

Course Profile
Department of Management / International Trade Program

Course Number : MAN 445	Course Title : Foreign Trade Management
Required / Elective : Required	Pre / Co-requisites : -
Catalog Description: Company policies towards exports and imports. Market evaluation and choice. International trade terminology. Pricing and terms of payment, Export/Import organization, logistics, financing and custom formalities.	Textbook / Required Material : Trade secrets: ITC Generic Handbook for SMEs
Course Structure / Schedule : (3+0+0) 3 / 6 ECTS	
<p>Extended Description :</p> <ul style="list-style-type: none"> - Introduction & Importance of Foreign Trade - Decision To Export & Organization - Foreign Trade Contracts & Incoterms - Terms of Payment - Letter of Credit - Bank Guarantees - Foreign Trade Financing - Forfaiting & Bills of Exchange - International Factoring 	
Design content : None	Computer usage: -
<p>Course Outcomes: [relevant program outcomes in brackets]: By the end of this course, students will be able to:</p> <ol style="list-style-type: none"> 1. Comprehend how to plan, organize, lead and control a foreign trade transaction. [1,2] 2. Show a positive attitude about their future business life by learning techniques that they will be able to use during their professional career. [1,2,7,8] 3. Differentiate between different transactions to be used depending on the situation. [1,2] 	
<p>Recommended reading:</p> <ul style="list-style-type: none"> - ICC – Brochure No. 600 - Foreign Trade Transactions & Financing (Dış Ticaret İşlemleri ve Finansmanı), Yüce UYANIK 	
Teaching methods: Lectures and discussions	
<p>Assessment methods:</p> <p>Attendance: 10%</p> <p>Midterms: 35 %</p> <p>Final Examination:35 %</p> <p>Contribution to discussions. : 20</p>	

Student Workload/ECTS (European Credit Transfer System) Tableau:

Activity:	Number:	Duration (hour):	Total Workload (hour):
Pre- reading	4	10	40
Lectures	15	3	45
Team work	4	5	20
In Class-case studies	5	3	15
Workshop.	4	5	20
Case studies	2	5	10

TOTAL: 150 hours / 25 = 6 ECTS

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