themselves in simple daily expressions.
Course Content	Basic dating phrases, basic personal information, possessions and family information, daily routine activities and hobbies, specific personal important days and dates, favorite and disliked activities, request statements, food and beverages, meals, statements of various amounts, place names, house sections, clothes, shopping language, past tense structures are discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to communicate verbally fluently and accurately in English at a reasonable level in different social environments and needs. 2) The student will be able to use the necessary knowledge, skills and strategies by reading various texts in order to be a successful, independent and fast reader. 3) The student will be able to recognize the spoken language used in daily life. 4) The student will be able to express themselves by writing different types of texts.
Learning and teaching strategies	Lecture
Instructors	KUZEM
Assistants	--
Work Placements	--
References	https://elt.oup.com/catalogue/items/global/grammar_vocabulary/oxford_living_grammar/?cc=tr&selLanguage=en&mode=hub
Weeks	**Course outline**
1. Week	Introduction
2. Week	Present continuous tense
3. Week	Present simple tense
4. Week	Simple past tense (positive, negative sentences)
5. Week	Simple past tense (questions)
6. Week	Past continuous tense
7. Week	A / an / the / no article
8. Week	Future tense: Be going to
9. Week	Future tense: Will
10. Week	Quantifiers
11. Week	Present perfect tense
12. Week	Can / could
13. Week	May / Might – Should – Must – Have to
14. Week	Comparatives / superlatives

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	2	2	2	2	2	2
	L3	2	2	2	2	2	2	2	2	2	2
	L4	2	2	2	2	2	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Ataturk's Principles and History of Turkish Revolution II	AIITL102	2	2	--	--	2	2

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of the Ataturk's Principles and Revolution History course is to evaluate the historical conditions under which today's Turkey was born, established and how it developed.
Course Content	The decline and collapse periods of the Ottoman Empire The First World War is the founding period of the Turkish Republic.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the basic features and purposes of the revolution and similar concepts. 2) The student will be able to express basic information about the internal and external causes of the collapse of the Ottoman Empire. 3) The student will be able to explain the reasons and results of the innovation movements in the Ottoman Empire period. 4) The student will learn the reasons that prepared the Turkish Revolution.
Learning and teaching strategies	Lecture
Instructors	Temuçin Faik Ertan, Türkiye Cumhuriyeti Tarihi, Siyasal Kitabevi, Ankara, 2016.
Assistants	--
Work Placements	--
References	
Weeks	**Course outline**
1. Week	Ataturk's principles and the aim of the revolution history course, the revolution and the concepts related to the revolution.
2. Week	The reasons that prepared the Turkish revolution, innovation movements to save
3. Week	The collapse of the Ottoman state (reasons)
4. Week	World War I (Reasons), Ottoman State's Entry into the War, Fronts of the War
5. Week	Sharing projects of the Ottoman Empire, the end of the war and the agreements made
6. Week	The period of the national struggle, the situation of the country after the armistice, the activities of the minorities
7. Week	Turkish nation and societies
8. Week	Sivas Congress and Amasya Protocol
9. Week	Inauguration of the Parliament
10. Week	I and II. İnönü, Kütahya Eskişehir Battles
11. Week	The Battle of Sakarya and the Great Offensive
12. Week	Treaty of Lausanne
13. Week	An overview
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	1	1	1	1	1	1	1	1	1	1
	L2	1	1	1	1	1	1	1	1	1	1
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Turkish Language II	TDL104	2	2	--	--	2	2

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Turkish Language Lesson aims to show students the features of the Turkish language and the rules of operation with examples; to give them the ability and habit of expressing their feelings, thoughts, designs, impressions, observations, experiences in verbal and written form, accurately and effectively; to develop their vocabulary; It aims to understand the texts they read or the programs they listen to and develop their language skills.
Course Content	In this course, students will focus on the effective and correct use of oral and written communication tools. In the course, the activities of comprehension, narration, reading and writing will be studied and prepared speech types will be introduced.
Prequisites	--
Learning Outcomes	1) The student will be able to use body language effectively in communication. 2) The student will be able to apply effective speaking methods and techniques. 3) The student will be able to comprehend the stages of scientific writing preparation (data collection, citing references, etc.). 4) Student, for the future life, preparing a resume, petition, minutes, etc. types can be used.
Learning and teaching strategies	Lecture
Instructors	KUZEM
Assistants	--
Work Placements	--
References	TDK Sözlük https://sozluk.gov.tr/; Korkmaz, Zeynep; Türk Dili ve Kompozisyon.
Weeks	**Course outline**
1. Week	Punctuation marks (Period, comma, semicolon, colon, exclamation point...)
2. Week	Punctuation marks (continued)
3. Week	Spelling rules (Capital letters, numbers, compound words)
4. Week	Spelling rules (Writing of idioms, reduplications, borrowed words and foreign proper names)
5. Week	Spelling rules (continued)
6. Week	General information about the composition
7. Week	Methods in writing compositions (paragraph creation, methods of developing thinking in a paragraph)
8. Week	Speech disorders
9. Week	Speech disorders
10. Week	Speech disorders
11. Week	Types of expression (written expression: resume, petition.)
12. Week	Types of expression (written expression: story, novel, theater, poetry.....)
13. Week	Scientific research techniques
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	2	28
Study hours out of class	14	2	28
Assignments	--	--	--
Presentation/Seminar Preparation	--	--	--
Midterms	1	2	2
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	2	2
Total work load			60
ECTS=Total work load/ 30			2

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Business	UTL 20001	3	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To introduce students to concepts related to international business and to gain a global perspective by discussing various dimensions related to international management.
Course Content	Fundamental issues related to the management of international businesses: Basic concepts and definitions of international management, internationalization, methods of entering international markets, environmental forces affecting international businesses.
Prequisites	--
Learning Outcomes	1) The student will recognize international and multinational businesses. 2) The student will understand global business problems. 3) The student will learn the ways of coping with global competition. 4) The student will be able to produce solutions to administrative problems.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Mutlu, C. E (2008), Uluslararası İşletmecilik, 3. baskı, Beta Yayınevi.
Weeks	**Course outline**
1. Week	Introduction and general information
2. Week	Introduction to international business
3. Week	Introduction to international business, international business environment
4. Week	Internationalization process
5. Week	International market entry methods
6. Week	International environment
7. Week	Balance of payments / socio-cultural power
8. Week	Political power
9. Week	Environmental power
10. Week	Environmental power
11. Week	International HRM
12. Week	International finance
13. Week	International marketing
14. Week	Corporate social responsibility

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	4	4	4	4	2	2	4	4	4
	L2	4	4	4	4	4	2	2	4	4	4
	L3	4	4	4	4	4	2	2	4	4	4
	L4	4	4	4	4	4	2	2	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Principles of Marketing	UTL 20005	3	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Comprehension of marketing principles and managerial practices in marketing.
Course Content	Basic concepts of marketing; marketing functions; decision making in marketing; marketing planning; marketing management process; environmental conditions of marketing; purchasing behavior; target market decisions; decisions regarding marketing mix elements; marketing plan; Supervision of marketing activities.
Prequisites	--
Learning Outcomes	1) The student will internalize the concepts and facts that form the basis of marketing. 2) The student will learn to understand, interpret and use consumer behavior in shaping marketing programs. 3) The student will be able to analyze the places and interactions of the basic marketing components in the marketing process. 4) The student will be able to analyze the marketing activities of a business and design the marketing programs.
Learning and teaching strategies	Lecture
Instructors	Prof. Dr. Aybala Aksoy
Assistants	--
Work Placements	--
References	Mehmet Karafakioğlu, Pazarlama İlkeleri, Literatür Yayınları, 2009.
Weeks	**Course outline**
1. Week	Marketing concept; historical development of marketing; marketing actions; benefits of marketing
2. Week	Marketing management; concepts related to marketing management, environmental conditions of marketing; special environmental conditions
3. Week	Market concept and its types; how the market is determined; purchasing behavior in the market
4. Week	Purchasing decision-making process; purchasing behavior in various markets
5. Week	Target market selection; segmentation of the consumers market; manufacturers, brokers and institutions market
6. Week	Product concept; classification of products; product life process
7. Week	Decision process in marketing management; decisions about product mix; make changes to the product
8. Week	Distribution; distribution channel concept; types of distribution channels; intermediaries in the distribution channel; physical distribution
9. Week	Price; the importance of price; factors to be considered in pricing; price policy; pricing methods and processes
10. Week	Promotion efforts; increasing importance of promotion promotion mix; advertising, sales promotion and public relations
11. Week	Strategic marketing plan process in marketing management; situation analysis, determination of marketing objectives
12. Week	Strategic alternatives in marketing; offensive marketing strategies, defensive marketing strategies, growth strategies
13. Week	Marketing control in terms of marketing management; types of marketing control
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Commercial Law	UTL 20007	3	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	It is to create an infrastructure for the commercial issues required by the commercial life of the undergraduate students within the framework of the Turkish Commercial Code and related legislation. In addition, it is aimed to enable them to gain the skills to interpret and analyze the applications in this field.
Course Content	In accordance with the Turkish Commercial Code system, matters related to commercial enterprises, companies and valuable papers will be taken as a basis.
Prequisites	--
Learning Outcomes	1) The student will comprehend the general rules and principles of Commercial Law. 2) By knowing the concepts of commercial law, the student will acquire the awareness of acting in accordance with these rules in his professional life. 3) The student will learn to interpret using the Turkish Commercial Code. 4) The student will learn the stages when faced with a legal event in real life.
Learning and teaching strategies	Lecture
Instructors	Lec. Gülnur ERDOĞAN
Assistants	--
Work Placements	--
References	Turgut Akıntürk, Borçlar Hukuku.
Weeks	**Course outline**
1. Week	Turkish commercial code
2. Week	Definition of commercial enterprise, its elements, merchant and provisions of being a merchant
3. Week	Effect of trade registry, registration and announcement on third parties
4. Week	Transfer of trade name and business name and trade name
5. Week	Unfair competition, legal and criminal liability
6. Week	Commercial ledgers
7. Week	Current account and its implementation
8. Week	Agency, its powers, debts, rights and termination of agency agreement
9. Week	Unlimited company; Establishment, operation and termination
10. Week	Limited and Limited Company; Establishment, operation and termination
11. Week	Incorporated company; establishment, operation, termination
12. Week	Negotiable Documents Law; characteristics, transfer, types and policy
13. Week	Bills of exchange; bills and checks
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	3	3	2	2	2
	L2	2	2	2	2	2	3	3	3	2	2
	L3	1	1	1	1	1	3	3	1	2	2
	L4	2	2	2	2	2	3	3	1	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Statistics	UTL 20009	3	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	This course aims to teach students to collect quantitative (quantitative) data on social events, to analyze these data and to draw policy conclusions from them.
Course Content	This course covers data analysis methods, theories and techniques examining numerical data, economic indices, probability distributions and probability calculations, and informing the fields where they are used in economics, business and management activities.
Prequisites	--
Learning Outcomes	1) The student will recognize the importance of statistics for economists. 2) The student will be able to collect and classify data. 3) The student will be able to make index calculations. 4) Student will know where indices are used.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Asiye TÜTÜNCÜ
Assistants	--
Work Placements	--
References	Işık, Alim (2006), Uygulamalı İstatistik I, Beta Basım Yayın
Weeks	**Course outline**
1. Week	Definition and importance of statistics
2. Week	Data collection and organization
3. Week	Descriptive statistics measures
4. Week	Precision averages
5. Week	Non-sensitive means
6. Week	Insensitive measures of variability
7. Week	Skewness and kurtosis measurements
8. Week	Proportions: types of rates, rates by type of relationship, rates by degree of relationship, selection of rate type. Indices: types of indices, time and space indices, fixed and variable based indices, simple and composite indices, major price indices
9. Week	Definition of probability and basic concepts of probability
10. Week	Probability rules
11. Week	Random variables and probability distributions
12. Week	Discrete probability distributions
13. Week	Continuous probability distributions
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Macroeconomics	UTL 20011	3	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Analyzing macroeconomic theories.
Course Content	This course examines macroeconomic theory.
Prequisites	--
Learning Outcomes	1) The student will be able to define the basic concepts and approaches required for macroeconomic analysis. 2) The student will be able to explain the general structure of the economy simply by using the main savings and investment identities. 3) The student will be able to explain the sub-components of aggregate demand in terms of functional relations and in a problem-solving logic. 4) The student will be able to explain the general balance of the economy in terms of closed and open economies, based on the developments in the goods and services market.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Hüseyin Levent KORAP
Assistants	--
Work Placements	--
References	Kemal YILDIRIM, Doğan KARAMAN ve Murat TAŞDEMİR, (2013), Makroekonomi, Ankara: Seçkin Yay.
Weeks	**Course outline**
1. Week	Defining the problematic issues of macroeconomics and major macroeconomic concepts
2. Week	Analyzing the general balance of the economy by using the main savings and investment identities, the main price indices and the concept of inflation, the main employment and unemployment indicators
3. Week	Problem solving with numerical content
4. Week	Definition of consumption function and problem solving, knowledge of savings paradox
5. Week	Definition of investment function and problem solving
6. Week	Emphasizing the autonomous nature of public sector expenditures and problem solving
7. Week	Introducing the components of the foreign trade balance, showing the balance income level, leaks and injections approach and problem solving
8. Week	Introducing IS-LM modeling and solving problems, emphasizing the excess supply in the markets by establishing a relationship between labor and goods markets.
9. Week	Problem solution
10. Week	Introducing IS-LM-BP modeling
11. Week	Problem solution
12. Week	Total supply and aggregate demand modeling
13. Week	Problem solution
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	2	2	2	2	2	2
	L3	2	2	2	2	2	2	2	2	2	2
	L4	2	2	2	2	2	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Vocational English I	UTL 20013	3	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	This course aims to provide students with basic English knowledge so that they can follow the English literature in the field of international trade and logistics.
Course Content	Explaining written, oral and auditory professional English subjects in the field of international trade and logistics studies.
Prequisites	--
Learning Outcomes	1) The student will be able to learn the English of the concepts related to the department. 2) The student will be able to use technical concepts related to international trade and logistics in written texts. 3) The student will learn terms related to international trade and logistics. 4) The student will be able to read and write an academic text in English.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Akman, V. (2007). Mesleki İngilizce Konuşma Kılavuzu. Yakamoz Yayıncılık.
Weeks	**Course outline**
1. Week	Introduction to professional English
2. Week	English academic writing rules
3. Week	Terms in the field of trade I
4. Week	Terms in the field of trade II
5. Week	Terms in logistics I
6. Week	Terms in logistics II
7. Week	Academic concepts in trade and logistics
8. Week	Information needed to read an academic text in English
9. Week	Required information to write an academic text in English
10. Week	Ability to establish a dialogue using professional English
11. Week	Things to consider when translating in the field of trade and logistics
12. Week	English dialogue work
13. Week	An overview
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics Principles and Management	UTL 22001	3	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To teach logistics principles, logistics operations and logistics management.
Course Content	Logistics principles, logistics operations, logistics management, logistics performance, road, sea, air, rail logistics.
Prequisites	--
Learning Outcomes	1) The student will be able to offer optimal solutions to the problems that may arise in the business world by using logistics methods. 2) The student will be able to gain the ability to interpret the developments in logistics. 3) Students will learn transportation strategies. 4) Student will learn logistics organizations, inspection and control processes.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Bülent YILDIZ
Assistants	--
Work Placements	--
References	Bakan, İ. ve Şekkeli, Z. (2017).Lojistik Yönetimi. Ankara: Beta Yayınları.
Weeks	**Course outline**
1. Week	Logistics strategy and planning
2. Week	Logistics strategy and planning
3. Week	Logistics customer service
4. Week	Order processing and information systems
5. Week	Transport strategies
6. Week	Transport decisions
7. Week	Storage and warehouse management
8. Week	Packaging and handling systems
9. Week	Logistics demand forecasts
10. Week	Inventory management policies
11. Week	Purchasing and procurement decisions
12. Week	Establishment location, network planning
13. Week	Logistic organizations, inspection and control
14. Week	Logistic organizations, inspection and control

