

# TOROS ÜNİVERSİTESİ

Vocational School  
Logistics

## Course Information

| BASIC CONCEPTS IN FOREIGN TRADE |          |             |          |                 |             |
|---------------------------------|----------|-------------|----------|-----------------|-------------|
| Code                            | Semester | Theoretical | Practice | National Credit | ECTS Credit |
|                                 |          | Hour / Week |          |                 |             |
| LOJ273                          | Fall     | 3           | 0        | 3               | 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       | 3           | 42        |
| 2  | Course Duration Except Class (Preliminary Study, Enhancement) | 14       | 1           | 14        |
| 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        | 5           | 5         |
| 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 | 11 | 11        |
| 16 | Final Exam                 | 1 | 1  | 1         |
|    |                            |   |    | <b>74</b> |