

T.C.
KILIS 7 ARALIK UNIVERSITY
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES
DEPARTMENT OF INTERNATIONAL TRADE AND LOGISTICS 2020-
2021 ACADEMIC YEAR COURSE CONTENTS

1ST. CLASS (I. SEMESTER)

Code	1ST. CLASS (I. SEMESTER)	Status	T	A	C	ECTS
0504101	GENERAL ACCOUNTING-II	COMPULSORY	3	0	3	5
0504103	INTRODUCTION TO BUSINESS SCIENCES-I	COMPULSORY	3	0	3	5
0504105	INTRODUCTION TO LAW	COMPULSORY	3	0	3	3
0504107	INTRODUCTION TO ECONOMICS-I	COMPULSORY	3	0	3	5
0500101	MATHEMATICS-I	COMPULSORY	3	0	3	3
0101101	TURKISH LANGUAGE -I	COLLABORATIVE	2	0	2	2
0102101	PRINCIPLES OF ATATÜRK AND THE HISTORY OF TURKISH REVOLUTION-I	COLLABORATIVE	2	0	2	2
0103101	ENGLISH LANGUAGE-I	COLLABORATIVE	3	0	3	3
	TOTAL		22	0	22	28
	ELECTIVES		1	1	0	2
	GENERAL TOTAL		23	1	22	30
	ELECTIVES LESSONS					
0500001	PHYSICAL EDUCATION-I	ELECTIVES	1	1	0	2
0104101	MUSIC-I	ELECTIVES	1	1	0	2
0105101	INFORMATION MANAGEMENT	ELECTIVES	1	1	0	2
0106101	BASIC COMPUTER KNOWLEDGE	ELECTIVES	1	1	0	2

COMPULSORY COURSES

0504101 GENERAL ACCOUNTING-II
*** (3-0-3-5)**

Business and accounting, the concept of balance sheet and balance sheet balance, income statement, the concept of account in accounting, documents in accounting, basic concepts of accounting and generally accepted accounting principles, Journal and large book records.

0504103 INTRODUCTION TO BUSINESS SCIENCES (3-0-3-5)

Basic concepts related to Business Science. Relation of business science with other branches of science. Objectives and responsibilities of enterprises. Classification of enterprises. Establishment of enterprises. Business and environment. Business functions, management, production, marketing, personnel, Finance, Accounting, Research and development function and public relations function overview.

0504105 INTRODUCTION TO LAW
(3-0-3-3)

Purpose, definition and elements of law. Concept and types of sanctions. Legal systems and Turkish legal system. Sections of law, legalization, sources of law. Concept of rights and types of Rights, Acquisition, protection and loss of rights. Legal disputes and judicial organs, methods and procedures of application to the judiciary.

0504107 INTRODUCTION TO ECONOMICS-I (3-0-3-5)

Economic problems; laws of supply and demand; complete and incomplete Competition Markets; division theory.

0500101 MATHEMATICS-I (3-0-3-3)

To establish and analyze mathematical solution models of problems related to economics and business administration. Moving mathematical thinking to the level of Occupational availability. Basic mathematical knowledge such as

equations, inequalities, functions, exponential numbers, logarithms, limits are reviewed and economic applications such as supply-demand functions, firm equilibrium, flexibility are given.

0101101 TURKISH LANGUAGE -I (2-0-2-2)

Spelling rules, punctuation marks (with usage and examples). General information about composition (definition, types, effectiveness, plan and types). Memoir, definition of the issues to be considered in practice; historical and literary value. Definition and types of language. Grammar and its sections. Historical development of Turkish language. Language groups in the world and the place of Turkish among them. Types of speech language, types of writing language. Audio events, definition of chat, features to be considered in practice and examples.

0102101 PRINCIPLES OF ATATÜRK AND THE HISTORY OF TURKISH REVOLUTION-I (2-0-2-2)

The reasons for the collapse of the Ottoman Empire, The Renewal movements in the Ottoman Empire, the intellectual movements in the Ottoman Empire during the Constitutional period, the Union and Progress Party, the 19th century of the Western states. the ambitions of the Ottoman Empire during the century, Italy and Tripoli War (1911-1912), Balkan Wars (1912 - 1913), I. The Causes Of World War I. World War II and the Ottoman Empire's entry into the war, Ottoman Empire sharing projects and Secret Treaties, I. The treaties ending the World War II, The Armistice of Mondros, the beginning of the occupation according to the Armistice of Mondros, the Paris Peace Conference and the decision to occupy Izmir, Mustafa Kemal's arrival in Istanbul and his work in Istanbul, the occupation of

Izmir, the Societies, Mustafa Kemal's exit to Samsun, Amasya circular, Erzurum Congress, other congresses in the period of national struggle, October 20-22, 1919, , Reactions against the Turkish Grand National Assembly and internal revolts, Southern Anatolia and Southeastern Anatolia fronts, Eastern Front, Armenian question, financial aspect of the national struggle, Western Front, Treaty of Sevres, Battle of Sakarya, great offensive and Battle of the commander-in-chief Square, Mudanya Armistice, treaty of Lausanne.