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	4	4	4	4	2	2	4	4	4
	L2	4	4	4	4	4	2	2	4	4	4
	L3	4	4	4	4	4	2	2	4	4	4
	L4	4	4	4	4	4	2	2	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Entrepreneurship and Project Management	UTL 20002	4	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course, on the one hand, is to inform students about the theoretical issues related to entrepreneurship, and on the other hand, it provides practical information based on case studies related to the field. Thus, it is aimed that the student has information about the developments in entrepreneurship.
Course Content	Concepts related to entrepreneurship; importance and development of entrepreneurship; characteristics of entrepreneurs; motivation in entrepreneurship; creativity and innovation in entrepreneurship; business ideas in entrepreneurship; management, marketing, finance and production plans within the business plan; case studies in entrepreneurship.
Prequisites	--
Learning Outcomes	1) The student will describe how a good entrepreneur should be, and the main personality traits of the entrepreneur. 2) The student will evaluate how an entrepreneur acts when making a new business decision. 3) The student will be able to explain the environmental balances that support and force entrepreneurship. 4) The student will learn about the sectoral, economic and political gaps that support and challenge entrepreneurship.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Tekin, E. (2019). Girişimcilik ve Sosyal Sermaye. Eğitim Yayınevi: Konya.
Weeks	**Course outline**
1. Week	Fundamentals of entrepreneurship
2. Week	Entrepreneur's mind: from idea to reality
3. Week	Strategic management and entrepreneur
4. Week	Different types of businesses and agency
5. Week	Buying an existing business
6. Week	Creating a strong marketing plan for management success
7. Week	E-commerce and entrepreneurship
8. Week	Managing cash flow
9. Week	Prepare a successful financial plan
10. Week	Creating a winning business plan
11. Week	Debt and equity resources
12. Week	Entrepreneurship with a global perspective
13. Week	Student presentations I
14. Week	Student presentations II

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	4	2	2	1	1	2	4	2
	L2	2	2	4	2	2	1	1	2	4	2
	L3	2	2	4	2	2	1	1	2	4	2
	L4	2	2	4	2	2	1	1	2	4	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Research Methods in Social Sciences	UTL 20004	4	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The course aims to provide students with information about research methods, issues that should be considered during the design and implementation phase. At the same time, it will be ensured that they have knowledge about how to evaluate the obtained data and to make the evaluation correctly by applying the research design.
Course Content	Giving SPSS application by explaining the basic issues related to scientific research methods. Scientific research, sampling, sampling types, variable types, scale types, primary and secondary data types, questionnaire design, SPSS (Statistical Packages for Social Science) application will be included.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the scientific research process. 2) The student will be able to choose a topic in research. 3) The student will be able to explain writing the research purpose. 4) Students will be able to explain measurement levels.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Büyüköztürk, Ş. (2016). Bilimsel Araştırma Yöntemleri. Pegem Akademik Yayınları.
Weeks	**Course outline**
1. Week	Research: Methods and processes
2. Week	Scientific research process
3. Week	Subject selection
4. Week	Research purpose
5. Week	Types of research
6. Week	Measuring levels
7. Week	Data collection techniques
8. Week	Survey development process
9. Week	Sampling methods
10. Week	Qualitative research methods
11. Week	Quantitative research methods
12. Week	Writing the research report
13. Week	General evaluation
14. Week	General evaluation

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	2	2	2	2	2	1	1	2	2	2
	L3	2	2	2	2	2	1	1	2	2	2
	L4	2	2	2	2	2	1	1	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Economics	UTL 20006	4	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course is to reveal the theories and policies that explain why countries do foreign trade and to explain the international monetary relations of countries.
Course Content	Foreign trade theories and policies, balance of payments, foreign exchange market issues will be explained.
Prequisites	--
Learning Outcomes	1) The student will be able to explain why countries do foreign trade. 2) The student will be able to analyze whether real foreign trade theories have the power to explain events. 3) The student will be able to analyze the effects of foreign trade policies. 4) The student will be able to explain the approaches necessary for the analysis of the development of international monetary and financial relations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Uluslararası İktisat Prof.Dr. Halil SEYİDOĞLU Güzem Can Yayınları.
Weeks	**Course outline**
1. Week	The scope of international economics, first views on foreign trade, classical foreign trade theories: absolute and comparative advantage theory
2. Week	Explanation of foreign trade theory with transformation, offer and social indifference curves
3. Week	Heckscher-Ohlin theorem, theorems derived from the Heckscher-Ohlin model
4. Week	New theories to explain foreign trade
5. Week	Introduction to foreign trade policy
6. Week	Customs tariffs, non-tariff policy instruments
7. Week	Customs tariffs and non-tariff vehicles
8. Week	Liberalization of world trade, economic integration theory: economic effects of the customs union
9. Week	Foreign exchange market analysis
10. Week	Foreign exchange market analysis
11. Week	Balance of payments and balance of payments mechanisms
12. Week	Policies to balance the balance of payments
13. Week	Internal and external economic balance: Open economy macroeconomics
14. Week	International monetary system

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	5	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Vocational English II	UTL 20010	4	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The aim of this course is to develop students' vocabulary on professional subjects and to enable students to use and comprehend basic translation skills effectively. In addition, at the end of this course, students will be able to understand and interpret all kinds of media products published in a foreign language related to their field.
Course Content	Teaching English concepts, which are frequently used in business life, and concepts and words specific to the science of Economics, by means of reading passages related to their fields, starting with the translation of sentences.
Prequisites	--
Learning Outcomes	1) The student will be able to acquire knowledge of trade and logistics English. 2) The student will be able to understand and talk about the professional concepts that will be used in the sector. 3) The student will be able to learn the concepts and patterns that he will use to make correspondence in the official environment. 4) The student will be able to prepare international trade documents in English.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Akman, V. (2007). Mesleki İngilizce Konuşma Kılavuzu. Yakamoz Yayıncılık.
Weeks	**Course outline**
1. Week	Introduction to the course
2. Week	Basic translation skills and sentence translation
3. Week	Giving professional terminology through sentence translation I
4. Week	Giving professional terminology through sentence translation II
5. Week	Reading piece I
6. Week	Reading piece II
7. Week	Reading piece III
8. Week	Reading piece IV
9. Week	Reading piece V
10. Week	Dialogue I
11. Week	Dialogue II
12. Week	Dialogue III
13. Week	General repetition I
14. Week	General repetition II

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	2	2	2
	L2	2	2	2	2	2	2	2	2	2	2
	L3	2	2	2	2	2	2	2	2	2	2
	L4	2	2	2	2	2	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Foreign Trade Transactions Management	UTL 21002	4	3	--	--	3	4

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Comprehending the chart of accounts and accounting transactions for foreign trade enterprises, accounting records and document flow related to foreign exchange, securities and advance transactions, import and export transactions.
Course Content	Basic concepts in foreign trade. Documents used in foreign trade, delivery and payment methods in foreign trade, collection of the export price, cancellation in export transactions, closing the export account, classification of imported goods and tax in import transactions, accounting in foreign trade transactions, chart of accounts in foreign trade, exchange, foreign exchange, effective and exchange rate concepts , accounting for foreign exchange transactions, leasing, factoring and forfaiting.
Prequisites	--
Learning Outcomes	1) The student will learn the foreign trade accounting system and its basic concepts. 2) The student will be able to understand the foreign trade accounting registration system and be able to perform accounting transactions. 3) The student will be able to apply the uniform chart of accounts. 4) Student will be able to perform accounting transactions of foreign exchange, securities and advance transactions.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Toroslu, V., (1999), Dış Ticaret İşlemleri ve Muhasebesi, Beta Yayıncılık, İstanbul.
Weeks	**Course outline**
1. Week	Basic concepts in foreign trade. Documents used in foreign trade.
2. Week	Delivery and payment methods in foreign trade
3. Week	Collection of export cost. Cancellation in export transactions
4. Week	Closing the export account. Classification of imported goods and tax on import transactions
5. Week	Accounting in foreign trade transactions.
6. Week	Account plan in foreign trade.
7. Week	Exchange, foreign exchange, effective and exchange rate concepts
8. Week	Accounting for foreign exchange transactions.
9. Week	Leasing, Factoring and Forfaiting.
10. Week	Export payment methods and accounting records.
11. Week	VAT in foreign trade transactions.
12. Week	State aids and incentives in foreign trade.
13. Week	Accounting for import transactions
14. Week	VAT on import transactions

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	2	28
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	4	4
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	4	4
Total work load			120
ECTS=Total work load/ 30			4

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Marketing Management	UTL 21004	4	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	To present information that will help decision makers in diagnosing and solving international marketing problems.
Course Content	Basic concepts in international marketing. 2 To be able to comprehend export and import operations. 3 Pricing strategies in international marketing.
Prequisites	--
Learning Outcomes	1) The student will be able to comprehend the importance of international marketing for businesses. 2) The student will be able to analyze the marketing problems that businesses may encounter in global markets and produce solutions to these problems. 3) The student will be able to apply the necessary techniques for international marketing practices. 4) The student will be able to define international consumer and industrial markets.
Learning and teaching strategies	Lecture
Instructors	Lec. Dilber Nilay KÜTAHYALI
Assistants	--
Work Placements	--
References	Küresel Pazarlama. Warren J. Keegan, Mark C. Green, Çev. Rezan Tatlıdil
Weeks	**Course outline**
1. Week	Basic concepts in international marketing
2. Week	Environmental factors affecting international marketing
3. Week	International marketing planning
4. Week	International marketing research
5. Week	International market segmentation and positioning
6. Week	Product in international marketing
7. Week	Branding in international marketing (Midterm Exam)
8. Week	Pricing decision process in international marketing
9. Week	Pricing strategies in international marketing
10. Week	Distribution in international marketing
11. Week	Advertising in international marketing
12. Week	Personal selling in international marketing
13. Week	Import operations and management
14. Week	Export operations and management

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	1	1	2	2	2
	L2	3	3	3	3	3	1	1	3	3	3
	L3	3	3	3	3	3	1	1	3	3	3
	L4	3	3	3	3	3	1	1	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics Planning	UTL 22002	4	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	With this course, the student; will be provided with the ability to learn the functions of logistics planning, data, information, supply, order, stock, transportation, warehouse, performance and quality management and to make forecasting applications.
Course Content	Definition of logistics planning, importance of planning in logistics, fundamentals of logistics management, main elements of logistics management, obstacles and opportunities in planning, customer service and planning functions, service management, inventory management, warehouse management and various aspects of logistics positioning, logistics service components, global economy management.
Prequisites	--
Learning Outcomes	1) The student will master the logistics planning process. 2) The student will master the concepts of logistics. 3) The student will learn supply chain management. 4) The student will master the logistics activities.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Bülent YILDIZ
Assistants	--
Work Placements	--
References	Lojistik ve Tedarik Zinciri Yönetimi/ Ramazan Erturgut.
Weeks	**Course outline**
1. Week	Logistics planning and functions
2. Week	Logistics planning and functions
3. Week	Logistics activities
4. Week	Logistics activities
5. Week	Logistics activities
6. Week	Supply chain management
7. Week	Stock management
8. Week	Stock management
9. Week	Warehouse management
10. Week	Warehouse management
11. Week	Transport management
12. Week	Quality management
13. Week	Student presentations
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	4	4	4	4	4	4	4	4	4
	L2	4	4	4	4	4	4	4	4	4	4
	L3	4	4	4	4	4	4	4	4	4	4
	L4	4	4	4	4	4	4	4	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Logistics	UTL 32002	5	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Within the scope of this course, the reflections of logistics functions on the international platform, global transportation modes, warehousing and warehousing activities, logistics infrastructure of Turkey on global trade routes are aimed to be examined.
Course Content	Concepts of international logistics, the role of logistics in the economy, the effects of international markets and trade on logistics, import/export management and international delivery methods, international logistics strategies, international transportation mode selection, warehousing, outsourcing and third-party logistics will be discussed.
Prequisites	--
Learning Outcomes	1) The student will know the types of international transportation and will be able to enter the basic legislation related to international transportation. 2) The student will be able to learn the place and importance of the concept of insurance in international logistics. 3) The student will master the international logistics processes. 4) The student will be able to have basic knowledge of foreign trade and customs regulations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Bülent YILDIZ
Assistants	--
Work Placements	--
References	Long, D. (2016). Uluslararası Lojistik. Ankara: Nobel Yayıncılık.
Weeks	**Course outline**
1. Week	Basic concepts in international logistics
2. Week	International logistics vehicles and capacity
3. Week	International logistics modes CMR
4. Week	International rail and airline logistics
5. Week	International maritime and pipeline logistics
6. Week	Intermodal logistics
7. Week	Transport organizer and bill of lading
8. Week	Delivery forms in international logistics
9. Week	Payment methods in international logistics
10. Week	Free zone and warehouse
11. Week	Basic concepts of customs
12. Week	Basic concepts of insurance
13. Week	New applications in logistics
14. Week	New applications in logistics

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	4	4	4	4	4	4	4	4	4	4
	L3	3	3	3	3	3	3	3	3	3	3
	L4	4	4	4	4	4	4	4	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Customs Legislation	UTL 31001	5	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	This course aims to teach the EU and Turkey customs practices, the basic customs regimes applicable to imports and exports, within the framework of the agreements that shape international trade and Turkey's integration with the European Union on the basis of the Customs Union.
Course Content	Depending on the customs laws and regulations, the processes of the goods arriving and leaving the customs, customs duties, irregularities and the functions of customs consultants and assistants are discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the general scope of the Turkish Customs Legislation and the basic concepts used in the legal regulations constituting this legislation. 2) The student will be able to explain the concepts of Customs Duty and Customs Regime, the scope and application of customs duty, other financial payments and transactions related to different customs regimes within the framework of Turkish Customs Legislation. 3) The student will be able to explain the importance of the concept of goods in free circulation and the general operation of these goods. 4) The student will be able to explain the definition, scope and purposes of Inward and Outward Processing Regimes, and the basic concepts used in its implementation.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Şenel SARSIKOĞLU
Assistants	--
Work Placements	--
References	4458 sayılı Gümrük Kanunu ve Gümrük Yönetmeliği, Türk Gümrük Tarife Cetveli
Weeks	**Course outline**
1. Week	Introduction
2. Week	Definition, scope, basis and parties of customs transactions
3. Week	Parties to customs procedures
4. Week	Customs stages
5. Week	Export process in international trade
6. Week	Import process in international trade
7. Week	Export regime
8. Week	Free circulation regime
9. Week	Inward and outward processing regimes
10. Week	Other customs regimes
11. Week	Special issues in customs procedures
12. Week	Customs duties and fiscal burdens equivalent to customs duties
13. Week	Customs exemptions, customs violations, customs disputes
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3

	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Production Management	UTL 30002	6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	The course aims to provide the knowledge that business students will need in the field of production/manufacturing.
Course Content	Starting from the establishment of the factory, all stages of production, the analysis and planning that must be done in order to carry out the production in an efficient and high quality manner will be given in a holistic way.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the production process. 2) The student will be able to realize the facility placement. 3) The student will be able to develop a new product or service design. 4) Student will be able to plan production resources.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Ertuğrul ÇAVDAR
Assistants	--
Work Placements	--
References	Kobu, B. (2013). Üretim Yönetimi. İstanbul: Beta Basım A.Ş.
Weeks	**Course outline**
1. Week	Production and production systems in enterprises
2. Week	Approaches to production management
3. Week	Production strategy and efficiency
4. Week	Product design and selection of production processes
5. Week	Facility layout and workplace layout
6. Week	Capacity planning
7. Week	Stock management
8. Week	Stocking models
9. Week	Production resource planning
10. Week	Basic modules and applications in production resource planning
11. Week	Quality management
12. Week	Supply chain and management
13. Week	Problem solution
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	2	2	3	3	3
	L2	3	3	3	3	3	2	2	3	3	3
	L3	4	4	4	4	4	2	2	4	4	4
	L4	4	4	4	4	4	3	3	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics Information Systems	UTL 32002	6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	With this course, it is aimed that the students get to know the information and communication technologies used in the logistics sector, especially in relation to the storage and delivery functions, and to learn the terminology related to information and communication technologies and to recognize the hardware and network products in a network structure.
Course Content	Management and information systems in logistics and their application in the sector, research methods, system development approaches, issues that can be encountered in management and informatics.
Prequisites	--
Learning Outcomes	1) The student will be able to define electronic logistics applications. 2) The student will be able to define the use of management information systems in the logistics industry. 3) The student will be able to apply concepts such as barcode GPRS, which are frequently encountered in daily life from logistics information systems, to daily life. 4) The student will be able to analyze a project on E-Commerce and E-Logistics.
Learning and teaching strategies	Lecture
Instructors	Lec. Erdem ÇAKIL
Assistants	--
Work Placements	--
References	Bakkal, M. Oflaz, A. (2011), Lojistik Bilgi Sistemleri, İstanbul: Hiperlink Yayınları.
Weeks	**Course outline**
1. Week	Introduction
2. Week	Logistics information systems in today's global businesses
3. Week	Logistics information technology infrastructure
4. Week	Emerging systems in logistics information technology
5. Week	Logistics information systems in stock management, transportation and warehouse management
6. Week	Integration of logistics information systems in stock management, transportation and warehouse management
7. Week	Logistics information systems security
8. Week	Enterprise resource planning
9. Week	Enterprise resource planning packages and advanced planning and scheduling 1
10. Week	Enterprise resource planning packages and advanced planning and scheduling 2
11. Week	Digital markets and products
12. Week	Orienting global systems
13. Week	Examples of e-logistics activities
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	2	2	2	2	4	2	2
	L2	2	2	2	2	2	2	2	4	2	2
	L3	2	2	2	2	2	2	2	4	2	2
	L4	2	2	2	2	2	2	2	4	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Supply Chain Management	UTL 40001	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	Bu derslerden tedarik tedarik zincirinden anlam ve yararlanma becerisi kazandırmak.
Course Content	Tedarik Zinciri Teknolojileri, Bilgi Akışları, Talep ve Sipariş Yönetimi, Müşteri Servisi, Nakliyat, Dağıtım, Operasyonel Fonksiyonlar.
Prequisites	--
Learning Outcomes	1) The student will be able to design a supply chain. 2) The student will acquire the necessary knowledge and skills related to supply chain management. 3) The student will be able to comprehend logistics applications. 4) The student will be able to comprehend the contribution of supply chain and management to competitiveness.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Bülent YILDIZ
Assistants	--
Work Placements	--
References	Görün, Ö. F. (2010).Örnek Olay ve Uygulamalarla Tedarik Zinciri Yönetimi, Beta Yayıcılık: İstanbul. https://www.kitapyurdu.com/kitap/ornek-olay-ve-uygulamalarla-tedarik-zinciri-yonetimi/245427.html
Weeks	**Course outline**
1. Week	Supply chain management
2. Week	The role of logistics activities in the supply chain
3. Week	The global dimension of supply chains
4. Week	supply chain relationships
5. Week	Supply chain technologies - managing information flow
6. Week	Demand management
7. Week	Order management and customer service
8. Week	Inventory management in the supply chain
9. Week	Transport - flow management in the supply chain
10. Week	Distribution - demand fulfillment management
11. Week	Supply chain network analysis and design
12. Week	Case Study I
13. Week	Case Study II
14. Week	Case Study III

