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| **Course Name** | **Code** | **Semester** | **T+U** | **Credit** | **ECTS** |
| **Introduction to Foreign Trade** |  | 1 | 3+1 | 3,5 | 4 |
| Prerequisite Courses |  |
| Language of the Course | Turkish |
| Type of Course | Compulsory |
| Course Coordinator |   |
| Instructor |  |
| Course Assistants |  |
| The aim of lesson | This course enables the student to learn the development of foreign trade, foreign trade theories, INCOTERMS, foreign trade delivery methods, export and import transactions. |
| Course Learning Outcomes | This lesson finally student ;1 **-** Learns the documents used in foreign trade and payment methods in foreign trade.2-Knows the policies applied in foreign trade and the methods applied in foreign trade.3-Recognize the contents of state aids in foreign trade.4- Gain knowledge about the establishment and objectives of the European Union and other economic unions. |
| Course Content | The Concept of Foreign Trade and Foreign Trade Policies, Global Trade and Multinational Companies, Foreign Trade Theories, Globalization and Foreign Trade, EU-Turkey Customs Agreement, Export and Import Transactions, INCOTERMS, Finance and Government Incentives in Foreign Trade, Delivery Methods in Foreign Trade, Foreign Trade Payment Methods in Trade, Tax Practices in Foreign Trade, Current Approaches in Turkey's Foreign Trade. |
| **Weeks** | **Topics** |
| 1 | The Concept of Foreign Trade and Foreign Trade Policies |
| 2 | Global Trade and Multinational Corporations |
| 3 | Foreign Trade Theories |
| 4 | Globalization and Foreign Trade |
| 5 | EU-Turkey Customs Agreement |
| 6 | Export and Import Operations, INCOTERMS |
| 7 | Export and Import Operations, INCOTERMS |
| 8 | Financing and Government Incentives in Foreign Trade |
| 9 | Delivery Types in Foreign Trade |
| 10 | Delivery Types in Foreign Trade |
| 11 | Payment Methods in Foreign Trade |
| 12 | Payment Methods in Foreign Trade |
| 13 | Tax Applications in Foreign Trade, |
| 14 | Current Approaches in Turkey's Foreign Trade |

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| **General Competencies** |
| from students this main topics of the lesson their understanding and fields with in applications their use expected . |
| **resources** |
| Oğuz, A., Saraç, TB, and Develi, A. (2015). *Introduction to foreign trade: lecture notes* . Ankara, EFIL Publications.Kaya, F. (2015). *Foreign trade transactions management* . Istanbul, Beta publications.Yilmaz, S, E. (2016). *The evolution of foreign trade theories* . Ankara, Efil Publications. |
| **Evaluation System** |
| It is stated in the syllabus at the beginning of the semester. |

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| **WITH PROGRAM LEARNING OUTCOMES****COURSE LEARNING OUTCOMES RELATIONSHIP TABLE** |
|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** | **PO6** | **PO7** | **PO8** | **PO9** | **PO10** |
| **LO1** | 5 | 3 | 5 | 4 | - | 2 | - | 1 | 3 | 4 |
| **LO2** | 5 | 2 | 5 | 5 | - | 2 | - | 1 | 2 | 3 |
| **LO3** | 2 | 2 | 3 | 5 | - | 2 | - | 1 | 2 | 4 |
| **LO4** | 3 | 2 | 3 | 3 | - | 1 | - | 1 | 2 | 5 |
| **REVENGE: Learning Outputs OP: Program Outputs** |
| **Contribution****level** | **1 Very Low** | **2 Low** | **3 Medium** | **4 High** | **5 Very High** |

Relation of Program Outcomes and Related Course

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| **lesson** | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** | **PO6** | **PO7** | **PO8** | **PO9** | **PO10** |
| **External in trade Login** | 5 | 2 | 4 | 4 | - | 2 | - | 1 | 2 | 4 |

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