

**Vocational School of Health Services / Opticianry**  
**2023 - 2024 Academic Year**  
**INDUSTRIAL APPLICATIONS II**  
**Syllabus**

<b>Course Description</b>					
<b>Name</b>	<b>Code</b>	<b>Semester</b>	<b>T+A Hour</b>	<b>Credit</b>	<b>ECTS</b>
INDUSTRIAL APPLICATIONS II	OPT2210897	Spring Semester	0+16	8	12
<b>Prerequisites Courses</b>					
<b>Recommended Elective Courses</b>					
<b>Language of Instruction</b>	Turkish				
<b>Course Level</b>	Short Cycle (Associate's Degree)				
<b>Course Type</b>	Required				
<b>Course Coordinator</b>	Lect. Hüseyin DEMİR				
<b>Name of Lecturer(s)</b>	Lect. Hüseyin DEMİR, Lect. Cemil ÖZGÜL				
<b>Assistant(s)</b>					
<b>Aim</b>	Sectoral Practices II The aim of the course is to learn the operations to be done by recognizing the optical store. Recognize the machinery and materials used. To enable students to learn the basic practices of the opticianry profession.				
<b>Course Content</b>	This course contains; Getting to know the optical shop,Observing and using the use of machinery and materials used in the optical establishment,Observing and using the optical provisioning system,To inquire about glasses-glass-frame rights, to record prescriptions in the system,Recognizing the frames according to their brands and models and making sales by observing the sales stage,Selling eyeglasses glass frames by analyzing prescriptions,Saving incoming prescriptions in the recipe registry,Observing and selling contact lens sales,Communicate and sell directly to customers,To learn and order the optical lens ordering procedure,To learn about the companies that buy frames and glass and to order glass I,To learn the companies from which frame and glass are purchased and to order glass II,Communicate and sell directly to customers I,Communicating with the customer and making sales II.				
<b>Course Learning Outcomes</b>			<b>Teaching Methods</b>	<b>Assessment Methods</b>	
To learn the operations to be done by getting to know the optical store. To know the machines and materials used.			14, 6	A, E	
<b>Teaching Methods</b>	14: Self Study Method, 6: Experiential Learning				
<b>Assessment Methods</b>	A: Traditional Written Exam, E: Homework				
<b>Lecture Schedule</b>					
<b>Sequenc e</b>	<b>Topics</b>	<b>Preliminary Preparation</b>			
1	Getting to know the optical shop	Pre-Reading			
2	Observing and using the use of machinery and materials used in the optical establishment	Pre-Reading			
3	Observing and using the optical provisioning system	Pre-Reading			
4	To inquire about glasses-glass-frame rights, to record prescriptions in the system	Pre-Reading			
5	Recognizing the frames according to their brands and models and making sales by observing the sales stage	Pre-Reading			
6	Selling eyeglasses glass frames by analyzing prescriptions	Pre-Reading			
7	Saving incoming prescriptions in the recipe registry	Pre-Reading			
8	Observing and selling contact lens sales	Pre-Reading			
9	Communicate and sell directly to customers	Pre-Reading			
10	To learn and order the optical lens ordering procedure	Pre-Reading			
11	To learn about the companies that buy frames and glass and to order glass I	Pre-Reading			
12	To learn the companies from which frame and glass are purchased and to order glass II	Pre-Reading			
13	Communicate and sell directly to customers I	Pre-Reading			
14	Communicating with the customer and making sales II	Pre-Reading			
<b>Evaluation Methods</b>		<b>Weight(%)</b>			
Midterm Exam		40			
General Exam		60			

<b>Resources</b>
1. Zeleda, A.J.-Kayın,N. Optician's Handbook No:1. Ankara 2. Ralph,D.(1973) Professional Ophtalmic Dispensig USA 3. Don.s. (1981) Professional Ophtalmic Dispensig USA 4. Ekem, N., Savaroğlu, G. (2005). Optical Instruments, Eskisehir