0103101 ENGLISH LANGUAGE-I

(3-0-3-3)

Greetings, names, and ages; Numbers; Days, months and seasons; This is ..., that is ...; What time is it; Action in Progress, Who ... ?, What ... ?, Where; Talking about present habits, ideas, opinions; Propositions of time: at, on, in; Talking about schedules and calendars; Abilities and inabilities: can, can't; A family tree; Possessive Pronouns; Family members; Obligations prohibitions and lack of necessity: must, mustn't; Obligations prohibitions and lack of necessity: don't/ doesn't have to.

ELECTIVES COURSES

0500001 PHYSICAL EDUCATION-I (1-1-0-2)

The history of sports, the place and importance of sports in society, sports types, sport sociology and leisure education. Preparation of organism for Sport; warming, Sport Health, Physical Education and sport in different environments. Effects of Physical Education and Sports on human organism, Sport Health; Nutrition, first aid and rehabilitation, health and training, principles of training, Sport law, philosophy of sport, lifelong sport. Applications.

0104101 MUSIC-I (1-1-0-2)

Basic components of music, basic musical knowledge; musical note knowledge, Decimeter concept in music, rhythm concept in music, forming a song repertoire; types and forms of music in Turkey and in the world; contemporary music from traditional music transition to music, teaching instruments, playing and singing, the role of music in education, musical hearing in developing creativity.

0105101 INFORMATION MANAGEMENT (1-1-0-2)

Information and business management information Subject, Information Society, Problems in the information society, Information Management, Knowledge

Management and Intellectual Capital, Management Information Systems, Internet and e-commerce, database management, Internet intellectual property, information management and computing, data mining, customer relationship management(CRM), knowledge economy, Freedom of speech, Business Computer-Based Management transition.

0106101 BASIC COMPUTER KNOWLEDGE (1-1-0-2)

Introduction to Information Technologies. Introduction to computer operating systems and application software. Data bases. Data communication and computer networks. The Internet and the World-Wide-Web. Spreading information through the internet.

1ST. GRADE (II. SEMESTER)

Code	1ST. GRADE (II. SEMESTER)	Status	T	A	C	ECTS
0504102	GENERAL ACCOUNTING-II	COMPULSORY	3	0	3	5
0504104	INTRODUCTION TO BUSINESS SCIENCES-II	COMPULSORY	3	0	3	5
0504106	LAW OF OBLIGATIONS	COMPULSORY	2	0	2	3
0504108	INTRODUCTION TO ECONOMICS-II	COMPULSORY	3	0	3	5
0500102	MATHEMATICS-II	COMPULSORY	3	0	3	3
0101102	TURKISH LANGUAGE-II	COLLABORATIVE	2	0	2	2
0102102	PRINCIPLES OF ATATÜRK AND THE HISTORY OF TURKISH REVOLUTION-II	COLLABORATIVE	2	0	2	2
0103102	ENGLISH LANGUAGE-II	COLLABORATIVE	3	0	3	3
	TOTAL		21	0	21	28
	ELECTIVE COURSES		1	1	0	2
	GENERAL TOTAL		22	1	21	30
	ELECTIVE COURSES					
0500002	PHYSICAL EDUCATION-II	ELECTIVES	1	1	0	2
0104102	MUSIC-II	ELECTIVES	1	1	0	2
0105102	PROFESSIONAL ETHICS	ELECTIVES	1	1	0	2
0106102	COMPUTER PROGRAMS	ELECTIVES	1	1	0	2
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504102 GENERAL ACCOUNTING-II (3-0-3-5))

Analysis of balance sheet and income statement accounts, correction of errors, general inventory operations related to active and passive accounts, calculation of profit according to Period End Records and period result transactions, closing of accounts. Accounting process with sample applications.

0504104 INTRODUCTION TO BUSINESS SCIENCES-II (3-0-3-5)

Introduction to Business Sciences, Marketing function, accounting function, research development function, management function, demand forecasting methods, introduction to marketing research, information management.

0504106 LAW OF OBLIGATIONS (2-0-2-3)

The subject of law of obligations and its relationship with other branches of law. Debt, Debt relation and liability concepts. Birth of debts and sources of debt relationship. Contracts, formation of contracts, shape in contracts, disorder of

Will in contracts, gabin and representation. Torts. Unprovoked enrichment. Provisions of debts and their effect on third parties, fiduciary debts, contingent debts, assignment of receivables, transfer of debts, termination of debts, private debt relations.

0504108 INTRODUCTION TO ECONOMICS-II (3-0-3-5))

National income; income formation theory; money and bank; money theories; fiskalist theories; foreign trade and finance.

0500102 MATHEMATICS-II (3-0-3-3)

Derivative, integral, logarithm and exponential functions, inverse functions, order and series, analytic geometry, parabola, Ellipse, second degree equations. Simple interest, discount, combined interest, combined discount, annuity, depreciation.

