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| ***ÇAĞ UNIVERSITY******INSTITUTE OF SOCIAL SCIENCES*** |
| **Code** | **Course Name** |  **Credit** | **ECTS** |
| **MAN 549** | Foreign Trade Financing | 3 (3-0-3) | 8 |
| **Prerequisites** | **None** |
| **Language of Instruction** | Türkçe | **Mode of Delivery** | Face to face |
| **Type and Level of Course** | Elective /1.Year / First Semester |
| **Lecturers** | **Name(s)**  | Lecture Hours | Office Hours | **Contacts** |
| **Course Coordinator** | Asst. Prof. Dr. A.Gökhan SÖKMEN |  | Wd 14.00-16.00 | **gokhansokmen@cag.edu.tr** |
| **Course Objective**  | The aim of this course is to provide students with detailed information about cash (TL and foreign currency), non-cash and in-kind loans used domestically and abroad for the purpose of financing foreign trade activities and to gain practical skills in providing financing. |
| **Learning Outcomes of the Course** |  | **Students who have completed the course successfully should be able to;** | **Relationship** |
| **Prog. Output** | **Net Effect** |
| 1 | have knowledge about the functions of documents, delivery and payment forms used in foreign transactions. | 3 | 5 |
| 2 | apply letter of credit, commercial bank and Eximbank credits used in exports before shipment. | 3 |  4 |
| 3 | organize basic financial statements | 3 | 5 |
| 4 | applicate financial analysis techniques and calculate financial ratios. | 3 & 9 | 5 & 5 |
| 5 | use factoring, forfaiting and leasing methods in foreign trade financing. | 2 & 6 |  5 & 4 |
| **Course Description:** This course includes foreign trade legislation and documents used in foreign trade, payment and delivery methods in international trade for the purpose of financing foreign trade. |
| **Course Contents:( Weekly Lecture Plan )** |
| **Weeks** | **Topics** |  | **Teaching Methods** |
| **1** | Introduction to Foreign Trade Finance |  | Presentation & Demonstration |
| **2** | Legislative Provisions on Foreign Trade Financing |  | Presentation & Demonstration |
| **3** | Documents Used in Foreign Trade |  | Exercises & Mini Case Studies |
| **4** | Delivery Methods in Foreign Trade |  | Presentation & Demonstration |
| **5** | Payment Methods in Foreign Trade  |  | Exercises & Mini Case Studies |
| **6** | Payment by Letter of Credit - Exercises |  | Presentation & Discussion |
| **7** | Advance Payment - Exercises |  | Exercises & Mini Case Studies |
| **8** | Payment against goods - Exercises |  | Exercises and Mini Case Studies |
| **9** | Payment against Drafts - Exercises |  | Exercises and Mini Case Studies |
| **10** | Export Financing |  | Presentation & Demonstration |
| **11** | Import Financing |  | Presentation & Demonstration |
| **12** | Foreign Sources - Letter of Guarantee Loans |  | Presentation & Demonstration |
| **13** | Risks Encountered in Foreign Trade and Protection Methods |  | Presentation & Demonstration |
| **14** | Eximbank Introduction |  | Presentation & Demonstration |
| **15** | Utilization of Loans and Application Principles |  | Presentation & Demonstration |
| **16** | General Evaluation Before Final Examination |  | Presentation & Demonstration |
| **REFERENCES** |
| **Recommended Reading** | **Dış Ticaret ve Finansmanı- Dr. Ferudun Kaya, Beta Yayın 2009** |
| **Material Sharing** | **Presentation outputs, problems and solutions** |
| **ASSESSMENT METHODS** |
| **Activities** | **Number** | **Effect** | **Notes** |
| **Midterm Exam** | 1 | 30% |  |
| **Project** | 4 | 20% |  |
| ***Effect of The Activities*** |  | 50% |  |
| ***Effect of The Final Exam*** |  | 50% |  |
| **ECTS TABLE** |
| **Contents** | **Number** | **Hours** | **Total** |
| **Hours in Classroom**  | 16 | 3 | 48 |
| **Hours out Classroom** | 16 | 5 | 80 |
| **Project** | 4 | 8 | 32 |
| **Midterm Exam** | 1 | 30 | 30 |
| **Final Exam** | 1 | 50 | 50 |
| **Total****Total / 30****ECTS Credit** | 240 |
|  **=240/30=8** |
| **8** |
| **RECENT PERFORMANCE** |
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