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	2	2	2	5	5	2	3	3	2	2
	L2	2	2	2	5	5	2	3	3	2	2
	L3	2	2	2	5	5	2	2	3	3	2
	L4	2	2	2	5	5	2	2	2	2	2

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Strategic Management	UTL 40003	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	This course aims to develop students' knowledge and skills about the basic concepts of strategic management, environmental analysis, strategy formulation, implementation and control.
Course Content	This course covers a variety of topics related to strategic management and business policy. The course primarily discusses the basic concepts of strategic management, corporate governance, social responsibility and ethics.
Prequisites	--
Learning Outcomes	1) The student will be able to define the basic concepts of strategic management and business policy. 2) The student will be able to conduct SWOT analysis. 3) The student will be able to determine organizational goals and strategies at the company, business and function level. 4) The student will be able to discuss the basic issues in the strategy implementation phase. 5) The student will be able to evaluate and control the strategy outputs.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Wheelen, T. L., Hunger, J. D., Hoffman, A. N., & Bamford, C. E. 2018. Strategic Management and Business Policy: Globalization, Innovation and Sustainability, Global Edition, 15/E. Pearson.
Weeks	**Course outline**
1. Week	Basic concepts of strategic management
2. Week	Development of strategic management thought and strategic management theory
3. Week	Strategic management schools and approaches
4. Week	Basic concepts, approaches and strategic management process related to strategic management
5. Week	Strategic analysis: External environment analysis
6. Week	Strategic analysis: Internal environment analysis
7. Week	Identifying strategies: Basic strategies and corporate strategies
8. Week	Competitive strategies
9. Week	Functional strategies
10. Week	Implementation of strategies
11. Week	Strategic control
12. Week	Social responsibility and ethics in strategic management
13. Week	Evaluation of the period
14. Week	Basic concepts of strategic management

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Workplace Application	UTL 40004	8	--	30	--	15	30

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Compulsory
Course Objective	This course aims to apply the theoretical knowledge that the student has seen in the courses in the enterprises that are deemed appropriate for the program.
Course Content	This course includes workplace practice training.
Prequisites	--
Learning Outcomes	1) Students will improve their skills and reinforce their knowledge by applying the production and service processes in public or private institutions in the workplace. 2) The student will be able to practice the subjects learned in the lessons. 3) Student will be able to adapt to working life. 4) The student will be able to put into practice the business processes related to his profession.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN, Assoc. Prof. Burak ÖZDEMİR, Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	Yes
References	--
Weeks	**Course outline**
1. Week	Workplace application
2. Week	Workplace application
3. Week	Workplace application
4. Week	Workplace application
5. Week	Workplace application
6. Week	Workplace application
7. Week	Workplace application
8. Week	Workplace application
9. Week	Workplace application
10. Week	Workplace application
11. Week	Workplace application
12. Week	Workplace application
13. Week	Workplace application
14. Week	Workplace application

In-Terms Studies	Quantity	Percentages
Midterms	-	-
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	1	100
Project	-	-
Final Exam	-	-
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	--	--	--
Study hours out of class	14	15	210
Assignments	14	8	112
Presentation/Seminar Preparation	--	--	--
Midterms	--	--	--
Application	14	40	560
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	18	18
Total work load			900
ECTS=Total work load/ 30			30

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	5	5	5	5	5	5	5	5	5	5
	L2	5	5	5	5	5	5	5	5	5	5
	L3	5	5	5	5	5	5	5	5	5	5
	L4	5	5	5	5	5	5	5	5	5	5

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Road and Railway Transportation	AİS001	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to reveal the importance of road and rail transport in terms of logistics and transportation processes.
Course Content	Vehicles in road and rail transport, legislation on road and rail transport, safety in road and rail transport.
Prequisites	--
Learning Outcomes	1) The student will understand the development of road and rail transport in trade. 2) The student will understand the share and importance of road and rail transport in trade. 3) The student will have information about the national legislation on road and railway vehicles. 4) The student will have information about the international legislation on road and railway vehicles.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Görçün, Ö. F. (2011). Karayolu Taşımacılığı. Ankara: Beta Yayınevi. Görçün, Ö. F. ve Görçün, Ö. (2010). Demiryolu Taşımacılığı. Ankara: Beta Yayınevi.
Weeks	**Course outline**
1. Week	Introduction to road transport
2. Week	Introduction to rail transport
3. Week	Vehicles used in road transport
4. Week	Classification and types of trains
5. Week	ECMT Agreements
6. Week	Preparing the Trains for the Departure
7. Week	TIR legislation
8. Week	Regulation of rail traffic
9. Week	International goods transport by rail
10. Week	Road transport regulation
11. Week	Loading and load safety in rail transport
12. Week	Road transport law
13. Week	Domestic rail transport and its operational dimensions
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Maritime Transport and Port Management	AİS002	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	With this course, it is aimed that the student gain knowledge about port management, maritime transport technology and maritime transport law.
Course Content	Operations and functions, planning, placement and regulation in modern ports, complexity of international shipping, maritime transport economics and technology, port management, port performance, maritime transport law, port law and maritime law.
Prequisites	--
Learning Outcomes	1) The student will be able to do port management. 2) The student will be able to interpret technology. 3) The student will be able to express the law of the sea. 4) The student will have information about maritime transportation.
Learning and teaching strategies	Lecture
Instructors	Lec. Furkan ARICI
Assistants	--
Work Placements	--
References	Erdal, M. (2017). Konteyner Deniz ve Lİman İşletmeciliği. Beta Yayınları.
Weeks	**Course outline**
1. Week	Port types and management.
2. Week	Port, pier, platform and terminal systems.
3. Week	Traffic trajectories and service systems in ports and terminals.
4. Week	Waiting lines and service times in ports and terminals.
5. Week	Components of investment operating cost in ports.
6. Week	Components of investment operating cost in ports.
7. Week	Maritime transport technology.
8. Week	Maritime transport technology.
9. Week	Maritime transport technology.
10. Week	Duties and powers of the naval administration organization.
11. Week	Important types of insurance and contracts in maritime.
12. Week	Provisions and applications of internal maritime law.
13. Week	Port entry and exit documents and procedures
14. Week	Cabotage law and maritime labor law.

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Commercial Package Program Applications	AİS003	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to teach the pre-accounting and accounting records of enterprises and the integration of all modules with accounting through sample commercial package programs.
Course Content	Teaching the parameter settings of commercial package programs, production, accounting, payroll, fixture modules and the integration of all modules with the accounting module.
Prequisites	--
Learning Outcomes	1) The student will learn the transactions made in the pre-accounting. 2) The student will learn the application of accounting transactions in the commercial package program. 3) The student will learn the commercial package program parameter settings and the integration of all modules with the accounting module. 4) The student will gain knowledge of system analysis.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	https://ticaret.gov.tr/data/5b87fac913b8761160fa1cf0/Devlet_Yardimlari_Rehberi.pdf
Weeks	**Course outline**
1. Week	Integration concept, Integration in Commercial Package Programs and Current, Inventory, Invoice, Check-Note.
2. Week	Commercial package program company opening and parameter settings
3. Week	Concept of recipe, stock, raw material, finished product, semi-finished product and production module.
4. Week	Production module receipts and reports, sample applications.
5. Week	Accounting process, balance sheet, income statement and accounting module.
6. Week	Accounting module slips and reports, sample applications and integration of other modules.
7. Week	Payroll, payroll, fixture concepts and fixtures, payroll modules, receipts and reports.
8. Week	Payroll, fixture modules slips and reports, sample applications.
9. Week	Developing documents and forms to be used by businesses and introducing them to the commercial package program and sample applications.
10. Week	Determining which document can be the source of which receipt and sample applications.
11. Week	Determining which modules may be needed by businesses that will set up computer systems and use commercial package programs. and sample applications
12. Week	Integration of all modules into the accounting module
13. Week	Sample applications including Check-Note, Bank and Order, Production, Accounting, Payroll, Fixture modules together
14. Week	Sample applications including Check-Note, Bank and Order, Production, Accounting, Payroll, foreign currency transactions together

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3

	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Logistics Package Program Applications	AİS004	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	The aim of this course is to teach vehicle, trailer, driver tracking and fleet management of logistics companies.						
Course Content	Vehicle, trailer, driver cards, tracking, customer, load information and integrations of logistics package programs.						
Prequisites	--						
Learning Outcomes	1) The student will learn pre-accounting procedures. 2) Student will learn logistics package programs and functions. 3) Student will learn international logistics TIR Carnet tracking information. 4) The student will have information about accounting integration.						
Learning and teaching strategies	Lecture						
Instructors	Assoc. Prof. Erol TEKİN						
Assistants	--						
Work Placements	--						
References	https://ticaret.gov.tr/data/5b87fac913b8761160fa1cf0/Devlet_Yardimlari_Rehberi.pdf						
Weeks	**Course outline**						
1. Week	Pre-accounting, documents, receipts, records, etc. concepts, documents to be used in foreign trade transactions						
2. Week	Logistic package programs and their functions, parameters						
3. Week	Vehicle, trailer and driver cards sample applications						
4. Week	Customer information, load information sample applications						
5. Week	Expedition, route information costing studies sample applications						
6. Week	Vehicle plug-in integration, fleet management sample applications						
7. Week	Waybill, invoice etc. pre-accounting transactions						
8. Week	International logistics TIR Carnet tracking, sample applications						
9. Week	International logistics UBAK ledger tracking, sample applications						
10. Week	Accounting integration and sample applications						
11. Week	Vehicle, trailer, driver, cargo, customer reports and discussion						
12. Week	Accounting, preliminary reports and discussion						
13. Week	Sample applications containing all modules of the logistics package program						
14. Week	Sample applications containing all modules of the logistics package program						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Transportation Systems	AİS005	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to understand transportation systems and the concept of transportation, to introduce the systems used in transportation.
Course Content	Understanding and introducing transportation systems and modes of transportation.
Prequisites	--
Learning Outcomes	1) The student will have information about all modes of transport. 2) Students will have information about the documents to be prepared within the framework of transportation modes. 3) The student will have information about new transportation models thanks to today's advanced technological solutions. 4) The student will have information about the current situation of the transportation corridors in our country.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	M.Çancı, M.Erdal, Uluslararası Taşımacılık Yönetimi, Utikad Yayınları, 2009.
Weeks	**Course outline**
1. Week	The concept of transportation and its development
2. Week	Structure of transport systems
3. Week	Transport terminals (hinterland, foreland, hub)
4. Week	International air transport
5. Week	Pricing and documentation in international air transport
6. Week	International road transport
7. Week	Pricing and documentation in international road transport
8. Week	International sea freight
9. Week	Pricing and documentation in international maritime transport
10. Week	International rail transport
11. Week	Pricing and documentation in international rail transport
12. Week	Combined transport
13. Week	Freight forwarder and legal obligations
14. Week	Freight forwarder and legal obligations

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Occupational Health and Safety in Logistics	AİS006	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to give basic information on occupational health and safety issues.
Course Content	Occupational health and safety application principles, risk prevention culture in the workplace, the importance of safety culture and its place in daily life, the creation and maintenance of a safety culture, the establishment purpose and structure of the Workplace Health and Safety Unit, the Joint Health and Safety Unit, its employees, the occupational safety specialist and the workplace. qualifications, assignments, powers and responsibilities of physicians are taught.
Prequisites	--
Learning Outcomes	1) The student will be able to have information on basic occupational safety issues. 2) The student will be able to comprehend the connection of job security with workers, employers and the state. 3) The student will have basic definition and legal information about job security. 4) The student will have information about hazards and types of hazards.
Learning and teaching strategies	Lecture
Instructors	Prof. Dr. Yaşar Nuri ŞAHİN
Assistants	--
Work Placements	--
References	Selek, H. S. (2018). İş Sağlığı ve Güvenliği, Seçkin Kitabevi: Ankara.
Weeks	**Course outline**
1. Week	Historical development of occupational health and safety
2. Week	Occupational safety concept
3. Week	The importance of occupational health
4. Week	Occupational health practice principles
5. Week	Occupational diseases
6. Week	Causes and prevention methods of work accidents
7. Week	Education and its importance in occupational accidents, occupational diseases and work-related diseases
8. Week	work-related illnesses
9. Week	Occurrence and classification of occupational accidents
10. Week	Risk assessment
11. Week	Occupational health laws and regulations
12. Week	Hazards and types of hazards
13. Week	The importance of work safety studies in terms of work efficiency
14. Week	Methods and solutions in accident investigations

