

**OSTİM TECHNICAL UNIVERSITY
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES**

**COURSE SYLLABUS FORM
2021-2022 FALL**

ITF 103 Introduction to International Trade							
Course Name	Course Code	Period	Hours	Application	Laboratory	Credit	ECTS
Introduction to International Trade	ITF 103	1	3	0	0	3	4

Language of Instruction	English
Course Status	Compulsory
Course Level	Bachelor
Learning and Teaching Techniques of the Course	Lecture, Discussion, Question Answer

Course Objective
The aim of the course; to provide students with basic information about International Trade and to make them understand the importance of international trade. For this purpose, the course consists of theoretical topics such as the history of international trade, important for economies, restrictions on international trade, regulatory institutions, international trade transactions, strategies to start international trade and market research. Within the scope of the course, experts in their fields will be hosted as guests and transfer their experiences to students with seminars.

Learning Outcomes
The students who succeeded in this course will be able; <ul style="list-style-type: none"> ▪ To master the basic concepts of international trade in the literature, ▪ To explain how global trade has come to its current state, ▪ To comprehend the place and importance of international trade in the global economic system, ▪ To learn to restrictions on international trade and how they effect on economies, ▪ To recognize the institutions and organizations that regulate global trade and know what they do, ▪ To master the basic concepts of international trade transactions like HS Code or INCOTERMS, ▪ To learn the international market entry strategies, ▪ To know how to conduct market research and from which sources of information can access market-related information.

Course Outline
In this course; First, the definition and characteristics of international trade and its contribution to economies will be taught and thus the importance of international trade will be understood. Then, the restrictions to international trade and the institutions and organizations that regulate global trade and what they do will be explained. Afterwards, risks in international trade will be discussed. After the midterm exam, basic information on international trade transactions will be given to form the basis of future field courses and internationalization strategies and market research methods will be emphasized. In the week before the exams, experienced guests from the business world will share their experiences.

Weekly Topics and Related Preparation Studies		
Weeks	Topics	Preparation Studies
1	Definition and Characteristics of International Trade	History of Trade and International Trade Definition and objectives of the concept of international Trade Internal vs International Trade Advantages and disadvantages of International Trade
2	Role and Importance of International Trade	Importance of International Trade for global economy Importance of International Trade for local economies International Trade in the World and Turkey
3	Restrictions in International Trade	Tariffs Antidumping Proceedings Quotas Voluntary Export Restrictions Other Barriers
4	Regulatory Institutions and Organizations	General Agreement on Tariffs and Trade (GATT) World Trade Organization (WTO) United Nations Conference on Trade and Development (UNCTAD) - International Trade Centre (ITC) International Monetary Fund (IMF) World Bank (IBRD)
5	Regulatory Institutions and Organizations	Transatlantic Trade and Investment Partnership European Free Trade Area (EFTA) Asia Pacific Economic Cooperation (APEC) North American Free Trade Zone (NAFTA) Latin American Free Trade Zone (LAFTA)
6	Risks in International Trade	Commercial Risks Country and Political Risks Shipping Risks Credit Risks Foreign Exchange Risks Ethics Risks
7	Seminar	
8	Midterm	
9	International Trade Transactions	HS Code Delivery modes in international trade (INCOTERMS) Payment modes in international trade
10	International Trade Transactions	HS Code Delivery modes in international trade (INCOTERMS) Payment modes in international trade

11	International Market Entry Strategies	Direct Exporting Licensing Franchising Joint Ventures
12	International Market Entry Strategies	Buying a Company Partnering Piggybacking Turnkey Projects
13	Market Research	Ways to get basic information and intelligence information about the market
14	Market Research	Ways to get basic information and intelligence information about the market
15	Seminar	
16	Final Exam	

Textbook(s)/References/Materials:

- Jessie Poon & David L. Rigby (2017), *International Trade: The Basics*, 1st edition, Routledge.
- Helpman, E., (2011), *Understanding Global Trade*, 1st edition, Belknap Press: An Imprint of Harvard University Press.
- Weiss, K. D., (2007), *Building an Import / Export Business*, 4th Edition, Wiley.
- Reuvid, J. & Sherlock, J., (2008), *The Handbook of International Trade: A Guide to the Principles and Practice of Export*, 2nd edition, GMB Publishing.

