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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** | | |  | | --- | |  |  |  | | --- | | 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** | | |  | | --- | |  |  |  | | --- | | Analyze strategies and developments applied in foreign trade. | | | | | | | | | | | 2,3,5 | **5,4,4** | |
| **9** | | |  | | --- | |  |  |  | | --- | | 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** | | |  | | --- | |  |  |  | | --- | | 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** | |  | | --- | |  |  |  | | --- | | 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 / 30  ECTS Credit =231/30=-7,7 | | | | | |
| 8 | | | | | |