



## AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Foreign Trade							
Course Code		IYO203		Course Level		Short Cycle (Associate's Degree)			
ECTS Credit	3	Workload	75 (Hours)	Theory	2	Practice	0	Laboratory	0
Objectives of the Course		The object of the course is to provide students to gain knowledge about general principals and funtions of Foreign Trade							
Course Content		The payment terms of import, letter of credit, the terms of it , Rambursman, the responsibilities of the bank, credits against documents, cash against goods payment. The history of international trade and modern foreign trade, the politics of foreign trade, the factors that hinder it , foreign trade policies in Turkey							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Case Study					
Name of Lecturer(s)		Ins. Yıldırım TOPRAK							

### Assessment Methods and Criteria

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

### Recommended or Required Reading

1	Yaser Gürsoy (2012),Dış Ticaret İşlemleri, Ekin yayınevi, Bursa
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Week	Weekly Detailed Course Contents	
1	Theoretical	Definition, history and varieties of Foreign Trade.
	Preparation Work	Related chapter in the course book
2	Theoretical	Forms of delivery in Foreign Trade
	Preparation Work	Related chapter in the course book
3	Theoretical	Forms of delivery in Foreign Trade
	Preparation Work	Related chapter in the course book
4	Theoretical	Forms of payment in Foreign Trade
	Preparation Work	Related chapter in the course book
5	Theoretical	Forms of payment in Foreign Trade
	Preparation Work	Related chapter in the course book
6	Theoretical	Export Procedures
	Preparation Work	Related chapter in the course book
7	Theoretical	Import Procedures
	Preparation Work	Related chapter in the course book
8	Theoretical	Documents used in Foreign Trade
	Preparation Work	Related chapter in the course book
9	Intermediate Exam	Midterm Exam
10	Theoretical	Customs Legislation of Foreign Trade
	Preparation Work	Related chapter in the course book
11	Theoretical	Foreign Exchange Transactions
	Preparation Work	Related chapter in the course book
12	Theoretical	Foreign Exchange Transactions
	Preparation Work	Related chapter in the course book
13	Theoretical	Assistant institutions of Foreign Trade
	Preparation Work	Related chapter in the course book
14	Theoretical	Marketing process of Export
	Preparation Work	Related chapter in the course book
15	Final Exam	Final Exam



**Workload Calculation**

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	1	2	42
Midterm Examination	1	14	1	15
Final Examination	1	17	1	18
Total Workload (Hours)				75
[Total Workload (Hours) / 25*] = <b>ECTS</b>				3

\*25 hour workload is accepted as 1 ECTS

**Learning Outcomes**

1	To be able to learn description of Foreign Trade and history of the Foreign Trade in the world and in Turkey.
2	To be able to comprehend politics and varieties of Foreign Trade.
3	To be able to comprehend delivery and form of payment in Foreign Trade.
4	To be able to learn documents used in Foreign Trade.
5	To be able to use special terms that are commonly used in foreign trade

**Programme Outcomes (Business Administration Management)**

1	Use the economical information obtained in micro and macro scale, in their occupational lives.
2	Use information and communication technologies at the level required by their field.
3	Manage business finance, analyze business financial situation, and solve financial problems.
4	Gain management skill by managing and enhancing human resource effectively in accordance with business aims
5	Understand production and marketing functions as a whole, have proficiency in applying new production and marketing techniques.
6	Have proficiency in calculating cost, making entry, preparing and interpreting financial statements
7	Have proficiency in using business management function and applying and following new management techniques
8	Have proficiency for performing legal responsibilities of business, following and applying legislation
9	Have proficiency in following and applying vocational current and economic developments in national and international area.
10	Take responsibilities as a team member when dealing with issues and problems encountered in practice
11	Have the ability to use the computer and the required packaged software
12	Have the professional ethics in business life and business relations

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

	L1	L2	L3	L4	L5
P1	4	3	1	1	2
P2	1	1	2	1	3
P3	2	2	1	1	2
P4	2	1	1	1	3
P5	3	1	3	2	4
P6	1	2	3	2	4
P7	2	2	1	2	3
P8	1	3	3	2	4
P9	2	3	3	3	5
P10	1	3	2	1	4
P11	1	1	1	1	2
P12	1	3	3	3	2

