

GDT 117 - FOREIGN TRADE TRANSACTIONS I - Gülşehir Sosyal Bilimler Meslek Yüksekokulu - Dış Ticaret Bölümü
General Info

Objectives of the Course

The aim of Foreign Trade Laws and Customs class is to transfer the legislation about Foreign Trade.

Course Contents

Foreign Trade Transactions, Foreign Trade Regulations and Customs Import Considerations in the Location Field Techniques

Recommended or Required Reading

Ankara University Open Course Materials (2023)
Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın.

Planned Learning Activities and Teaching Methods

1. Basic Concepts of Foreign Trade: Concept mapping, class discussion, Lecture, Question and Answer 2. Export and Import Processes: Examining a sample export/import file, Case Study, Lecture 3. Documents Used in Foreign Trade: Examining sample documents (invoice, bill of lading, etc.) - Practical Work, Group Work 4. Payment Methods (Cash, Cash on Delivery, Letter of Credit, etc.) - Scenario Solution Based on Bank Documents, Case Study, Lecture 5. Customs Legislation and Procedures: Analyzing a sample customs declaration, Lecture, Practical Work 6. Delivery Methods in Foreign Trade (Incoterms): Preparing an Incoterms table, role-play, Group Work, Question and Answer 7. Logistics and Transportation Types: Creating transportation scenarios, Lecture, Brainstorming 8. Risks and Insurance in Foreign Trade: Examining sample policies, conducting risk analysis, Case Study, Discussion 9. International Trade Agreements: Examining sample contract clauses, Lecture, Group Work 10. Financing in Foreign Trade Research on Eximbank's best practices: Lecture, Case Study 11 Free Zones and Incentives: Case study on incentive legislation: Lecture, Question and Answer 12 E-Export and Digital Commerce: Examining e-export platforms: Practice, Presentation 13 Current Issues in Foreign Trade: Analysis of current news and reports: Discussion, Group Work 14 General Assessment and Project Presentations: Presentation of group projects: Presentation, Discussion

Recommended Optional Programme Components

There are no other recommended topics for the course.

Instructor's Assistants

There is no teaching assistant.

Presentation Of Course

Face-to-face education is provided.

Dersi Veren Öğretim Elemanları

Inst. Dr. Tank Karamolla

Program Outcomes

1. Know the concepts of foreign trade
2. Foreign Trade of document layouts
3. incoterms implements
4. can export

Weekly Contents

Order	PreparationInfo	Laboratory	TeachingMet
1	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121729 (Page 1-9) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 2-4)		
2	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121730 (Page 1-8) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 29-31)		
3	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121731 (Page 1-7) https://avys.omu.edu.tr/storage/app/public/murat.yavuz/20734/DI%C5%9E%20T%C4%B0CARET%20%C4%B0C5%9E%20I-II.pdf Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 280-285)		
4	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121732 (Page 1-6) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 322-325)		
5	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121733 (Page 2-8) https://avys.omu.edu.tr/storage/app/public/murat.yavuz/20734/DI%C5%9E%20T%C4%B0CARET%20%C4%B0C5%9E%20I-II.pdf Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 316-318)		
6	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121734 (Page 2-10) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 184-186)		
7	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121735 (Page 2-9) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 461-465)		
8			
9	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121737 (Page 3-9) https://avys.omu.edu.tr/storage/app/public/murat.yavuz/20734/DI%C5%9E%20T%C4%B0CARET%20%C4%B0C5%9E%20I-II.pdf Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 49-50)		
10	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121738 (Page 1-9) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 48-51)		
11	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121739 (Page 1-5) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 82-85)		
12	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121740 (Page 2-5) Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Sayfa 88-91)		
13	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121741 (Page 2-7) https://avys.omu.edu.tr/storage/app/public/murat.yavuz/20734/DI%C5%9E%20T%C4%B0CARET%20%C4%B0C5%9E%20I-II.pdf Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 178-180)		
14	https://acikders.ankara.edu.tr/mod/resource/view.php?id=121742 (Page 1-5) https://avys.omu.edu.tr/storage/app/public/murat.yavuz/20734/DI%C5%9E%20T%C4%B0CARET%20%C4%B0C5%9E%20I-II.pdf Yaser GÜRSOY (2020), Dış Ticaret İşlemleri Yönetimi, Uludağ Üniversitesi, Ekin Basım Yayın. (Page 262-265)		
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Workload

Activities	Number	PLEASE SELECT TWO DISTINCT LANGUAGES
Vize	9	1,00
Final	9	1,00
Ders Öncesi Bireysel Çalışma	10	2,00
Ders Sonrası Bireysel Çalışma	8	2,00
Ara Sınav Hazırlık	8	2,00
Final Sınavı Hazırlık	10	2,00

Assesments

Activities	Weight (%)
Ara Sınav	40,00
Final	60,00

Dış Ticaret Bölümü / Dış Ticaret X Learning Outcome Relation

	P.O. 1	P.O. 2	P.O. 3	P.O. 4	P.O. 5	P.O. 6	P.O. 7	P.O. 8	P.O. 9	P.O. 10	P.O. 11	P.O. 12	P.O. 13	P.O. 14	P.O. 15	P.O. 16
L.O. 1	1		1		1					1						
L.O. 2		1			1			1			1		1			1
L.O. 3			1				1		1			1		1		
L.O. 4				1			1				1		1		1	

Table :

- P.O. 1 :** Graduates of the Foreign Trade Program will be able to: Apply basic concepts and skills of foreign trade, economics, business administration, marketing, customs procedures, and accounting techniques.
- P.O. 2 :** Identify problems related to foreign trade, evaluate alternative solutions, and reach logical conclusions based on analytical reasoning.
- P.O. 3 :** Conduct foreign trade transactions, including import and export operations.
- P.O. 4 :** Organize foreign trade-related information and present it effectively in written form.
- P.O. 5 :** Evaluate customs union agreements, customs legislation, foreign exchange regulations, and import-export legislation.
- P.O. 6 :** Apply foreign trade accounting and finance concepts and practices in business environments.
- P.O. 7 :** Demonstrate knowledge of the fundamentals of law, foreign trade, public relations, total quality management, and entrepreneurship, and act in accordance with professional and social ethical values.
- P.O. 8 :** Appraise the significance of Atatürk's Principles and Reforms.
- P.O. 9 :** Use basic communication and information technologies in accordance with computer software that is required by the department at least European Computer Operating Licence basic level.
- P.O. 10 :** Communicate acquired knowledge, skills, opinions, and recommendations related to foreign trade effectively in both written and oral forms to relevant stakeholders.
- P.O. 11 :** Possess foreign language skills at A2 level of the European Language Portfolio, sufficient to follow professional developments and communicate with colleagues.
- P.O. 12 :** Use written and oral communication skills related to foreign trade in both Turkish and English.
- P.O. 13 :** Express ideas clearly and effectively in both written and oral forms.
- P.O. 14 :** Analyze data and information obtained from international marketing research.
- P.O. 15 :** Identify relationships among key economic variables.
- P.O. 16 :** Demonstrate awareness of humanitarian, social, and economic issues, including migration, disasters, disabilities, and the challenges faced by disadvantaged groups.
- L.O. 1 :** Know the concepts of foreign trade
- L.O. 2 :** Foreign Trade of document layouts
- L.O. 3 :** incoterms implements
- L.O. 4 :** can export