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Commercial Documents and International Trade Documents	AİS007	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It aims to introduce foreign trade documents.
Course Content	Commercial Documents, Official Documents, Transport Documents, Insurance Documents, Financing Documents.
Prequisites	--
Learning Outcomes	1) The student will have information about foreign trade documents. 2) The student will be able to recognize the transport documents related to foreign trade. 3) The student will be able to recognize official documents related to foreign trade. 4) The student will be able to recognize financial documents related to foreign trade.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Takım, A. vd. (2019). Dış Ticarette Kullanılan Belgeler. Ekin Kitabevi.
Weeks	**Course outline**
1. Week	Preliminary information presentation about the course
2. Week	Business document concept
3. Week	Commercial documents: proforma invoice, commercial invoice, freight invoice, certified invoice, packing list, ship size report, parcel list, manufacturer analysis document, control document,
4. Week	Commercial document examples
5. Week	Official documents: circulation certificates, certificate of origin, consular invoice, phytosanitary certificate, halal certificate, kosher certificate, radiation certificate, boycott/blacklist certificate, a.t.a. report cards
6. Week	Official document examples
7. Week	Transport documents: sea waybill, air waybill, railway bill of lading, shipper's receipt, fiata receipt documents, parcel post receipt, truck carnet,
8. Week	Transport document samples
9. Week	Insurance documents: insurance policy, insurance certificate,
10. Week	Insurance certificate samples
11. Week	Financing documents: policy, warehouse receipt, pledge, delivery order
12. Week	Financing document examples
13. Week	An overview
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Management of Intercultural Differences	AİS008	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to analyze different cultures in the world and to provide students with the ability to plan the activities of businesses based on these differences.
Course Content	Diversity Management, Culture.
Prequisites	--
Learning Outcomes	1) The student will comprehend world cultures 2) The student will analyze the impact of each culture on organizational management. 3) The student will explain the management process depending on the organizational management differences of each culture. 4) The student will understand the importance of the concept of difference in terms of organizations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Sargut, A.S. (2010). Kültürler Arası Farklılaşma ve Yönetimi, 2. Baskı, İmge Kitabevi: Ankara.
Weeks	**Course outline**
1. Week	Science's view of man
2. Week	Culture-human relationship
3. Week	Cultural environment and working people
4. Week	America and its culture
5. Week	Africa and its culture
6. Week	Asia and its culture
7. Week	Europe and its culture
8. Week	Middle East and its culture
9. Week	Cultural environment – organization interaction
10. Week	A macro-cultural analysis of Turkish society
11. Week	Communication style and cross-cultural differentiation
12. Week	Organizational behaviors and cross-cultural differentiation
13. Week	The cross-cultural dimension of leadership
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Economic Institutions	AİS009	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is II. To be able to understand the effects of international trade organizations in the world order that started to be formed after the World War II on the world economy, and to investigate how trade has been shaped in international markets since the establishment of the World Trade Organization and the role played by international trade organizations in commercial relations between countries from different sources and different perspectives.
Course Content	Economic integrations, Economic integration forms, International Business Organizations, International Economic Organizations, International Financial Institutions and their effects on the world economy.
Prequisites	--
Learning Outcomes	1) The student will understand integration and its types. 2) The student will be able to analyze the effects of integration. 3) The student will learn the effects of international organizations on the world economy. 4) The student will learn about international financial institutions and economic institutions.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Parasız, İlker.(2015). Uluslararası Mali ve Ekonomik Kuruluşlar, Ezgi Kitabevi: Bursa.
Weeks	**Course outline**
1. Week	Economic integrations
2. Week	Forms of economic integration
3. Week	Effects of economic integrations
4. Week	International commercial organizations I
5. Week	International commercial organizations II
6. Week	International economic organizations I
7. Week	International economic organizations II
8. Week	International financial institutions I
9. Week	International financial institutions I
10. Week	The effects of international organizations on the world economy I
11. Week	The effects of international organizations on the world economy II
12. Week	The effects of international organizations on the world economy III
13. Week	Student presentations
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Correspondence Techniques in International Trade	AİS010	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to improve students' writing skills in international business in English in an academic environment and to enable them to gain the ability to make professional presentations.
Course Content	Official Correspondence, Report writing, Computer Based Report Formats, Report presentation.
Prequisites	--
Learning Outcomes	1) The student will develop basic written communication skills. 2) The student will have knowledge about computer based report formats. 3) Student will be able to know and use different types of official correspondence. 4) The student will be able to prepare a presentation and present it in front of the public.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Mehmet Melemen, S Burak Arzova (2000). Uluslararası Ticaret Alternatif Finansman Teknikleri ve Muhasebeleştirilmesi Ticari Yazışma Örnekleri. İstanbul: Türkmen Kitabevi.
Weeks	**Course outline**
1. Week	Basic written communication skills
2. Week	Basic written communication skills
3. Week	Official correspondence
4. Week	Official correspondence
5. Week	Report writing
6. Week	Report writing
7. Week	MLA-APA style guide
8. Week	Computer-based report formats
9. Week	Report writing
10. Week	Report presentation
11. Week	Report presentation
12. Week	General repetition I
13. Week	General repetition II
14. Week	Basic written communication skills

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Quality and Standards in International Trade	AİS011	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	In this course, the concepts of total quality management and quality management systems, total quality management techniques and statistical process management tools are introduced; It is intended to provide the necessary basis for interpreting control charts.
Course Content	Competition and quality concepts, total quality management principles and practices, total quality management tools and techniques, statistics, probability, control charts, reliability are among the topics of the course.
Prequisites	--
Learning Outcomes	1) The student will understand the concept of quality. 2) The student will understand total quality management. 3) The student will understand the quality system documents. 4) The student will understand quality management.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Efil, İ. (2016). Toplam Kalite Yönetimi. Ankara: Dora Yayınevi.
Weeks	**Course outline**
1. Week	Definition of quality
2. Week	The historical development process of quality.
3. Week	TQM concept and its main principles.
4. Week	TQM tools
5. Week	TQM and its relations with other management philosophies
6. Week	Quality costs.
7. Week	Factors affecting TQM, TQM and its results
8. Week	TQM implementation difficulties.
9. Week	Basic tools used in the execution of TQM.
10. Week	ISO 9000 and TQM
11. Week	EFQM Excellence Model Evaluation Process
12. Week	TQM in Turkey; The future of TQM; A Discussion: Is TQM a management fashion?
13. Week	Student Presentations
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Foreign Trade Transactions Accounting	AİS012	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Comprehending the chart of accounts and accounting transactions for foreign trade enterprises, accounting records and document flow related to foreign exchange, securities and advance transactions, import and export transactions.
Course Content	Basic concepts in foreign trade. Documents used in foreign trade, Delivery and payment methods in foreign trade, Collection of export price, Cancellation in export transactions, Closing the export account, Classification of imported goods and tax in import transactions, Accounting in foreign trade transactions, Account plan in foreign trade, Exchange, foreign exchange, effective and exchange rate concepts , Accounting for foreign exchange transactions, Leasing, Factoring and Forfaiting, Export payment methods and accounting records.
Prequisites	--
Learning Outcomes	1) The student will learn the foreign trade accounting system and its basic concepts. 2) The student will be able to understand the foreign trade accounting registration system and be able to perform accounting transactions. 3) The student will be able to apply the uniform chart of accounts. 4) Student will be able to perform accounting transactions of foreign exchange, securities and advance transactions.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Toroslu, V., (1999), Dış Ticaret İşlemleri ve Muhasebesi, Beta Yayıncılık, İstanbul. Gültekin, S. ve M. Savcı, (2012), Dış Ticaret İşlemleri Muhasebesi, 5. Baskı, Murathan Yayınevi, Trabzon.
Weeks	**Course outline**
1. Week	Basic concepts in foreign trade, documents used in foreign trade
2. Week	Delivery and payment methods in foreign trade
3. Week	Collection of export cost. Cancellation in export transactions
4. Week	Closing the export account. Classification of imported goods and tax on import transactions
5. Week	Accounting in foreign trade transactions
6. Week	Account plan in foreign trade.
7. Week	Accounting for foreign exchange transactions
8. Week	Exchange, foreign exchange, effective and exchange rate concepts.
9. Week	Leasing, Factoring and Forfaiting
10. Week	Export payment methods and accounting records
11. Week	VAT in foreign trade transactions
12. Week	State aids and incentives in foreign trade
13. Week	Accounting for import transactions
14. Week	VAT on import transactions

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning	**L1**	3	3	3	3	3	3	3	3	3	3

outcomes	**L2**	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
International Financial Management	AİS013	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	To teach basic financial management.						
Course Content	Leasing, financial statement principles, working capital management, short-range, financial planning, short-term financial decisions, cash management, inventory management, accounting receivables management, short-term debt management, credit management, bankruptcy, mergers and acquisitions; international finance principles , options, risk hedging, case studies.						
Prequisites	--						
Learning Outcomes	1) The student will learn the basics of business financial management. 2) The student will be able to understand the concepts related to finance. 3) The student will be able to determine the business strategy by learning financial planning and control tools. 4) The student will have information about the characteristics and qualifications that financial managers should have.						
Learning and teaching strategies	Lecture						
Instructors	Assoc. Prof. Erol TEKİN						
Assistants	--						
Work Placements	--						
References	Okka, Osman (2010), Finansal Yönetim Teori ve Çözümlü Problemler, Nobel Basım Yayım.						
Weeks	**Course outline**						
1. Week	Definition and purpose of financial management						
2. Week	Factors affecting the finance function						
3. Week	The effect of the factors affecting the finance function on finance managers, the relationship of financial management with business functions and economy						
4. Week	Importance of finance function in Turkey						
5. Week	Features and qualifications that finance managers should have functions of finance manager						
6. Week	Interest calculations						
7. Week	Risk and expected return						
8. Week	Ratios in financial analysis						
9. Week	Fund flow table in financial analysis						
10. Week	Medium and long term financial forecasts in financial planning						
11. Week	Budgets						
12. Week	Profit planning and control						
13. Week	Working capital management						
14. Week	An overview						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3

	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Law of Obligations	AİS014	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	In this course, to explain the basic concepts of Turkish law of obligations, debt relations and sources of debt (legal acts, torts and unjust enrichment).						
Course Content	General concepts of the law of obligations, the birth of debt, the origin of debt relations, special situations in debt relations, the reasons for ending the debt.						
Prequisites	--						
Learning Outcomes	1) The student will know and interpret the basic concepts of the law of obligations. 2) The student will be able to make the necessary preparations and negotiations for the establishment of a contract in business and commercial life. 3) The student will adequately analyze his rights and responsibilities while becoming a party to any contract. 4) The student will identify the problems in the resolution of legal disputes arising from a contract.						
Learning and teaching strategies	Lecture						
Instructors	Lec. Gülnur ERDOĞAN						
Assistants	--						
Work Placements	--						
References	Akıntürk, T. (2020). Borçlar Hukuku/Genel Hükümler Özel Borç İlişkileri. Beta Basım Yayım.						
Weeks	**Course outline**						
1. Week	Principles governing the law of obligations						
2. Week	Debt resources legal proceedings						
3. Week	Contracts						
4. Week	Concepts of will and declaration						
5. Week	Representation						
6. Week	Tort liability						
7. Week	Strict liability						
8. Week	Unjust enrichment						
9. Week	Performance of debt						
10. Week	Borrower's default						
11. Week	Termination of debt and debt relationship						
12. Week	Special cases in debt relationship						
13. Week	Transfer of receivable and undertaking of debt						
14. Week	An overview						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Turkish Economy	AİS015	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To provide students with comprehensive knowledge about the Turkish economy and the ability to interpret and analyze the Turkish economy.
Course Content	The course is prepared in the form of being able to analyze and interpret with the help of micro and macro economic concepts necessary to analyze the Turkish economy.
Prequisites	--
Learning Outcomes	1) The student will learn the historical and structural elements of the Turkish economy. Will be able to make sectoral analysis. 2) The student will have information about the fundamental changes in economic policies after 1980. 3) The student will have information about the economic structure of Turkey. Will be able to comment and analyze the Turkish economy. 4) The student will be able to analyze the formation of national income.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Türkiye Ekonomisi/Prof. Dr. Hüseyin Şahin. Y. Kepenek, N. Yentürk, Türkiye Ekonomisi, 9. Baskı, Remzi Kitabevi M. Eğilmez, Türkiye Ekonomisi, Remzi Kitapevi H. Şahi, Türkiye Ekonomisi, Ezgi Kitapevi G. Kazgan, Tanzimat'tan 21.yüzyıla Türkiye Ekonomisi, İstanbul Bilgi Üniversitesi Yayınları.
Weeks	**Course outline**
1. Week	Historical development of the Turkish economy
2. Week	Turkey's population structure
3. Week	Employment and unemployment
4. Week	National income and development
5. Week	Outward growth
6. Week	Monetary policy and developments
7. Week	Public sector economics
8. Week	Use of capital resources
9. Week	Sectoral developments
10. Week	Working life
11. Week	National production and distribution
12. Week	General balance of the economy
13. Week	External balance of payments
14. Week	Turkey in the world economy

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3

	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
World Economy	AİS016	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	The aim of the course is to explain the developments in different parts of the world and the factors affecting economic growth and development, and to analyze the effects of globalization on world economies.						
Course Content	Structure of the World Economy, globalization, financial liberalization, financial crises, the economy of the European Union.						
Prequisites	--						
Learning Outcomes	1) The student will be able to learn to evaluate the world economy from different perspectives. 2) The student will be able to learn the infrastructure of the world economy in terms of economic thought. 3) The student will be able to learn the historical development processes of the world economy. 4) The student will be able to learn to critically evaluate the basic structures and processes in the world economy.						
Learning and teaching strategies	Lecture						
Instructors	Assoc. Prof. Memduh Alper DEMİR						
Assistants	--						
Work Placements	--						
References	Karagül, Mehmet, (2010), Tehdit ve Fırsatlarıyla Dünya Ekonomisi, Nobel Yayınları						
Weeks	**Course outline**						
1. Week	The structure of the world economy						
2. Week	International monetary standards						
3. Week	Globalization, financial liberalization						
4. Week	International capital flows						
5. Week	Global trade imbalances						
6. Week	Emerging markets - BRIC economies						
7. Week	Financial crises: Theoretical framework						
8. Week	Financial crises: Country examples						
9. Week	Southeast Asian economies						
10. Week	Transition economies						
11. Week	Income distribution and poverty						
12. Week	European monetary system						
13. Week	European debt crisis						
14. Week	An overview						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Vocational English III	AİS017	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to learn professional terminology, improve English listening, reading and writing skills.
Course Content	The ability to monitor information in the field of International Trade and Logistics is gained by using English at the B1 general level of the European language portfolio.
Prequisites	--
Learning Outcomes	1) The student will understand texts related to international trade and logistics. 2) The student will use English communication skills. 3) The student will select, understand, interpret and use information about international trade and logistics. 4) The student's academic vocabulary will increase.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Özal, G. (2018). Mesleki İngilizce.
Weeks	**Course outline**
1. Week	Course content introduction
2. Week	Turkish to English translation
3. Week	Translate from English to Turkish
4. Week	Reading Comprehension I
5. Week	Reading Comprehension II
6. Week	Synonyms and antonyms I
7. Week	Synonyms and Antonyms II
8. Week	Academic Vocabulary I
9. Week	Academic Vocabulary II
10. Week	Academic vocabulary III
11. Week	Speech
12. Week	Dialogue completion I
13. Week	Dialogue completion I
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Vocational English IV	AİS018	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	This course aims to enable students to understand intermediate level English written texts and conversations, participate in conversations, and express themselves verbally and in writing.
Course Content	The course includes vocabulary and translation studies and basic skills (reading, listening, speaking and writing) so that students can understand intermediate English written texts and conversations, participate in conversations, express themselves in written and oral form.
Prequisites	--
Learning Outcomes	1) The student will be able to use and understand intermediate English grammar rules. 2) The student will have the vocabulary related to communication technologies. 3) The student will have knowledge about stating preference and causality in spoken language, reacting to surprising news, shopping. 4) The student will be able to understand mid-level speech when they listen.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Özal, G. (2018). Mesleki İngilizce.
Weeks	**Course outline**
1. Week	Grammar: Comparison in adjectives and adverbs, past habits structures
2. Week	Reading: An article on what New York used to be like
3. Week	Colloquial: Choosing an activity. Listening: Dialogue of two people talking about an unusual photo, clips about the mysteries in nature, radio show about the Nasca Lines.
4. Week	Reading: An article on the Nasca Lines, an article on the great mysteries of aviation
5. Week	Colloquial: Do not shop. Listening: Market research interviews with shoppers, radio show about mobile phone banking.
6. Week	Reading: A website about manufacturers and products, an article on how to bargain.
7. Week	Grammar: Adjective verb phrases, unreal conditional phrases
8. Week	Reading: A web page on life on Mars, two stories on the limits of endurance.
9. Week	Spoken Language: Telephone messages.
10. Week	Critical Thinking: Summarizing, Writing: Writing style of meeting minutes, using notes to write reports.
11. Week	Grammar: Should have and could have usages, past tense clauses.
12. Week	Reading: A book review on arctic expeditions, an article on samurai.
13. Week	Video Watch: Killer Bees in a Private Neighborhood Make a Deal.
14. Week	Video Watch: High-altitude people crossing Antarctica Shark versus octopus.

