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| ***ÇAĞ UNIVERSITY******VOCATIONAL SCHOOL*** |
| **Course Code**: | **Course Title** | **Credits** | **Ects** |
| TIC-103 |  Introduction to Foreign Trade | (3-0-3) | 8 |
| **Prerequisite Courses** | None |
| **Language of Instruction** | Turkish | **Mode of Delivery** | Face-to-Face |
| **Course Type/Level** | Compulsory / 1st Year / Fall Semester |
| **Instructor** | **Title & Full Name** | **Office Hours**:  | **E-Mail** |
| **Course Coordinator** | Assoc. Prof. Dr. İrem PELİT | Wednesday 13:30–16:30 |  irempelit@cag.edu.tr |
| **Course Objectife** | The course aims to provide students with fundamental knowledge required in the field of foreign trade. |
| **Course Learning Outcomes** |  | Upon successful completion of this course, the student will be able to: | **Relations** |
| **Prog. Outcomes** | **Contrubition Level** |
| **1** | Acquire general knowledge about Turkey's foreign trade policy. | 1,2 | **5,5** |
| **2** | Define export technically and list the stages and types of export. | 1,2,4,5 | **5,5,5,5** |
| **3** | Define import technically and list the stages and types of import. | 1,2,4,5 | **5,5,5,5** |
| **4** | Know the documents used in foreign trade transactions and prepare them. | 1,2,4,5 | **5,4,4,5** |
| **5** | Know the delivery terms used in foreign trade, price according to risks and costs. | 1,2,4,5 | **5,4,4,5** |
| **6** |

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| Know the payment methods in foreign trade and choose the most suitable method according to country and customer. |

 | 1,2,4,5 | **5,4,4,5** |
| **7** | Understand protectionism and liberalization in foreign trade. | 2,5,7 | **5,4,4** |
| **8** |

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| Analyze strategies and developments applied in foreign trade. |

 |  2,3,5 | **5,4,4** |
| **9** |

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| Learn about institutions related to export and import, and know where to receive services and support. |

 | 2,5 | **5,4** |
|  | **10** | Follow and interpret developments in national and global agendas. | 3,5,6 | **5,4,4** |
|  | **11** |

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| Learn the development and structure of foreign trade in Turkey. |

 | 2,7 | **5,4** |
|  | **12** | Plan and organize foreign trade operations. |  3,5,6 | **4,5,4** |
| **Course Content**Understanding Basic Foreign Trade; Historical Development and Key Concepts; Import and Export Practices; Delivery Terms; Payment Methods; Protection and Liberalization; Diversification of Foreign Trade by Products and Countries; Emerging Trends and Technologies; Understanding the Development and Structure of Foreign Trade in Turkey. |
|  **Weekly Course Schedule** |
| **Week** | **Topic** | **Preparation** | **Learning Activities & Teaching Methods** |
| **1** |

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| Introduction and Orientation |

 | Discussion | Lecture with Visual Aids |
| **2** | Understanding Basic Foreign Trade | Textbook, Electronic Slides |  Lecture, Discussion, Q&A |
| **3** | Historical Development and Key Concepts in Foreign Trade | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **4** | Export and Import Practices in Foreign Trade | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **5** | Delivery Terms in Foreign Trade | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **6** | Payment Methods in Foreign Trade | Textbook, Electronic Slides |  Lecture, Case Studies, Discussion, Q&A |
| **7** | Midterm Exam |  |   |
| **8** | Protection and Liberalization in Foreign Trade | Textbook, Electronic Slides | Lecture, Case Studies, Discussion |
| **9** | Seminar | - | Q&A |
| **10** | Diversification of Foreign Trade by Product and Country | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **11** | Emerging Trends and Technologies in Foreign Trade | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **12** | Development and Structure of Foreign Trade in Turkey | Textbook, Electronic Slides | Lecture, Case Studies, Discussion, Q&A |
| **13** | General Review | Textbook, Electronic Slides | Topic Review, Student Feedback Discussion |
| **14** | Final Exam | - | - |
| **References** |
|  | **Course Notes on Introduction to Foreign Trade**, Ayşegül Oğuz, Taha Bahadır Saraç, Abdulkadir Develi,Efil Publishing |
| **Foreign Trade Transactions Management,** Assoc. Prof. Dr. Feridun Kaya, Beta Publishing |
| **\* www.tim.org.tr**\* [www.igeme.gov.tr](http://www.igeme.gov.tr/)\* www.dtm.gov.tr\* [www.wto.org](http://www.wto.org/) |
| **Assessment and Evaluation** |
| **Activity** | **Quantity** |  **Contribution**  |  **Notes** |
| Midterm Exam | 1 | 50% | - |
| Final Exam | 1 | 50% | - |
| **ECTS TABLE** |
| **Content** | **Quantity** |  **Hours** |  **Total** |
| Course Hours | 14 | 3 | 42 |
| Off-Class Study | 14 | 3 | 42 |
| Midterm Exam | 1 | 51 | 51 |
| Final Exam | 1 | 85 | 85 |
|  |  TOTAL: 231 |
|  |
|  Total / 30ECTS Credit =231/30=-7,7 |
| 8 |