

CURRICULUM VITAE

1. **Name and Surname:** Ayşenur Topçuoğlu

2. **Date of birth:** 03.03.1959

3. **Title:** Asst.Prof

4. **Education:**

| Academic Degree | Field | University | Year |
|-----------------|--------------------------------------------------------------------------|-----------------------------------------|------|
| B.S. | Economics | Ankara University, Faculty of Economics | 1981 |
| M.Sc. | Graduate School of Natural and Applied Sciences Department of Statistics | Gazi University | 1985 |
| M.Sc. | Institute of Social Sciences Department of Economics | Gazi University | 1992 |
| Ph.D. | Institute of Social Sciences Department of Economics | Gazi University | 2003 |

5.

5. **Academic Titles:**

PHD Lecturer(ass.prof): 2003- ...

6. **Master's and Doctoral Thesis Supervised**

6.1. **Master's Thesis**

- " The Impact of Inward Processing Permits Certificate of Turkey's Economy ', Tulay Neşe Yasemin, TC Okan University, Institute of Social Sciences, Master of Business Administration Program, M.Sc. April 2008
- "Investigation of the Development of Chinese Economy and Main Effects of Chinese Economy on Turkish Foreign Trade" Tayfun Tuncay Tosun, Graduate School of Social Sciences, Master's Program in International Trade, Master Thesis, Bursa, 2014

- “Customs dimension of e-commerce problems and solution proposals ” Savaş ELMALI, Institute of Social Sciences, Master's Program in International Trade, Master Thesis, February 2018.
- "E-commerce factors affecting purchasing decisions of consumers use; An application made in the sample of OKAN UNIVERSITY students, ” Institute of Social Sciences, Master's Program in International Trade, Master Thesis, March 2018.
- " Historical changes and the implementation of Turkey delivery way used in international trade, " Özge Canan Cetin, Institute of Social Sciences, Graduate Program in business, M.Sc., March 2019.
- " Financial statements to the effects of tax incentives for companies in the automotive sector in Turkey exports " Zafer ARIHAN, Institute of Social Sciences, International Business Graduate Program, Master Thesis, March 2019

6.2. Doctoral Thesis -*-

7. Publications

7.1. Articles published in international scientific journals (SCI & SSCI & Arts and Humanities)

7.2. Articles published in other international journals

-“The Economic and Social Effects of Human Force” Potential International Journal of Economic Perspectives (ISSN: 1307-1637) Volume 4, Issue 3, September 2010.”

7.3. Papers presented in international conferences and articles published in books (Proceedings)

-A Different Perspective on Women's Business Development Centers: Establishment of Border Barter Centers for Women's Cross-Border Cooperation, 1st International Border Trade Congress, 4-6 November 2010, Kilis.

-"Foreign Trade of Turkey -Syria A New Model: Common Border Establishment of Production and Trade Center", 1st International Border Trade Congress, 4-6 December 2010, in Kilis

7.4. Books or articles in books

7.5. Articles published in national scientific journals

7.6. Papers presented in national scientific conferences and published proceedings

7.7. Other Publications

-How can we surpass our \$ 500 billion export target? Dünya Newspaper, 25.08.2010, comment-review page, <http://www.dunyagazetesi.com.tr/500-milyar-abd-dolari-ihracathedefimizi-nasil-asariz-98520-haber.html>

-Banking Transactions in Foreign Trade and Letter of Credit-E Book- Istanbul Istanbul Chamber of Industry Publications: 2015/11 ISBN: 978-605-137-512-0 (PRINTED) ISBN: 978-605-137-513-7 (ELECTRONIC) Certificate no: 19176, November 2015.

→ Forms of Payment and Delivery in Foreign Trade, E-Book-, İstanbul İstanbul Chamber of Industry Publications: 2015/10 ISBN: 978-605-137-508-3 (Printed) ISBN: 978-605-137-507-6 (ELECTRONIC) Certificate no: 19176, October 2015.

→ Letters of Guarantee Abroad - Article - Accounting Bulletin - Year 2, Issue 10, January 1987.

→ Foreign Exchange Loans - Article - Accounting Bulletin - Year 2, Issue 11, February 1987.

→ Letters of Guarantee issued in accordance with the Check-Guarantee of External Banks and External Credit Institutions - Article - Accounting Bulletin - Year 2, Issue 11, April 1987.

→ Credit and Types - Article - Accounting Bulletin - Year 2, Issue 19.20, October. November 1987.

→ Foreign Exchange Accounts - Article - Business and Accounting Bulletin - Year 3, Issue 22, January 1988.