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3

	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Consumer Behavior	AİS019	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to convey the concepts, principles and teachings about perception, learning, motivation, attitude formation-change and realization of behavior in order to guide consumer behavior by understanding the basics of consumer behavior, those who make sense and shape it.
Course Content	Consumer behavior, concepts, approaches, theories, suggestions, perception, learning, motivation, attitude and behavior, satisfaction-loyalty, customer relationship management systems and their place in marketing information systems.
Prequisites	--
Learning Outcomes	1) The student will be able to comprehend consumer and behavior types. 2) The student will be able to comprehend the triggers, stimuli, propositions and processes behind consumer behavior. 3) The student will be able to understand the modern marketing concept and the place, importance and value of the consumer in the new economy. 4) The student will be able to comprehend the differences and commonalities between consumer behavior in local, global and international contexts.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Niyazi Gümüş (2018) Tüketim Çağı Gazi Yayınları.
Weeks	**Course outline**
1. Week	Who is the consumer, concepts, theories
2. Week	Examination of consumer behavior from past to present and consumer behavior models.
3. Week	Relationships between consumer markets and behaviors, influencing factors
4. Week	Perception and perception management.
5. Week	Learning and learning-based systems, concepts, theories, findings
6. Week	Motivation
7. Week	Attitudes
8. Week	Marketing communication
9. Week	Relationship between consumer behavior and other sciences
10. Week	Consumer's purchasing decision process
11. Week	Post-purchase consumer attitudes, behavior, evaluations
12. Week	Case study
13. Week	General repetition I
14. Week	General repetition II

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3

	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Operations Research	AİS020	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	The aim of this course is to enable the student to focus on management problems, to apply the systems approach in managerial decision making and the scientific method in decision making.						
Course Content	Analysis of systematic variation in objective function parameters, Analysis of systematic variation in right side parameters, Definitions related to integer programming and related problems, Definition of goal programming, assumptions, sample problems, Types of goal programming, Sample problems related to types of goal programming.						
Prequisites	--						
Learning Outcomes	1) The student will be able to make an optimal decision based on data. 2) The student will be able to model large-scale business problems. 3) Student will be able to interpret model solutions. 4) Student will be able to formulate transportation, transfer and assignment problems.						
Learning and teaching strategies	Lecture						
Instructors	Assoc. Prof. Asiye TÜTÜNCÜ						
Assistants	--						
Work Placements	--						
References	Ulukan, A. (2004). Yöneylem Araştırması. Siyasal Kitabevi.						
Weeks	**Course outline**						
1. Week	Mathematical model and solution algorithm of transportation problem						
2. Week	Initial solution algorithms						
3. Week	Optimal solution techniques of transportation models						
4. Week	Disruption and sensitivity analysis in transportation models						
5. Week	Assignment model and sensitivity analysis						
6. Week	The traveling salesman problem and an introduction to network analysis						
7. Week	Shortest path problems						
8. Week	Maximum flow and critical path method						
9. Week	PERT analysis						
10. Week	Time-cost relationship in project planning						
11. Week	Basic concepts for the deterministic and stochastic inventory model						
12. Week	Economic order quantity model						
13. Week	Planned stockout quantity discount inventory models						
14. Week	Stochastic inventory models						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Industrial Marketing	AİS021	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To gain an effort to establish balanced communication with all target audiences of the institution (partners, suppliers, current and potential customers, employees, social stakeholders, to create and manage its image and reputation on all target audiences).
Course Content	Determining the internal and external qualities required for corporate marketing and explaining them with case studies for the business.
Prequisites	--
Learning Outcomes	1) The student will have information about corporate culture and communication. 2) The student will know the importance of institutionalization. 3) Student will know the importance of corporate marketing concept. 4) The student will know the requirements of the concept of corporate marketing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Aydemir, O. (2009). Kurumsal Reklamcılık. Derin Yayınları.
Weeks	**Course outline**
1. Week	Institutionalization concept
2. Week	Corporate marketing concept and its importance
3. Week	Corporate marketing and culture
4. Week	Corporate marketing and communication
5. Week	Corporate marketing and corporate identity
6. Week	Corporate public relations
7. Week	Corporate marketing and advertising
8. Week	Corporate marketing and sponsorship
9. Week	Corporate marketing and corporate reputation
10. Week	Corporate marketing and stakeholders
11. Week	Corporate marketing and corporate branding
12. Week	Case Study I
13. Week	Case Study II
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Marketing Research	AİS022	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To present information that will help decision makers in diagnosing and solving marketing problems.
Course Content	Concept and importance of marketing research, Ethics in marketing research, Marketing research process, Exploratory research and qualitative studies, Data types and data sources, Sampling process.
Prequisites	--
Learning Outcomes	1) The student will be able to diagnose marketing problems and offer solutions. 2) The student will understand how to apply marketing research methods. 3) The student will understand the sampling process and methods. 4) The student will have knowledge about data analysis.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Nakip, M. ve Yaraş, E. (2017). SPSS Uygulamalı Pazarlamada Araştırma Teknikleri. Seçkin Yayıncılık.
Weeks	**Course outline**
1. Week	Marketing research concept and its importance
2. Week	Ethics in marketing research
3. Week	Marketing research process
4. Week	Exploratory research and qualitative studies
5. Week	Data Types and data sources
6. Week	Sampling process
7. Week	Primary data collection methods (midterm)
8. Week	Survey design and data collection by survey
9. Week	Measurement and scale in marketing research
10. Week	Preparation and analysis of data for analysis
11. Week	Univariate and bivariate analyzes
12. Week	Multivariate analyzes
13. Week	Special types of marketing research
14. Week	Special types of marketing research

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Management and Organization	AİS023	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to provide students with the necessary knowledge to transfer information about the management process, to make connections between management concepts, and to correctly define and solve management problems.
Course Content	Overview of management approach, classical and neo-classical management approaches, contemporary approaches in management and contingency approach in management, Japanese management approaches versus western management, management excellence approaches, goal setting and planning approaches in organizations, distribution of authorities and responsibilities in management, the importance of the organization, its definition and principles. , principles and criteria of dividing the organization into departments, committee, matrix organization and problems in enterprises, coordination in organizations.
Prequisites	--
Learning Outcomes	1) Student will be able to know and explain the terms of management and organization science. 2) The student will know classical, neoclassical and modern management thought trends. 3) Student will be able to apply management functions. 4) The student will know the new management techniques and will be able to participate in their applications.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Koçel, T. (2013). İşletme Yöneticiliği. İstanbul: Beta Yayınları. Eren, E. (1996). Yönetim ve Organizasyon. İstanbul: Beta Yayınları.
Weeks	**Course outline**
1. Week	Business and management concepts
2. Week	The birth and historical development of management science
3. Week	Classical Management Thought and Organization Theory
4. Week	Neoclassical Management Thought and Organization Theory
5. Week	Modern Management Thought and Organization Theory
6. Week	Management functions; Planning, organizing, executive function
7. Week	Management Functions; coordination, control
8. Week	New management techniques; Management by objectives, Management by exceptions, Quality circles,
9. Week	New management techniques; Strategic management, Hoshin management, management by objectives, results and rewards
10. Week	New management Techniques, open ledger management, Benchmarking, Reengineering, Employee empowerment
11. Week	Organization concept, definition, importance. Organization concept
12. Week	Organizational structure elements, organizational structure models, organizational charts
13. Week	New organizational models and techniques; Learning organizations, Lean organizations
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3

	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	**Code**	**Semester**	**Theory**	**Application**	**Laboratory**	**National Credit**	**ECTS**
Behavioral Sciences	AİS024	5/6	3	--	--	3	5
Language of Course	Turkish						
Level of Course	Bachelor degree						
Department/Programme	International Trade and Logistics						
Mode of Delivery	Face to face						
Course Type	Elective						
Course Objective	The aim of the Behavioral Sciences course is to examine the psychological and sociological aspects of human behavior, interpersonal interactions in small groups and the effects of these characteristics on business life.						
Course Content	Introduction to Sociology and Its Method; Emergence of sociology and theoretical approaches; Society and social structure; Introduction to Psychological Sciences and Methods; ; Lifelong developmental psychology; Sensation and perception; Learning; Personality psychology, Personality theories; Mental health and adjustment.						
Prequisites	--						
Learning Outcomes	1) Öğrenci hem içinde yaşadığı toplumu hem de kendisini daha iyi tanıyacaktır. 2) Öğrenci sosyolojiye ilişkin konuları, yaşadığımız toplumun davranışlarımız üzerindeki etkilerine ilişkin bilgileri öğrenecektir. 3) Öğrenci insan psikolojisi konusunda bilgi sahibi olacaktır. 4) Öğrenci kişilik ve algılama ile ilgili konularda bilgi sahibi olacaktır.						
Learning and teaching strategies	Lecture						
Instructors	Assoc. Prof. Erol TEKİN						
Assistants	--						
Work Placements	--						
References	Cüceloğlu, D.(1997), İnsan ve Davranışı.İstanbul: Remzi Kitabevi						
Weeks	**Course outline**						
1. Week	Introduction to behavioral sciences						
2. Week	Behavioral science research methods						
3. Week	Learning						
4. Week	Motivation						
5. Week	Personality and perception						
6. Week	Attitudes						
7. Week	Leadership and power management						
8. Week	Conflict						
9. Week	To decide						
10. Week	Culture						
11. Week	Social behavior and organizations						
12. Week	Social behavior and organizations						
13. Week	General repetition I						
14. Week	General repetition II						

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Business Ethics and Social Responsibility	AİS025	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to provide theoretical and practical information about the social responsibilities of businesses, business ethics, ethical issues related to business functions, and to provide academic competence.
Course Content	Approaches to the social responsibilities of businesses, concepts of morality and ethics, the foundations of business ethics, leadership and ethical responsibility in businesses, organizational ethics and social responsibility, moral management and institutionalization in businesses, management of differences.
Prequisites	--
Learning Outcomes	1) The student will have knowledge about ethical sensitivity, corporate social responsibility and business ethics. 2) The student will comprehend the theory of morality, ethical decision making process and ethical leadership in businesses. 3) The student will learn work and professional ethics, and harmonize business values with individual values. 4) The student will have information about the concept and scope of individual and social responsibility.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Kılıç, T. (2017). Etik ve Sosyal Sorumluluk. Gazi Kitabevi.
Weeks	**Course outline**
1. Week	Ethics and moral theories
2. Week	Individual ethics, social ethics, organizational ethics.
3. Week	Business and business ethics
4. Week	Ethics management and institutionalization in businesses
5. Week	The concept and scope of work and professional ethics
6. Week	Social responsibility
7. Week	The concept and scope of individual and social responsibility
8. Week	Corporate social responsibility concept and scope
9. Week	Moral decision making and ethical leadership in business
10. Week	Corporate governance and business ethics
11. Week	human resources ethics
12. Week	Individuals, individual values and business
13. Week	General repetition I
14. Week	General repetition II

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Organizational Behavior	AİS026	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed that people in the working environment acquire necessary information about themselves, their colleagues and their organizations, such as perception, communication, learning, motivation, job satisfaction, attitudes, groups, leadership, communication, conflict, stress and time management.
Course Content	To learn the theoretical foundations of organizational behavior science.
Prequisites	--
Learning Outcomes	1) The student will know the meaning and importance of organizational behavior/life. 2) Student will know the importance of organizational culture/beliefs/climate/morale. 3) Student will know the principles of leadership behavior and team management in organizations. 4) Students will be able to analyze the concepts of absenteeism, physical problems of the work environment and organizational stress in organizations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Eren, E. (2012). Örgütsel Davranış ve Yönetim Psikolojisi. İstanbul: Beta Yayınları. Özkalp E. ve Kırel, Ç. (2004). Örgütsel Davranış. Eskişehir: Anadolu Üniversitesi Yayınları.
Weeks	**Course outline**
1. Week	Concepts of management, manager, organization and organizational behavior
2. Week	The development and scientific foundations of organizational behavior
3. Week	Individual differences
4. Week	Personality
5. Week	Learning and perception
6. Week	Attitudes and attitudes towards work
7. Week	group and team
8. Week	Communication
9. Week	Motivation
10. Week	Power, politics and leadership
11. Week	Conflict and conflict management
12. Week	Stress and stress management
13. Week	Current concepts in organizational behavior
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Customer Relations Management	AİS033	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Knowing the concept of customer relationship management, recognizing customer requests and needs, applying the customer relationship management process, knowing customer value management and customer classification, recognizing the concepts of customer acquisition and retention, knowing customer loyalty, recognizing customer complaints management, choosing the appropriate information technology in the application process, To train individuals who have the competence to collect data in the relational marketing process.
Course Content	Customer relationship management process, customer wants and needs, customer type and behavior, CRM components, customer value management, customer satisfaction, satisfaction and loyalty programs, customer complaint management, CRM and information technologies, critical approach to CRM.
Prequisites	--
Learning Outcomes	1) The student will be able to master the customer relationship management process. 2) The student will be able to know consumer behavior, recognize types of customers and develop appropriate approaches. 3) Student will be able to comprehend the programs of retaining customers and gaining lost customers. 4) The student will recognize the customer value management process.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Demirel, Y, (2017). Müşteri İlişkileri Yönetimi, Seçkin Yayıncılık
Weeks	**Course outline**
1. Week	Introduction to customer relationship management (CRM)
2. Week	Relationship marketing approach
3. Week	The concept of the customer and customer wants and needs.
4. Week	Economic aspect of customer relations
5. Week	Components of CRM
6. Week	Types of relationships and ways to build customer relationships
7. Week	Customer acquisition and retention
8. Week	Customer complaints management
9. Week	Customer information and customer pyramid analysis
10. Week	Customer value management
11. Week	CRM measurement approaches
12. Week	Evaluation of CRM technologies and systems
13. Week	CRM failure causes
14. Week	Criticisms of CRM and the future of CRM

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Digital Marketing	AİS040	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is to learn the new business understanding and applications within the e-market structure. To be able to comprehend the commercial applications made in the virtual environment; To be able to recognize electronic commerce applications in the world and in Turkey.
Course Content	In this course, basic concepts in digital marketing, parties in digital marketing transactions, technological requirements of digital marketing, web-based business forms and applications, and electronic business models will be discussed.
Prequisites	--
Learning Outcomes	1) The student will know the basic concepts in digital marketing. 2) The student will know the technological requirements of digital marketing. 3) The student will know the parties in digital marketing. 4) The student will know the strategies in digital marketing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Chaffey, D. & Ellis-Chadwick, F. (2012). Digital Marketing: Strategy,Implementation and Practice, Prentice Hall.
Weeks	**Course outline**
1. Week	Introduction to digital marketing
2. Week	Online marketplace analysis
3. Week	Digital marketing strategies
4. Week	Internet and marketing mix
5. Week	Digital marketing mix
6. Week	Relationship marketing through digital platforms
7. Week	E-transformation strategies and SWOT analysis
8. Week	Analysis of e-CRM applications
9. Week	Campaign planning for digital media
10. Week	Data mining
11. Week	Preparation of digital marketing campaigns
12. Week	E-signature
13. Week	Creating a sample e-commerce site
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Export and Import Management	AİS046	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to enable students to examine and interpret the international trade ecosystem and to describe the principles and practical processes of international trade. This course aims to provide an overview of the trading system as well as to cover the fundamentals of import and export activities.
Course Content	This course deals with the critical aspects of the international trade ecosystem from the perspective of both exporting and importing organizations. In this context, creating an international trade strategy, relevant procedures and techniques, selection of import/export partners and management of import/export processes are discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to discuss the rationale behind the role of multinational enterprises in the global economy. 2) The student will be able to define the basics of export and import. 3) Student will be able to compare export and import procedures and strategies. 4) The student will be able to evaluate the challenges and opportunities in export and import operations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Seyoum, B. (2013) Export-Import Theory, Practices, and Procedures. 3. Baskı. Routledge. ISBN-13: 978-0415818384.
Weeks	**Course outline**
1. Week	Overview of international trade
2. Week	Development of export strategy: External analysis and export planning process
3. Week	Internal competencies analysis for export
4. Week	Export strategy development, stakeholder country analysis and selection
5. Week	Export market strategy and market entry options
6. Week	Competitive positioning in the export country
7. Week	Alternative foreign trade methods and export incentives
8. Week	Export transactions
9. Week	Import regulations
10. Week	Selection of import products and stakeholders
11. Week	Import transactions
12. Week	Negotiation techniques for import and export
13. Week	Payment methods and operation finance for import and export
14. Week	Course review

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Financial Literacy	AİS048	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Gaining the ability to understand and interpret the changes in the world and Turkish economy.
Course Content	Financial concepts, the relationship between individual and social welfare, the functioning of financial systems and institutions, financial instruments and intermediaries, individual budget and family budget management, Debt-expenditure-saving investment relations.
Prequisites	--
Learning Outcomes	1) Students will learn the basic concepts related to the course. 2) The student will be able to understand and interpret financial concepts. 3) The student will be able to comprehend the relationship between individual economic decisions and the general economy. 4) The student will be able to act more rationally in making economic decisions.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Ekonomik ve Finansal Göstergeler Rehberi, Elif ÇEPNİ, Seçkin Yayınevi, 2015, 7. Baskı
Weeks	**Course outline**
1. Week	Financial literacy concept
2. Week	financial education; individual, social welfare relationship
3. Week	Basic financial concepts
4. Week	The functioning of the financial system and institutions
5. Week	Financial instruments and intermediaries
6. Week	The functioning and functions of the financial system
7. Week	The functioning and functions of the financial system
8. Week	Budget management and borrowing-financial planning
9. Week	Saving and investment relationship
10. Week	Investment tools
11. Week	Portfolio management and financial risk
12. Week	financial negotiation
13. Week	Credit, credit card and its use
14. Week	General evaluation