0101102 TURKISH LANGUAGE-II (2-0-2-2)

Emphasis and types of emphasis in Turkish; elective emphasis, of course emphasis. Verbs (simple and combined timed). Additional verb roofs

Verbs, communication writings, letters and types. Petition, resume. Word, noun and verb roots. Affixes, construction Affixes and their types; sentence types according to their predicates, sequences and meanings. Review.

0102102 PRINCIPLES OF ATATÜRK AND THE HISTORY OF TURKISH REVOLUTION-II (2-0-2-2)

Political reforms, revolution in the political field, in response to revolutions in the fields of education and culture, History and Atatürk's Vision working in the field of judicial reforms, social reforms, women's rights and Atatürk, Atatürk's principles Atatürk's Turkish Foreign Policy and.

0103102 ENGLISH LANGUAGE-II (3-0-3-3)

English grammar and lecturing. Vocabulary and types of vocabulary. Sentence information and sentence types. Sentence elements and sample analysis.

ELECTIVES COURSES

0500002 PHYSICAL EDUCATION-II (1-1-0-2)

Rules and application of different sports branches; form protection programs.

0104102 MUSIC-II (1-1-0-2)

Human voices; school songs: single-voice songs, anthems, folk songs, Canon, choir, Solo, multi-voice songs; recognition of musical elements: listening, vocalization, accompaniment works.

0105102 PROFESSIONAL ETHICS (1-1-0-2)

Course content includes basic principles of the profession; crafts cooperation; communication of ethical issues; rights of health workers; the concept of ethics; professional ethics; the ethical environment in the work place; Ethical Leadership; Ethics in medicine that could lead to discussion about developments occur.

0106102 COMPUTER PROGRAMS (1-1-0-2)

Package programs, the use of programs and problems encountered, statistics and econometrics package programs definition and use.

2ND ED. CLASS (III. SEMESTER)

Code	2.Sınıf I. Dönem (III. YARIYIL)	Status	T	A	C	ECTS
0504201	MICROECONOMICS	COMPULSORY	3	0	3	4
0504203	STATISTICS-I	COMPULSORY	2	0	2	4
0504205	LOGISTICS AND TRANSPORTATION LAW	COMPULSORY	2	0	2	4
0504207	INTRODUCTION TO FOREIGN TRADE	COMPULSORY	3	0	3	5
0504209	DIGITAL LITERACY	COMPULSORY	2	0	2	2
0112100	LAW OF TRADE PROCESS- I	COMPULSORY	2	0	0	3
	TOTAL		14	0	12	22
	ELECTIVE COURSES		3	0	3	4
	ELECTIVE COURSES		3	0	3	4
	GENERAL TOTAL		20	0	18	30
	ELECTIVES COURSES					
0504001	MANAGEMENT AND ORGANIZATION	ELECTIVES	3	0	3	4
0504002	INVENTORY BALANCE SHEET	ELECTIVES	3	0	3	4
0504003	BUSINESS AND ENVIRONMENTAL POLICIES	ELECTIVES	3	0	3	4
0504004	PROFESSIONAL ENGLISH-I	ELECTIVES	3	0	3	4
0504005	ENTREPRENEURSHIP	ELECTIVES	3	0	3	4
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504201 MICROECONOMICS (3-0-3-4)

The main objective of this course is to examine the market structure, firm and consumer behavior that is the basis of microeconomics. The main topics of this course are; scarcity concept, demand, supply and market, flexibility, Consumer Choice Theory, different market structures and Price Determination in these markets.

0504203 STATISTICS-I (2-0-2-3)

Introduction to statistics, basic concepts of Statistics, data types, data collection, validity and reliability of data. Measures of central tendency: arithmetic, geometric, and for grouped and ungroup data

squared averages, median and mode for grouped and ungroup data, characteristics of central tendency measures, selection of central tendency measure. Measures of dispersion: variance, standard deviation, coefficient of variation. Indices, fixed and different based indices and their relations, determination of weights, composite indices, laspeyres, Paasche and Fischer indices, special use of indices (transition

from current price series to real price series). Probability: an event, the concepts of sample space and probability, composition, intersection, complement of events, conditional probability, discrete and continuous probability distributions, random variables, expected value, binomial probability distribution, hypergeometric distribution, Poisson distribution, normal distribution, standard normal distribution.

0504205 LOGISTICS AND TRANSPORTATION LAW (2-0-2-4)

Understanding today's transportation problems, legal framework and organization of transportation and its relationship with the history of technology and how this industry developed in a socio-political climate, transportation regulations. Transport cost characteristics, proportion profiles of transport and services, national and international documentation, export and import aspects of transport, transport related issues in the EU and other important international agreements.

0504207 INTRODUCTION TO FOREIGN TRADE (3-0-3-4)

International trade: definition, history, disclosure of the terms that are used in international trade, international rules in the letter of credit between buyers and sellers, types of contracts arranged, for the fulfillment of contractual obligations with the formats and documents used in foreign trade regulation definition of shapes.

