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| **Course Name** | **Code** | **Semester** | **T+U** | **Credit** | **ECTS** |
| **Import and Export Applications** |  | 3 | 2+0 | 2 | 3 |
| Prerequisite Courses |  |
| Language of the Course | Turkish |
| Type of Course | Compulsory |
| Course Coordinator |   |
| Instructor |  |
| Course Assistants |  |
| The aim of lesson | The aim of this course; To enable students to examine and interpret import and export transactions and to describe the principles and practical processes of import and export transactions. This course aims to cover the fundamentals of import and export activities. |
| Course Learning Outcomes | This lesson finally student ;1-Will be able to define the basics of export and import on the basis of practice.2-will be able to compare export and import procedures and strategies.3-will be able to evaluate the difficulties and opportunities in export and import operations.4-They will be able to plan and manage export and import processes. |
| Course Content | Export of the strategy development : external analysis and export planning process , export analysis , export strategy development , stakeholder country analysis and selection , export market strategy and to the market login options , alternative external trade methods and export incentives , export transactionsimports regulations for import subject of products and of stakeholders selection , import and export for discussion techniques , import and export for payment methods and operation financing , export , transaction process + project of your subjects distribution , project presentation , in import process process + project of your subjects distribution , project presentation . |
| **Weeks** | **Topics** |
| one | Export of strategy Development : External Analysis and Export Planning Process |
| 2 | Export analysis |
| 3 | Export strategy Development , Stakeholder Country analysis and selection |
| 4 | Export Sunday strategy and to market Login Options |
| 5 | Alternative External Trade Methods and Export Incentives |
| 6 | Export Transactions |
| 7 | Imports Arrangements |
| 8 | Import Subject of your products and your stakeholders Choosing |
| 9 | Imports and Export for Discussion Techniques |
| 10 | Imports and Export for Payment Methods and Operation Financing |
| 11th | in export Process Process + Project of your subjects Distribution |
| 12 | Project presentation  |
| 13 | in import Process Process + Project of your subjects Distribution |
| 14 |  Project presentation |

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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** |
|  Gursoy, Y. (2020). *Foreign trade transactions management* . Bursa: Ekin Bookstore.Kaya, F. (2017). *Foreign trade transactions management* . Istanbul: Beta Publishing.Canitez, M. (2016). *Applied export - import operations and documentation* . Ankara: Gazi Bookstore.**Websites**Republic of Turkey Ministry of Commerce – commerce.gov.trFinancial Times – www.ft.comBloomberg BusinessWeek - http://www.businessweek.com/Global Trade Magazine - http://globaltrademag.com/The Economist – [www.economist.com](http://www.economist.com/)EXIMBANK - <https://www.eximbank.gov.tr/>Southeast Exporters' Associations- <http://www.gaib.org.tr/> |
| **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 | 4 | 4 | 5 | 2 | 2 | 2 | 4 | 3 | 3 |
| **LO2** | 5 | 4 | 4 | 5 | 2 | 2 | 2 | 4 | 3 | 3 |
| **LO3** | 5 | 4 | 4 | 5 | 2 | 2 | 2 | 4 | 3 | 3 |
| **LO4** | 5 | 4 | 4 | 5 | 2 | 2 | 2 | 4 | 3 | 3 |
| **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** |
| **Imports and Export Applications**  | 5 | 4 | 4 | 5 | 2 | 2 | 2 | 4 | 3 | 3 |

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