

SYLLABUS
Institute of Social Sciences

| Course Code | Course Title | | Credits | ECTS Value | |
|--|--|---|--|--|------------------|
| OSD 549 | Foreign Trade Financing | | 3 (3-0-3) | 8 | |
| Prerequisite Courses: | No | | | | |
| Course Language: | Turkish | Course Delivery Mode: | Face | | |
| Course Type and Level: | Elective / Fall semester / Master's | | | | |
| Instructor's Title, Name, and Surname | | Course Hours | Office Hours | Contact | |
| Asist. Dr. Prof. Süreyya YILMAZ ÖZEKENCİ | | 9.30-12.20 | Tuesday 10.00-12.00 | sureyyayilmaz@cag.edu.tr | |
| Course Coordinator: | Asist. Dr. Prof. Süreyya YILMAZ ÖZEKENCİ | | | | |
| Course Objectives | | | | | |
| Course Learning Outcomes | Upon successful completion of this course, the student will be able to: | | | Relations | |
| | | | | Program Outcomes | Net Contribution |
| | 1 | Interprets the functions of documents, delivery and payment methods used in foreign transactions. | 3 | 5 | |
| | 2 | It applies letter of credit, commercial bank and Eximbank loans used before shipment in exports. | 3 | 4 | |
| | 3 | It organizes basic financial statements. | 3 | 5 | |
| | 4 | Applies financial analysis techniques and calculates and interprets financial ratios. | 3 & 9 | 5 & 5 | |
| | 5 | Applies factoring, forfaiting and leasing methods in foreign trade finance. | 2 & 3 | 5 & 4 | |
| Course Description: | This course includes foreign transactions legislation and documents used in foreign trade, payment and delivery methods in international trade for the purpose of financing foreign trade. | | | | |
| Course Schedule (Weekly Plan) | | | | | |
| Week | Topic | | Preparation | Teaching Methods and Techniques | |
| 1 | Introduction to Foreign Trade Finance | | Repetition of basic foreign trade concepts/Lecturer notes | Lecture, Q&A | |
| 2 | Legislative Provisions Regarding Foreign Trade Financing | | Examination of relevant legislative texts (Türk Eximbank, TCC, Foreign Exchange Legislation) | Lecture, Discussion, Case study analysis | |
| 3 | Documents Used in Foreign Trade | | Examination of sample document forms (invoice, bill of lading, packing list) | Practical demonstration, Group work | |
| 4 | Delivery Methods in Foreign Trade | | Review of the INCOTERMS 2020 rules | Lecture, Case study, Presentation | |

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| 5 | Payment Methods in Foreign Trade | Textbook, examination of sample payment scenarios | Lecture, Discussion, Comparative Analysis |
| 6 | Payment by Letter of Credit | Examination of letter of credit sample texts | Applied lecture, Case analysis, Role play |
| 7 | Advance Payment | Working on examples of advance payment | Lecture, Q&A, Practical examples |
| 8 | Midterm Exam | | |
| 9 | Payment Against Goods-Payment Against Documents | Examination of sample payment documents | Practical explanation |
| 10 | Financing of Exports and Imports | Examination of reports on export and import credits | Lecture, Case study, Discussion |
| 11 | Foreign Resources - Letter of Guarantee Loans | Examples of bank letters of credit | Lecture, Case study analysis |
| 12 | Risks Encountered in Foreign Trade and Protection Methods | Researching foreign exchange risk, exchange rate risk and insurance methods | Discussion, Case analysis, Group work |
| 13 | Eximbank Introduction | Up-to-date information from Eximbank official website | Presentation, Q&A |
| 14 | Use of Loans and Application Principles | Loan application forms of Eximbank and commercial banks | Lecture, Applied example, Group work |
| 15 | Use of Loans and Application Principles | Loan application forms of Eximbank and commercial banks | Lecture, Applied example, Group work |
| 16 | Final Exam | | |

Course Resources

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| Textbook: | Kaya, F. Foreign Trade and Financing, Beta Publishing |
| Recommended Reading: | - |

Course Assessment and Evaluation

| Activities | Number | Percentile | Notes |
|--------------|--------|------------|--------------|
| Midterm Exam | 1 | %40 | Written Exam |
| Project | | | |
| Homework | | | |
| Presentation | | | |
| Portfolio | | | |
| Finale | 1 | %60 | Written Exam |

ECTS Table

| Content | Number | Hour | Total |
|---------|--------|------|-------|
|---------|--------|------|-------|

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|---|-----------|----|--------------|
| Course duration | 14 | 3 | 42 |
| Out-of-Class Work | 14 | 6 | 84 |
| Assignments | | | |
| Presentation | | | |
| Project | | | |
| Midterm Exam (Midterm Exam Duration + Midterm Exam Preparation) | 1 | 45 | 45 |
| Final Exam (Final Exam Duration + Final Exam Preparation) | 1 | 65 | 65 |
| Total: | | | 236 |
| Total / 30: | | | 236/30=7,866 |
| ECTS Credits: | | | 8 |

| Past Achievements | |
|-------------------|--|
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