



ÖMER SEYFETTİN APPLIED SCIENCES FACULTY
INTERNATIONAL TRADE AND LOGISTICS DEPARTMENT 2019-2020 ACADEMIC YEAR COURSE PLAN

1st SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL1101	C	General Accounting I	3	0	3	4
UTL1102	C	Business Administration	3	0	3	4
UTL1103	C	Microeconomics	3	0	3	4
UTL1104	C	Business Mathematics	3	0	3	4
UTL1105	C	Basic Information Technologies	3	0	3	4
UTL1106	C	Carrier and Life Planning	3	0	3	3
AIT1101	C	Atatürk's Principles and History of Turkish Revolutions I	2	0	2	2
TDI1101	C	Turkish Language I	2	0	2	2
YDI1101	C	Foreign Language I (English)	3	0	3	3
TOTAL			25	0	25	30

2nd SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL1202	C	Management and Organization	3	0	3	4
UTL1203	C	Macroeconomics	3	0	3	4
UTL1204	C	Applied Statistics	3	0	3	4
UTL1205	C	Introduction to Marketing	3	0	3	4
UTL1206	C	Professional Ethics	3	0	3	3
UTL1207	C	General Accounting II	3	0	3	4
AIT1201	C	Atatürk's Principles and History of Turkish Revolutions II	2	0	2	2
TDI1201	C	Turkish Language II	2	0	2	2
YDI1201	C	Foreign Language II (English)	3	0	3	3
TOTAL			25	0	25	30

3rd SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL2101	C	Logistics Management	3	0	3	5
UTL2102	C	International Trade	3	0	3	5
UTL2103	C	Fundamentals of Law	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
	E	Elective Course IV	3	0	3	4
TOTAL			21	0	21	30

4th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL2201	C	Applied Entrepreneurship	3	0	3	5
UTL2202	C	International Marketing	3	0	3	5
UTL2203	C	Human Resources Management	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
	E	Elective Course IV	3	0	3	4
TOTAL			21	0	21	30

5th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL3101	C	Purchasing Management	3	0	3	5
UTL3102	C	Financing Foreign Trade	3	0	3	5
UTL3103	C	Import-Export Management	3	0	3	4
UTL3104	C	Professional Foreign Language (ENG) I	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
TOTAL			21	0	21	30

6th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL3201	C	Customs Operations	3	0	3	5
UTL3202	C	Target Market Planning	3	0	3	5
UTL3203	C	International Finance	3	0	3	4
UTL3204	C	Professional Foreign Language (ENG) II	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
TOTAL			21	0	21	30

7th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL4101	C	Strategic Management	3	0	3	3
UTL4102	C	International Commercial and Economic Organizations	3	0	3	3
UTL4103	C	Supply Chain Management	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
	E	Elective Course IV	3	0	3	4
STI4101	C	Internship				4
TOTAL			21	0	21	30

8th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL4201	C	Intercultural Differences	3	0	3	3
UTL4202	C	Marketing Research	3	0	3	3
UTL4203	C	Foreign Exchange Law and Practices	3	0	3	4
	E	Elective Course I	3	0	3	4
	E	Elective Course II	3	0	3	4
	E	Elective Course III	3	0	3	4
	E	Elective Course IV	3	0	3	4
STI4201	C	Internship				4
TOTAL			21	0	21	30

INTERNATIONAL TRADE AND LOGISTICS DEPARTMENT 2019-2020 ACADEMIC YEAR ELECTIVE COURSES

3rd SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL2104	E	Marketing Management	3	0	3	4
UTL2105	E	Finance I	3	0	3	4
UTL2106	E	Behavioral Sciences	3	0	3	4
UTL2107	E	Advanced Excel Applications	3	0	3	4
UTL2108	E	Transportation Management	3	0	3	4
UTL2109	E	Innovation Management	3	0	3	4
UTL2110	E	Foreign Trade Operations Accounting	3	0	3	4
UTL2111	E	E-Commerce	3	0	3	4
UTL2112	E	Commercial Fair and Events Transportation	3	0	3	4
UTL2113	E	Trade Competition Strategies	3	0	3	4
UTL2114	E	Warehousing and Systems Management	3	0	3	4
ATU2199	E	Academic Turkish	3	0	3	4