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Sustainable and Green Logistics	AİS054	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to discuss the necessity of a comprehensive evaluation of the relationship between environmental factors and the transportation sector and to transfer world practices to the students.
Course Content	Crude oil production, climate change, renewable energy sources, and economic growth are the turning points necessary to ensure the continuity of the world's population. Energy resources are at the center of these issues. In addition to the technical, economic, political and environmental effects of energy, the contribution of the logistics sector to the energy market has gained more importance with the concept of environmental awareness that has developed in recent years.
Prequisites	--
Learning Outcomes	1) The student will be able to examine renewable energy sources for a sustainable future. 2) The student will be able to analyze the contribution of green logistics to the sector. 3) The student will be able to understand the positive and negative aspects of policies between sustainable fossil energy. 4) The student will be able to critically examine social, ethical and environmental issues within the scope of logistics and supply chain management.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Akçal-Aras A. (2005). Sürdürülebilir Süreç Yönetimi. İstanbul: KalDer
Weeks	**Course outline**
1. Week	The concept of sustainability and sustainable development
2. Week	Dimensions of sustainability, social, economic and environmental sustainability
3. Week	Corporate sustainability and its dimensions
4. Week	Green logistics management and the role of green logistics in sustainable development
5. Week	Green supply chain management
6. Week	Green supply chain performance measurement
7. Week	Green supplier selection and evaluation criteria
8. Week	The relationship between green logistics and reverse logistics
9. Week	Green reverse logistics activities
10. Week	Green logistics practices and components: Green production, green distribution, green packaging, green marketing
11. Week	Factors affecting green logistics practices
12. Week	Green logistics practices in the world and in Turkey I
13. Week	Green logistics practices in the world and in Turkey II
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Volunteering Studies	AİS055	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	In this course, it is aimed that students prepare projects to identify current problems of society and produce solutions, take part in projects based on volunteerism, be participatory and democratic individuals, reinforce solidarity and cooperation, take responsibility and develop projects, and have knowledge about non-governmental organizations.
Course Content	Volunteering, Ethics, Ethics, Philanthropy, Importance of Volunteering, Individual Social Volunteering Studies, Institutional Volunteering, Institutional Identity, Institutional Image, Economic, Organizational and Social Issues in Corporate Volunteering, Volunteering Issues and Analysis of Successful Volunteering Studies
Prequisites	--
Learning Outcomes	1) Volunteering awareness will be formed in the student. 2) The student will develop the volunteer practice. 3) The student will be able to carry out practice with teamwork. 4) The student will be sensitive to social problems.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	--
Weeks	**Course outline**
1. Week	Volunteering work, its purpose and importance
2. Week	The concept, purpose and importance of corporate volunteering studies
3. Week	Explanation of concepts such as volunteer work, ethics, morality, philanthropy, volunteering and sponsorship
4. Week	Development, advantages and disadvantages of corporate volunteering studies
5. Week	Volunteering concept in marketing concept
6. Week	The place of non-governmental organizations in volunteering activities
7. Week	Examination of successful volunteering practices implemented in the world and in Turkey
8. Week	Volunteering practices of students I
9. Week	Volunteering practices of students II
10. Week	Volunteering practices of students III
11. Week	Volunteering practices of students IV
12. Week	Volunteering practices of students V
13. Week	Volunteering practices of students VI
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Urban Logistics	AİS056	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To inform students about urban logistics planning examples and examples from Turkey and abroad, by defining urban logistics and offering suggestions for urban logistics problems and solutions.
Course Content	Urban Logistics, Importance, Definition and Scope of Urban Logistics, Parties and Elements of Urban Logistics, Problems and Solutions Related to Urban Transportation.
Prequisites	--
Learning Outcomes	1) The student will know the concept of urban logistics. 2) The student will know urban logistics strategies. 3) The student will be able to apply urban logistics activities. 4) Student will be able to apply urban logistics activities in Turkey and in the world.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	City Logistics: Network Modelling and Intelligent Transport Systems; E. Taniguchi, G. Thompson., T. Yamada, and R. van Duin; Pergamon, 2001.
Weeks	**Course outline**
1. Week	Definition and scope of urban logistics
2. Week	Parties of urban logistics
3. Week	Urban logistics factors
4. Week	Urban logistics elements
5. Week	Urban logistics planning
6. Week	The requirements of ideal urban logistics
7. Week	Underground logistics systems and smart transportation systems
8. Week	Urban logistics and rail transport
9. Week	Urban logistics planning and logistics villages
10. Week	Urban logistics distribution models
11. Week	Logistic villages concept and scope
12. Week	Urban logistics, logistics villages and economic development
13. Week	Urban logistics Turkey and world examples
14. Week	General evaluation

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Taxation in International Trade	AİS057	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to introduce the Turkish Tax System to the students in general and to give necessary information about taxation in foreign trade transactions.
Course Content	In this course, students are taught the taxes and financial obligations paid in terms of customs regimes in international trade transactions, the basic legal legislation on which these taxes are based, the basic foreign trade, customs and tax concepts related to foreign trade taxes, the financial obligations in free zone transactions, the tax dimension of passenger and cargo transactions.
Prequisites	--
Learning Outcomes	1) The student will be able to evaluate the general principles of taxation of international trade. 2) The student will be able to explain the basic taxes taken from international trade. 3) The student will be able to evaluate the free zone applications aiming to develop international trade. 4) The student will be able to explain the main problems in taxation of international trade and tax policies related to foreign trade.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Doğan ŞENYÜZ, Mehmet YÜCE, Adnan GERÇEK (2011), Türk Vergi Sistemi Dersleri, Ekin Kitabevi, ANKARA
Weeks	**Course outline**
1. Week	Introduction to Taxation in International Trade
2. Week	Customs Duty in Turkey: Theory and Practice
3. Week	VAT and SCT on Imports in Turkey: Theory and Practice I
4. Week	VAT and SCT on Imports in Turkey: Theory and Practice II
5. Week	Additional Financial Obligations in Customs Transactions I
6. Week	Additional Financial Obligations in Customs Transactions II
7. Week	Taxation of Free Zones I
8. Week	Taxation of Free Zones II
9. Week	Treaties on Double Taxation and Avoidance of Double Taxation in International Trade
10. Week	Taxation of Foreign Trade in Turkey and the European Union I
11. Week	Taxation of Foreign Trade in Turkey and the European Union II
12. Week	Resolution of Tax Disputes in International Trade I
13. Week	Settlement of Tax Disputes in International Trade II
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
E-Commerce	AIS 062	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the Electronic Commerce course is to examine the new business understanding and applications within the electronic market structure.
Course Content	The content of the Electronic Commerce course covers the definition / types / historical development of electronic commerce, Mobile Business, E-Government, Business Model, E-Commerce Models.
Prequisites	--
Learning Outcomes	1) The student will learn the basic concepts of the internet and internet technologies, the use of which is rapidly increasing in the world. 2) The student will be able to learn the impact analysis of electronic commerce on stakeholders. 3) Students will gain the ability to prepare electronic commerce contracts and to apply e-signatures that are put into practice in our country. 4) Students will be able to learn how to calculate the costs of alternative financing resources required for electronic commerce.
Learning and teaching strategies	Lecture
Instructors	Lec. Erdem ÇAKIL
Assistants	--
Work Placements	--
References	Kavaklı, İ. (2018). E-Ticaret Rehberi, Kodlab Yayınları.
Weeks	**Course outline**
1. Week	Internet: Its development and basic concepts I
2. Week	Internet: Its development and basic concepts II
3. Week	The concept of the new economy, its features and effects
4. Week	Electronic commerce concept, scope and prevalence
5. Week	Effects of e-commerce on businesses, consumers and social life
6. Week	Tools of electronic commerce: internet, telephone, television, EFT, EDI
7. Week	Barcode, e-commerce security, extranet and intranet applications
8. Week	Business-to-consumer e-commerce
9. Week	Payment systems and security in electronic commerce
10. Week	Electronic commerce contracts and e-signature
11. Week	Financing of e-commerce
12. Week	Creating an e-commerce site
13. Week	Case study
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	4	4	4	4	4	4	4	4	4	4
	L2	4	4	4	4	4	4	4	4	4	4
	L3	4	4	4	4	4	4	4	4	4	4
	L4	4	4	4	4	4	4	4	4	4	4

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Strategic Human Resources Management	AIS 063	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To give theoretical and practical information about human resources management functions in organizations, to teach the methods and models used, to gain a perspective on new developments in human resources within a framework that harmonizes human resources strategy with company strategy.
Course Content	Definition, scope, objectives, principles, functions, place and importance of human resources management, strategic dimension of human resources management, environment of human resources, job analysis and job design, human resources planning.
Prequisites	--
Learning Outcomes	1) The student will be able to discuss the important role of human resource management in creating a competitive and developing workforce. 2) The student will be able to explain the basic issues related to health, safety and workers' rights. 3) The student will be able to discuss the importance of human resources planning and performance apprAISal. 4) Students will be able to list the main aspects of pricing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Ergeneli, Azize (2016), İnsan Kaynakları Yönetimi, Nobel Yayınları.
Weeks	**Course outline**
1. Week	The concept of human resources and the transition from personnel management to human resources management
2. Week	Human resources planning
3. Week	Business analysis and design
4. Week	Recruitment and selection
5. Week	Performance management
6. Week	Pricing
7. Week	Career planning
8. Week	Training and development
9. Week	Health and safety
10. Week	Worker rights
11. Week	Ethics and business relations in human resource management
12. Week	New approaches in human resource management
13. Week	Strategic human resource management
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Disaster and Humanitarian Aid Logistics	AIS 064	5/6	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to teach disaster management, to create disaster awareness and to inform about the logistics operations that should be done before, during and after the response to disasters.
Course Content	Logistics activities and disaster-related institutions will be explained within the scope of disaster management and disaster management.
Prequisites	--
Learning Outcomes	1) Knows the concepts of Disaster and Humanitarian Aid Logistics. 2) Knows the logistics operations required in the disaster preparedness phase. 3) Knows the logistics operations required in the disaster response phase. 4) Knows the logistics operations to be done after the disaster
Learning and teaching strategies	Lecture
Instructors	Doç. Dr. Erol Tekin
Assistants	--
Work Placements	--
References	Lecture notes will be given to students.
Weeks	**Course outline**
1. Week	General concepts and definitions
2. Week	Disaster Management
3. Week	Disaster types and classification
4. Week	Realized disaster videos
5. Week	disaster logistics
6. Week	Pre-disaster preparation in disaster logistics
7. Week	Pre-disaster preparation in disaster logistics
8. Week	Disaster response process in disaster logistics
9. Week	Post-intervention in disaster logistics
10. Week	Disaster logistics plans
11. Week	Disaster related institutions
12. Week	Basic Disaster Education I
13. Week	Basic Disaster Education II
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Current Issues in Logistics	AİS027	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course; by analyzing the current developments in the logistics sector, to reveal the axes of these developments, their effects and the added value they have created within the logistics system.
Course Content	Industry 4.0 and Logistics, Blockchain and Various Technology Applications, Turkey in International Transport Corridors, New Applications in Green and Urban Logistics, Electronic Documentation Process and Its Effects on the Supply Chain.
Prequisites	--
Learning Outcomes	1) The student will have information about unmanned transportation systems. 2) The student will have information about the impact of current technological developments on the logistics sector. 3) The student will have information about the effects of the developments in the logistics sector on our country and the world. 4) The student will have information about how the current developments in the logistics industry change business models and logistics operations in the world.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Lojistikte Güncel Konular Kavramlar ve Uygulamalar Yrd. Doç. Dr. Pınar Seden Meral, Beykoz Lojistik Meslek Yüksek Okulu Yayınları, 2013.
Weeks	**Course outline**
1. Week	Introduction to current issues in logistics
2. Week	The effects of developments in the industry on logistics
3. Week	Blockchain and other technological advances
4. Week	International transport corridors in the world and turkey
5. Week	Current changes in international trade rules
6. Week	Logistics performance index
7. Week	Use and efficiency of electric vehicles in transportation
8. Week	International maritime transport and technological developments
9. Week	Electronic documentation and logistics operations
10. Week	Automation applications in storage systems
11. Week	New trends in the transport of special goods
12. Week	Current urban logistics applications in the world
13. Week	Unmanned transport systems
14. Week	Unmanned transport systems

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Reverse Logistics	AİS028	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Developing skills in the use of quantitative models to address supply chain issues Developing a deeper understanding of supply chain issues Developing ideas for new research work in the field of supply chain management.
Course Content	The study of numerical models for key issues related to supply chain management and design, supply chain network design, inventory management, reverse logistics, supply chain contracts and uncertainty in the supply chain will be focused on with mathematical programming models, stochastic modeling, fuzzy modeling and decision making models. Particular attention will be paid to the discussion of current studies.
Prequisites	--
Learning Outcomes	1) The student will have information about reverse logistics applications in the world and in Turkey. 2) The student will know the environmental benefits of reverse logistics. 3) Student will know the benefits of recycling policy. 4) The student will be able to apply recycling and reverse logistics in their daily lives.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Murat BASKAK, 2011, Yeşil ve Tersine Lojistik, İstanbul Teknik Üniversitesi Ders Notları, İstanbul.“Yeşil İş Stratejisi” (2009), Harward Business Review’den Seçmeler, MESS Yayınları, Ankara.
Weeks	**Course outline**
1. Week	The concept of sustainability and its benefits
2. Week	Green purchasing, green logistics approach in product development, green logistics approach in packaging
3. Week	Carbon emission, carbon stock market and carbon footprint concepts, euro engines, eco-logistics solutions
4. Week	Green logistics in cities, eco-routing
5. Week	Energy use efficiency, appropriate transport mode selection
6. Week	Green logistics applications in the world and in Turkey
7. Week	Green logistics applications in the world and in Turkey
8. Week	Introduction to reverse logistics
9. Week	Research areas in reverse logistics
10. Week	Reverse logistics network design
11. Week	Reverse logistics network design
12. Week	Reverse logistics network design
13. Week	Reverse logistics applications in the world and in Turkey-1
14. Week	Reverse logistics applications in the world and in Turkey-2

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Risk Management and Insurance in Transport	AİS029	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of the course is to introduce the tools and techniques of insurance and risk management. The course aims to help students recognize, analyze and manage all types of insurable risks.
Course Content	Insurance and Risk, Insurance Sector Overview, Legal Principles in Insurance.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the risk management process by defining the meaning and steps of risk management. 2) The student will be able to explain the basic legal principles of insurance and insurance contracts by emphasizing the basic features of insurance and the terms of insurable risk. 3) The student will be able to reveal the dynamics of the insurance industry to interpret the main trends affecting the insurance industry. 4) The student will have information about the financial operations of insurers.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Rejda G., (2008) Principles of Risk Management and Insurance, 10th edition, Prentice Hall.
Weeks	**Course outline**
1. Week	Basic concepts in risk management
2. Week	Insurance and risk
3. Week	Insurance industry overview
4. Week	Legal principles in insurance
5. Week	Analysis of insurance contracts
6. Week	Activities of the insurance company
7. Week	Financial operations of insurers
8. Week	Financial operations of insurers
9. Week	Commercial asset insurances
10. Week	Commercial liability insurances
11. Week	Life insurance
12. Week	Case studies I
13. Week	Case studies II
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics Cost Analysis	AİS030	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	In this course; It is aimed to deal with costs in logistics activities, cost models, comparison of cost models, traditional cost approaches and problems, activity-based cost approach, other important cost calculation and bidding methods in logistics.
Course Content	Structure and classification of logistics costs, logistics and cost accounting, transportation costs, distribution of cost expenses, break-even analysis, variable costing system, responsibility accounting and transfer pricing method, order costing system, standard costing system, activity-based costing system, budgeting, costing analysis and pricing decisions.
Prequisites	--
Learning Outcomes	1) The student will be able to comprehend the structure of costs in logistics activities. 2) The student will be able to comprehend and compare the methods used in calculating the costs of logistics activities. 3) The student will be able to comprehend the importance of cost analysis and pricing decisions in logistics activities. 4) The student will have knowledge about activity-based costing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Gümüş, Y. (). Lojistik Faaliyetler ve Maliyetler. Gazi Kitabevi.
Weeks	**Course outline**
1. Week	Structure and classification of logistics costs
2. Week	Logistics and cost accounting
3. Week	Distribution of cost expenses
4. Week	Break-even analysis
5. Week	Variable costing system
6. Week	Responsibility accounting and transfer pricing
7. Week	Order costing system I
8. Week	Order costing system II
9. Week	Standard costing system
10. Week	Activity-based costing system I
11. Week	Activity-based costing system II
12. Week	Budgeting
13. Week	Pricing decisions
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
State Aids in International Trade	AİS031	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to learn about government supports in international trade.
Course Content	Export Oriented State Aids, Service Sectors State Aids, Turk Eximbank Supports, Other Support Applications.
Prequisites	--
Learning Outcomes	1) The student will be able to follow important innovations for the world economy such as e-commerce, gene technologies, artificial intelligence and blockchain. 2) The student will gain information that will guide especially women entrepreneurs and young entrepreneurs. 3) The student will gain awareness of exporting and spreading the export base. 4) The student will have information about state aids for export.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	https://ticaret.gov.tr/data/5b87fac913b8761160fa1cf0/Devlet_Yardimlari_Rehberi.pdf.
Weeks	**Course outline**
1. Week	State aids for export I
2. Week	State aid for export II
3. Week	State aid for export III
4. Week	State aids for service sectors I
5. Week	State aids for service sectors II
6. Week	Turk Eximbank supports I
7. Week	Turk Eximbank supports II
8. Week	Other support apps I
9. Week	Other support applications II
10. Week	Other support applications III
11. Week	Student presentations I
12. Week	Student presentations II
13. Week	Student presentations III
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Dangerous Goods Transportation	AİS032	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To provide information about Dangerous Goods Transportation.
Course Content	Identification, classification, labeling, marking, packaging, transportation, vehicle and driver criteria of dangerous goods.
Prequisites	--
Learning Outcomes	1) The student will be able to explain the logistics of dangerous goods. 2) The student will be able to follow the legal framework of dangerous goods transportation. 3) The student will be able to recognize the documents used in the field of dangerous goods transportation. 4) The student will be able to recognize the vehicles used in dangerous goods transportation.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Özdikmen, T. (2016). Karayolu ile Tehlikeli Madde Taşımacılığı ve Nakliye Acil Durum Yönetimi. Seçkin Yayıncılık.
Weeks	**Course outline**
1. Week	Preliminary information about the course
2. Week	Classification and packaging of dangerous goods I
3. Week	Classification and packaging of dangerous goods II
4. Week	Vehicles used in the transport of dangerous goods
5. Week	Powers and responsibilities
6. Week	Loading and unloading of dangerous goods I
7. Week	Loading and unloading of dangerous goods II
8. Week	Documents used in dangerous goods transportation I
9. Week	Documents used in dangerous goods transportation II
10. Week	Transport of dangerous goods in maritime and rail transport I
11. Week	Transport of dangerous goods in maritime and rail transport II
12. Week	Transport of hazardous wastes I
13. Week	Transport of hazardous waste II
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Airway Transportation	AİS034	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to explain the change and development processes in air transport and airline management.
Course Content	Basic Concepts of Airline Management, Economic Regulations in Air Transport, Introduction of the General Directorate of Civil Aviation and Air Transport Department, Air Transport Sector, Passenger Rights in Air Transport.
Prequisites	--
Learning Outcomes	1) The student will have information about the economic regulations in air transportation. 2) The student will have information about the air transport sector and competition law. 3) The student will be able to explain the basic elements of the air transport system. 4) The student will be able to analyze air transport systems.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Gerede, E. (2015). havayolu Taşımacılığı ve Ekonomik DÜzenlemeler Teori ve Türkiye Uygulaması. Ankara: Sivil Havacılık Genel Müdürlüğü Yayınları.
Weeks	**Course outline**
1. Week	Basic concepts of airline business
2. Week	Basic concepts of airline business
3. Week	Economic regulations in air transport
4. Week	Economic regulations in air transport
5. Week	Introducing the general directorate of civil aviation and the head of the air transport department
6. Week	Introducing the general directorate of civil aviation and the head of the air transport department
7. Week	Liberalization process in international air transport
8. Week	Operation and structural constraints, air cargo
9. Week	Operation and structural constraints, air cargo
10. Week	Development process of economic regulations in Turkish air transport
11. Week	Development process of economic regulations in Turkish air transport
12. Week	Air transport industry and competition law
13. Week	Air transport industry and competition law
14. Week	Passenger rights in air transport

