

Vocational School of Social Sciences / Foreign Trade

2024 - 2025 Academic Year

FOREIGN TRADE OPERATIONS II

Syllabus

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
FOREIGN TRADE OPERATIONS II	DŞT1277340	Spring Semester	3+0	3	5
Prerequisites Courses					
Recommended Elective Courses					
Language of Instruction	Turkish				
Course Level	Short Cycle (Associate's Degree)				
Course Type	Required				
Course Coordinator	Lect. Ercan KARAKEÇE				
Name of Lecturer(s)	Lect. Ercan KARAKEÇE				
Assistant(s)					
Aim	To explain the basic concepts of international trade and with the case studies and workshops from life, to enable the students to learn the basic concepts techniques and international trade legislation.				
Course Content	This course contains; International Trade and its importance, Organizations of International Trade, International Trade Documentation-II, International Trade Finance Documents (draft/bill of exchange, avalisation, discount) and insurance., International Trade Transport Documents (including Charter Party bill of lading), International Trade Payment Terms-II (Letter of Credit), Letter of Credit Payment - Confirmed and Unconfirmed Letter of Credit., Letter of Credit Payment-Rotatif L/C, Transferable and Back-to-back L/C., Letter of Guarantees/Standby Letter of Credit (including Counterguarantees and Confirmed Standby LC), International Trade Legislation-International Chamber of Commerce (ICC) Rules., International Trade Legislation-Export-Export Credit Agency Credits (including EXİM), International Trade Legislation-Import, International Trade Legislation-Invisibles and Capital Movement, Revision and Risks.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. Will be able to define International Trade Importance.			16, 9	A	
1.1. Explain the organizations engaged in international trade transactions.					
2. Will be able to identify the Undersecretariat of Treasury, Ministry of Customs and Trade and Exporters Unions.			10, 16, 9	A	
2.1. Define Eximbank, International Chamber of Commerce, Chambers of Commerce and/or Industry.					
2.2. Define banks, international transportation and logistics companies and the World Customs Organization.					
3. Will be able to define International Trade Documentation-II in detail.			10, 13, 16, 6, 9	A	
3.1. Define Financial Documents (draft/bill of exchange, aval and discount).					
3.2. Explain the transportation documents required in international trade.					
4. Will be able to identify transport documents, including Charter Party bills of lading.			16, 9	A	
4.1. Define Letter of Credit Payment.					
4.2. Compare the types of confirmed and unconfirmed letters of credit.					
5. Will be able to define Letter of Credit Payment types.			10, 16, 9	A	
5.1. Defines, Rotatif, Transferable and Back-to-back letter of credits.					
5.2. Define Letter of Guarantees/Standby Letter of Credit.					
5.3. Define letters of guarantee, including counter-guarantees and confirmed standby letters of credit.					
6. Will be able to define International Trade Legislation-International Chamber of Commerce (ICC) Rules.			10, 16, 9	A	
6.1. Explain the rules of international trade organized by the International Chamber of Commerce (ICC).					
6.2. Define International Trade Legislation-Export and Export Credit Agency Credits (including EXİM).					
6.3. Define international trade legislation, export and sovereign credits.					
7. Will be able to define International Trade Legislation-Import rules.			16, 9	A	
7.1. Define International Trade Legislation-Import rules.					
7.2. Define International Trade Legislation-Invisibles and Capital Movement Rules.					
8. Will be able to define International Trade Regulations, Invisible Items and Capital Movements rules.			10, 16, 9	A	
8.1. Define customs rules.					
8.2. Define the basic rules of customs.					
8.3. Define International Trade Risks.					
8.4. Define international trade (exchange risk, documentary risk, country risk etc) risks.			10, 13, 16, 9	A	
Teaching Methods	10: Discussion Method, 13: Case Study Method, 16: Question - Answer Technique, 6: Experiential Learning, 9: Lecture Method				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequence	Topics	Preliminary Preparation			
1	International Trade and its importance				
2	Organizations of International Trade				
3	International Trade Documentation-II				
4	International Trade Finance Documents (draft/bill of exchange, avalisation, discount) and insurance.				
5	International Trade Transport Documents (including Charter Party bill of lading).				
6	International Trade Payment Terms-II (Letter of Credit)				
7	Letter of Credit Payment - Confirmed and Unconfirmed Letter of Credit.				
8	Letter of Credit Payment-Rotatif L/C, Transferable and Back-to-back L/C.				
9	Letter of Guarantees/Standby Letter of Credit (including Counterguarantees and Confirmed Standby LC).				
10	International Trade Legislation-International Chamber of Commerce (ICC) Rules.				
11	International Trade Legislation-Export-Export Credit Agency Credits (including EXİM).				

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Lecture Schedule		
Sequence	Topics	Preliminary Preparation
12	International Trade Legislation-Import	
13	International Trade Legislation-Invisibles and Capital Movement	
14	Revision and Risks	
Evaluation Methods		Weight(%)
Midterm Exam		40
General Exam		60

Resources
Yaser Gürsoy, Foreign Trade Transactions Management, EKİN bookstore publications, 20201. Related links to be published at http://mebis.medipol.edu.tr ; 2. Ferudun Kaya, Foreign Trade Transactions Management, Beta Publishing House, Istanbul, 2015; 3. Celalettin Cantekin, Foreign Trade Transactions and International Banking, Seçkin Publishing House, Ankara, 2017