AYDIN ADNAN MENDERES UNIVERSITY
COURSE INFORMATION FORM

Course Title	Foreign Trade Processes						
Course Code	İY221		Couse Level	Short Cycle (Associate's Degree)			
ECTS Credit	3	Workload	75 *(Hours)*	Theory	2	Practice	0	Laboratory	0
Objectives of the Course	To give general information about Foreign Trade, Related Concepts, Foreign Trade Theories, Documents Used in Foreign Trade Transactions, Delivery Certificate in Foreign Trade, Payment Methods in Foreign Trade, Customs Legislation and Foreign Exchange Legislation. With this knowledge, the student is to gain the ability to do basic foreign trade transactions and applications.						
Course Content	Basic foreign trade concepts, commercial documents, transport documents, circulation documents, other documents, delivery methods, advance payment, payment against goods, payment against documents, acceptance credit payment, letter of credit, types of letters of credit, Elements of foreign trade legislation, export legislation, procedures, types of exports, stages of the export process, import legislation, stages of import processing.						
Work Placement	N/A						
Planned Learning Activities and Teaching Methods		Explanation (Presentation), Discussion, Case Study					
Name of Lecturer(s)	Lec. Elif Meryem YURDAKUL ŞİPAL						

Assessment Methods and Criteria

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

Recommended or Required Reading

1	Dış Ticaret İşlemleri Yönetimi, Ferudun Kaya, Beta Basım, 2017.
2	Dış Ticaret İşlemleri, Kahraman Arslan, Detay Yayıncılık, 2017.
3	Dış Ticaret İşlemleri, Ali Dölek, Umut Kitap, 2016.

Week	Weekly Detailed Course Contents	
1	Theoretical	Under the title of Introduction to Foreign Trade, basic concepts, definition of foreign trade, aims and types of foreign trade will be explained.
2	Theoretical	Continuing the subject of foreign trade, the reasons of foreign trade, foreign trade policies and parties in foreign trade will be explained.
3	Theoretical	Delivery methods in Foreign Trade will be explained in detail. INCOTERMS rules and Group E Delivery methods will be explained.
4	Theoretical	Delivery of Group F and C will be explained.
5	Theoretical	Delivery of Group F and C will be explained.
6	Theoretical	Delivery of Group D will be explained.
7	Theoretical	Payment methods in foreign trade and cash payment, open account payment and cash against goods will be explained.
8	Intermediate Exam	MidTerm Exam
9	Theoretical	Genel Tekrar
10	Theoretical	Payment against documents, consignment payment and letter of credit payment methods in foreign trade will be announced.
11	Theoretical	Payment by letter of credit, one of the payment methods in foreign trade, will continue.
12	Theoretical	Among the Documents Used in Foreign Trade, Customs Declaration, Circulation Documents, Freight Invoice, Certificate of Origin, Commercial Invoice Certificates, Check List will be explained.
13	Theoretical	Continuing the Documents Used in Foreign Trade, Expertix Report, Bill of Lading, Certificate of Conformity and other documents will be explained.
14	Theoretical	The process regarding Export Operations will be detailed.
15	Theoretical	The process regarding import operations will be detailed. Authorized and auxiliary organizations in foreign trade will be mentioned, international organizations related to foreign trade will be explained.
16	Final Exam	Final Exam

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	1	0	14	14
Midterm Examination	2	4	14	36
Final Examination	1	14	11	25
			Total Workload (Hours)	75
			[Total Workload (Hours) / 25*] = **ECTS**	3

*25 hour workload is accepted as 1 ECTS

Learning Outcomes

1	Issuing Foreign Trade Documents
2	Implementing Delivery Methods
3	Understanding Payment Methods
4	Implementing the Basic Types of Exports
5	Carrying Out Import Operations

Programme Outcomes *(Accounting and Tax Practises)*

1	
2	
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10	

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	3	4	3	4	3
P2	4	3	4	3	3
P3	3	4	3	4	3
P4	4	3	4	3	4
P5	3	4	3	2	3
P6	4	3	4	3	4
P7	3	2	3	4	3
P8	4	3	3	3	2
P9	3	4	3	2	3
P10	4	3	4	4	4