



# ÇANKAYA UNIVERSITY

## Çankaya Vocational Training School

### Course Definition Form

#### Part I. Basic Course Information

<b>Department Name</b> <i>Use capital letters only</i>	FOREIGN TRADE	<b>Dept. Numeric Code</b>	4 4
<b>Course Code</b>	Dept. Code+Course No F T P 2 1 8	<b>Number of weekly lecture hours</b>	3
		<b>Number of weekly lab/tutorial hours</b>	0
		<b>Number of Credit Hours</b>	3
<b>Course Web Site</b> <i>Use capital letters only</i>		<b>ECTS Credit</b>	0 5

#### Course Name

*This information will appear in the printed catalogs and on the web online catalog.*

English Name *maximum 40 characters*

FINANCING AND INSTITUTIONS OF FOREIGN TRADE IN TURKEY

Abbreviated English Name *maximum 15 characters*

FAIOFTIT

Turkish Name *maximum 40 characters*

TÜRKİYE'DE DIŞ TİCARETİN FİNANSMANI VE FİNANSAL KURULUŞLAR

Abbreviated Turkish Name *maximum 15 characters*

TDTFAFK

<b>Prerequisites</b> (if any) <i>Give course codes and check all that are applicable.</i>	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/> Consent of the Instructor <input type="checkbox"/> Give others, if any.			
	<input type="checkbox"/> Senior Standing			
<b>Co-requisites</b> (if any)	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Course Type</b> <i>Check all that are applicable</i>				
<input type="checkbox"/> Must course for Dept. <input type="checkbox"/> Must course for other dept(s) <input checked="" type="checkbox"/> Elective course for Dept. <input type="checkbox"/> Elective course for other dept(s)				

#### Part II. Detailed Course Information

#### Course Description

*Provide a brief overview of what is covered during the semester. This information will appear in the printed catalogs and on the web online catalog. Maximum 60 words.*

This course covers all type of payment methods used on international trade transactions through the banks according to international trade law accepted in the legal framework internationally. This course is based on ICC-International Chambers of Commerce rules and regulations in particular UCP-Uniform Customs and Practices 600 for Documentary Credits and URC-Uniform Rules for Collection 522. In addition Countertrade forms and applications; Foreign trade financing and other financing technics such as Leasing, Forfeiting and Factoring issues.

**Course Objectives**

*Explain the aims of the course. Maximum 100 words.*

This course covers all types and formulas of international trading payment methods teaching international trade risk factors in business. Attendants learn how to secure their values and rights in a safer international business environment. What type of payment and delivery terms is eligible and acceptable, what is the role of banks as intermediaries, guarantee letters, documentary credits, documentary collections and countertrade forms and applications?

**Learning Outcomes**

*Explain the learning outcomes of the course. Maximum 10 items.*

Following this course, the students can give an instruction to the bank for opening a letter of credit; make a documentary collection operation easily. This course gives ability and capability to decide what to do and choose the right method of financment or taking delivery of the goods.

**Course Classification**

*Give the appropriate percentages for each category.*

Category	Percentage
Risks and International Trade	10%
Payment methods	10%
Documentary credits	35%
Documentary collection	10%
Foreign trade financing	20%
Leasing	5%
Factoring	5%
Forfaiting	5%

**Course Outline**

*List the topics covered within each week.*

Week	Topic(s)
1	Risky Business Environment
2	Payment methods
3	Documentary Credits
4	Documentary Credit Opening and Fulfilling the Documents
5	Forms of Documentary Credits according to degrees of security
6	Transferable, Revolving, Back to Back Credit Applications
7	Documentary Collections
8	Forms of Documentary Collections
9	Countertrade Applications
10	Foreign Trade Financing
11	Leasing
12	Factoring
13	Forfaiting
14	General overview

<b>Textbook(s)</b> <i>List the textbook(s), if any, and other related main course materials.</i>				
Author(s)	Title	Publisher	Publication Year	ISBN
Fedai UZUN	International Trade Financing	Instructor's Manual		

<b>Teaching Policy</b> <i>Explain how you will organize the course (lectures, laboratories, tutorials, studio work, seminars, etc.)</i>
Lecturer is teaching the legal rules and regulations and showing practices.

