International Trade and Logistics / International Trade and Logistics /

| Course Code | Course Name | Teorical | Practice | Laboratory | Credits | ECTS |
|---|---|---|---|---|---|---|
| UTL401 | INTERNATIONAL TRADE | 3.00 | 0.00 | 0.00 | 3.00 | 5.00 |

Course Detail

| | | |
|---|---|---|
| **Course Language** | : | Turkish |
| **Qualification Degree** | : | Bachelor |
| **Course Type** | : | Compulsory |
| **Preconditions** | : | Not |
| **Objectives of the Course** | : | • Acquaint students with the complex issues involved in the management of International Business. • Provide a thorough knowledge of relevant strategic theory and concepts. • Develop the ability to apply theory to enhance international management effectiveness. • Examine the holistic nature and the complex challenges of International Business Management. • Demonstrate sound knowledge of the principles, key strategic frameworks, and theories of International Management, and to critically review them. |
| **Course Contents** | : | This course includes the concepts, theories, processes and strategies in international business. |
| **Recommended or Required Reading** | : | Uluslararası Ticarete Giriş Abdullah TAKIM Seyidoğlu, Halil – Uluslararası İktisat: Teori, Politika ve Uygulama |
| **Planned Learning Activities and Teaching Methods** | : | As part of the course, students will learn about international trade theories and policies through case studies and current developments. Students will be expected to examine the foreign trade structures of different countries through group work, research assignments, and presentations. Both theoretical knowledge and applied analysis (statistical data, trade tables, and reports) will be utilized throughout the course. |
| **Recommended Optional Programme Components** | : | reading articles, current data research |
| **Course Instructors** | : | Doç. Dr. Volkan Han |
| **Instructor's Assistants** | : | Sümeyye Altunay Nuray |
| **Presentation Of Course** | : | Lecture-research-technical trip-field investigation |
| **Update Date** | : | 9/7/2025 9:14:25 PM |
| **Dosya İndirilme Tarihi** | : | 9/26/2025 |

Course Outcomes

**Upon the completion of this course a student :**

1 Be able to define the basic concepts and process of international trade.

2 Be able to tell about international trade/management functions.

3 can e able to explain the problems of international trade and entry methods in market.

4 Can be able to describe the organizational structure of international businesses.

Preconditions

| Course Code | Course Name | Teorical | Practice | Laboratory | Credits | ECTS |
|---|---|---|---|---|---|---|

Weekly Contents

| | Teorical | Practice | Laboratory | Preparation Info | Teaching Methods | Course Learning Outcomes |
|---|---|---|---|---|---|---|
| 1.Week | *International Trade Theories | *International Trade Theories | *International Trade Theories | *reading | *Lecture | Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 |
| 2.Week | *International Trade Theories | *International Trade Theories | *International Trade Theories | *reading | *Lecture | Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 |
| 3.Week | *Foreign Trade Policy and Its Objectives | *Foreign Trade Policy and Its Objectives | *Foreign Trade Policy and Its Objectives | *reading | *lecture | Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 Ö.Ç.1 Ö.Ç.2 |

|  |  | Teorical | Practice | Laboratory | Preparation Info | Teaching Methods | Course Learning Outcomes |
|---|---|---|---|---|---|---|---|
| 4.Week |  | *Countertrade Systems | *Countertrade Systems | *Countertrade Systems | *reading | *lecture | Ö.Ç.2 Ö.Ç.2 Ö.Ç.2 Ö.Ç.2 Ö.Ç.2 |
| 5.Week |  | *Foreign Exchange Market and Balance of Payments | *Foreign Exchange Market and Balance of Payments | *Foreign Exchange Market and Balance of Payments | *data collection and analysis | *lecture-homework presentation | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |
| 6.Week |  | *Foreign Exchange Market and Balance of Payments | *Foreign Exchange Market and Balance of Payments | *Foreign Exchange Market and Balance of Payments | *data collection and analysis | *lecture-homework presentation | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |
| 7.Week |  | *Export and Import Procedures | *Export and Import Procedures | *Export and Import Procedures | *reading | *lecture | Ö.Ç.2 Ö.Ç.3 Ö.Ç.2 Ö.Ç.3 Ö.Ç.2 Ö.Ç.3 Ö.Ç.2 Ö.Ç.3 Ö.Ç.2 Ö.Ç.3 |
| 8.Week |  | *Midterm Exam | *Midterm Exam | *Midterm Exam | *Midterm Exam | *Midterm Exam |  |
| 9.Week |  | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *learning to collect and interpret data | *lecture-package program analysis teaching | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |

