Course Syllabus

Code - Course Title	**İŞL420 - Foreign Trade Transactions and Management**
Course Type	VI. SEMESTER
Laboratory + Practice	2+0
ECTS	**5.0**
Language of Instruction	Türkçe
Course Type	Area Elective Courses
Course Instructor(s)	PROF. DR. EROL KUTLU

Mode of Delivery	The mode of delivery of this course is Face to face
Prerequisites	There is no prerequisite or co-requisite for this course.
Courses Recomended	There is no recommended optional programme component for this course.
Work Placement	N/A

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Weeks	Learning Outcomes	Topics	Teaching Methods
Week - 1		Basic Concepts about Foreign Trade	
Week - 2		Preparing for Export	
Week - 3		Looking for Customers	
Week - 4		Preparing Commodities for Export	
Week - 5		Market Research Techniques	
Week - 6		Government Supports	
Week - 7		Government Supports	
Week - 8		Government Supports	
Week - 9		Choosing Distributors	
Week - 10		Incoterms	
Week - 11		Payment Terms	
Week - 12		Documents	
Week - 13		Contracting	
Week - 14		Preparing Offer	

Learning Outcomes

#	Learning Outcome
1	Can define basic foreign trade concepts,
2	Can explain the importance of foreign trade for the economy

Sustainable Development Goals

No content has been provided.

Course Theme

No content has been provided.

AKTS Workload

Activity	Duration (Hour)	Count	Workload
Teorik Derse Katılım	0	0	0
Sınıf Dışı Çalışma (Ön Hazırlık & Pekiştirme Amaçlı)	0	0	0
Ödevler	0	0	0
Proje - Rapor - Sunum Hazırlama	0	0	0
Ara Sınav Hazırlığı (sınav süresi dahil)	0	0	0
Final Sınavı Hazırlığı (sınav süresi dahil)	0	0	0
Uygulama (Laboratuvar, Müzik/Enstrüman Uygulaması, Atölye/Saha Çalışması vb.)	0	0	0
Staj Uygulaması	0	0	0
		Calculated ECTS	**0**

Assessment Method and Passing Requirements

No content has been provided.