0504209 LAW of TRADE PROCESS- I (2-0-2-2)

Commercial business, merchant-the merchant assistants, Company Law (private-equity firms, limited-unlimited liability, foreign trading companies, joint ventures), branch-agency - brokerage, securities (bonds, exchange, cheques, bonds, stocks, bills of lading, freight insurance), intellectual property rights (trademarks, patents, licensing, etc.) letter of credit process and types, general principles of Vienna sales contract, International Trade Records, types of transportation in International Trade, letter of guarantee, encouragement of foreign capital and protection of Turkish currency legislation in the scope of this course.

0112100 DIGITAL LITERACY (2-0-0-3)

To enable students to recognize digital technologies, digital media and tools and to be able to use them in a competent manner. Finding, processing, organizing, sharing, evaluating and analyzing information using digital technologies constitute the main topics of the course.

ELECTIVES

0504001 MANAGEMENT AND ORGANIZATION (3-0-3-5)

Topics such as scientific approach to business management, decision making and planning, theories of organization, management and motivation, groups in organizations, change and management of organizations are the content of the course.

0504002 INVENTORY BALANCE SHEET (3-0-3-5)

In this course, students all basic purchasing functions, global resource their recruitment activities, effective purchasing systems in the process of purchasing the relevant criteria, selecting the best suppliers in the process of purchasing the ability to work as a team, the impact on the profitability of the company purchase/to understand the importance of E will learn how to manage purchasing activities.

0504003 BUSINESS AND ENVIRONMENTAL POLICIES (3-0-3-5)

Basic concepts, business policy, business policy, history and previous studies, the business defined itself as a whole, the business environment, definition, factors from the business environment is affected, and the influence of policies of the enterprise and the environment, business, and environmental policies to be addressed as a whole, the European Union and Environmental Policy, university education and the effects of environmental policies, government policy and business, environmental policy history.

**0504004 PROFESSIONAL ENGLISH-I
(3-0-3-5)**

It aims to teach the terminology related to the student's future profession and to improve English grammar. At the same time, the student will be able to talk and exchange ideas with colleagues from different countries in the future.

**0504005 ENTREPRENEURSHIP
(3-0-3-5)**

The testing of entrepreneurial characteristics important in terms of entrepreneurship education, creativity exercises, concept and elements of a business plan (market research, marketing plan, production plan, management plan, financial plan, elements of business plan development workshops (market research,

marketing plan, production plan, management plan, financial plan, business plan concept and its elements (market research, marketing plan, production plan, management plan, financial plan), Issues to be considered in writing and presentation of business plan subjects are gained theoretically and practically and other concepts related to entrepreneurship are learned. Entrepreneurship-related concepts; characteristics of entrepreneurs and the importance of entrepreneurship in development; internal and external Entrepreneurship; Motivation in entrepreneurship; entrepreneurship, creativity and innovation; Inventions, trademarks and designs protection; Entrepreneurship business ideas, business plan preparation and preparing documentation; business plan in management, marketing, finance and production Plans; entrepreneurship stories; Case Studies In Entrepreneurship.

2ND ED. CLASS (IV. SEMESTER)

Code	2ND ED. CLASS (IV. SEMESTER)	Status	T	A	C	ECTS
0504202	INTRODUCTION TO LOGISTICS	COMPULSORY	3	0	3	5
0504204	GLOBALIZATION AND ECONOMIC CRISES	COMPULSORY	3	0	3	5
0504206	MACRO ECONOMICS	COMPULSORY	3	0	3	4
0504208	ECONOMETRICS	COMPULSORY	2	0	2	4
0504210	MARKETING PRINCIPLES	COMPULSORY	3	0	3	4
	TOTAL	COMPULSORY	14	0	14	22
	ELECTIVE COURSES		3	0	3	4
	ELECTIVE COURSES		3	0	3	4
	GENERAL TOTAL		20	0	20	30
	ELECTIVES COURSES					
0504006	LABOUR ECONOMICS AND INDUSTRIAL RELATION	ELECTIVES	3	0	3	4
0504007	ELECTRONIC COMMERCE	ELECTIVES	3	0	3	4
0504008	SEA AND AIR TRANSPORT	ELECTIVES	3	0	3	4
0504009	PROFESSIONAL ENGLISH-II	ELECTIVES	3	0	3	4
0504010	COMMUNICATIONS	ELECTIVES	3	0	3	4
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504202 INTRODUCTION TO LOGISTICS (3-0-3-5)

What is to explain the importance of logistics, the logistics industry in Turkey and in the world of historical development, basic concepts of Logistics, Supply Chain Management, movement and storage of finished products in process supply chain, logistics, physical distribution and supply network of the system and explanation of outsourcing are issues that will be discussed in this course.

0504204 GLOBALIZATION AND ECONOMIC CRISES (3-0-3-4)

To inform students about the positive and negative aspects of globalization. Examining the crises caused by globalization.

0504206 MACRO ECONOMICS (3-0-3-4)

National economy analysis of national income, inflation, unemployment, economic growth, exchange rates, foreign economic relations and monetary, interest and fiscal policies.

