

Vocational School of Social Sciences / Foreign Trade

2024 - 2025 Academic Year

FOREIGN TRADE FINANCE

Syllabus

Course Description					
Name	Code	Semester	T+A Hour	Credit	ECTS
FOREIGN TRADE FINANCE	DŞT2132760	Fall Semester	3+0	3	4
Prerequisites Courses					
Recommended Elective Courses	Foreign Trade Management				
Language of Instruction	Turkish				
Course Level	Short Cycle (Associate's Degree)				
Course Type	Required				
Course Coordinator	Lect. Ercan KARAKEÇE				
Name of Lecturer(s)	Lect. Fatih SELAMCI				
Assistant(s)	Ali İzzet EKEN				
Aim	In order to carry out foreign trade transactions, it is necessary to solve the capital requirement problem. For this reason, it is aimed to teach students the methods used to meet the financing needs in foreign trade and to raise awareness in this field.				
Course Content	This course contains; General Concepts of International Trade, Foreign Trade Transactions Legislation and Documents Used in Foreign Trade, International Delivery Terms, Payment terms- Advance Payment, Cash Against Goods Payment ,Cash Against Documents Payment, Payment by Letter of Credit (and its Types), Exports- Short Term Export Financing, Middle and Long Term Export Financing, Imports - Pre Shipment Finance, Post Shipment Finance, Foreign Resources - Letter of Guarantee Loans, Risks Encountered in Foreign Trade and Protection Methods (Hedging), Current Issues in Foreign Trade Finance.				
Course Learning Outcomes			Teaching Methods	Assessment Methods	
1. Will be able to evaluate financing solutions related to foreign trade transactions			9	A	
1.1. Classifies the documents used in foreign trade financing					
1.2. Associates delivery and payment methods					
2. Will be able to plan the pre-shipment procedures in export			9	A	
2.1. It refers to letters of credit and commercial bank transactions					
2.2. Explains Eximbank transactions					
3. Will be able to evaluate post-export financing solutions			9	A	
3.1. Evaluates financing alternatives					
3.2. Follows the financing solution process					
4. Will be able to discuss alternative financing methods in foreign trade			9	A	
4.1. Tracks factoring transactions					
4.2. Evaluates the forfaiting process					
4.3. Analyzes the leasing method					
5. Will be able to analyze the financing methods used in imports			9	A	
5.1. Defines import financing documents					
5.2. Tracks the import financing process					
5.3. Evaluates import financing risks and solution methods					
Teaching Methods	9: Lecture Method				
Assessment Methods	A: Traditional Written Exam				
Lecture Schedule					
Sequence	Topics	Preliminary Preparation			
1	General Concepts of International Trade				
2	Foreign Trade Transactions Legislation and Documents Used in Foreign Trade				
3	International Delivery Terms				
4	Payment terms- Advance Payment				
5	Cash Against Goods Payment				
6	Cash Against Documents Payment				
7	Payment by Letter of Credit (and its Types)				
8	Exports- Short Term Export Financing				
9	Middle and Long Term Export Financing				
10	Imports - Pre Shipment Finance				
11	Post Shipment Finance				
12	Foreign Resources - Letter of Guarantee Loans				
13	Risks Encountered in Foreign Trade and Protection Methods (Hedging)				
14	Current Issues in Foreign Trade Finance				
Evaluation Methods		Weight(%)			
Midterm Exam		40			
General Exam		60			

Resources
Dış Ticaret ve Finansmanı, Ferudun Kaya, Beta / Dış Ticaret Finansmanı, Öztin Akgüç, Arayış Danışmanlık ve Yayıncılık / www.eximbank.gov.tr