



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Foreign Trade Operations I							
Course Code		DTS107		Course Level		Short Cycle (Associate's Degree)			
ECTS Credit	3	Workload	74 (Hours)	Theory	2	Practice	0	Laboratory	0
Objectives of the Course		With this course, the student the basic concepts related to foreign trade transactions will be understanding and ability to practice foreign trade transactions.							
Course Content		Commercial documents, transport documents, movement certificates, delivery, payment methods							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Case Study, Individual Study					
Name of Lecturer(s)		Ins. Aysun ŞAHİN							

Assessment Methods and Criteria

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

Recommended or Required Reading

1	Dış Ticaret İşlemleri Yönetimi, Yaser Gürsoy, Ekin Yayınları, Bursa, 2010.
2	Dış Ticaret İşlemleri Yönetimi, Ferudun Kaya, Beta Basım, 2011.
3	Dış Ticaret İşlemleri Yönetimi, Cemalettin Kalaycı, Murathan Yayınları, 2010.

Week	Weekly Detailed Course Contents	
1	Theoretical	Commercial Paper
2	Theoretical	Transport Documents
3	Theoretical	Movement Certificates
4	Theoretical	Other Documents
5	Theoretical	E and F Group Delivery Methods
6	Theoretical	Group C Delivery Methods
7	Theoretical	Delivery Methods Group D
8	Theoretical	Cash Payment
9	Theoretical	Against Goods
10	Theoretical	Cash Against Documents
11	Theoretical	Acceptances
12	Theoretical	Letters of Credit
13	Theoretical	Letters of Credit
14	Theoretical	Letters of Credit

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	1	2	42
Assignment	5	2	0	10
Midterm Examination	1	10	1	11
Final Examination	1	10	1	11
Total Workload (Hours)				74
[Total Workload (Hours) / 25*] = ECTS				3

*25 hour workload is accepted as 1 ECTS

Learning Outcomes

1	Editing Documents in Foreign Trade
2	Implementing delivery methods
3	Payment Methods Understanding



4	To be able to explain the importance of foreign trade in national economy
5	To have information about export market research and techniques

Programme Outcomes (Foreign Trade)

1	To describe the basic concepts of economics, business law, labor and social security law, business, accounting and foreign trade.
2	To know the terms of delivery and payment in foreign trade; to regulate documents used in foreign trade transactions.
3	To understand Turkish foreign exchange regulations, to prepare documents used in these processes, and to make business correspondence.
4	To have a knowledge of Turkish customs legislation, and organize related documents
5	To know Turkish foreign trade legislation, main concepts regarding to logistics, international transporting rules and preparing necessary documents, performing e-trade transactions.
6	Making foreign trade transactions with computer and utilize from a foreign language in foreign trade transactions.
7	To be aware of Business Law, Job Security, environmental protection and quality concepts.
8	To understand and analyze the methods of financing foreign trade, and to know the foreign trade transactions in free zones.
9	To know the international marketing strategies, to recognize the risks of international trade, to analyze international monetary relations and capital markets.
10	To understand the importance of quality and standardization in foreign trade, and to know insurance operations and tax practices in foreign trade.
11	Accounting the transactions as to foreign trade and foreign exchange.
12	Ability to use the methods and techniques of career planning and discussing the effects of character traits on career preferences.

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	3	2	1
P2	5	4	4	3	3
P3	5	4	4	2	3
P4	4	4	4	3	2
P5	5	4	4	3	4
P6	2	2	2		
P8	5	5	4	3	4
P9	5	4	4	3	4
P10	5	4	4	3	4
P11	5	4	4	3	