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Cost Accounting	AİS035	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is aimed to give cost accounting concepts and techniques and to use this information in the economic decision making process.
Course Content	Cost accounting concepts and systems.
Prequisites	--
Learning Outcomes	1) The student will be able to understand the relationship between cost accounting and financial accounting. 2) The student will know the differences between basic costing systems. 3) The student will be able to comprehend the elements of cost. 4) Student will be able to apply cost places and cost distribution methods.
Learning and teaching strategies	Lecture
Instructors	Asst. Prof. Kezban ŞİMŞEK
Assistants	--
Work Placements	--
References	Gene S. (2003). “Finance for nonfinancial Managers, McGraw Hill,1st edition. Lawrence J.
Weeks	**Course outline**
1. Week	Preliminary information about the course
2. Week	Definition of cost accounting and its relationship with other accounting branches
3. Week	Objectives of cost accounting
4. Week	Relationship of sales with cost statement and income statement
5. Week	7/a and 7/b cost calculations and operation in the uniform chart of accounts
6. Week	Classification of costs
7. Week	Production costs (raw material, labor and general production costs)
8. Week	Cost distribution methods
9. Week	Order and stage cost
10. Week	Actual and estimated costs
11. Week	Standard and variable costs
12. Week	Cost locations in the manufacturing enterprise
13. Week	Activity-based costing
14. Week	Preliminary information about the course

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Law of Commercial Papers	AİS036	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to provide students with knowledge about the law of securities; The aim is to teach the legal nature and operation of bills of exchange, which are frequently used in practice and are an important part of commercial life.
Course Content	The concept of securities, basic qualities and classification in various aspects, theories of securities; characteristics of valuable documents issued to name, order and bearer; loss and cancellation of valuable papers; bills of exchange; policy, form conditions of the policy, acceptance of the policy, transfer.
Prequisites	--
Learning Outcomes	1) The student will learn the basic information in the law of negotiable instruments. 2) The student will learn about the bill of exchange and its elements. 3) The student will have information about the cancellation procedure. 4) The student will have information about policies, bills, checks.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Pulaşlı, H., (2012), Kıymetli Evrak Hukukunun Esasları, Ankara. Poroy, R., (2010), Kıymetli Evrak Hukuku Esasları, Beta Yayımcılık, İstanbul.
Weeks	**Course outline**
1. Week	Definition of securities
2. Week	Negotiable paper theories
3. Week	General characteristics of securities
4. Week	Transfer of valuable documents
5. Week	Valuable document types
6. Week	Changing the type of negotiable document
7. Week	Bill of exchange and its features
8. Week	Classification of bills of exchange
9. Week	Policy
10. Week	Bond
11. Week	Bond
12. Week	Check
13. Week	An overview
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Management Philosophy	AİS037	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Students learn the development of management thought in history, the function, form and basic resources of management, the relationship between management and ethics.
Course Content	To reveal the characteristics of management philosophy in historical development; Analyzing key components of management.
Prequisites	--
Learning Outcomes	1) The student will understand the relationship between philosophy and management. 2) The student will question the principles on which management is based. 3) Students will be able to recognize management styles. 4) Student will have information about current approaches in management.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Keskin, U. (2012). Yönetim Felsefesi, İstanbul.
Weeks	**Course outline**
1. Week	General management philosophy
2. Week	General management philosophy
3. Week	Historical development of management thought
4. Week	Historical development of management thought
5. Week	Historical development of management thought
6. Week	strategic management
7. Week	power and leadership
8. Week	Organizational theories
9. Week	Organization Theories
10. Week	Management and ethics relationship
11. Week	Corporate Social Responsibility
12. Week	Total quality Management
13. Week	Matrix organizations
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
New Trends in Marketing	AİS038	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To have information about current applications in marketing.
Course Content	Examination of the concept of marketing and current developments and applications in the field of marketing.
Prequisites	--
Learning Outcomes	1) The student will have information about current marketing concepts, discussions and applications in companies. 2) The student's ability to interpret situations in terms of marketing and to follow current issues through case studies will develop. 3) The student will be able to find solutions to marketing problems with different approaches. 4) The student will be able to apply marketing practices in digital environments.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Kotler, Philip & Armstrong Gary (2012). Principles of Marketing: Global Edition, 14thEdition.
Weeks	**Course outline**
1. Week	Marketing concept
2. Week	Green marketing
3. Week	Mobile marketing
4. Week	Social media marketing
5. Week	Digital marketing
6. Week	Inbound marketing
7. Week	Network marketing
8. Week	Social marketing
9. Week	Experiential marketing
10. Week	Neuro marketing
11. Week	Interactive marketing
12. Week	Niche marketing
13. Week	Retro marketing
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics Services Marketing	AİS039	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Explaining the basic concepts of service marketing to students. Service marketing mix elements are the explanation of what service businesses should do about customer complaints and customer retention.
Course Content	The content of this course is the definition of the concept of service marketing, the examination of the environmental conditions affected by the service marketing activities, the explanation of the service marketing mix, which is the elements of the service marketing process, and the handling of customer complaints and customer retention in service businesses.
Prequisites	--
Learning Outcomes	1) The student will be able to define the basic concepts of service marketing. 2) The student will be able to explain the basic concepts related to services. 3) The student will be able to define the marketing mix in terms of the service sector. 4) Student will be able to identify the 3Ps (personnel, process and physical evidence) added within the scope of service marketing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Öztürk, S.A. (2013), Hizmet Pazarlaması, Bursa : Ekin Basım Yayın.
Weeks	**Course outline**
1. Week	The concept of service and the importance of the service sector
2. Week	Service management concept
3. Week	Services and classification of services
4. Week	Marketing mix elements in service businesses: product
5. Week	Distribution in service marketing
6. Week	Price in service marketing
7. Week	Promotion-advertising in service marketing
8. Week	Service marketing and personnel
9. Week	Physical elements in service marketing management.
10. Week	Capacity and demand management in service marketing
11. Week	Relationship marketing
12. Week	Customer satisfaction methods
13. Week	Marketing strategies by service types
14. Week	General evaluation

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Current Approaches in Management	AİS041	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To have a command of contemporary approaches in management science.
Course Content	To learn the basic concepts and contemporary approaches in management science.
Prequisites	--
Learning Outcomes	1) The student will have knowledge of the basic concepts of management science. 2) The student will learn the historical development of management science. 3) The student will have a command of contemporary approaches used in management. 4) Student will learn management theories.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Demir, K. ve Elma. C. (2012). Yönetimde Çağdaş Yaklaşımlar Uygulamalar ve Sorunlar. Arı Yayıncılık.
Weeks	**Course outline**
1. Week	Basic concepts of management science
2. Week	History of management science
3. Week	Management theories
4. Week	Comparison
5. Week	Reengineering
6. Week	Innovation management
7. Week	Staff empowerment
8. Week	Entrepreneurship
9. Week	Shrinkage, growth, step-down
10. Week	Diversity management
11. Week	Organization development and change management
12. Week	Crisis management
13. Week	Corporate social responsibility
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Contemporary Issues in Organizational Behavior	AİS042	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	To provide information about developing and changing new trends, new theories and theorists in the field of organizational behavior and to help them to dominate the changing organizational behavior literature.
Course Content	Delegation of authority, psychological empowerment, time management, emotional intelligence, work-family conflict, nepotism; issues such as social loafing and learned helplessness will be discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to discuss current issues related to organizational behavior. 2) The student will be able to examine the new theories and models that have emerged and discussed with globalization. 3) The student will be able to combine theory and practice with case studies. 4) The student will be able to establish rational connections between technological, economic and social developments.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Özler, D. (2015). Örgütsel Davranışta Güncel Konular. Ekin Basım Yayın.
Weeks	**Course outline**
1. Week	Introduction
2. Week	Organizational commitment
3. Week	Organizational citizenship behavior
4. Week	Organizational justice
5. Week	Organizational learning
6. Week	Nepotism
7. Week	Virtual loafing
8. Week	Leader-member interaction
9. Week	Dual career
10. Week	Organizational mobbing
11. Week	Student presentations I
12. Week	Student presentations II
13. Week	Student presentations III
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Insurance Law	AİS043	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	It is the transfer of general principles and concepts related to insurance law.
Course Content	General principles of insurance law, insurance contract, scope of insurance contract, rights and responsibilities of the insurer and the insured.
Prequisites	--
Learning Outcomes	1) The student will be able to learn the basic concepts of insurance law. 2) The student will be able to comprehend the insurance contract, the subject of the insurance contract, the rights and obligations of the parties. 3) The student will be able to examine the legislation and judicial decisions regarding insurance law. 4) The student will be able to analyze the rights and responsibilities of the insured and insurance companies.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Yavuz GÜLOĞLU
Assistants	--
Work Placements	--
References	Çelik S., Lale M., (2007). Sigorta Hukuku,Seçkin Yayıncılık: Ankara.
Weeks	**Course outline**
1. Week	Introduction to insurance law
2. Week	Insurance concept
3. Week	Operation and modification of the insurance contract
4. Week	Insurance period, Termination of contract, changes (address and name, risk)
5. Week	Payment by a third party
6. Week	Delayed payment
7. Week	Rights and obligations between the insurer and the insured
8. Week	Non-insurance and covered by insurance
9. Week	Multiple insurance
10. Week	Liability in case of multiple insurance
11. Week	Premium concept, features
12. Week	Liability insurance, compulsory insurance
13. Week	Life insurance, health insurance
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Analysis of Investment Projects	AİS044	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Gaining the ability to apply scientific analysis methods and numerical techniques used in the preparation and evaluation of investment projects.
Course Content	Basic concepts and classification of investment projects, preparation of feasibility study: economic study, preparation of feasibility study: technical and financial study, time value of money, basic inputs in the evaluation of investment projects.
Prequisites	--
Learning Outcomes	1) The student will be able to perform economic analysis, technical analysis and financial analysis within the scope of feasibility study. 2) The student will be able to evaluate a project under conditions of certainty and uncertainty and in an inflation environment. 3) Students will be able to calculate and interpret risks in the process of preparing investment projects. 4) After the feasibility study, the student will have foresight to evaluate the positive and negative aspects of the investment and to take the investment decision.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Faruk DAYI
Assistants	--
Work Placements	--
References	Şahin, H. (2016). Yatırım Projeleri Analizi. Ezgi Kitabevi.
Weeks	**Course outline**
1. Week	Basic concepts and classification of investment projects
2. Week	Preparation of the feasibility study: Economic study
3. Week	Preparation of feasibility study: Technical and financial study
4. Week	Time value of money
5. Week	Basic inputs in the evaluation of investment projects
6. Week	Project valuation methods under the condition of certainty: Net present value method
7. Week	Project valuation methods under the condition of certainty: Internal rate of return method
8. Week	Project valuation methods under the condition of certainty: Other methods
9. Week	Calculation of uncertainty, risk and risk
10. Week	Risk identification methods in investment projects
11. Week	Project valuation methods under uncertainty condition
12. Week	Project valuation methods under uncertainty condition
13. Week	Using the real options approach to project valuation
14. Week	Project valuation in inflation environment

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
International Relations and Globalization	AİS045	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	International Relations and NGOs deal with the role of non-state actors in world politics. Students taking this course will be able to understand and discuss the effects of non-governmental organizations on the international system, state and society.
Course Content	By defining globalization, it examines the causes and consequences of globalization in the light of different theoretical approaches. Explain the effects of globalization on international and national politics in the fields of security, development and culture.
Prequisites	--
Learning Outcomes	1) The student will have information about the definition, causes and effects of globalization. 2) The student will learn the basic approaches to globalization. 3) The student will gain detailed information about the roles, structures and working styles of international organizations in world politics. 4) The student will know the difference between international non-governmental organizations and other organizations.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Tanrıverdi, E. (2017). Küreselleşme ve Ulus–Devlet. Seçkin Yayınevi: Ankara.
Weeks	**Course outline**
1. Week	Introduction: history of international organizations
2. Week	Theoretical approaches for international organizations
3. Week	Types, roles and functions of international organizations
4. Week	International NGOs, human rights and democracy
5. Week	Definition of globalization
6. Week	Globalization: Cause and Effects
7. Week	Basic approaches to globalization
8. Week	Hyper-globalization approach
9. Week	Skeptical approach
10. Week	Existing international non-governmental organizations-1
11. Week	Existing international non-governmental organizations-2
12. Week	Student presentations-1
13. Week	Student presentations- 2
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Technology and Innovation Management	AİS047	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to explain to students the place, what is and importance of innovation and innovation management in today's business. In the course, information will be given on how to successfully manage innovations, especially on product and process innovations.
Course Content	Within the scope of the course, product and process innovation, innovation strategies, innovation resources and innovation management will be discussed.
Prequisites	--
Learning Outcomes	1) The student will learn innovation and concepts related to innovation. 2) The student will know the differences between product and process innovations and their importance. 3) The student will gain skills in finding ways to successfully manage innovations. 4) The student will have information about the new product development process.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Erdal, M (2008). Teknoloji Yönetimi. Türkmen Kitabevi.
Weeks	**Course outline**
1. Week	Concepts related to innovation and innovation, invention, innovation, innovation management, research and development
2. Week	The place and importance of innovation management in today's businesses
3. Week	Factors that cause innovation: economic, technological, socio-cultural, legal, political factors
4. Week	Types of innovation, product and process innovation
5. Week	Types of innovation, radical and incremental innovation
6. Week	The place and importance of product and process innovation in the competitiveness of companies
7. Week	Innovation resources
8. Week	Innovation strategies
9. Week	Innovation process
10. Week	New product development process
11. Week	The importance of timing in innovation management
12. Week	The place and importance of technology in innovation management
13. Week	Project presentation I
14. Week	Project presentation II