Assessment

Studies	Number	Contribution margin (%)
Continuity		
Lab		
Application		
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical		
Homework		
Presentation		
Projects		
Report		
Seminar		
Attendance	16	5
Midterm Exams / Midterm Jury	1	35
General Exam / Final Jury	1	60
	Total	100
Success Grade Contribution of Semester Studies		40
Success Grade Contribution of End of Term		60
	Total	100

Relationship Between Course Learning Outcomes and Program Competencies						
Nu	Learning Outcomes	Contribution Level				
		1	2	3	4	5
L01	To master the basic concepts of international trade in the literature					x
L02	To explain how global trade has come to its current state					x
L03	To comprehend the place and importance of international trade in the global economic system					x
L04	To learn to restrictions on international trade and how they effect on economies					x
L05	To recognize the institutions and organizations that regulate global trade and know what they do					x
L06	To master the basic concepts of international trade transactions like HS Code or INCOTERMS					x
L07	To learn the international market entry strategies					x
L08	To know how to conduct market research and from which sources of information can access market-related information.				x	

ECTS / Workload Table			
Activities	Number	Duration (Hours)	Total Workload
Course hours (Including the exam week: 16 x total course hours)	16	3	48
Laboratory			
Application			
Course-Specific Internship			
Field Study			
Study Time Out of Class	16	2	32
Presentation / Seminar Preparation			
Projects			
Reports			
Homeworks			
Quizzes / Studio Review			
Preparation Time for Midterm Exams / Midterm Jury	1	2	2
Preparation Period for the Final Exam / General Jury	1	2	2
Total Workload/25	(84/25 = 3,3)		84
ECTS	4		

Relationship Between Course Learning Outcomes and Program Competencies										
No	Program Competencies	Learning Outcomes								Total Effect(1-5)
		LO 1	LO 2	LO 3	LO 4	LO5	LO6	LO7	LO8	
1	Have advanced theoretical and up-to-date knowledge in discipline-specific areas such as international trade, finance, logistics, and general business and international business such as economics, marketing, management, accounting.		X	X		X		X	X	5
2	Evaluate, follow, absorb and transfer new information in the field of international trade.	X	X					X	X	4
3	Conduct market research, carry out projects and develop strategies for a business to open up to international markets.		X	X			X	X	X	5
4	Use knowledge of national and international trade law and legislation in the management of international commercial operation processes.		X	X			X	X	X	5
5	Work independently and within an organization, using the knowledge and skills acquired in the field and adopting continuous learning.		X					X	X	3
6	Have the ability to apply her theoretical knowledge in real life, with the experience she/he will gain through practice in departments such as marketing, accounting, foreign trade, finance, logistics.	X		X		X		X	X	5
7	Have the theoretical knowledge to carry out export, import, customs clearance, logistics, taxation and other international trade activities within the scope of global and regional commercial and economic organizations.	X	X	X	X	X				5
8	Can develop a business idea, commercialize the business idea, and design and manage their own venture using their entrepreneurial knowledge.	X				X		X	X	4
9	Using strategic, critical, innovative and analytical thinking skills, actively take part in the decision-making processes of the enterprise in the field of foreign trade and finance.		X		X	X	X		X	5
10	Act in accordance with ethical values, respectful to the environment, social and universal values in all activities it will carry out in its field.			X			X	X	X	4
11	Have the skills to follow up-to-date information at national and international level, to gather information about field, and to communicate with international institutions / organizations using her/him knowledge of English.		X	X	X		X		X	5
12	Gain professional competencies to take charge in national and international businesses, public and private sector organizations	X				X	X		X	4

13	Can evaluate the problems and conflicts encountered in all areas related to international trade from different perspectives with a holistic approach and produce value-based solutions.	X	X				X	X	X	5
Total Effect										59

Policies and Procedures
<p>Web page: https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209 https://www.ostimteknik.edu.tr/international-trade-and-finance-232</p>
<p>Exams: The exams aim at assessing various dimensions of learning: knowledge of concepts and theories and the ability to apply this knowledge to real-world phenomena, through analyzing the situation, distinguishing problems, and suggesting solutions. The written exams can be of two types, i.e. open-ended questions, which can also be in the form of problems or multiple-choice questions. The case could also be carried to the Dean's Office for additional disciplinary action.</p>
<p>Assignments: Quizzes and Homework (Assignments) might be applicable. Scientific Research Ethics Rules are very important while preparing assignments. The students should be careful about citing any material used from outside sources and reference them appropriately.</p>
<p>Missed exams: Any student missing an exam needs to bring an official medical report to be able to take a make-up exam. The medical report must be from a state hospital.</p>
<p>Projects: Not applicable</p>
<p>Attendance: Attendance requirements are announced at the beginning of the term. Students are usually expected to attend at least 70% of the classes during each term.</p>
<p>Objections: If the student observes a material error in his/her grade, he/she has the right to place an objection to the Faculty or the Department. The claim is examined and the student is notified about its outcome.</p>