4th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL2204	E	Customer Relationship Management	3	0	3	4
UTL2205	E	Finance II	3	0	3	4
UTL2206	E	Negotiation Techniques	3	0	3	4
UTL2207	E	Organizational Behaviour	3	0	3	4
UTL2208	E	Family Business Management	3	0	3	4
UTL2209	E	Air Cargo Transportations	3	0	3	4
UTL2210	E	Humanitarian Logistics	3	0	3	4
UTL2211	E	Sustainable Logistics	3	0	3	4
UTL2212	E	Image and Reputation Management in Professional Life	3	0	3	4
UTL2213	E	Intermodal Transportation	3	0	3	4

5th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL3105	E	Cost Accounting	3	0	3	4
UTL3106	E	International Economics	3	0	3	4
UTL3107	E	International Contracts in Transportation Sector	3	0	3	4
UTL3108	E	Decision Management and Optimization in Logistics	3	0	3	4
UTL3109	E	Correspondance Techniques in Foreign Trade and Logistics	3	0	3	4
UTL3110	E	Risk Management in Foreign Trade	3	0	3	4
UTL3111	E	International Banking	3	0	3	4
UTL3112	E	Entrepreneurship in Logistics and SME's	3	0	3	4
UTL3113	E	Turkish Economy and EU	3	0	3	4
UTL3114	E	Futurizm and Companies of Future	3	0	3	4
UTL3115	E	The Place of Social Media in Business Life	3	0	3	4
UTL3116	E	Law of Obligations	3	0	3	4

6th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL3205	E	Logistics and Transportation Law	3	0	3	4
UTL3206	E	International Sales Management	3	0	3	4
UTL3207	E	Managerial Accounting	3	0	3	4
UTL3208	E	Insurance Operations in International Trade	3	0	3	4
UTL3209	E	Management Information and Communication Systems	3	0	3	4
UTL3210	E	Taxing in International Trade	3	0	3	4
UTL3211	E	Financial Markets and Institutions	3	0	3	4
UTL3212	E	Research Methods and Techniques	3	0	3	4
UTL3213	E	Production and Operation Management	3	0	3	4
UTL3214	E	Social Entrepreneurship	3	0	3	4
UTL3215	E	Organizational Communication	3	0	3	4
UTL3216	E	International Business	3	0	3	4

7th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL4104	E	Quality Standards in International Trade	3	0	3	4
UTL4105	E	Capital Market and Securities Management	3	0	3	4
UTL4106	E	Contemporary Management Approaches	3	0	3	4
UTL4107	E	Production Planning Control	3	0	3	4
UTL4108	E	Advertisement Management	3	0	3	4
UTL4109	E	Taxing Law	3	0	3	4
UTL4110	E	Communication and Effective Presentation Techniques	3	0	3	4
UTL4111	E	Financial Analysis Techniques	3	0	3	4
UTL4112	E	Transportation Accounting	3	0	3	4
UTL4113	E	Total Quality Management	3	0	3	4
UTL4114	E	Information Systems and Logistics	3	0	3	4
UTL4115	E	Foreign Trade Relations of Turkey	3	0	3	4

8th SEMESTER						
COURSE CODE	COURSE TYPE	COURSE NAME	T	A	C	ECTS
UTL4204	E	International Trade Strategies and Organizations	3	0	3	4
UTL4205	E	Free Zones	3	0	3	4
UTL4206	E	Organizational Performance and Management	3	0	3	4
UTL4207	E	Port Management	3	0	3	4
UTL4208	E	International Relations	3	0	3	4
UTL4209	E	Regional Economics	3	0	3	4
UTL4210	E	Portfolio Management	3	0	3	4
UTL4211	E	Turkish Taxing System	3	0	3	4
UTL4212	E	Global Brand Management	3	0	3	4
UTL4213	E	International Trade Policy	3	0	3	4
UTL4214	E	Distributions Channels Management	3	0	3	4
UTL4215	E	Logistics Planning and Modeling	3	0	3	4

Total Course Count: 60

Total Credit: 176

Total Theoretical Course Hours: 176

Total Application Hours: -

Total ECTS: 240

Elective Courses Count: 22

Elective Courses Hours: 66

Ratio of Elective Courses to Total Number of Courses %37

Ratio of Elective Courses to Total Hours %38

Total Compulsory Internship: 30 Workdays Vocational Internship Once After Semester VIII.

C : Compulsory

E : Elective