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| ***ÇAĞ UNIVERSITY******VOCATIONAL SCHOOL***  |
| **Code** | **Course Name** | **Credit** | **ECTS** |
| TIC 203 | Foreign Trade Transactions and Applications | (2-0-2) | 6 |
| **Prerequisites** | None |
| **Education Language** | Turkish  | **Education Method**  | Face to Face |
| **Course Type and Level** | Compulsory/Fall Semester |
| **Course Supervisor** | **Name Surname** | **Course Hours** | **Office Hours** | **Contact** |
| **Course Coordinator** | Assist. Prof. Dr. Suzan Oğuz | Monday 10:15-11.45 | Monday 13:30-15:00 | suzanoguz@cag.edu.tr |
| **Course Objectives** | The main objective of this course is to teach students the theoretical and practical aspects of international trade in detail. Through project assignments and field studies, students will have hands-on experience of foreign trade processes and will have the opportunity to develop trade strategies in real-life scenarios. |
| **Course Learning Outcomes** |  | A student who successfully completes the course: | **Relationships** |
| **Prog. Outputs** | **Net Contribution** |
| **1** | Can explain the scope of foreign trade in detail. | 1,5 | **4,5** |
| **2** | Define the concepts of export and import, classify their types and explain their processes comprehensively. | 1,2 | **4,5** |
| **3** | Knows the functions of documents used in foreign trade and understands the importance of these documents in international trade. | 1,5 | **5,5** |
| **4** | Learns the delivery methods used in foreign trade, their risks and advantages | 1,5 | **5,5** |
| **5** | Develop effective communication skills and networking opportunities while preparing a project assignment. |  1,2 | **5,5** |
|  | **6** | Develops the ability to think creatively and innovatively. | 2,5 | **5,5** |
| **Course Content:** This course covers topics such as documents used in foreign trade, export and import transactions, international investments, free zones and foreign exchange transactions. Students will learn about the legal and operational aspects of foreign trade and will have the opportunity to learn how the documents used in these processes work. In addition, students will have the opportunity to conduct field research and develop business plans with real companies to better understand how foreign trade is conducted in the business world. |
| **Weekly Course Program** |
| **Week** | **Subject** | **Preparation** | **Teaching Method** |
| **1** | TIC 203 Course Introduction & Introduction | Lecture Notes | Lecture & Discussion |
| **2** | Overview of Foreign Trade Transactions | Lecture Notes | Lecture & Discussion |
| **3** | Export & Import Operations | Lecture Notes | Lecture & Discussion |
| **4** | Documents Used in Foreign Trade & Payment Methods | Lecture Notes | Lecture & Discussion |
| **5** | Giving Information About the Application Project | Lecture Notes | Lecture & Discussion |
| **6** | Field Research and Identification of a Suitable Company | Field Research | - |
| **7** | Preliminary Interviews with Companies and Preparation of Business Plans | Field Research | - |
| **8-9** | Midterm Exam Week | - | - |
| **10** | Providing Feedback on Business Plans | Lecture Notes | Lecture & Discussion |
| **11** | Development of Business Plans | Project Preparation | Discussion |
| **12** | Final Meeting with Companies and Preparation of Presentation Files | Project Preparation | Discussion |
| **13** | Project presentations & Feedback for corrections | Project Presentation | Discussion |
| **14** | Project presentations & Feedback for corrections | Project Presentation | Discussion |
| **15** | Project presentations & Feedback for corrections | Project Presentation | Discussion |
| **16** | Project presentations & Feedback for corrections | Project Presentation | Discussion |
| **17-18** | Final Exam Week | - | - |
| **SOURCES** |
| **Textbook** | Foreign Trade Transactions Management, Author: [Ferudun KAYA](https://yetkin.com.tr/ferudun-kaya) |
| **ASSESSMENT and EVALUATION** |
| **Events** | **Number** | **Contribution** | **Notes**  |
| **Active Participation & Homework** | 1 | % 20 |  |
| ***Final Project*** | 1 |  %80 |  |
| **ECTS TABLE** |
| **Content** | **Number** | **Clock** | **Total** |
| **Course Duration** | 14 | 2 | 28 |
| **Studying Outside the Classroom** | 14 | 3 | 42 |
| **Assignments** | 1 | 20 | 20 |
| **Final Project** | 1 | 80 | 80 |
| **Total****Total / 30****ECTS Credit** | 170 |
|  **=170/30=5,7** |
| **6** |