

F. Course Description					
Course Name		Foreign Trade			
Course Language		Turkish			
Course Level		Associate Degree ( )	First Cycle (x )	Second Cycle ( )	Third Cycle ( )
Mode of Delivery					
Formal (x )		Distance Learning ( )		Others ( )	
Course Type		Course Unit Code		Course Code	
Required ( )	Elective (x )			0401428	
Theory (Hours)	Application (Hours)	Total	Semester	National Credits	ECTS
3		3	Spring	3	
Course Objectives		<p>Dersin temel amacı, öğrencilere dış ticaretin temel kavramlarını öğretmek, ithalat-ihracat işlemlerinin nasıl yapıldığını, aşamalarını ve içeriğini kavratmak, dış ticaret rejimleri, teslim şekilleri ve ödeme yöntemlerini açıklamak, dış ticarete karşılaşılabilecek muhtemel risk unsurlarını en aza indirecek şekilde dış ticaret finansmanının nasıl sağlanabileceğinin kavranmasını sağlamak ve ileride bankaların kambiyo birimleri, dış ticaret şirketlerinde, gümrük müşavirliği şirketlerinde veyahut kendi kuracakları dış ticaret şirketlerinde çalışabilmeleri sağlayabilecek düzeyde kapsamlı bilgi vermek ve operasyonel uygulama becerisi kazandırmaktır.</p>			
Course Content		<p>In the first part of the course, institutions to related to foreign trade are introduced to students. Next, foreign trade procedures for both export and import transactions are examined. The course also reviews the basic concepts related to foreign trade such as free-trade zones, pricing in international trade, international trade contracts, and international transportation. The second part of the course deals with customs and customs procedures, delivery terms and payment methods. The last part introduces students to government and private documents used in foreign trade transactions.</p>			
Pre-requisites					
Recommended Elective Courses		World Economy, International Finance			
Course Learning Outcomes		<ol style="list-style-type: none"> <li>1. Could explain the fundamental concepts of foreign trade.</li> <li>2. Could explain the foreign trade procedures.</li> <li>3. Could identify the documents used in foreign trade transactions.</li> <li>4. Could understand the concepts of delivery terms, payment methods, financial techniques and their terms and conditions.</li> <li>5. Could perform foreign trade transactions with the detailed knowledge of foreign trade and foreign exchange law.</li> </ol>			
Course Coordinator					
Course Lecturer(s)		1. Prof. Dr. Kemal TÜRKCAN			
Course Assistants					
Teaching Methods					
(x ) Oral Presentation	(x ) Case Study	( ) Computer assisted			
(x ) Discussion	( ) Drama	( ) Laboratory			
( ) Problem Solving	( ) Invention	( ) .....			
( ) Experiment	(x ) Project	( ) .....			
Course Notes / Textbooks		1. Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama",			



İstanbul: Alfa Akademi, 2005,  
2. Nihayet Durukanoğlu, "Dış Ticaret Dünyası", Beta, 2006.

## Evaluation System

( ) Direct Conversion System

(x) Relative Assessment

Mesarument and Evaluation System	Requirements	Number	Percentage of Grade
	Attendance	15	
	Quizzes	-	-
	Midterm Exam(s)	1	30
	Homework(s) / Seminar(s)	-	-
	Term Assignment(s) / Project	1	35
	Application (Laboratory, Atelier , Field Work, Problem Based Learning- PBL Reports)	-	-
	Others (.....)	-	-
	Final Exam	1	35
	<b>Total</b>		<b>% 100</b>

Distribution of Topics By Weeks		
Weeks	Topics	Preparatory Work
1	The Scope of Foreign Trade, Institutions to Related to Foreign Trade	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 1,3
2	Foreign Trade Procedures	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch., 4
3	Types of Exports	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 5
4	Types of Imports and Foreign-Trade Zones	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 5, 6
5	Types of Exports for Entering Foreign Markets	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 7
6	Pricing in Foreign Trade	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 8
7	International Trade Contracts	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 9
8	Midterm Exam	
9	International Transportation	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 10
10	Customs and Customs Procedures	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 11
11	Delivery Terms	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 12
12	Payment Methods	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 13
13	Payment Methods	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 13
14	Documents used in foreign trade transactions	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 14
15	Documents used in foreign trade transactions	Osman Barbaros Kemer, "Dış Ticaret Teknikleri: Teori-Uygulama", Ch. 14

Program Outcomes	Course Learning Outcomes*									
	LO1	LO2	LO3	LO4	LO5	LO6	LO7	LO8	LO9	LO10
PO 01	5	3		3						
PO 02	4	5		3	3					
PO 03	5	5	4	4	4					
PO 04										
PO 05	4	3	5	4	3					

PO 06												
PO 07					3							
PO 08												
PO 09												
PO 10					4							
PO 11					5							
PO 12												
PO 13					5							
PO 14												
PO 15												
PO 16					5							
PO 17												
PO 18												

\* 1: Low                      2: Lowest                      3: Average                      4: High                      5: Highest

### ECTS of the Course Based on Learning, Teaching and Evaluation Activities (Average Hours)

Activities	Number	Preparatory Work	Duration	Total Workload
Theory	14	1	3	56
Applied Course	-	-	-	-
Homework(s) / Seminar(s)	-	-	-	-
Term Assignment / Project	1	80	1	81
Application (Laboratory, Atelier, Field, Problem Based Learning - PBL)	-	-	-	-
Other Learning Activities	1	10	-	10
Quizzes	-	-	-	-
Midterm Exam(s)	1	20	1	21
Final Exam	1	30	1	31
<b>Total Workload (Hours)</b>				<b>199</b>
Rounding [Total Workload (hours) / Weekly Workload (30)] = ECTS				<b>7</b>