<b>Laboratory/Studio Work</b> <i>Give the number of laboratory/studio hours required per week, if any, to do supervised laboratory/studio work, and list the names of the laboratories/studios in which these sessions will be conducted.</i>
Observing real documents on the course.

<b>Computer Usage</b> <i>Briefly describe the computer usage and the hardware/software requirements in the course.</i>
Personal computers or notebooks will be adequate.

<b>Grading Policy</b> <i>List the assessment tools and their percentages that may give an idea about their relative importance to the end-of-semester grade.</i>								
Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage	Assessment Tool	Quantity	Percentage
Homework	2	5	Case Study					
Midterm Exam	1	30	Class Participation					
Final Exam	1	60	Class Participation					

<b>ECTS Workload</b> <i>List all the activities considered under the ECTS.</i>			
Activity	Quantity	Duration (hours)	Total Workload (hours)
Attending Lectures ( <i>weekly basis</i> )	14	3	42
Preparation beforehand and finalizing of notes ( <i>weekly basis</i> )	14	2	28
Collection and selection of relevant material ( <i>once</i> )	2	8	16
Self study of relevant material ( <i>weekly basis</i> )	14	1	14
Homework assignments	2	2	4
Preparation for Quizzes			
Preparation for Midterm Exams ( <i>including the duration of the exams</i> )	1	8	8
Preparation of Term Paper/Case Study Report ( <i>including oral presentation</i> )			
Preparation for Final Exam ( <i>including the duration of the exam</i> )	1	16	16
<b>TOTAL WORKLOAD</b>			<b>128</b>
<b>TOTAL WORKLOAD / 25</b>			<b>5,12</b>
<b>ECTS Credit</b>			<b>5</b>

<b>Program Qualifications vs. Course's Learning Outcomes</b>						
<i>Consider the below program qualifications determined in terms of learning outcomes of all the courses in the curriculum and capabilities. Look at the learning outcomes of this course given above. Relate these two using the Likert Scale by marking with X in one of the five choices at the right..</i>						
No	Program Qualifications	Contribution				
		0	1	2	3	4
FTP-1	Be able to monitor and analyze the dynamics of international markets.				x	
FTP-2	Be able to utilize the basic knowledge that obtained with an interdisciplinary approach to business, economics, etc. in creating expertise in the fields of foreign trade in accordance with the requirements of the globalized business environment.				x	
FTP-3	Be able to identify and analyze the validity of theories related to the foreign trade and their relationships regarding current conditions.				x	
FTP-4	Have a good knowledge of the regulations and legislation underpinning the international markets and institutions.			x		
FTP-5	Have the ability to efficiently perform all responsibilities of foreign trade within a corporation.					x
FTP-6	Be able to use quantitative techniques and methods that are predominantly used in foreign trade.				x	
FTP-7	Be able to use the theoretical and practical knowledge obtained in his/her field in analyzing and evaluating data.		x			
FTP-8	Be aware of elements of the international competitiveness of the foreign trade environment and marketing techniques.		x			
FTP-9	Be able to understand and evaluate the problems in foreign trade and to discuss and express his/her opinions clearly.					x
FTP-10	Gain self-evaluation skills to identify exactly his/her self-learning and self-improvement needs, being at the same time equipped with the capacity to follow advanced courses and degree studies.			x		
FTP-11	Be able to understand and evaluate the legal framework for foreign trade law, rules and regulations.				x	
FTP-12	Have the ability to analyze and perform risk assessment of foreign trade companies and multinational companies.			x		

Contribution Scale to a Qualification: 0-None, 1-Little, 2-Medium, 3-Considerable, 4-Largest