

SYLLABUS VOCATIONAL SCHOOL

Course Unit Code	Course Title		C	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 Course					

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.

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mes	Upon successful completion of this course, the student will be able to:		Program Outcomes	Net Contribution		
Outcomes	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		
Learning	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		
Course	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		
	This course deals with the basic building blocks of foreign trade theoretically and practical					

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 T	rade [Ocument Research	ocument Research Document Review		
6	Documents Used in Foreign T		rade [Oocument Research	Documen	t Review	
7	Delivery Methods		Į	CC Incoterms	Role Play		
8	Midterm Exam		-		Written Ex	kam	
9	Midterm Exam		-		Written Ex	kam	
10	Payment Methods	}	lı	nvoice Examples	Presentat	ion and Discussion	
11	Payment Methods	•	E	Bank Documents	Presentation and Discussi		
12	Logistics and Trar	nsportation		Current Logistics lews	Problem Solving		
13	Current Developm	nents in Glob	oal Trade F	Press News	Argument		
14	Project Presentati	ons	F	PT Preparation	Presentat	ion	
15	Project Presentati	ons		PT Preparation	Presentat	ion	
16	General Review			aculty Member lotes	Assessme	ent	
17	Final Exam		-		Exam Wee	ek	
18	Final Exam		-		Exam Wee	ek	
			Course R	lesources			
Recom	Textbook: ICC Incoterms 2020, WTO reports, Ministry of Commerce and Eximbank publications Reading:						
		Со	urse Assessme	ent and Evaluation			
	Events	Number	Contribution		Notes		
Midterr	n Exam	1	30	Evaluation of the f	irst 7 weeks		
Homew	ork/	1	10	Export Plan Prepa	ort Plan Preparation		
Presen	tation	1	5	Homework presen	omework presentation in groups		
Access	sion	-	5		Attendance at classes, active participation in discussions, and fulfillment of preparatory tasks.		
Final Exam 1		50	Written exam covering the entire semester.				
Total			100				
ECTS Table							
	Content			Hour		Sum	
Course duration			14	3		42	
Out-of-Class Work			14	4		56	
Homework			1	20 20		20	
Presentation		1	10	10 10			
Midterm Exam (Midterm Exam Duration + Midterm Exam Preparation)		1	18		18		

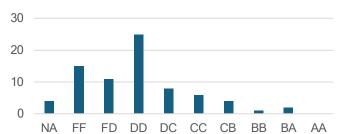


Final Exam (Final Exam Duration + Final Exam Preparation)	1	24	24
	170		
	170/30		
AKTS Credits:			6



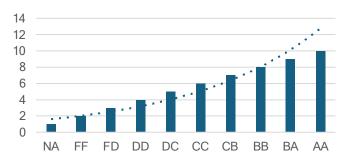
Past Achievements

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





2025-2026 Güz Yarıyılı Ders Kodu ve Adı



2025-2026 Bahar Yarıyılı Ders Kodu ve Adı