→ T.R. Do You Know Malthuz - Article - Journal of Business and Management - Issue 23, 1990

→ Arrival Methods of Export Prices in Turkey_Tümsiad Magazine-Issue I, 2007

7.8.International citations

8. National and International Projects:

- Project Coordinator and Executive of Sustainable SME Foreign Trade Management Program DA within the scope of European Enterprises Network (EIA) Project realized in cooperation with KOSGEB Istanbul IMES Directorate within the scope of IPA II Project COSME.November, 2019
- -KOSGEB- Foreign Trade Customer Intelligence Training and Consultancy for EUROVALF VALVE LEAVES MACHINE INDUSTRY AND TRADE LTD STI Within the Scope of KOBİGEL Support Program, March, 2019 -
- -Kütahya Chamber of Commerce and Industry, created by the (Ministry of Commerce supported the URA D Support Framework), CERAMIC CLUSTER AND INSTRUCTOR TRAINING COORDINATOR, February 2019

- -Mersin Chamber of Commerce and Industry (MTSO) Foreign Trade Training Program Coordinator and Trainer from A to Z, March-May / 2019
- -AKİB-Mediterranean Exporters' Association coordinator and trainer of foreign trade training program September 2019
- -T.C. MINISTRY OF DEVELOPMENT, Department of Industry, General Directorate of Economic Sectors and Coordination, Eleventh Development Plan, Improvement of Business and Investment Environment, Member of Specialized Commission, December / 2017-January 2018
- -Dr. Lecturer. Member Ayşenur Topçuoğlu KOSGEB Istanbul Anatolian Side Directorate IV - 2nd Evaluation Board MEMBER 27-28 December 2017
- -İDMIB (Istanbul Non-Ferrous Mines Exporters' Associations), supported by Link Lock and Hand Tools Cluster II ETAP (Baki-El II) Needs Analysis Report Preparation, - (Within the framework of UR GE Support of Ministry of Economy), Consultant, September 2016
- - New Generation First Step Export Program, ITO (Istanbul Chamber of Commerce), responsible for 5 companies, Consultant, 2015-2016
- - Building Materials Cluster (Musiyap) Needs Analysis Report within the scope of UR GE program supported by the Ministry of Economy, organized by MÜSİAD (Independent Businessmen Association), Consultant, July 2015
- - Support of İDMIB (Istanbul Non-Ferrous Mines Exporters' Association), Preparation of Linkage and Hand Tools Cluster (Baki-El) Needs Analysis Report (Within the framework of UR GE Support of Ministry of Economy), Consultant, September 2013
- STEEL EXPORTERS 'ASSOCIATIONS, Sectoral Foreign Trade Teams Project Training-Application Coordinator, Steel Exporters Union was conducted in partnership with Skenderun Chamber of Commerce and Industry, implementation date: 11.11.2010 - 10.11.2011.
- - Central Finance and Contracts Unit İşkur active employment measures AKİB under the grant scheme (Mediterranean Exporters' Union general secretary) conducted by the DTK (FOREIGN TRADE KOC for) project will be held for the first time in Mersin Region in koordinatörlüğü.2008 Mersin, Turkey 'Regional Innovation Strategy' You ris_m in context / Coordinator of Expo 333/2008
- - Information in Foreign Trade Days-6 conference series (İGEME Istanbul Regional Office Coordination / Okan University, 2008
- - Joint Business Platform of Turkish-Chinese SMEs Mövenpick Hotel / İSTANBUL, Coordination, 2-3 December 2005

Master Thesis Projects

- ‘Ağ New Network Economics: E-Commerce, Seçil AKDOĞAN, T.C Okan University, Graduate School of Social Sciences, Master of Business Administration, Graduation Project, June, 2007
- Yeri Yeri The Role of Air Conditioning Sector in Foreign Trade’, Özge ÖZTÜRK, T.C Okan University, Graduate School of Social Sciences, Master of Business Administration, Graduation Project, February, 2007
- Pazar Market Analysis of Fruit Juice and Concentrate Sector, Ayşe Vildan TEZMAN, T.C Okan University, Graduate School of Social Sciences, Master of Business Administration, Graduation Project, April, 2008
- " Turkey Citrus Industry Research ', Cengiz Ilhan, Institute of Social Sciences, Sales and Marketing Graduate Program, Graduation Project, in February 2009.
- ‘Value Added Broadband Communication Sector Foreign Trade Analysis’, Erol Maks KOHEN, Graduate School of Social Sciences, Master of Business Administration, Graduation Project, February, 2009
- ‘Internal and Foreign Trade Analysis of Polyamide Sector’ ’Maryo KOHEN, Graduate School of Social Sciences, Master of Business Administration, Graduation Project, August, 2009
- “ E-Commerce and Marketing ’Ülkü DİNÇER, Graduate School of Social Sciences, Master's Program in International Trade, Istanbul, 2009.
- " Between the dates of 1990 -2010 Free Trade Agreement and its effect on our exports signed by Turkey's', Volcan ÖZDER, Institute of Social Sciences, International Business Graduate Program, Graduation Project, Istanbul, 2011.
- ‘The Impact of International Contracting Services Sector on Export and Technical Consultancy Services’ Önder ÜNLÜ, Graduate School of Social Sciences, International Trade Graduate Program, Istanbul, 2012.
- ‘Inward Processing Regime and Its Impact on Foreign Trade Figures in EU Countries’ ’İlker PAMUK, Institute of Social Sciences, International Trade Master Program, Istanbul 2014.
- ‘Transportation Insurances and Risks in Foreign Trade, AYŞE MANOLYA GENÇ, Graduate School of Social Sciences, Master's Degree Program in International Trade, Istanbul 2013
- " Accredited Status and Application liable in the World and Turkey, " CANAN TUNÇER, Institute of Social Sciences, International Business Graduate Program, Graduation Project, Bursa, 2014.