0504208 ECONOMETRICS (2-0-2-3)

Simple regression model, basic assumptions, estimation and hypothesis testing, function parameters, multiple regression model; prediction, hypothesis testing, function parameters, error analysis.

0504210 MARKETING PRINCIPLES (3-0-3-4)

This course is designed to provide students with the principles and methods of logistics and marketing and their applications in the industry. Given the global importance of trade, logistics and Supply Chain Management are becoming more and more important. Marketing, by analyzing the behavior of competitors and customers of appropriate products, promotion, price and distribution strategies by designing products, services and ideas the demand for hopes. Both commercial and non-profit organizations are becoming more aware of the importance of marketing in modern management. As it deals with timely positioning of resources, logistics plays a fundamental role in marketing.

ELECTIVES

0504006 LABOUR ECONOMICS AND INDUSTRIAL RELATIONS (3-0-3-5)

Employment policy, unemployment and wages, the place of trade unions in working life, collective agreements and their effects on the economy.

**0504007 ELECTRONIC COMMERCE
(3-0-3-5)**

Definition/types/ historical development of Electronic Commerce/definition of Internet/ introduction to Internet Marketing/Internet Marketing Research/Internet Banking/ Internet Payment Systems/surveillance and control of salesmen.

**0504008 SEA AND AIR TRANSPORT
(3-0-3-5)**

The course aims to provide students with an advanced theory-based understanding of global aviation processes and their role in the context of global logistics and supply chain management. This course also focuses on economic issues and provides an overview of logistics relations, operations models and Decision Support Tools planning processes and airline management decisions.

**0504009 PROFESSIONAL ENGLISH-II
(3-0-0-5)**

Development of writing skills: Thesis, Research Report, article etc. writing techniques of academic texts; summarizing; analyzing articles published in scientific journals in terms of writing; articles in English, etc. introduction, development, creation of conclusion sections; review of writing techniques of research articles/papers through sample articles.

0504010 COMMUNICATIONS (3-0-3-5)

Information systems and organization. The importance of achieving timely, accurate and appropriate information in decision making. Management levels and information requirements in enterprises. Coordination and integration of Information Systems in enterprises.

3. CLASS (V. SEMESTER)

Code	3. CLASS (V. SEMESTER)	Status	T	A	C	ECTS
0504301	THEORIES OF FOREIGN TRADE	COMPULSORY	3	0	3	5
0504303	INTERNATIONAL ECONOMICS-I	COMPULSORY	3	0	3	5
0504305	INTERNATIONAL TRADE LAW	COMPULSORY	3	0	3	5
0504307	FINANCIAL MATH	COMPULSORY	1	1	0	5
	TOTAL	COMPULSORY	10	1	9	20
	ELECTIVE COURSES	COMPULSORY	3	0	3	5
	ELECTIVE COURSES		3	0	3	5
	GENERAL TOTAL		16	1	15	30
	ELECTIVES COURSES					
0504011	IMPORT AND EXPORT MANAGEMENT		3	0	3	5
0504012	FINANCIAL MANAGEMENT	ELECTIVES	3	0	3	5
0504013	INTERNATIONAL BANKING AND INSURANCE	ELECTIVES	3	0	3	5
0504014	MONEY AND BANKING	ELECTIVES	3	0	3	5
0504015	PRACTICAL ARABIC	ELECTIVES	3	0	3	5
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504301 THEORIES OF FOREIGN TRADE (3-0-3-6)

Classical foreign trade theory, foreign trade theory in terms of supply, foreign trade theory in terms of demand. General equilibrium analysis in foreign trade theory, new models to explain foreign trade, economic growth and foreign trade theory. Foreign trade, economic development and terms of foreign trade.

0504303 INTERNATIONAL ECONOMICS-I (3-0-3-6)

Analysis of international trade theory. Comparative advantage theory. Supply and demand models. Factor Hardware Theory. Foreign trade theory and economic development. Foreign trade policy. Customs tariffs. Non-tariff trade policy tools. Theory of economic mergers. Customs unions and free trade zones. The foreign exchange market. Balance of external payments. Balance of payments: automatic mechanisms. Balance of payments: external balance sheet policies. International private financial capital flows. Macro economic policies in open

economies. Internal and external economic equilibrium.

0504305 INTERNATIONAL TRADE LAW (3-0-3-6)

Students develop the necessary knowledge and usage skills about current and developing issues related to international commercial law.

0504307 FINANCIAL MATH (3-0-3-5)

Time value of money, simple interest, compound interest, installment, bonds and stocks, evaluation of investment projects, tax calculation, functions, basic statistics, markov chains.

ELECTIVES

0504011 IMPORT AND EXPORT MANAGEMENT (3-0-3-5)

Information on how export and import operations are carried out, as well as related legislation and legal regulations are explained.