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Organization Theory	AİS049	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Gaining organizational theory knowledge with a critical perspective.
Course Content	Historical background and conceptual framework of Organization Theory, Historical course of organizational theory, Contingent Dependency Theory, Institutional Organization Theory, Resource Dependency, Efficiency and Population Theories, Organizational Ecology Theories, Transaction Cost Theory, Ideology and Power in Organizations, Language and Discourse in Organizations, Organizational Approaches ,Postmodernism and Organizations,Agency Theory.
Prequisites	--
Learning Outcomes	1) The student will build his/her knowledge about organization theory. 2) The student will have an awareness of the historical background and basic concepts underlying organizational theory. 3) The student will gain the competence to prepare a seminar work that can form a basis for a scientific article about any organizational theory. 4) The student will develop a holistic understanding of organizational theories and their relationship with each other and with organizational theory.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Burak ÖZDEMİR
Assistants	--
Work Placements	--
References	Sözen, C. ve Basım, N. (2017). Örgüt Kuramları. Beta Basım Yayım.
Weeks	**Course outline**
1. Week	Organization theory: Historical background and conceptual framework
2. Week	"The meaning of theory" in the context of organizational theory; groundwork for organization theory
3. Week	The historical course of organizational theory
4. Week	Conditional dependency theory
5. Week	Institutional organization theory
6. Week	Resource dependency, efficiency and population theories
7. Week	Organizational ecology theories
8. Week	Transaction cost theory
9. Week	Organizational decline and death
10. Week	Ideology and power in organizations
11. Week	Language and discourse in organizations
12. Week	Critical approach in organizations
13. Week	Postmodernism and organizations
14. Week	Agency theory

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
SME and Family Businesses	AİS050	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to explain the definitions, concepts, practices in management, marketing and communication processes in this field in order to associate the strategies implemented by family companies and SMEs with the fields of public relations and communication, and to create awareness and awareness about what can be done in the name of communication within this process.
Course Content	Within the scope of the course, family businesses, SMEs, family companies and their basic features, reasons for establishment, strengths and weaknesses, management problems, applicable system models, structures and developments, cultures, internal and external factors affecting this culture, family companies in the world and in Turkey Topics such as organizational communication structures will be covered.
Prequisites	--
Learning Outcomes	1) The student will understand the concepts of SME and family business. 2) The student will learn the corporate culture in SMEs and family companies. 3) The student will understand the importance of SMEs and family businesses in Turkey. 4) The student will understand the importance of institutionalization in SMEs and family businesses.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Bayramoğlu, G. (2017). Aile Şirketlerinin Yönetimi ve Kurumsallaşma. Seçkin Yayıncılık: Ankara.
Weeks	**Course outline**
1. Week	Preliminary information about the course
2. Week	Basic features of SMEs
3. Week	Key features of family businesses
4. Week	Management problems in SMEs and family businesses
5. Week	Corporate culture in SMEs and family companies
6. Week	Determination of strategies in SMEs and family companies
7. Week	Administrative structuring styles in SMEs and family companies
8. Week	Family culture and its basic elements in family businesses
9. Week	Determination of communication strategies in SMEs and family companies
10. Week	Institutionalization and basic problems in SMEs and family companies
11. Week	Developing solution strategies for SMEs and family companies that want to increase the level of institutionalization
12. Week	The phenomenon of change in terms of SMEs and family companies and ensuring the sustainability of change
13. Week	Examples of family companies in the world and in Turkey
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Financing Methods in Foreign Trade	AİS051	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Within the scope of this course, especially after the basic foreign trade concepts are explained to the students, elements such as central bank supports, government incentives, Eximbank loans used in foreign trade finance will be explained. Apart from this, alternative financing techniques will also be examined during the course.
Course Content	Export: forms and principles of export, export regime decision in Turkey, export regulation, import: forms and principles of import; Import legislation in Turkey, changes in the foreign trade regime within the framework of the customs union: inward processing regime, outward processing regime, Turkey's customs and foreign exchange legislation issues constitute the scope of this course.
Prequisites	--
Learning Outcomes	1) The student will learn the principles of export. 2) The student will understand the foreign trade regime. 3) Student will learn commercial bank loans. 4) The student will learn to analyze financial leasing.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Finansman Teknikleri, Ali Ceylan- Turhan KORKMAZ, Ekin Kitabevi, Bursa.
Weeks	**Course outline**
1. Week	Introduction, basic concepts and theories about foreign trade
2. Week	Contracts used in foreign trade
3. Week	Payment methods in foreign trade
4. Week	Export financing, central bank and commercial bank loans
5. Week	Export financing, central bank and commercial bank loans
6. Week	Loans provided by Eximbank and Eximbank
7. Week	Loans provided by Eximbank and Eximbank
8. Week	Loans provided by Eximbank and Eximbank
9. Week	Government incentives in exports
10. Week	Government incentives in exports
11. Week	Government incentives in exports
12. Week	Financing of imports
13. Week	Alternative financing techniques
14. Week	Taxation of financial instruments in the promotion of foreign trade

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Human Rights and Democracy	AİS052	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Emphasizing the contribution of democracy to the existence of a common cultural infrastructure for people to live together; to show that basic freedoms of the people are possible only in democracies; to show that the concepts of human rights, children's rights and consumer rights can only be applied in democracies; In short, to show that living humanely is possible with democracy.
Course Content	Definition and historical development of human rights and democracy; democracy, freedom and equality concepts, different understandings of democracy, democratic culture, democracy at school and in the family, democratic citizenship; rights and freedoms, children's and women's rights, national and international regulations on human rights (Universal Declaration of Human Rights, European
Prequisites	--
Learning Outcomes	1) The student will gain the culture of tolerance. 2) Parallel to the development of student democracy; will emphasize the emergence of the values of right, justice and freedom. 3) The student will evaluate that human rights cannot be subject to any discrimination (race, language, religion). 4) The student will show with examples that the freedoms of the individual come to the fore in the 21st century.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Doğan İ., 2005; Vatandaşlık Demokrasi ve İnsan Hakları, Pegem Yayıncılık Ankara, Kepenekçi,Y.K, 2000; İnsan Hakları Eğitimi, Ankara, Çifci,A, 2008; Vatandaşlık Bilgisi,Ankara
Weeks	**Course outline**
1. Week	Resources on the subject. Definition of human rights and democracy.
2. Week	Historical development of democracy and human rights in the world and in Turkey.
3. Week	The emergence of the concepts of freedom and equality.
4. Week	Different conceptions of democracy, its emergence and development.
5. Week	The development of democracy in the family and school.
6. Week	The international adventure of human rights. Universal declaration of human rights, before and after.
7. Week	Developments in human rights at the national level. before and after the republic.
8. Week	The role of the state in the protection and promotion of human rights.
9. Week	Organizations, declarations and conventions on human rights. United Nations and its organs.
10. Week	Council of Europe and voluntary organisations.
11. Week	Main documents on human rights. Universal declaration of human rights. European convention on human rights.
12. Week	Convention on the rights of the child. Children's rights and turkey AGK Copenhagen convention. Copenhagen criteria.
13. Week	National regulations on human rights. Relevant provisions of the Constitution. Human rights coordination supreme board.
14. Week	Patient rights-women's rights-consumer rights.

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Academic Turkish	AİS053	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	Comprehending learning and teaching approaches for teaching Turkish in an easy and effective way.
Course Content	The meaning of learning and teaching Turkish; The aim and basic principles of teaching Turkish; Turkish teaching history; reflection of learning and teaching approaches on Turkish teaching; Basic skills in teaching Turkish; classroom application examples; Current trends and problems in Turkish teaching; components of effective Turkish teaching; Social, cultural and economic aspects of teaching Turkish.
Prequisites	--
Learning Outcomes	1) The student will be able to evaluate the importance of teaching Turkish. 2) The student will explain the purpose and basic principles of teaching Turkish. 3) The student will evaluate the historical process of Turkish teaching. 4) Student will be able to evaluate the reflection of different learning and teaching approaches on Turkish teaching.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Sosyal Bilimlerde Akademik Türkçe, öğreticinin notları.
Weeks	**Course outline**
1. Week	Introduction to Language Teaching Approaches
2. Week	Traditional approaches
3. Week	Traditional approaches
4. Week	Traditional approaches
5. Week	Behavioral approach
6. Week	Behavioral approach
7. Week	Behavioral approach
8. Week	Behavioral approach
9. Week	Behavioral approach
10. Week	Cognitive Approach
11. Week	Cognitive Approach
12. Week	Constructivist approach
13. Week	Constructivist approach
14. Week	Constructivist approach

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Logistics and Transport Legislation	AİS058	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	With this course, it is aimed that the student will understand the foreign trade regulations and transportation regulations and gain the ability to make applications.
Course Content	Foreign Trade Legislation, Export Regime Decisions, Road Transport Legislation, Sea Transport Legislation, Air Transport Legislation, Railway Transport Legislation are discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to examine the concepts and information in the field of business with scientific methods, and thus, will be able to propose solutions based on research in order to identify and analyze the problems. 2) The student will be able to follow current and developing trends in business, logistics and transportation with professional English proficiency. 3) The student will be able to plan, coordinate, execute and control the supply chain processes of manufacturers and commercial companies. 4) The student will be able to plan, coordinate, execute and control the international combined transportation processes.
Learning and teaching strategies	Lecture
Instructors	Prof. Dr. Yaşar Nuri ŞAHİN
Assistants	--
Work Placements	--
References	Av. Hakan BEZGİNLİ Dr. Jur. Tunay KÖKSAL, Karayolu Taşımaclık Hukuku, Ankara- 2013.
Weeks	**Course outline**
1. Week	Definition and content of transport legislation
2. Week	Foreign trade regulations
3. Week	Export regime decisions
4. Week	Road transport legislation I
5. Week	Road transport legislation II
6. Week	Maritime transport legislation I
7. Week	Maritime transport legislation II
8. Week	Air transport legislation I
9. Week	Air transport legislation II
10. Week	Railway transport legislation I
11. Week	Railway transport legislation II
12. Week	contract of carriage
13. Week	Transport documents
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Maritime Economics	AİS059	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	In this course; It is aimed to gain a global perspective on maritime management and economy.
Course Content	In this course; maritime trade and global economy, organizational structure of maritime trade markets, market cycles in maritime trade, supply, demand and freight rates, freight market in maritime trade, freight derivatives market, cost income and cash flow in maritime companies, risk, return and economic structure of maritime companies, maritime trade geography, the basics of maritime trade, the maritime fleet and the supply of transportation services will be discussed.
Prequisites	--
Learning Outcomes	1) The student will be able to comprehend the place of maritime transport in the global economy. 2) The student will be able to analyze the market in maritime transport. 3) The student will be able to understand the principles and economic geography of maritime trade. 4) The student will be able to make market analysis in maritime trade.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Memduh Alper DEMİR
Assistants	--
Work Placements	--
References	Martin STOPFORD, Denizcilik Ekonomisi (Maritime Economics, third edition, 2009, Routledge), üçüncü basımdan çeviri (çeviri editörü: Dr. Okan DURU), Nobel Yayınları, Ankara, 2020.
Weeks	**Course outline**
1. Week	Maritime Trade and the Global Economy
2. Week	Organizational Structure of Maritime Trade Markets
3. Week	Market Cycles in Maritime Trade
4. Week	Supply, Demand and Freight Rates,
5. Week	Freight Market in Maritime Trade, Freight Derivatives Market
6. Week	Cost Income And Cash Flow In Shipping Companies
7. Week	Risk, Return and Economic Structure of Shipping Companies
8. Week	Maritime Trade Geography
9. Week	Fundamentals of Maritime Trade
10. Week	Types of Bulk Cargo, Specialized, General Freight Transport
11. Week	Merchant Marine Fleet and Supply of Transport Services: Ships Providing Transport Services
12. Week	Merchant Marine Fleet and Supply of Transport Services: The Economy of Shipbuilding and Shipbreaking
13. Week	Forecasts and Market Research in Maritime Trade
14. Week	An overview

In-Terms Studies	**Quantity**	**Percentages**
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	**Quantity**	**Duration (hours)**	**Total Work load**
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Behavioral Economics and Finance	AİS060	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	In this course; It is aimed to deal with the elements of financial markets such as financial decision-making processes, behavioral errors, price formation with a behavioral finance approach and to present an understanding within this framework.
Course Content	Efficient Market concept and basic assumptions; common mistakes such as the assumption of investors' rationality and herd psychology, overreaction; pricing financial assets with behavioral finance; the role of investor sentiment; Fundamentals of Prospect Theory; risk and arbitrage; financial bubbles and crashes are discussed.
Prequisites	--
Learning Outcomes	1) The student will gain the ability to understand, explain and use terms and concepts in the field of banking and finance. 2) The student will gain the ability to understand, explain and use theories and models in the field of banking and finance. 3) The student will have information about financial instruments and instruments. 4) The student will gain theoretical and practical application skills in the field of banking and finance.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	A survey of Behavioral Finance, Barberis and Thaler, 2003 Inefficient Capital Markets: An Introduction to Behavioral Finance, Schleifer, 2000
Weeks	**Course outline**
1. Week	Traditional finance theories; Market Activity; and investor rationality
2. Week	Efficient Market Hypothesis (EMH) and deviations from EMH
3. Week	Financial decision making, investor psychology and common mistakes
4. Week	Prospect theory
5. Week	Fundamentals of behavioral finance: bounded arbitrage
6. Week	Fundamentals of behavioral finance: Cognitive biases I
7. Week	Fundamentals of behavioral finance: Cognitive biases II
8. Week	Fundamentals of behavioral finance: Cognitive biases III
9. Week	Fundamentals of behavioral finance: Cognitive biases IV
10. Week	Fundamentals of behavioral finance: Emotional biases I
11. Week	Fundamentals of behavioral finance: Emotional biases II
12. Week	Fundamentals of behavioral finance: Emotional biases III
13. Week	Fundamentals of behavioral finance: Emotional biases IV
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3

Course Name	Code	Semester	Theory	Application	Laboratory	National Credit	ECTS
Case Study in International Trade and Logistics	AİS061	7	3	--	--	3	5

Language of Course	Turkish
Level of Course	Bachelor degree
Department/Programme	International Trade and Logistics
Mode of Delivery	Face to face
Course Type	Elective
Course Objective	The aim of this course is to help students at the graduation stage in the process of applying the theoretical knowledge in the courses they take within the scope of the curriculum to life through experts who are active in professional life and in the market.
Course Content	In this course, students will be informed about the structure and functioning of companies in both international trade and logistics sector with application projects, case studies and analyzes of current issues every week. Students will be guided about the opportunities they will have after graduating in the sector and it will be ensured that they offer solutions to the problems they will encounter.
Prequisites	--
Learning Outcomes	1) The student will be able to define the concept of logistics. 2) The student will be able to analyze logistics applications in companies. 3) The student will be able to interpret examples of sustainable logistics management. 4) Students will be able to explain the issues of internationalization and risk management in companies.
Learning and teaching strategies	Lecture
Instructors	Assoc. Prof. Erol TEKİN
Assistants	--
Work Placements	--
References	Simchi-Levi, D. (2013) Operations Rules: Delivering Customer Value through Flexible Operations. The MIT Press.
Weeks	**Course outline**
1. Week	The concept of logistics and logistics enterprises
2. Week	International trade firms
3. Week	Logistics applications in companies
4. Week	Sustainable logistics management operations
5. Week	The effect of digitalization on business life and logistics companies
6. Week	Current issues in international trade
7. Week	Current issues in logistics
8. Week	Case study I
9. Week	Case study II
10. Week	Case study III
11. Week	Case study IV
12. Week	Case study V
13. Week	Case study VI
14. Week	An overview

In-Terms Studies	Quantity	Percentages
Midterms	1	40
Quizzes	-	-
Assignments	-	-
Attendance	-	-
Application	-	-
Project	-	-
Final Exam	1	60
		%
Toplam		%100

Activities	Quantity	Duration (hours)	Total Work load
Course Duration	14	3	42
Study hours out of class	14	4	56
Assignments	14	3	42
Presentation/Seminar Preparation	--	--	--
Midterms	1	5	5
Application	--	--	--
Laboratory	--	--	--
Project	--	--	--
Final Exam	1	5	5
Total work load			150
ECTS=Total work load/ 30			5

		Program Outcomes									
		P1	**P2**	**P3**	**P4**	**P5**	**P6**	**P7**	**P8**	**P9**	**P10**
Learning outcomes	**L1**	3	3	3	3	3	3	3	3	3	3
	L2	3	3	3	3	3	3	3	3	3	3
	L3	3	3	3	3	3	3	3	3	3	3
	L4	3	3	3	3	3	3	3	3	3	3