- ↪ " Agricultural Machinery Market Research Problems and Solutions 'MEHMET ERKAN, Graduate School of Social Sciences, International Trade Master Program, Istanbul 2014.
- ↪ 'Importance of Automotive Primary and Spare Parts Industry in Economy and Obstacles to Vehicle Rearview Mirrors Exports and Solutions' 'ASLI DEMİRKAN, Graduate School of Social Sciences, International Trade Master Program, 2014.
- ↪ 'An Important Expansion for Foreign Exchange Earning Services and Activities: Bursa Thermal Tourism' MEHMET AKİF ALTAN, Graduate School of Social Sciences, International Trade Master Program, Istanbul 2014.
- ↪ " Development of Export-Shirts in Knitted Textile Sector in Turkey, Obstacles and Solutions of 'Dicle Aydın ÇAKMAK, Institute of Social Sciences, International Business Graduate Program, Graduation Project, Istanbul, 2014.
- ↪ 'Container Transport Problems & Solutions in Turkey,' HAKAN ORMAN, Institute of Social Sciences, International Business Graduate Program, Graduation Project, Istanbul, 2014.
- 'Reasons for the Fluctuation of Freight Prices in Sea Transportation' DENİZ DEMİR, Graduate School of Social Sciences, Master's Program in International Trade, Istanbul 2015.
- ↪ " Turkey Bursa Black Figs and fig Exports Place 'CEYDA BAYBAL, Institute of Social Sciences, International Business Graduate Program, Graduation Project, Istanbul, 2014.
- "Turkey tire Experienced Foreign Trade Problems and Solutions ", the Sena KOC ŞENTÜRK,, Capstone Project, Istanbul 2017
- "Olive Oil Sector in Turkey, Problems and Solution Proposals', GÜLSÜM CARE,, Capstone Project, Istanbul 2017
- "Cement Exports in Turkey, Problems and Solution Proposals', ÖZGE Tokay AKMAN,, Capstone Project, Istanbul 2017
- "Wine production in Turkey, Export, Problems and Solution Proposals', Ayfer KILIÇ, Capstone Project, Istanbul 2017
- "E-Commerce Situation Problems and Solutions in Turkey, " Erkal KARAER,, Senior Project Istanbul, 2017
- - "Turkey Oil Import, Export, Turkey's olive oil exports in Current Issues and Export Enhancement Solution Proposals', Ebru Melis Yılmaz,, Graduation Project, Istanbul, 2018
- - "Fig Exports in Turkey, Problems and Solution Proposals', Ebru KARLIDAĞ,, Graduation Project, Istanbul, 2018
- " Turkey exports of raisins, problems and solutions önerileri" Hayri GENÇ, Senior Project, Istanbul, 2018