0504012**FINANCIAL MANAGEMENT (3-0-3-5)**

Financial objectives and financial functions, concept of risk and uncertainty, financial analysis tools (ratio analysis, Funds Flow Statement Analysis, break-even analysis, working capital (cash, receivables and inventory management), financial planning (cash flow statement and proforma statements), capital budgeting and investment decisions (feasibility study keys), Risky and risk-free methods that are used in the evaluation of investment projects, asset management, cost of capital (financial resources and the cost of internal and external resources), debt, and optimal capital structure, Financial characteristics of construction contracting sector and financing of enterprises, financial planning elements affecting bid price, 'project financing techniques' used in large scale construction projects.

0504013 INTERNATIONAL BANKING AND INSURANCE (3-0-3-5)

In this course, international financial intermediaries and international banking system are examined. Historical development and principles of international banking system, Recent Developments and problems, financial

crises, international trade and investment banking, planning and management and legal arrangements are discussed. The role and importance of international banking, the related fields of international banking, financing of imports, exports and foreign investments, debt collection, the necessary conditions for the realization of international foreign banking are explained.

0504014 MONEY AND BANK (3-0-3-5)

It covers the basic functions of the central bank and the effects of monetary policies with the monetary transition mechanism and the determination of interest rates. Derivative transactions and new applications such as factoring etc. hand taken. Analysis of buy-sell strategies of derivative securities, futures, options, swaps, futures sale of derivative instruments, techniques for measuring and pricing risk of derivative instruments, design of new financial securities.

0504015 PRACTICAL ARABIC (3-0-3-5)

In this course, students acquire Arabic reading and writing skills on subjects related to their branches.

3. CLASS (VI. SEMESTER)

Code	3. CLASS (VI. SEMESTER)	Status	T	A	C	ECTS
0504302	FOREIGN TRADE REGIMES	COMPULSORY	3	0	3	5
0504304	INTERNATIONAL ECONOMICS-II	COMPULSORY	3	0	3	5
0504306	INTERNATIONAL MARKETING-I	COMPULSORY	3	0	3	5
0504308	EXCHANGE REGIMES	COMPULSORY	3	0	3	5
	TOTAL	COMPULSORY	12	0	12	20
	ELECTIVE COURSES	COMPULSORY	3	0	3	5
	ELECTIVE COURSES		3	0	3	5
	GENERAL TOTAL		18	0	18	30
	ELECTIVES COURSES					
0504016	FOREIGN TRADE TRANSACTIONS AND ACCOUNTING	ELECTIVES	3	0	3	5
0504017	FOREIGN TRADE FINANCE	ELECTIVES	3	0	3	5
0504018	COMPETITION STRATEGY	ELECTIVES	3	0	3	5
0504019	SUPPLY CHAIN MANAGEMENT	ELECTIVES	3	0	3	5
0504020	COMMERCIAL ARABIC	ELECTIVES	3	0	3	5
0504021	STATISTICAL ANALYSIS	ELECTIVES	3	0	3	5
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504302 FOREIGN TRADE REGIMES (3-0-3-5)

Payment methods in foreign trade; advance payment, Prefinansman, goods Counterbilli, Vesaik Counterbilli and Letter of Credit payment, Turkish Foreign Trade regime, export regime decision, export regulation, export communiqué, import regime decision, import regulation, import communiqué, standardization regime decision and regulation.

0504304 INTERNATIONAL ECONOMICS-II (3-0-3-5)

Foreign exchange market, futures foreign exchange market, balance of payments, balance of payments balance, open Macroeconomics, flexible and fixed exchange rates, International Monetary Systems.

0504306 INTERNATIONAL MARKETING-I (3-0-3-5)

International marketing and international business; the definition and importance of international marketing; international

marketing leading to; which causes information to be collected in International Marketing Research; Integration to international; internationalization process; international marketing environment; international marketing Strategies; segmentation and target market Selection Sunday; International Marketing and export insurance operations; banking; marketing mix: product decisions and strategies, brand selection, brand strategies, packaging and labeling, pricing strategies, distribution strategies; Promotion Strategies; International Marketing Organization.

0504308 EXCHANGE REGIMES (3-0-3-5)

The aim of this course is to prepare students for the profession by comprehending the basic principles and banking practices of foreign exchange information and Turkish foreign exchange legislation. Basic foreign exchange information, foreign exchange regulations, documents used in foreign exchange transactions, foreign exchange transactions related to export and import, capital movements and foreign exchange credits, historical development of foreign exchange legislation in Turkey are examined within

the scope of the course. In addition, students practice foreign exchange legislation with Case Studies.

ELECTIVES

0504016 FOREIGN TRADE TRANSACTIONS AND ACCOUNTING (3-0-3-5)

Documents used in foreign trade transactions and the uniform chart of accounts; accounting for foreign currency transactions; export transactions; export credits; certain financing techniques and accounting used in foreign trade; letter of credit and acceptance import accounting transactions; cash, letter of credit and documents against import transactions; and accounting for securities transactions.

0504017 FOREIGN TRADE FINANCE (3-0-3-5)

The main subjects of this course are the possibilities and conditions of financing of imports with domestic and foreign loans; the possibilities and conditions of financing of exports with domestic and foreign loans.

