

Vocational School of Social Sciences / Foreign Trade

2024 - 2025 Academic Year

FOREIGN TRADE OPERATIONS I

Syllabus

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
FOREIGN TRADE OPERATIONS I	DŞT1177330	Fall 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	This course aims to teach basic foreign trade activities, tools used in foreign trade financing and international trade rules.				
Course Content	This course contains; Fundamentals of trade and international trade,Standardization in international trade and basic terms,International trade sales contracts.,International Commercial Terms (INCOTERMS),Documents used in international trade,Transport documents used in international trade and specification of transport documents,Transportation documents (sea way bill of lading) used in international trade,Payment terms (except letter of credit) used in international trade,Foreign exchange transactions,Export transactions,Import transactions,Customs applications,Free trade zones,Current issues in foreign trade.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. Will be able to discuss the idea of foreign trade			16, 9	A	
1.1. Uses the international trade basic concepts					
1.2. Establishes the connection between daily events and foreign trade transactions					
2. Will be able to evaluates the standardization in international trade			9	A	
2.2. Defines the international organisations of standardization in international trade					
2.2. Uses standardization procedures in foreign trade contracts					
3. Will be able to use International Commercial Terms (INCOTERMS)			16, 9	A	
3.1. Explains International Commercial Terms (INCOTERMS) used in all modes of transport					
3.2. Lists International Commercial Terms (INCOTERMS) used only for sea					
4. Will be able to benefit from basic documents used in foreign trade			16, 9	A	
4.1. Explains the need for documentation					
4.2. Defines basic documents like invoice, movement documents (certificate of origin etc.), packing list, weight list etc. used in international trade					
5. Will be able to define transport documents used in international trade			16, 9	A	
5.1. Defines (the document showing the title of the goods) sea bill of lading					
5.2. Defines other transport (road, air and rail waybill) transport document					
6. Will be able to evaluate payment terms (except letter of credit) used in international trade			16, 9	A	
6.1. Evaluates payment methods from the perspective of exporters and importers					
6.2. Explains payment workflows					
7. Will be able to discuss the basic requirements for customs procedures in foreign trade			16, 9	A	
7.1 Defines basic customs (tariff, value and origin) transactions in customs applications					
7.2. Explains GTIP applications					
Teaching Methods	16: Question - Answer Technique, 9: Lecture Method				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequenc e	Topics	Preliminary Preparation			
1	Fundamentals of trade and international trade				
2	Standardization in international trade and basic terms				
3	International trade sales contracts.				
4	International Commercial Terms (INCOTERMS)				
5	Documents used in international trade				
6	Transport documents used in international trade and speciification of transport documents				
7	Transportation documents (sea way bill of lading) used in international trade				
8	Payment terms (except letter of credit) used in international trade				
9	Foreign exchange transactions				
10	Export transactions				
11	Import transactions				
12	Customs applications				
13	Free trade zones				
14	Current issues in foreign trade				
Evaluation Methods		Weight(%)			
Midterm Exam		40			
General Exam		60			

Resources
Dış Ticaret İşlemleri Yönetimi, Yaser Gürsoy. Ekin /Dış Ticaret İşlemleri; Kavram, Teori, Politika ve Uygulama Abdullah Takım, İlyas Kays İmamoğlu, Yücel Naktiyok. Ekin