

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 10:15/12:3 5	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
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	Document Review
6	Documents Used in Foreign Trade	Document Research	Document Review
7	Delivery Methods	ICC Incoterms	Role Play
8	Midterm Exam	-	Written Exam
9	Midterm Exam	-	Written Exam
10	Payment Methods	Invoice Examples	Presentation and Discussion
11	Payment Methods	Bank Documents	Presentation and Discussion
12	Logistics and Transportation	Current Logistics News	Problem Solving
13	Current Developments in Global Trade	Press News	Argument
14	Project Presentations	PPT Preparation	Presentation
15	Project Presentations	PPT Preparation	Presentation
16	General Review	Faculty Member Notes	Assessment
17	Final Exam	-	Exam Week
18	Final Exam	-	Exam Week

Course Resources

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

Course Assessment and Evaluation

Events	Number	Contribution	Notes
Midterm Exam	1	30	Evaluation of the first 7 weeks
Homework	1	10	Export Plan Preparation
Final Exam	1	60	Written exam covering the entire semester.
Total		100	

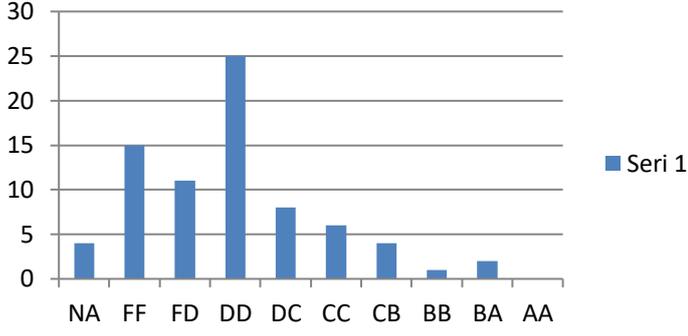
ECTS Table

Content	Number	Hour	Sum
Course duration	18	3	54
Out-of-Class Work	18	4	72
Homework	1	20	20
Participation / In-Class Activities (discussion, case analysis, etc.)	4	13	52
Midterm Exam (Midterm Exam Duration + Midterm Exam Preparation)	1	18	18
Final Exam (Final Exam Duration + Final Exam Preparation)	1	24	24
Total:			240

Total / 30:	240/30
AKTS Credits:	8

Past Achievements

2024-2025 FALL SEMESTER TİC 103



2025-2026 FALL SEMESTER TİC-103

