



AYDIN ADNAN MENDERES UNIVERSITY COURSE INFORMATION FORM

Course Title		Foreign Trade Financing							
Course Code		LYM518		Couse Level		Second Cycle (Master's Degree)			
ECTS Credit	5	Workload	127 (Hours)	Theory	3	Practice	0	Laboratory	0
Objectives of the Course		For the purpose of financing foreign trade activities, it is aimed to provide students with practical skills in providing financing by providing detailed information about cash (TL and foreign currency), non-cash and in-kind loans used both domestically and abroad.							
Course Content		Cash and non-cash loan types that can be used both in Turkey and abroad for the purpose of financing foreign trade, their intended use. Buyer loans from Export Credit or Export Credit Guarantee Institutions (HERMES, COFACE, ERG, KFW VS) for the purpose of financing imports. Purpose of use of Letters of Guarantee, External Guarantees, Counter-Guarantees and Bank-Avali transactions within the scope of non-cash loans used in the purchase and sale of goods and services. Leasing, Factoring Applications. Pre-Shipment and Post-Shipment Export Loans used for export financing.Eximbank's Support Elements for Exporters (Export Credit Insurance, Eximbank Loans) and Applications							
Work Placement		N/A							
Planned Learning Activities and Teaching Methods				Explanation (Presentation), Discussion, Individual Study					
Name of Lecturer(s)									

Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	60

Recommended or Required Reading

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Week	Weekly Detailed Course Contents	
1	Theoretical	General Introduction of Cash and Non-Cash Loans that Can Be Used either in Domestic or Abroad for the Purpose of Financing Foreign Trade, Legislation Provisions Regarding Loans to be Used Abroad within the Framework of Capital Movements.
2	Theoretical	Opening letters of credit in favor of foreign sellers and financing provided within the scope of letters of credit (Transferable L / C / Back to Back L / C)
3	Theoretical	"Post-financing" (Postfinancing-refinancing) of the documents related to the import letter of credit.
4	Theoretical	Making use of "Bank Aval Credit" in payments with in-kind loans and in-kind loans with in-kind loans. Transaction processes for the use of the loan
5	Theoretical	For the purpose of financing imports, "Buyer Loans" obtained from Export Credit or Export Guarantee Institutions (HERMES, COFACE, ERG, KFW, etc.).
6	Theoretical	"Letter of Guarantee", "External Guarantee" and "Counter-Guarantees" requested from Banks in the purchase and sale of Goods, Services, purpose of use, transaction processes
7	Theoretical	"For machinery and equipment to be imported" "Financing / Leasing" from the leasing institutions. Reasons for leasing, application processes
8	Theoretical	for the purpose of export financing, provided by banks operating in Turkey "Pre-shipment" and "Post-Dispatch" Export credit transactions and processes related to the use of the advantages of these loans
9	Intermediate Exam	Midterms
10	Intermediate Exam	Midterms
11	Theoretical	Discounting / selling of receivables from exports to banks and financial institutions in the form of "Kabul recourse" and "Irrevocable recourse"
12	Theoretical	Within the scope of export receivables, "Financing from Factoring Institutions", Transaction processes for the applications of Factoring transactions in the sector
13	Theoretical	Introducing Eximbank and the support elements it provides to exporters Information on "Eximbank Insurance" and "Eximbank Loans" Principles and operation of the Eximbank Insurance Program
14	Theoretical	"Provided by Eximbank to exporters" "Principles of Use and Application of Pre-Shipment and Post-Shipment Loans"
15	Theoretical	"Provided by Eximbank to exporters" "Principles of Use and Application of Pre-Shipment and Post-Shipment Loans"



16	Final Exam	Finals
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Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	13	0	3	39
Individual Work	13	0	2	26
Midterm Examination	1	25	1	26
Final Examination	1	35	1	36
Total Workload (Hours)				127
[Total Workload (Hours) / 25*] = ECTS				5

*25 hour workload is accepted as 1 ECTS

Learning Outcomes

1	Explain the position and functions of the Central Bank and Commercial Banks in the financing of exports.
2	In the financing of exports, T.C. Will be able to explain the location of Eximbank.
3	Recognize the methods and tools used in the financing of imports.
4	Will be able to recognize some of the main international institutions selected in the financing of foreign trade.
5	Explain Financial Leasing, Factoring, Forfaiting and Hedging Methods that can be used in financing foreign trade.

Programme Outcomes (*Logistics Management Interdisciplinary Master*)

1	Being able to contribute to the institution the participant works for and the logistics sector by the use of the knowledge and abilities gained during the education period; and manage change in the institution and the sector;
2	Reaching a competency about contemporary business and technology applications in the area of logistics and supply chain management and analysis and strategy development methods;
3	Being able to create opportunities by combining supply chain management with information technologies and innovative processes by the use of the interdisciplinary courses the participants take;
4	Having the ability to develop creative solutions by working on global logistics and supply chain subjects and realizing these by the use of their project management knowledge;
5	Having the knowledge, abilities and capabilities required for effective logistics and supply chain management by the use of a problem and case analysis based learning;
6	Being able to examine logistics and supply chain processes with the management science viewpoint, analyze related concepts and ideas by scientific methods;
7	If continuing to work in the academia, having the necessary information on logistics applications; if continuing to work in the sector, having the necessary knowledge on conceptual subjects;
8	Being able to specify appropriate research questions about his/her research area, conduct an effective research with the use of necessary methods and apply the research outcomes in the sector or the academia;
9	Being able to follow the changes and developments in the sector the participant works in, in order to keep his/her personal and professional competence updated and develop himself/herself when necessary;
10	Have the necessary capabilities to pursue doctoral studies in national and foreign institutions

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	4	4	5	4
P2	3	3	2	3	3
P3	3	3	3	4	3
P4	2	2	3	4	2
P5	2	1	2	5	2
P6	2	4	2	2	1
P7	3	2	1	2	1
P8	3	3	1	3	3
P9	3	3	1	3	3
P10			2	3	3

