



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Foreign Trade Operations							
Course Code		LOJ150		Course Level		Short Cycle (Associate's Degree)			
ECTS Credit	3	Workload	75 (Hours)	Theory	2	Practice	0	Laboratory	0
Objectives of the Course		With this course, the student; The ability to understand the concepts related to basic foreign trade transactions and to apply foreign trade transactions will be provided.							
Course Content		Understanding the reasons and necessity of foreign trade, learning the types of foreign trade, related concepts, foreign trade regimes, foreign exchange markets, payment methods and being able to issue foreign trade documents.							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Demonstration, Discussion, Case Study, Problem Solving					
Name of Lecturer(s)		Ins. Evren KOÇ KIRDAŞ							

Assessment Methods and Criteria

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

Recommended or Required Reading

1	DIŞ TİCARET İŞLEMLERİ YÖNETİMİ , Ferudun KAYA
2	DIŞ TİCARETE GİRİŞ, Anadolu Üniversitesi Yayını
3	DIŞ TİCARET İŞLEMLERİ I, İstanbul Üniversitesi Yayını

Week	Weekly Detailed Course Contents	
1	Theoretical	Foreign Trade and Historical Development of Foreign Trade
2	Theoretical	Reasons for Countries to Do Foreign Trade
3	Theoretical	Main Concepts Related to Foreign Trade Transactions
4	Theoretical	Actors Participating in Foreign Trade
5	Theoretical	Types of Foreign Trade
6	Theoretical	Market Entry Methods in Foreign Trade
7	Theoretical	Import and Import Types
8	Theoretical	Classification of Imported Goods
9	Theoretical	Export and Export Types
10	Theoretical	Procedures to be Applied in Export Transactions
11	Theoretical	Foreign Exchange Markets and Exchange Rate Systems
12	Theoretical	Foreign Trade Regimes
13	Theoretical	Advantages and Disadvantages of Foreign Trade
14	Theoretical	E-Foreign Trade Transactions
15	Final Exam	end of term exam
16	Final Exam	end of term exam

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	0	2	28
Assignment	1	0	21	21
Reading	1	0	20	20
Midterm Examination	1	1	1	2



Final Examination	1	3	1	4
Total Workload (Hours)				75
[Total Workload (Hours) / 25*] = ECTS				3
*25 hour workload is accepted as 1 ECTS				

Learning Outcomes

1	To prepare foreign trade operations documents
2	Incoterms
3	Types of payment
4	Export transactions
5	Import Operations

Programme Outcomes (Logistics)

1	Understanding of the basics needed for the mobility of production and consumption ware
2	Give storage and inventory management decisions
3	To decide about types of transportation and handling equipment to be used to decide
4	Logistics information systems take advantage of the process of realization of activities
5	Be the judge national and international legislation regulating the field of logistics
6	Administration, management and marketing topic about give an idea
7	To be sensitive to the requirements of professional ethics
8	Provide an idea about the the national and international transport policies
9	To have written and spoken communication skills
10	Living in society and to 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
P1	3	3	3
P3	2	2	
P5	3	3	3
P8	2	2	3
P9	2		