- - "Copier Import in Turkey, Analysis of Problems and Proposed Solutions' Bilal KASAP,, Graduation Project, Istanbul, 2018
- - "Honey Exports of Turkey, Problems and Solution Proposals, 'Derya AKINCI,, Graduation Project, Istanbul, 2018
- E commerce risk, Cihan AYDIN,, Graduation Project, Istanbul, 2018
- the world and accounting for electronic commerce and electronic commerce applications in Turkey, Hasan Dogan, Graduation Project, Istanbul, 2018
- "Olive Oil Exports in Turkey, Problems and Solution Proposals, " Fehmi İLKAY TAŞKIN, Senior Project Istanbul 2018
- "Export Controls and Applications in Turkey, " Kadir ÖREN,, Capstone Project, Istanbul 2018
- ları The Effects of e-Trade Impact on Hospitality Industry Problems and Solutions ’’, Graduation Project Onur TÜFEKÇİOĞLU, İstanbul, 2018
- "Turkey Biscuit Exports, Problems and Solutions ", Egemen SİMSEK,, Capstone Project, Istanbul 2018
- "Ceramic Tile Exports Problems and Solutions in Turkey ", Gizem KARABULUT GENÇ,, Graduation Project, Istanbul, 2018
- -e-Commerce Problems and Solutions in Car Rental Companies ’’, Cihad GÜNDÜZ,, Graduation Project, İstanbul, 2018
- Barriers to Export Opportunities of Smart Home Applications and Devices Çözüm ’, Emirhan AKYÜREK,, Graduation Project, Istanbul, 2018
- Fast Entry Processes to E-Commerce Market, Ways to Follow, Problems and Solutions, ’ Uğur Erdem ÇİZMECİOĞULLARI,, Graduation Project İstanbul, 2018
- Security in E-Commerce ’ Akın DOKSÖZ, Graduation Project, İstanbul, 2018
- “Steel Export Problems and Solutions’ ÇİĞDEM AKSU,, Graduation Project, İstanbul, 2018
- An e-Commerce Web Site as a Solution to Water Insulation Producers, Practitioners and End-User Problems ,HASAN YARGI KILINÇ,, Graduation Project, Istanbul, 2018
- ’ Upholstery fabric production, export, logistics, encountered problems and solution proposals ’’, Graduation Project, NAZİF CAN, İstanbul, 2019
- - ’ Problems encountered in logistics, export and export of Ziraat 0900 type cherry and solution suggestions ’’,Dicle Sincan, Graduation Project Istanbul 2019.
- - ’ Marketing of wound care products, problems, solutions and logistics costs’, ELVAN GÜNEŞ, Graduation Project, Istanbul, 2019

- - 'Loans extended to SMEs in the Turkish banking system, problems and solutions
''OKAY AYDIN, Graduation Project, Istanbul, 2019
- - " Turkey's lemon exports to Japan, experienced problems with solutions, " Ahmet Kılıç,
Istanbul 2019 Project Graduation.
- - '' Apricot export, logistics problems and solution proposals HÜLYA SORUKLU, MS
Project, Istanbul, 2019
- - 'Problems in payment methods and solutions in e-commerce, SEMİH UYKAN, MS
Project, Istanbul, 2019
- - " Plastic pipe export problems and solutions in Turkey ", HÜSNİYE YILDIRIM,
Project, Istanbul 2019

9. Administrative Duties

-2004-2007 / Relations with Business Life Responsible since September

In 2003, she founded the Department of International Trade at Okan University and has been serving as the Head of the Department since then.

-2003 / September-2006 September Director of Okan University Continuing Education Center

-2007-2012 Okan University Career Center Coordinator

10. Memberships in Scientific and Vocational Institutions

-IBUD - Association of Business Scientists.

- METVAK - Board Member of Metabolism Foundation.

- Member of the Osteoporosis Society.

- Member of the Association of Children with Cancer.

- Ank. Member of Republic High School Association

- Turkey Informatics Association

11. Awards

12. Fill the form for courses given in last two year.

| Academic Year | Term | Course | Weekly hours | | Number of Students |
|------------------|------|--------|--------------|----------|-----------------------|
| | | | Theory | Practice | |
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| | | | | | |
| 2016 - 2017 | Fall undergraduate | Fundamentals of International Trade | 3 | 0 | |
| | | Negotiation in Foreign Trade | 3 | 0 | |
| | | Exchange Regimes (2 group) | 3 | 0 | |
| | Fall Master's | International Trade Management | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| | | Customer relations management | 3 | 0 | |
| | | | | | |
| | Spring undergraduate | International Trade | 3 | 0 | |
| | | Foreign Trade Finance | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| | | | 3 | 0 | |
| | | | | | |
| | Spring Master's | International Trade Finance | 3 | 0 | |
| | | Banking and Incentive Systems | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| Customer relations management | | 3 | 0 | | |
| Strategic Marketing | | 3 | 0 | | |

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| 2017 - 2018 | Fall undergraduate | Fundamentals of International Trade (2 group) | 3 | 0 | |
| | | Negotiation in Foreign Trade | 3 | 0 | |
| | | Exchange Regimes (2 group) | 3 | 0 | |
| | | | | | |
| | Fall Master's | International Trade Management | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| | | Customer relations management | 3 | 0 | |
| | | | | | |
| | Spring undergraduate | International Trade (2 group) | 3 | 0 | |
| | | International Trade Finance (2 group) | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| | | | | | |
| | | | | | |
| | Spring Master's | International Trade Finance | 3 | 0 | |
| | | Banking and Incentive Systems | 3 | 0 | |
| | | E-Commerce | 3 | 0 | |
| Customer relations | | 3 | 0 | | |

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|---------------|-----------------------|--------------------------------------------------|---|---|
| | | management | | |
| | | Strategic Marketing | 3 | 0 |
| 2018- 2019 | Fall undergraduate | Fundamentals of International Trade (2 group) | 3 | 0 |
| | | Negotiation in Foreign Trade | 3 | 0 |
| | | Exchange Regimes (2 group) | 3 | 0 |