



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Management of Foreign Trade Transactions							
Course Code		UTIF206		Course Level		First Cycle (Bachelor's Degree)			
ECTS Credit	5	Workload	122 (<i>Hours</i>)	Theory	3	Practice	0	Laboratory	0
Objectives of the Course		Foreign Trade, Related Concepts, Theory of International Trade, Foreign Trade Documentation in Foreign Trade in the forms of delivery, payment terms in foreign trade, customs legislation and to provide general information about the Foreign Exchange Regulations. With this information, students can practice basic foreign trade transactions and the ability to win.							
Course Content		Students will be able to explain the laws, bylaws, regulations on the import, export, customs and foreign exchange transactions under the framework of foreign trade legislation, and they will be able to use related legislation in their export and import operations.							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation)					
Name of Lecturer(s)		Assoc. Prof. Sadullah ÇELİK							

Assessment Methods and Criteria

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

Recommended or Required Reading

1	Baş, H.H. (2014). Gümrük ve Dış Ticaret Mevzuatı. Beta Publishing, pp. 3-12. ISBN: 9786053330967.
2	Dış Ticaret İşlemleri Yönetimi ? Dr. Feridun Kaya / Beta Yayıncılık, Ders Notları, Sunum Çıktıları

Week	Weekly Detailed Course Contents	
1	Theoretical	Export regulations, export regime decisions
2	Theoretical	Export circulars
3	Theoretical	Export regulations and communiqués
4	Theoretical	The inward processing regime
5	Theoretical	The outward processing regime
6	Theoretical	Export types
7	Theoretical	Import regulations, import regime decisions
8	Theoretical	Midterm exam
9	Theoretical	Import regulations and communiqués
10	Theoretical	Legislation to prevent unfair competition in imports
11	Theoretical	Protection measures in the import regulations
12	Theoretical	Customs Act, customs regulations
13	Theoretical	Customs communiques
14	Theoretical	Circulars of the undersecretariat of customs
15	Theoretical	Circulars of the undersecretariat of customs

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	2	3	70
Midterm Examination	1	25	1	26
Final Examination	1	25	1	26
Total Workload (Hours)				122
[Total Workload (Hours) / 25*] = ECTS				5
*25 hour workload is accepted as 1 ECTS				

Learning Outcomes

1	To be able to learn the concepts of foreign trade
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2	To be able to apply foreign trade tools
3	Dünya ticaretini ve ticaret yapısı hakkında bilgi sahibidir
4	To be able to use the concepts of international economy
5	To be able to use the international trade law concepts and applications

Programme Outcomes (International Trade and Finance)

1	To become individuals having high intellectual capacity, improved social skills, positive thinking, the ability to adapt to different environments and institutions
2	To have technical equipment, flexible thinking and action ability and multiple language skills to be capable of working in international platforms
3	To be able to utilize the basic knowledge they obtained with an interdisciplinary approach to business, economics, etc. in creating expertise in the fields of International Trade and Finance in accordance with the requirements of the globalized business world
4	To develop suggested solutions and recommendations by informing the people and institutions predicting regional, national and international problems in the fields of international trade and finance with a proactive approach
5	To possess the ability of analytical thinking and the ability to synthesize with quantitative proficiency as required in the program
6	To have the characteristics to inquire and investigate the knowledge and skills acquired during the education process in relation to the requirements of existing market conditions
7	To identify and analyze the validity of theories related to the international trade and finance and their relationships regarding current conditions
8	To possess the knowledge of a second foreign language to the extent of their individual abilities, besides the competency in the English language to be able to communicate effectively
9	To have the qualifications of managing and being managed to solve existing and potential problems encountered in practice
10	To be able to organize activities that will contribute to the personal and professional development of the employees in the department where he/she holds an executive position

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	2	4	2	3
P2	3	2	4	2	3
P3	3	2	4	5	3
P4	2	2	4	2	3
P5	3	3	4	2	3
P6	3	4	3	5	2
P7	4	4	3	3	3
P8	4	4	3	3	3
P9	3	4	3	4	2
P10	3	4	2	4	2

