



ÇANKAYA UNIVERSITY

Çankaya Vocational Training School

Course Definition Form

Part I. Basic Course Information

Department Name <i>Use capital letters only</i>	FOREIGN TRADE PROGRAMME	Dept. Numeric Code	4 4
Course Code	Dept. Code+Course No F T P 2 1 9	Number of weekly lecture hours	3
		Number of weekly lab/tutorial hours	0
		Number of Credit Hours	3
Course Web Site <i>Use capital letters only</i>	FTP219.CANKAYA.EDU.TR	ECTS Credit	0 5

Course Name

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

English Name *maximum 40 characters*

Export Practices and Risk Management

Abbreviated English Name *maximum 15 characters*

EPRM

Turkish Name *maximum 40 characters*

İhracat Uygulamaları ve Risk Yönetimi

Abbreviated Turkish Name *maximum 15 characters*

İURY

Prerequisites (if any) <i>Give course codes and check all that are applicable.</i>	1 st	2 nd	3 rd	4 th
	<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			
Co-requisites (if any)	1 st	2 nd	3 rd	4 th
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Course Type <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"/>
<input type="checkbox"/>	Elective course for Dept.	<input type="checkbox"/>	Elective course for other dept(s)	

Part II. Detailed Course Information**Justification for the proposal** (state only if it is a new course)*Maximum 80 words*

In this course students will gain practical experience as well as theoretical training by going through real events and dealings in foreign trade field.

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 provides an advanced treatment of issues in export risk management. This course will be conducted on Turkish Language. In this course students will gain practical experience as well as theoretical training by going through real events and dealings in the export and risk management field.

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

This course provides an advanced treatment of issues in Export Risk Management. Unlike traditional trade courses, which focus mainly on the real theory of international trade and export management this course integrates theoretical concepts with empirical evidence and cases from daily life.

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

At the end of this course students/participants will be able to:

- Understand the vital and concepts in regard to Export Risk Management
- Comprehend the export process, skill sets required and assess a company's readiness to export.
- Prepare a contract
- Understand risk incurred to export
- Understand pre-shipping, shipping, delivery processes
- Have problem solving approach due to export risks
- Identify the major export documents required for shipping and corresponding banks
- Assess payment options, including letter of credit, and other appropriate options
- Categorize and comprehend the key insurance coverage options.

Course Outline*List the topics covered within each week.*

Week	Topic(s)
1	What is Export Risk Management (ERM)? (coverage of ERM, proactive thinking skills in ERM, methodology and contributions to the organizations, firms)
2	Pre-shipment risks (Relation w/ purchaser, ordering process, order form etc.)
3	Communicating in a global market place: The importance of documentation (Invoice, draft, bill of exchange)
4	What is a contract? Key elements of international contracts (Preparation of contracts and sine-qua-non of contract) Case study
5	Risks during shipping and delivery process (Shipping of goods subjected to the contract -delivery conditions, estimated duration and time, place, order cancellation of the order, rejection of goods, cartage, back freight, dead freight) Case study
6	Risks encountered following the shipment of the goods (Assessment of risks in terms of country law, nationalization, demurrage, change in payment method) Case study
7	Midterm Examination

8	Risks encountered following the delivery of the goods <i>(Definition of the conditions and risks, bankruptcy, financial difficulties, malicious discount demands/requests, unpaid shipping rates-w/no reason, term extension claims)</i> Case study
9	Using hedging methods: Increasing sales and collection+ minimizing risks! <i>(Unpaid shipping rates, legal surveillance, requests from insurance firm, collaterals, hedging mechanisms)</i> Model Implementation
10	Bank orders and relations w/corresponding banks
11	Risks arising from Export Credit Insurance practices <i>(Liabilities and obligations, monthly advice for shipment, essentials for receivable overdue disclosures)</i>
12	Country Laws at a glance
13	Tools & Techniques for Process Improvement in Export Case Study: to identify potential problems and demonstrate solutions (teamwork) (Case analysis)
14	General Overview and Presentations <i>(Identification of strategies in terms of values and services)</i>

Textbook(s) <i>List the textbook(s), if any, and other related main course materials.</i>				
Author(s)	Title	Publisher	Publication Year	ISBN
Uğur SANDALCI	Instructor's Lecture Notes			

Teaching Policy <i>Explain how you will organize the course (lectures, laboratories, tutorials, studio work, seminars, etc.)</i>
Lessons will be conducted in face-to-face education and a midterm examination will be conducted in the evaluation of the students. Related materials (such as lecture notes, cases/magazine& newspaper clippings etc.) according to the schedule and topic will be requested. Additionally, a group-work term project will be used to encourage students to investigate certain topics in more detail.

Grading Policy <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
Midterm	1	25	Articles+ Documents disseminated during class			Attendance	5	
Group work (Analysis on a case)	1	35	Case Study					
Presentation	1	35	Case Study					

ECTS Workload List all the activities considered under the ECTS.			
Activity	Quantity	Duration (hours)	Total Workload (hours)
Attending Lectures (<i>weekly basis</i>)	14	3	42
Attending Labs/Recitations (<i>weekly basis</i>)	-	-	0
Preparation beforehand and finalizing of notes (<i>weekly basis</i>)	14	1	14
Collection and selection of relevant material (<i>once</i>)	1	2	2
Self-study of relevant material (<i>weekly basis</i>)	12	1	12
Homework assignments	2	10	20
Preparation for Quizzes	-	-	0
Preparation for Midterm Exams (<i>including the duration of the exams</i>)	1	12	12
Preparation of Term Paper/Case Study Report (<i>including oral presentation</i>)	-	-	0
Preparation of Term Project/Field Study Report (<i>including oral presentation</i>)	-	-	0
Preparation for Final Exam (<i>including the duration of the exam</i>)	1	24	24
TOTAL WORKLOAD / 25			5,04
ECTS Credit			5

Program Qualifications vs. Course's Learning Outcomes						
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..						
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