



## AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Applied Foreign Trade							
Course Code		MVU250		Course Level		Short Cycle (Associate's Degree)			
ECTS Credit	4	Workload	100 ( <i>Hours</i> )	Theory	3	Practice	1	Laboratory	0
Objectives of the Course		To be informed about what is foreign trade, its risks and consequences, to teach basic subjects such as import-export, customs, foreign exchange, delivery and payment methods, smuggling legislation in foreign trade transactions which have a wide range of legislation, and to have knowledge about other subjects in the field of foreign trade. and specialize in their fields. For the companies operating in the field of foreign trade, they are familiar with international marketing techniques and market research, have the knowledge of import-export transactions necessary for foreign trade transactions, know customs legislation, have mastery of logistics, train experts, train foreign trade personnel to specialize their personnel on these issues.							
Course Content		Management Strategies and Business Development Techniques in Foreign Trade International Marketing and Export Finding Techniques Export Applications and Procedures Import Applications and Procedures Customs Legislation and Applications Delivery Methods Used in Foreign Trade Documents Used in Foreign Trade Payment Methods in Foreign Trade Government Incentives for Export Incentives Transportation and Insurance Transactions in Foreign Trade							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Discussion, Case Study					
Name of Lecturer(s)									

### Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	70

### Recommended or Required Reading

1	Lecture Notes
2	Step by Step Foreign Trade - Nobel Academic Publishing

Week	Weekly Detailed Course Contents	
1	Theoretical	Basic Concepts Used in Foreign Trade
2	Practice	Management Strategies and Business Development Techniques in Foreign Trade
3	Theoretical	International Marketing and Export Finding Techniques
4	Practice	Export Applications and Procedures
5	Theoretical	Import Applications and Procedures
6	Practice	Customs Legislation and Applications
7	Theoretical	Government Incentives for Export Incentives
8	Intermediate Exam	Midterm Exam
9	Theoretical	Delivery Methods Used in Foreign Trade
10	Theoretical	Documents Used in Foreign Trade
11	Practice	Customs Legislation and Applications
12	Theoretical	Payment Methods in Foreign Trade
13	Practice	Transportation and Insurance Transactions in Foreign Trade
14	Theoretical	General Evaluation
15	Final Exam	Final Examination

### Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	0	3	42



Lecture - Practice	14	0	1	14
Assignment	16	0	2	32
Midterm Examination	1	5	1	6
Final Examination	1	5	1	6
Total Workload (Hours)				100
[Total Workload (Hours) / 25*] = ECTS				4
*25 hour workload is accepted as 1 ECTS				

### Learning Outcomes

1	Conducting all foreign trade transactions easily
2	Finding new customers by opening up to international markets
3	Raw materials used in the production of companies or products in demand in the international markets to investigate and import more affordable prices.
4	Having the vision to organize all foreign trade transactions in the best way and to bring the companies to the highest profitability.
5	To gain knowledge and skills related to foreign trade.

### Programme Outcomes (Accounting and Tax Practices)

1	Being an individual who is respectful to his own values, fits ethical rules, investigates and examines environment, events, and takes lessons.
2	To have theoretical knowledge and to manage the process which will contribute to the solution of the various problems that may arise during the professional activity and to obtain the expected practical results in practice.
3	To have theoretical knowledge supported by textbooks with current information, application tools and other resources, and to be able to discuss using any kind of information related to this field.
4	Be able to apply and evaluate all the techniques that the accounting profession should have.
5	Ability to plan, implement and evaluate all activities (such as financial statements and financial statements, keeping accounts in a computer environment, etc.) performed in the business and finance world, accounting bureaus and tax-related institutions.
6	In the sector or institutions that it supports during its activities; to be able to interpret and evaluate data using the knowledge and skills gained in the field, to be able to recognize and analyze problems, and to be able to develop evidence-based solutions.
7	Ability to gain personality traits showing planning and decision making skills.
8	To be able to comprehend the importance of the developments of the business and financial world and the knowledge that they have in this direction, to be able to develop the concepts of creativity and creative thinking, to be able to realize the effects of professional activities in the applied fields.
9	To be able to evaluate and interpret the knowledge and skills gained in the professional field.
10	Be able to develop personality traits that develop environmental awareness, respect for differences, and adapt to different situations and social roles.
11	To be able to use communication techniques properly while maintaining human relations.
12	To be able to use information and communication technologies together with the computer software required by the professional field
13	To be able to inform related persons and institutions about the issues related to the field during the professional work, to be able to transmit suggestions of solutions to problems and problems in writing and orally.
14	To have sufficient consciousness about the universality of social rights, social justice, protection of quality culture and cultural values and environmental protection, occupational health and safety issues.

### Contribution of Learning Outcomes to Programme Outcomes 1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High

	L1
P14	3