| | Teorical | Practice | Laboratory | Preparation Info | Teaching Methods | Course Learning Outcomes |
|---|---|---|---|---|---|---|
| 10.Week | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *learning to collect and interpret data | *lecture-package program analysis teaching | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |
| 11.Week | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *learning to collect and interpret data | *lecture-package program analysis teaching | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |
| 12.Week | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *Documents Used in Foreign Trade, Delivery Methods and Payment Methods | *learning to collect and interpret data | *lecture-package program analysis teaching | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |
| 13.Week | *Foreign Exchange Regulations | *Foreign Exchange Regulations | *Foreign Exchange Regulations | *reading | *lecture | Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 Ö.Ç.1 Ö.Ç.2 Ö.Ç.3 Ö.Ç.4 |

| | Teorical | Practice | Laboratory | Preparation Info | Teaching Methods | Course Learning Outcomes |
|---|---|---|---|---|---|---|
| 14.Week | *Customs and Tariffs | *Customs and Tariffs | *Customs and Tariffs | *reading | *Narration-technical tour | Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4 |
| 15.Week | *Customs and Tariffs | *Customs and Tariffs | *Customs and Tariffs | *reading | *Narration-technical tour | Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4<br>Ö.Ç.1<br>Ö.Ç.2<br>Ö.Ç.3<br>Ö.Ç.4 |
| 16.Week | *Final | *Final | *Final | *Final | *Final | |

### Assesment Methods %

| |
|---|
| 3 Final : 60.000 |
| 4 Vize : 40.000 |

### ECTS Workload

| Activities | Count | Time(Hour) | Sum of Workload |
|---|---|---|---|
| Vize | 1 | 1.00 | 1.00 |
| Ödev | 2 | 5.00 | 10.00 |
| Final | 1 | 1.00 | 1.00 |
| Derse Katılım | 5 | 1.00 | 5.00 |
| Uygulama / Pratik | 1 | 6.00 | 6.00 |
| Ders Öncesi Bireysel Çalışma | 6 | 2.00 | 12.00 |
| Ders Sonrası Bireysel Çalışma | 6 | 2.00 | 12.00 |
| Ara Sınav Hazırlık | 1 | 8.00 | 8.00 |
| Final Sınavı Hazırlık | 1 | 10.00 | 10.00 |
| Ev Ödevi | 6 | 2.00 | 12.00 |
| Araştırma Sunumu | 2 | 2.00 | 4.00 |
| Alan Çalışması | 2 | 3.00 | 6.00 |
| Teorik Ders Anlatım | 15 | 3.00 | 45.00 |
| Uygulama / Pratik Sonrası Bireysel Çalışma | 2 | 6.00 | 12.00 |
| | | | Total : 144.00 |
| | | | Sum of Workload / 30 ( Hour ) : 5 |
| | | | ECTS : 5.00 |

## Program And OutcomeRelation

|  | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **L.O. 1** | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| **L.O. 2** | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| **L.O. 3** | 1 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| **L.O. 4** | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| **Avarage** | 3.50 | 4.25 | 4.75 | 5.00 | 5.00 | 5.00 | 5.00 | 5.00 | 5.00 | 5.00 | 5.00 | 4.75 | 4.75 | 4.75 | 4.75 |

Engel Durumu/Uyarlama Talebi : Engel durumuna ilişkin herhangi bir uyarlama talebinde bulunmak isteyen öğrenciler, dersin öğretim elemanı ya da Nevsehir Engelli Öğrenci Birimi ile en kısa sürede iletişime geçmelidir.