

# TOROS ÜNİVERSİTESİ

Vocational School  
Logistics

## Course Information

LOGISTICS MARKETING					
Code	Semester	Theoretical	Practice	National Credit	ECTS Credit
		Hour / Week			
LOJ252	Spring	2	0	2	3

<b>Prerequisites and co-requisites</b>	
<b>Language of instruction</b>	Turkish
<b>Type</b>	Required
<b>Level of Course</b>	Associate
<b>Lecturer</b>	Lec. Ayşe GÜNGÖR
<b>Mode of Delivery</b>	Face to Face
<b>Suggested Subject</b>	
<b>Professional practise ( internship )</b>	None
<b>Objectives of the Course</b>	Marketing is to provide the exchange of people and organizations in accordance with their aims; The planning and implementation of the creation, pricing, distribution and promotion efforts of products, services and considerations.
<b>Contents of the Course</b>	Logistic product, need, demand, demand, consumer, customer and commercial customer, sales and marketing, value and satisfaction, competition. These concepts form the basis of marketing.

## Learning Outcomes of Course

#	Learning Outcomes
1	This concept forms the basis of marketing.
2	Needs and desires. These concepts form the basis of marketing.
3	Demand, consumer, customer and commercial client. These concepts are the basis of marketing.
4	Sales and marketing, value and satisfaction, competition. These concepts form the basis of marketing
5	Value and satisfaction, competition. These concepts form the basis of marketing.

## Course Syllabus

#	Subjects	Teaching Methods and Technics
1	What is marketing? What is logistics?	Lecture,Presentation
2	What is marketing concept?	Lecture,Presentation
3	What is sales and marketing?	Lecture,Presentation
4	What are customers, exchanges and commercial transactions?	Lecture,Presentation
5	What are market definitions and varieties?	Lecture,Presentation
6	What are the relationships between market, product, customer and production?	Lecture,Presentation
7	What is product understanding?	Lecture,Presentation
8	Midterm	
9	What is the logistic effect of marketing and modern marketing understanding?	Lecture,Presentation
10	What are customer needs?	Lecture,Presentation
11	Provide customer satisfaction	Lecture,Presentation

12	Being preferred by the customer	Lecture,Presentation
13	Types of marketing	Lecture,Presentation
14	Types of marketing	Lecture,Presentation
15	What is the function of purchasing in customer satisfaction?	Lecture,Presentation
16	Final Exam	

## Course Syllabus

#	Material / Resources	Information About Resources	Reference / Recommended Resources
1			
2			
3			

## Method of Assessment

#	Weight	Work Type	Work Title
1	40%	Mid-Term Exam	Mid-Term Exam
2	60%	Final Exam	Final Exam

## Relationship between Learning Outcomes of Course and Program Outcomes

#	Learning Outcomes	Program Outcomes	Method of Assessment
1	This concept forms the basis of marketing.	1	1,2
2	Needs and desires. These concepts form the basis of marketing.	2,3	1,2
3	Demand, consumer, customer and commercial client. These concepts are the basis of marketing.	1	1,2
4	Sales and marketing, value and satisfaction, competition. These concepts form the basis of marketing	1	1,2
5	Value and satisfaction, competition. These concepts form the basis of marketing.	3	1,2

PS. The numbers, which are shown in the column Method of Assessment, presents the methods shown in the previous table, titled as Method of Assessment.

## Work Load Details

#	Type of Work	Quantity	Time (Hour)	Work Load
1	Course Duration	14	2	28
2	Course Duration Except Class (Preliminary Study, Enhancement)	14	2	28
3	Presentation and Seminar Preparation	0	0	0
4	Web Research, Library and Archival Work	0	0	0
5	Document/Information Listing	0	0	0
6	Workshop	0	0	0
7	Preparation for Midterm Exam	1	5	5
8	Midterm Exam	1	1	1
9	Quiz	0	0	0
10	Homework	0	0	0
11	Midterm Project	0	0	0
12	Midterm Exercise	0	0	0
13	Final Project	0	0	0

14	Final Exercise	0	0	0
15	Preparation for Final Exam	1	12	12
16	Final Exam	1	1	1
				<b>75</b>