



T.C.
TARSUS UNIVERSITY
VOCATIONAL SCHOOL
DEPARTMENT OF FINANCE - BANKING AND INSURANCE
BANKING AND INSURANCE PROGRAM

I. CLASS FALL SEMESTER					
COURSE CODE	COURSE NAME	T	A	C	ECTS
OD 101	ATATURK PRINCIPLES AND HISTORY OF REVOLUTION I	2	0	2	2
OD 103	TURKISH I	2	0	2	2
OD 105	FOREIGN LANGUAGE I	2	0	2	2
OD 107	CAREER PLANNING	1	0	1	2
BS 101	MATHEMATICS	3	0	3	4
BS 103	FUNDAMENTALS OF LAW	2	0	2	3
BS 105	BUSINESS	3	0	3	4
BS 107	ECONOMICS I	3	0	3	3
BS 109	FUNDAMENTALS OF BANKING	3	0	3	4
BS 111	FUNDAMENTALS OF INSURANCE	3	0	3	4
TOTAL		24	0	24	30

I. CLASS SPRING SEMESTER					
COURSE CODE	COURSE NAME	T	A	C	ECTS
OD 102	ATATURK PRINCIPLES AND HISTORY OF REVOLUTION II	2	0	2	2
OD 104	TURKISH II	2	0	2	2
OD 106	FOREIGN LANGUAGE II	2	0	2	2
BP 104	OFFICE SOFTWARES	3	1	3,5	6
BS 102	VOCATIONAL MATHEMATICS	3	0	3	4
BS 104	BANKING SYSTEM AND LEGISLATION	3	0	3	4
BS 106	LIFE AND NON-LIFE INSURANCE	3	0	3	3
BS 108	ECONOMICS II	3	0	3	3
BS 110	ACCOUNTING	3	0	3	4
TOTAL		24	1	24,5	30

II. CLASS FALL SEMESTER					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 201	CAPITAL MARKET TRANSACTIONS	3	0	3	5
BS 203	FINANCIAL MANAGEMENT	3	0	3	5
BS 205	INTERNATIONAL BANKING	2	0	2	2
BS 207	BANKING AND INSURANCE LAW	3	0	3	3
BS 209	STATISTICS	2	0	2	3
BS 211	CRISIS AND STRESS MANAGEMENT	2	0	2	2
-	VOCATIONAL ELECTIVE I	3	0	3	4
-	VOCATIONAL ELECTIVE II	3	0	3	4
-	GENERAL ELECTIVE I	2	0	2	2
TOTAL		23	0	23	30

II. CLASS SPRING SEMESTER					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 202	CUSTOMER RELATIONSHIP MANAGEMENT	3	0	3	4
BS 204	FINANCIAL STATEMENTS ANALYSIS	3	0	3	4
BS 206	MARKETING OF FINANCIAL PRODUCT AND SERVICES	3	0	3	4
BS 208	SECTORAL PRACTICE	0	6	3	8
-	VOCATIONAL ELECTIVE III	3	0	3	4
-	VOCATIONAL ELECTIVE IV	3	0	3	4
-	GENERAL ELECTIVE II	2	0	2	2
TOTAL		17	6	20	30



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VOCATIONAL ELECTIVE I					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 221	INVESTMENT ANALYSIS	3	0	3	4
BS 223	INDIVIDUAL AND CORPORATE BANKING	3	0	3	4
BS 225	CURRENT MARKETING APPROACHES	3	0	3	4
BS 227	FINANCIAL MARKETS AND INSTITUTIONS	3	0	3	4
VOCATIONAL ELECTIVE II					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 229	BANK ACCOUNTING	3	0	3	4
BS 231	PORTFOLIO MANAGEMENT	3	0	3	4
BS 233	TURKISH TAX SYSTEM	3	0	3	4
BS 235	COMMERCIAL LAW	3	0	3	4
VOCATIONAL ELECTIVE III					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 222	MONEY AND BANK	3	0	3	4
BS 224	COMMERCIAL PAPER AND EXECUTIVE LAW	3	0	3	4
BS 226	FOREIGN TRADE TRANSACTIONS	3	0	3	4
BS 228	TECHNICS OF REINSURANCE	3	0	3	4
BS 230	ALTERNATIVE DISTRIBUTION CHANNELS IN BANKING	3	0	3	4
BS 232	FINANCIAL LITERACY	3	0	3	4
VOCATIONAL ELECTIVE IV					
COURSE CODE	COURSE NAME	T	A	C	ECTS
BS 234	INSURANCE ACCOUNTING	3	0	3	4
BS 236	MANAGEMENT AND ORGANIZATION	3	0	3	4
BS 238	BANK AUDITING	3	0	3	4
BS 240	EVALUATION OF DEMAND FOR LOANS	3	0	3	4
BS 242	INDIVIDUAL PENSION AND HEALTH INSURANCE	3	0	3	4
BS 244	DAMAGE AND RISK MANAGEMENT	3	0	3	4

- At least one course must be taken in the Vocational Elective I and Vocational Elective II course groups for I. Year Fall Semester.
- At least one course must be taken in the Vocational Elective III and Vocational Elective IV course groups for II. Year Spring Semester.



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GENERAL ELECTIVE I					
COURSE CODE	COURSE NAME	T	A	C	ECTS
GS 201	ACADEMIC TURKISH	2	0	2	2
GS 203	ENVIRONMENTAL PROTECTION	2	0	2	2
GS 205	BEHAVIORAL SCIENCES	2	0	2	2
GS 207	EFFECTIVE SPEAKING	2	0	2	2
GS 211	ENTREPRENEURSHIP I	2	0	2	2
GS 213	COMMUNICATION	2	0	2	2
GS 215	FIRST AID	2	0	2	2
GS 217	BUSINESS LAW	2	0	2	2
GS 219	OCCUPATIONAL HEALTH AND SAFETY	2	0	2	2
GS 221	QUALITY MANAGEMENT SYSTEMS	2	0	2	2
GS 223	ENTERPRISE RESOURCE PLANNING I	2	0	2	2
GS 225	VOLUNTEERING	2	0	2	2

GENERAL ELECTIVE II					
COURSE CODE	COURSE NAME	T	A	C	ECTS
GS 202	E-COMMERCE	2	0	2	2
GS 204	PHOTOGRAPHY	2	0	2	2
GS 206	ENTREPRENEURSHIP II	2	0	2	2
GS 208	CURRENT ECONOMIC ISSUES	2	0	2	2
GS 210	PUBLIC RELATIONS	2	0	2	2
GS 212	SERVICE MARKETING	2	0	2	2
GS 214	HUMAN RESOURCES MANAGEMENT	2	0	2	2
GS 218	ENTERPRISE RESOURCE PLANNING II	2	0	2	2
GS 220	PROTOCOL AND SOCIAL BEHAVIOUR RULES	2	0	2	2
GS 222	HEALTHY AND ACTIVE AGEING	2	0	2	2
GS 224	SALES TECHNIQUES	2	0	2	2
GS 226	CREATIVE DRAMA AND IMPROVISATION	2	0	2	2
GS 228	VOLUNTEERING	2	0	2	2

- At least one course must be taken in the General Elective I course group for II. Year Fall Semester.
- At least one course must be taken in the General Elective II course group for II. Year Spring Semester.