

Course Profile
Department of Management / International Trade Program

Course Number : MAN 489	Course Title : Special Topics- International Factoring
Required / Elective : Elective	Pre / Co-requisites : -
Catalog Description: Basic aspects and terminology of International factoring.	Textbook / Required Material : Factoring Law & Practice, Freddy Salinger
Course Structure / Schedule : (3+0+0) 3 / 6 ECTS	
<p>Extended Description :</p> <ul style="list-style-type: none"> - History of Factoring & Definition - Different Types of Factoring - Two Factor International Factoring, Preparation & Application - Single Factoring, Domestic Factoring & Turkish Experience - Fundamentals of Factoring - Comparison with different terms of payment - Comparison with different foreign trade financing tools - General Rules For International Factoring - Client selection & Client Control - Disputes and Dispute Handling - Benefits of Factoring & Answers to General Objections 	
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 the international factoring procedures and will get ready to deal with it in their future business life as client or employee. [1, 2, 6, 9, 10 12] 2. Consider Genereal Rules for International Factoring and international accounting standards related to factoring as a guideline for their business life. [5, 6, 7, 13, 14] 3. Differentiate between different transactions to be used depending on the situation. [12, 13,6, 2] 	
<p>Recommended reading:</p> <ul style="list-style-type: none"> - Legal Manual of FCI - Communication Manual of FCI - Factoring Rules (Faktoring Kuralları), Yüce UYANIK 	
Teaching methods: Lectures and discussions	
Assessment methods:	

Attendance: 10%

Midterms: 35 %

Final Examination:35 %

Contribution to discussions. : 20

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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