0504018 COMPETITION STRATEGY (3-0-3-5)

The basic concepts of competition, Strategies, basic concepts, general

competitive strategies, business and competition in Turkey-I, business and competition in Turkey-II Business Policy and competition, Business Policy and competitive strategy in the business world and the competition of life, the influence of competition and Competitive Strategies of firms in the European Union, International Financing and Competitive Strategies, competitor analysis, industry structure analysis, strategic decisions, e-commerce and competition.

0504019 SUPPLY CHAIN MANAGEMENT (3-0-3-5)

Supply chain applications in retail, food, electronics, textiles, automotive, construction, pharmaceuticals and healthcare are analyzed.

0504020 COMMERCIAL ARABIC (3-0-3-5)

In this course, students acquire Arabic reading and writing skills on subjects related to their branches.

0504021 STATISTICAL ANALYSIS (3-0-3-5)

Coincidence examples; sample mean and variance; estimation, various estimators; competence, confidence interval, hypothesis testing; regression and variance analysis.

4. CLASS (VII. SEMESTER)

Code	4. CLASS (VII. SEMESTER)	Status	T	A	C	ECTS
0504401	CUSTOMS REGULATIONS AND PRACTICES	COMPULSORY	3	0	3	5
0504403	INTERNATIONAL FINANCIAL INSTITUTIONS	COMPULSORY	3	0	3	5
0504405	INTEGRATED LOGISTICS MANAGEMENT	COMPULSORY	3	0	3	5
0504407	MARINE AND PORT MANAGEMENT	COMPULSORY	3	0	3	5
	TOTAL		12	0	12	20
	ELECTIVE COURSES		3	0	3	5
	ELECTIVE COURSES		3	0	3	5
	GENERAL TOTAL		15	0	18	30
	ELECTIVES COURSES					
0504022	TURKISH ECONOMY	ELECTIVES	3	0	3	5
0504023	COST ACCOUNTING	ELECTIVES	3	0	3	5
0504024	INVESTMENT PROJECTS ANALYSIS	ELECTIVES	3	0	3	5
0504025	CORPORATE ACCOUNTING	ELECTIVES	3	0	3	5
0504026	OPERATION RESEARCH	COMPULSORY	3	0	3	5
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504401 CUSTOMS REGULATIONS AND PRACTICES (3-0-3-5)

Laws governing foreign trade in Turkey. Regulations and provisions related to international trade in Turkish law. Legal information required on many important issues related to trade with Turkey. The customs regime, import-export regulations, rules of origin, customs valuation, trade law (anti-dumping, anti - subsidy and margin), sale of goods, trade finance, maritime transport, trade, and foreign trade, which took place in Turkey of caution about the analysis.

0504403 INTERNATIONAL FINANCIAL INSTITUTIONS (3-0-3-5)

Maritime Commercial Law is the branch of law governing commercial relations conducted on the sea. In general, topics such as ship registration, freight contracts, contract of carriage of passengers at sea, rescue and assistance and right of ship creditor will be discussed in the course.

0504405 INTEGRATED LOGISTICS MANAGEMENT (3-0-3-5)

Production and logistics concepts and Functions, logistics and supply chain concepts, Logistics Management and organization, Logistics, Performance Management, demand management, inventory management, inventory costs, economic order quantity (eoq) model, the distribution to identify the needs, planning the distribution of resources, mass production methods, planning, manufacturing resource planning, capacity planning and management, enterprise resource planning, Warehouse design and management, warehouse site selection, transportation management, fleet management, vehicle routes, vehicle loading and scheduling, purchasing management, Production or purchase decisions, Supplier Evaluation, Supply Chain Management Software.

0504407 MARINE AND PORT MANAGEMENT (3-0-3-5)

This course covers the latest developments in international trade in Turkey and all practical aspects of the world in general. Company visits and seminars are organized to raise students ' awareness of recent changes in the industry. However, lessons

are given by experts on previously determined subjects.

ELECTIVES

0504022 TURKISH ECONOMY (3-0-3-5)

Historical development of Turkish economy and narrow straits; general structure of economy; sources and use of income; public economy; agriculture, industry, service sectors, income distribution; regional distribution of economic activities.

0504023 COST ACCOUNTING (3-0-3-5)

Cost concepts, cost accounting objectives of cost accounting types of cost accounting systems in business, material costs, labor costs, manufacturing overhead costs, cost allocation, cost centers and cost objects, cost systems, cost, process cost, the combined cost, standard cost, variable cost system, cost accounting as a management tool.

0504026 OPERATION RESEARCH (3-0-3-5)

Decision making and Mathematical modeling, Linear programming, Transportation Problems, Assignment Models and Network Analysis, decision making.

0504024 INVESTMENT PROJECTS ANALYSIS (3-0-3-5)

Time value of money; basic concepts of engineering economics, present value, internal profitability ratio, rantability ratio, repayment periods.

