

**SYLLABUS**  
**VOCATIONAL SCHOOL**

Course Unit Code	Course Title		Credits	ECTS Value
TİC-103	Introduction to Foreign Trade		3-0-3	8
Prerequisite Courses:	No			
Language of Instruction:	Turkish	Lesson Teaching Style:	Face to Face	
Course Type and Level:	Compulsory/Fall Semester/Associate Degree/1. Period			
Title, Name and Surname of the Instructor of the Course		Course Hours	Office Hours	Communication
Assoc. Prof. Dr. İrem PELİT		Monday 10:15/12:35	Wednesday 14:00-15:00	irempelit@cag.edu.tr
Course Coordinator:	Assoc. Prof. Dr. İrem PELİT			
Course Objective: Students will be able to recognize the basic concepts, actors, export-import process, documents used, delivery and payment methods of foreign trade; It is aimed to comprehend the basic practices used in international trade and to reach the competence to use them in professional life.				
Course Learning Outcomes	Upon successful completion of this course, the student will be able to:		Relations	
			Program Outcomes	Net Contribution
	1	Defines the basic concepts, actors and procedures of foreign trade.	1,2	4,5
	2	Explains, distinguishes and applies export and import documents.	2,4	4,5
	3	Compares delivery and payment methods and applies them in case studies.	2,3	4,5
	4	Interprets, analyzes and reports foreign trade data.	3,4,5	5,4,5
	5	Works effectively in a team through group work and presentations and develops communication skills.	5,6	5,4,5
6	Discusses the importance of ethical values and cultural differences in foreign trade practices.	7	5	
Course Description:	This course deals with the basic building blocks of foreign trade theoretically and practically. Export and import transactions are examined in detail by focusing on the concepts, actors and functioning of international trade. Students learn about the documents used in foreign trade, delivery and payment methods, logistics activities and transportation processes. In addition, current developments in global trade are discussed and case studies are made. Within the scope of the course, students both reinforce their theoretical knowledge and gain practical experience by preparing export plans and making project presentations.			
Course Contents: (Weekly Lesson Plan)				
Week	Topic	Preparation	Teaching Methods and Techniques	
1	Foreign Trade Terms and Their Importance	Terms Review	Lecture and Discussion	
2	Foreign Trade Actors and Institutions	Short Research	Group Discussion	
3	Export Transactions	Company Examples	Case Study	
4	Import Transactions	Company Examples	Case Study	

5	Documents Used in Foreign Trade	Document Research	<b>Document Review</b>
6	Documents Used in Foreign Trade	Document Research	<b>Document Review</b>
7	Delivery Methods	ICC Incoterms	<b>Role Play</b>
8	Midterm Exam	-	<b>Written Exam</b>
9	Midterm Exam	-	<b>Written Exam</b>
10	Payment Methods	Invoice Examples	<b>Presentation and Discussion</b>
11	Payment Methods	Bank Documents	<b>Presentation and Discussion</b>
12	Logistics and Transportation	Current Logistics News	<b>Problem Solving</b>
13	Current Developments in Global Trade	Press News	<b>Argument</b>
14	Project Presentations	PPT Preparation	<b>Presentation</b>
15	Project Presentations	PPT Preparation	<b>Presentation</b>
16	General Review	Faculty Member Notes	<b>Assessment</b>
17	Final Exam	-	<b>Exam Week</b>
18	Final Exam	-	<b>Exam Week</b>

#### Course Resources

<b>Textbook:</b>	Yılmaz, M. (2021). <i>Introduction to Foreign Trade</i> . Ankara: Gazi Bookstore.
<b>Recommended Reading:</b>	ICC Incoterms 2020, WTO reports, Ministry of Commerce and Eximbank publications

#### Course Assessment and Evaluation

Events	Number	Contribution	Notes
<b>Midterm Exam</b>	1	30	Evaluation of the first 7 weeks
<b>Homework</b>	1	10	Export Plan Preparation
<b>Presentation</b>	1	5	Homework presentation in groups
<b>Accession</b>	-	5	Attendance at classes, active participation in discussions, and fulfillment of preparatory tasks.
<b>Final Exam</b>	1	50	Written exam covering the entire semester.
<b>Total</b>		100	

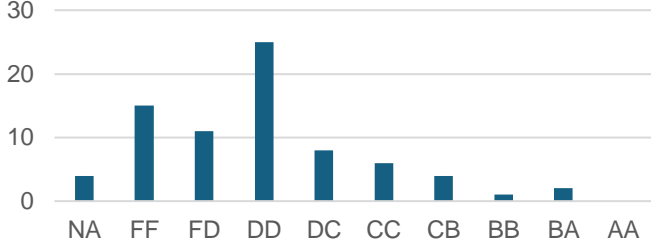
#### ECTS Table

Content	Number	Hour	Sum
<b>Course duration</b>	14	3	42
<b>Out-of-Class Work</b>	14	4	56
<b>Homework</b>	1	20	20
<b>Presentation</b>	1	10	10
<b>Midterm Exam (Midterm Exam Duration + Midterm Exam Preparation)</b>	1	18	18

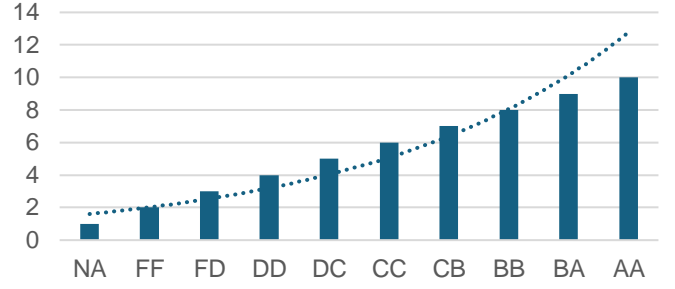
Final Exam (Final Exam Duration + Final Exam Preparation)	1	24	24
Total:			170
Total / 30:			170/30
AKTS Credits:			6

### Past Achievements

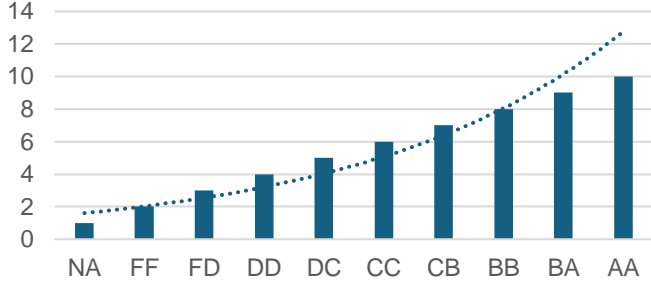
2024-2025 FALL SEMESTER  
TIC-103 INTRODUCTION OF FOREIGN  
TRADE



2024-2025 Bahar Yarıyılı  
Ders Kodu ve Adı



2025-2026 Güz Yarıyılı  
Ders Kodu ve Adı



2025-2026 Bahar Yarıyılı  
Ders Kodu ve Adı

