

SYLLABUS
Vocational School

Course Code	Course Title		Credits	ECTS Value	
TIC 220	Foreign Trade Financing		2 (2-0-2)	6	
Prerequisite Courses:	No				
Course Language:	Turkish	Course Delivery Mode:	Face to face		
Course Type and Level:	Compulsory / Spring semester / Associate degree				
Instructor's Title, Name, and Surname		Course Hours	Office Hours	Communication	
Asist. Dr. Prof. Süreyya YILMAZ ÖZEKENCİ		9.30-12.20	Tuesday 10.00-12.00	sureyyayilmaz@cag.edu.tr	
Course Coordinator:	Asist. Dr. Prof. Süreyya YILMAZ ÖZEKENCİ				
Objectives of the Course					
Course Learning Outcomes	Upon successful completion of this course, the student will be able to:			Relations	
				Program Outcomes	Net Contribution
	1	Interprets the functions of documents, delivery and payment methods used in foreign transactions.	3	5	
	2	It applies letter of credit, commercial bank and Eximbank loans used before shipment in exports.	3	4	
	3	It organizes basic financial statements.	3	5	
	4	Applies financial analysis techniques and calculates and interprets financial ratios.	3 & 9	5 & 5	
	5	Applies factoring, forfaiting and leasing methods in foreign trade finance.	2 & 3	5 & 4	
Course Description:	This course includes foreign transactions legislation and documents used in foreign trade, payment and delivery methods in international trade for the purpose of financing foreign trade.				
Course Schedule (Weekly Plan)					
Week	Topic		Preparation	Teaching Methods and Techniques	
1	Introduction to Foreign Trade Finance		Repetition of basic foreign trade concepts/Lecturer notes	Lecture, Q&A	
2	Legislative Provisions Regarding Foreign Trade Financing		Examination of relevant legislative texts (Türk Eximbank, TCC, Foreign Exchange Legislation)	Lecture, Discussion, Case study analysis	
3	Documents Used in Foreign Trade		Examination of sample document forms (invoice, bill of lading, packing list)	Practical demonstration, Group work	
4	Delivery Methods in Foreign Trade		Review of the INCOTERMS 2020 rules	Lecture, Case study, Presentation	
5	Payment Methods in Foreign Trade		Textbook, examination of sample payment scenarios	Lecture, Discussion, Comparative Analysis	
6	Payment by Letter of Credit		Examination of letter of credit sample texts	Applied lecture, Case analysis, Role play	

7	Advance Payment	Working on examples of advance payment	Lecture, Q&A, Practical examples
8	Midterm Exam		
9	Midterm Exam		
10	Payment Against Goods-Payment Against Documents	Examination of sample payment documents	Practical explanation
11	Financing of Exports and Imports	Examination of reports on export and import credits	Lecture, Case study, Discussion
12	Foreign Resources - Letter of Guarantee Loans	Examples of bank letters of credit	Lecture, Case study analysis
13	Risks Encountered in Foreign Trade and Protection Methods	Researching foreign exchange risk, exchange rate risk and insurance methods	Discussion, Case analysis, Group work
14	Eximbank Introduction	Up-to-date information from Eximbank official website	Presentation, Q&A
15	Use of Loans and Application Principles	Loan application forms of Eximbank and commercial banks	Lecture, Applied example, Group work
16	Use of Loans and Application Principles	Loan application forms of Eximbank and commercial banks	Lecture, Applied example, Group work
17	Final Exam		
18	Final Exam		

Course Resources

Textbook:	Kaya, F. Foreign Trade and Financing, Beta Publishing
Recommended Reading:	-

Course Assessment and Evaluation

Content	Number	Hours	Total
Midterm Exam	1	%40	Written Exam
Project			
Homework			
Presentation			
Portfolio			
Final	1	%60	Written Exam

ECTS Table

Content	Number	Hour	Total
Course Duration	14	2	28
Out-of-Class Study	14	5	70
Assignment			
Presentation			
Project			
Midterm Exam (Midterm Exam Duration + Midterm Exam Preparation)	1	30	30
Final Exam (Final Exam Duration + Final Exam Preparation)	1	40	40

Total:	168
Total / 30:	168/30=5.6
ECTS Credit:	6

Past Achievements

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