



## AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Import and Export Management							
Course Code		LGT161		Course Level		Short Cycle (Associate's Degree)			
ECTS Credit	4	Workload	102 ( <i>Hours</i> )	Theory	2	Practice	0	Laboratory	0
Objectives of the Course		The aim of the course is to provide students with the knowledge and ability of foreign trade concept; how foreign trade operations done; foreign trade types, what documents used in foreign trade and how they are prepared; consignee and consigner responsibility in incoterms							
Course Content		General concept in Foreign Trade, English Foreign trade term, International marketing, export operations and levels, export types, documents used in foreign trade, Incoterms							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Case Study					
Name of Lecturer(s)		Ins. Ayşenur ÖREN							

### Assessment Methods and Criteria

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

### Recommended or Required Reading

1	Uygulamalı Uluslararası Ticaret İşlemleri- Mehmet Melemen- Türkmen Kitabevi
2	Dış Ticaret İşlemleri - Ali Dölek - Umut Kitap
3	Lojistik ve Dış Ticaret Sözlüğü - UTİKAD Yayınları

Week	Weekly Detailed Course Contents	
1	Theoretical	Introduction to Course and explain to students Importance Of course in syllabus and emphasises the relations between other courses Basic concepts in foreign trade Sides at international trade and extent of International trade
2	Theoretical	The factors separating foreign trade and local trade
3	Theoretical	English foreign trade terms
4	Theoretical	English foreign trade terms
5	Theoretical	International marketing The reasons that the companies turn to international markets Companies' entry types to international markets.
6	Theoretical	Export-oriented market orientation strategies Definition of indirect exportation Indirect exportation styles
7	Theoretical	Definition of direct exportation Direct exportation styles
8	Theoretical	Export operation and levels To gain of export adjective To find customers in exportation
9	Theoretical	MID-TERM
10	Theoretical	If the payment terms is letter of credit, due in letter of credit. Preparing of goods in exportation Preparing of documents in exportation
11	Theoretical	Export styles Property less exportation Record connected exportation Characteristic exportation



12	Theoretical	Documents used in foreign trade Commercial invoice and custom of declaration. Packing list and way-bill
13	Theoretical	ATR certificate, EUR-1 certificate, FORM-A certificate and custom of declaration
14	Theoretical	INCOTERMS Cost factors in Incoterms Standardization that incoterms bring to foreign trade Responsibilities of consignee and consignor in foreign trade
15	Theoretical	General Assessment
16	Theoretical	Final Exam

### Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	16	0	4	64
Assignment	1	0	10	10
Midterm Examination	1	4	10	14
Final Examination	1	4	10	14
Total Workload (Hours)				102
[Total Workload (Hours) / 25*] = ECTS				4

\*25 hour workload is accepted as 1 ECTS

### Learning Outcomes

1	. Explain basic concept in foreign trade operations.
2	Express the factors separating foreign trade and local trade
3	Explain English terms which is most frequently used in foreign trade correspondences and foreign trade documents
4	Explain international marketing
5	Explain Export- oriented market penetration strategies
6	Explain how to make export operations and levels.
7	Express export styles.
8	Restate documents used in foreign trade
9	Express INCOTERMS in foreign trade

### Programme Outcomes (Logistics)

1	Understanding of the basics needed for the mobility of production and consumption of goods.
2	Provide warehouse and inventory management decisions.
3	To decide on the mode of transport and handling equipment to be used.
4	Logistics information systems benefit from the process of the realization of the activities.
5	To dominate the national and international legislation regulating the field of logistics.
6	Administration, management and marketing ideas and conducting.
7	Sensitivity to the requirements of professional ethics move
8	Idea about the conduct of national and international transport policies.
9	Having written and oral communication skills.
10	Current society and understand the world.

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

	L1	L2	L3	L4	L5	L6	L7	L8	L9
P1	1	1	1	1	1	1	1	1	1
P5	4	4	4	4	4	4	4	4	4
P6	2	2	2	2	2	2	2	2	2
P8	2	2	2	2	2	2	2	2	2

