

# TOROS ÜNİVERSİTESİ

Vocational School  
Logistics

## Course Information

BASIC CONCEPTS IN FOREIGN TRADE					
Code	Semester	Theoretical	Practice	National Credit	ECTS Credit
		Hour / Week			
LOJ243	Fall	2	0	2	3

<b>Prerequisites and co-requisites</b>	Students attendance to course have to be min %70
<b>Language of instruction</b>	Turkish
<b>Type</b>	Required
<b>Level of Course</b>	Associate
<b>Lecturer</b>	Lecturer Ayşe GÜNGÖR
<b>Mode of Delivery</b>	Face to Face
<b>Suggested Subject</b>	-
<b>Professional practise ( internship )</b>	None
<b>Objectives of the Course</b>	Understand the concepts related to basic foreign trade transactions, to be able to apply foreign trade transactions and to be able to apply foreign trade transactions.
<b>Contents of the Course</b>	Basic Concepts in Foreign Trade, Documents Used in Foreign Trade, Delivery Shapes in Foreign Trade, Forms of Payment in Foreign Trade, Transactions of Export Price, Closing of Export Account, Classification of Import Goods, Classification of Import Goods, Taxation in Import Operations, Foreign Exchange Transactions, Insurance and Packaging in Trade.

## Learning Outcomes of Course

#	Learning Outcomes
1	Define the basic concepts of foreign trade.
2	Student will have information on import and export issues
3	Student will know the methods used in foreign trade.
4	Student will know international rules.
5	Student is aware of state support in foreign trade and can make an attempt in this direction
6	Student has information about foreign trade financing channels.
7	Student learns the documents used in foreign trade.

## Course Syllabus

#	Subjects	Teaching Methods and Technics
1	Basic Concepts in Foreign Trade	Oral Presentation
2	Foreign Trade Operations	Oral Presentation
3	Export Operations - Import Operations	Oral Presentation and Student Presentation
4	Delivery Shapes in Foreign Trade	Oral Presentation and Student Presentation
5	Delivery Shapes in Foreign Trade	Oral Presentation and Student Presentation
6	Payment Forms in Foreign Trade	Oral Presentation and Student Presentation
7	Payment Forms in Foreign Trade	Oral Presentation and Student Presentation
8	Midterm Exam	

9	Organizations Promoting Foreign Trade and New Incentive System	Oral Presentation and Student Presentation
10	Documents Used in Foreign Trade Transactions	Oral Presentation and Research
11	Documents Used in Foreign Trade Transactions	Oral Presentation and Research
12	Main Methods of Financing of Foreign Trade	Oral Presentation and Student Presentation
13	Main Methods of Financing of Foreign Trade	Oral Presentation and Student Presentation
14	Packaging, Transportation and Insurance Operations in Foreign Trade	Oral Presentation and Student Presentation
15	Packaging, Transportation and Insurance Operations in Foreign Trade	Oral Presentation and Student Presentation
16	Final Exam	

## Course Syllabus

#	Material / Resources	Information About Resources	Reference / Recommended Resources
1	Foreign Trade Operations Management	Assoc. Dr Ferudun KAYA	
2	New Business Foreign Trade	Hakan AKIN	

## Method of Assessment

#	Weight	Work Type	Work Title
1	40%	Mid-Term Exam	Mid-Term Exam
2	60%	Final Exam	Final Exam

## Relationship between Learning Outcomes of Course and Program Outcomes

#	Learning Outcomes	Program Outcomes	Method of Assessment
1	Define the basic concepts of foreign trade.	1	1
2	Student will have information on import and export issues	2,3,5,8	1,2
3	Student will know the methods used in foreign trade.	2,5,8	1,2
4	Student will know international rules.	14	1,2
5	Student is aware of state support in foreign trade and can make an attempt in this direction	5,6,8	1,2
6	Student has information about foreign trade financing channels.	1,2,3	1,2
7	Student learns the documents used in foreign trade.	5,8	1,2

PS. The numbers, which are shown in the column Method of Assessment, presents the methods shown in the previous table, titled as Method of Assessment.

## Work Load Details

#	Type of Work	Quantity	Time (Hour)	Work Load
1	Course Duration	14	2	28
2	Course Duration Except Class (Preliminary Study, Enhancement)	14	2	28
3	Presentation and Seminar Preparation	0	0	0
4	Web Research, Library and Archival Work	0	0	0
5	Document/Information Listing	0	0	0
6	Workshop	0	0	0
7	Preparation for Midterm Exam	1	1	1
8	Midterm Exam	1	1	1
9	Quiz	0	0	0
10	Homework	0	0	0

11	Midterm Project	0	0	0
12	Midterm Exercise	0	0	0
13	Final Project	0	0	0
14	Final Exercise	0	0	0
15	Preparation for Final Exam	1	12	12
16	Final Exam	1	1	1
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