0504025 CORPORATE ACCOUNTING (3-0-3-5)

Company types: collective company, organization, and accounting records, capital increase and reduction, profit / loss distribution and liquidation; limited partnership: Establishment and accounting records, capital increase and reduction, profit / loss distribution and liquidation; Joint-Stock Companies: enterprise operations, raising capital, Capital reduction, profit distribution and loss offsetting, liquidation, merger; limited liability companies: enterprise operations, raising capital, Capital reduction, profit distribution and loss offsetting, liquidation, merger; holding companies: organizational format for the distribution of profits You can subtract bills and financing bills.

4. CLASS (VIII. SEMESTER)

Code	4. CLASS (VIII. SEMESTER)	Status	T	A	C	ECTS
0504402	ECONOMIC INTEGRATIONS AND EU	COMPULSORY	3	0	3	5
0504404	SECURITY AND RISK MANAGEMENT IN LOGISTICS	COMPULSORY	3	0	3	5
0504406	CURRENT APPLICATIONS IN INTERNATIONAL TRADE AND LOGISTICS	COMPULSORY	3	0	3	5
0504408	FINISHING ASSIGNMENT	COMPULSORY	0	2	1	5
	TOTAL		10	1	9	20
	ELECTIVE COURSES		3	0	3	5
	ELECTIVE COURSES		3	0	3	5
	GENERAL TOTAL		16	1	15	30
	ELECTIVES COURSES					
0504027	WORLD ECONOMY	ELECTIVES	3	0	3	5
0504028	FINANCIAL STATEMENTS ANALYSIS	ELECTIVES	3	0	3	5
0504029	CAPITAL MARKETS	ELECTIVES	3	0	3	5
0504030	ECONOMIC POLICY	ELECTIVES	3	0	3	5
0504031	SECURITIES ANALYSIS	ELECTIVES	3	0	3	5
	*COMMON ELECTIVE COURSE	ELECTIVES				

COMPULSORY COURSES

0504402 ECONOMIC INTEGRATIONS AND EU (3-0-3)

General information about integration theories / Regional Economic Integration movements / globalization and regional economic integration processes, causes, Results / Analysis of problems arising from EU integration of Turkish economy.

0504404 SECURITY AND RISK MANAGEMENT IN LOGISTICS (3-0-3)

This course aims to define the concepts of security and risk in logistics and transportation and to manage and evaluate security systems. International security management codes, international regulations and rules, Security Management and the creation of risk control systems are the topics covered in the course.

0504406 CURRENT APPLICATIONS IN INTERNATIONAL TRADE AND LOGISTICS (3-0-3)

This course covers the latest developments in the logistics and transportation sector in

Turkey in general and in particular in the world.

it covers all practical aspects. Company visits and seminars are organized to raise students' awareness of recent changes in the industry. However, lessons are given by experts on previously determined subjects.

0504408 FINISHING ASSIGNMENT (1-1-0)

To enable students to conduct research on a subject of interest in their field.

ELECTIVES

0504027 WORLD ECONOMY (3-0-3-5)

Analysis of countries with inflation and payments difficulties after 1970 in the world economy. In this context, samples from Israel, Latin American countries (Argentina, Brazil, Mexico, Chile, Bolivia), Eastern European countries (Albania, Hungary) will be examined and comparisons between Poland and Eastern European countries will be made. In addition, the impact of the Chinese economy on Turkey will be analyzed.

0504028 FINANCIAL STATEMENTS ANALYSIS (3-0-3-5)

Basic financial statements: balance sheet, income statement; comparative financial statements: preparation of statements, Analysis and interpretation; Analysis with percentage method Technique: the preparation of statements; analysis and interpretation; trend percentage technique: preparation of tables, Analysis and interpretation; Ratio Analysis: Analysis and interpretation of liquidity ratios, financial structure ratios, analysis and interpretation of activity rates, analysis and interpretation of profitability ratios analysis and interpretation.

0504029 CAPITAL MARKETS (3-0-3-5)

Financial markets, capital markets and money markets financial assets: bonds, stocks and other financial assets, primary and secondary markets, collective investment institutions in Turkey capital markets, the price of financial assets and the true value, bond valuation, stock valuation, sources of information and indices capital market, capital market analysis.

0504030 ECONOMIC POLICY (3-0-3-5)

Economics and the desired goals to be achieved through a policy of policies that can be applied in achieving these goals, fiscal policies, monetary policies, slider spending policies, foreign exchange and foreign trade policy, incomes and price policies, supply management policies, debt management policies.

0504031 SECURITIES ANALYSIS (3-0-3-5)

Definition of investment, its types, purpose, factors related to its economic situation, efficiency of the investment, its situation against tax, liquidity degree,

riskiness, financial markets, features of money and capital market, technical analysis of traded instruments, random selection theory, basic analysis, portfolio management.

* (Theory-Practice-credit-ECTS)

For undergraduate programs:

* It is a course selected from the Rectorate Joint Elective Courses pool. In order to graduate, the student must take at least two, at most three common elective courses. The common elective course can be taken in any semester except the first semester. Since the common elective course to be taken will be counted instead of the elective course for that semester, the course whose ECTS is suitable must be selected.

COMPULSORY	180 ECTS (%75)
ELECTIVES	60 ECTS (%25)
TOTAL	240 ECTS (%100)