

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

**COURSE SYLLABUS FORM  
2022-2023 SPRING**

<b>ITF427 Foreign Trade with Cases</b>							
<b>Course Name</b>	<b>Course Code</b>	<b>Period</b>	<b>Hours</b>	<b>Application</b>	<b>Laboratory</b>	<b>Credit</b>	<b>ECTS</b>
Foreign Trade with Cases	ITF427	6	3	0	0	3	4

<b>Language of Instruction</b>	English
<b>Course Status</b>	Elective
<b>Course Level</b>	Bachelor
<b>Learning and Teaching Techniques of the Course</b>	Lecture, Question-Answer, Problem Solving, Teamwork, Report Writing, Case Studies

<b>Course Objective</b>
The course is concerned with the most important theories of international trade and discusses the background of international organizations. The course also examines the welfare effects that arise from international trade and from trade barriers. Moreover, the course explores the possible policy actions at national and international level.

<b>Learning Outcomes</b>
On successful completion of this course, candidates should be able to: <ol style="list-style-type: none"> <li>1. Learn case study as a method of learning</li> <li>2. Learn how to analyze and discuss a business / international trade case</li> <li>3. Learn how to write a report about a business / international trade case and give a decision</li> <li>4. Examine different dispute cases and arbitration methods of international trade</li> <li>5. Learn about international regulations and standards import &amp; export</li> <li>6. Develop export-oriented development strategies</li> <li>7. Discuss special issues of developing countries</li> </ol>

<b>Course Outline</b>
In this course, student will be taught what is business and international trade case. Then they will learn how to analyze a case and write a report about it. Students are expected to give a decision after each case work. Introducing some empirical trends in International Trade and new Trade Theories such as, Protectionism, Tariffs, Non-Tariff Barriers etc. They will learn The Political Dimension of Trade Barriers, Industrial Policy and Strategic Trade Policies, Strategies as well.

<b>Weekly Topics and Related Preparation Studies</b>		
<b>Weeks</b>	<b>Topics</b>	<b>Preparation Studies</b>
1	Welcome Session What is a Case? Case Study as a learning tool	– Persuasion, argument and the case method – How to analyze a case
2	Discussion and Essay Writing Giving a Decision	– How to discuss and analyze a case – How to write an essay-based report or essay – Giving Decisions
3	Starting with simple Cases	– Discussion and Analysis
4	Cases of the Week (Managing Cultural Differences – Optional Week topic)	– Discussion and Analysis
5	Cases of the Week (International Trade and Developing Countries - Optional Week topic)	– Discussion and report writing
6	Cases of the Week (Regional Trade Agreements Optional Week topic)	– Discussion and report writing
7	Cases of the Week ( Incoterms, WTO - Optional Week topic)	– Discussion and report writing
<b>8</b>	<b>MIDTERM EXAM</b>	
9	Dispute and Arbitration Cases	– Discussion and report writing
10	Dispute and Arbitration Cases	– Discussion and report writing
11	Country Based Cases	– Discussion and report writing
12	Country Based Cases	– Discussion and report writing
13	Guest Week	– Explain how professionals give critical decisions under barriers
14	Guest Week	– Explain how professionals give critical decisions under barriers
15	Guest Week	– Explain how professionals give critical decisions under barriers – (Guest Weeks can be shifted)
<b>16</b>	<b>FINAL EXAM</b>	

<b>Textbook (s)/References/Materials:</b>
<b>Textbook:</b> Moran, R. T., Braaten, D. O., & John Walsh, D. B. A. (2013). <i>International business case studies for the multicultural marketplace</i> . Routledge.
<b>Supplementary References:</b> 1. Ellet, W. (2007). <i>The case study handbook: How to read, discuss, and write persuasively about cases</i> . Harvard Business Press.

2. Saani, J. I. (2017). Business Case Studies. Intellectual Capital Enterprise Limited, London, available on Amazon (Paperback edition).
3. Managing the Challenges of WTO Participation - 45 Case Studies (2005) Edited by Peter Gallagher, Inquit Communications, Patrick Low, World Trade Organization, Andrew L. Stoler, University of Adelaide ISBN 0-521-67754-8
4. The Trade Facilitation Implementation Guide (TFIG) (2012), United Nations Economic Commission for Europe (UNECE), (<https://tfig.unece.org/index.html>)

<b>Assessment</b>		
<b>Studies</b>	<b>Number</b>	<b>Contribution margin (%)</b>
Attendance		
Lab		
Classroom and application performance grade		
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical		
Homework		
Presentation		
Projects		
Report		
Seminar		
<b>Midterm Exam/Midterm Jury</b>	<b>1</b>	<b>40</b>
<b>General Exam / Final Jury</b>	<b>1</b>	<b>60</b>
	<b>Total</b>	<b>100</b>
<b>Success Grade Contribution of Semester Studies</b>		<b>40</b>
<b>Success Grade Contribution of End of Term</b>		<b>60</b>
	<b>Total</b>	<b>100</b>

<b>ECTS / Workload Table</b>			
<b>Activities</b>	<b>Number</b>	<b>Duration (Hours)</b>	<b>Total Workload</b>
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	3	48
Presentation / Seminar Preparation			
Projects			
Reports			
Homework	4	4	16
Quizzes / Studio Review			
Preparation Time for Midterm Exam / Midterm Jury	1	4	4
Preparation Period for the Final Exam / General Jury	1	4	4
<b>Total Workload/25 hours</b>	<b>(120/25 = 4.32)</b>		
<b>ECTS</b>	<b>4</b>		

### **Relationship Between Course Learning Outcomes and Program Competencies**

<b>No</b>	<b>Learning Outcomes</b>	<b>Contribution Level</b>				
		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>L01</b>	Learn case study as a method of learning					X
<b>L02</b>	Learn how to analyze and discuss a business / international trade case					X
<b>L03</b>	Learn how to write a report about a business / international trade case and give a decision					X
<b>L04</b>	Examine different dispute cases and arbitration methods of international trade					X
<b>L05</b>	Learn about international regulations and standards import & export					X
<b>L06</b>	Develop export-oriented development strategies					X
<b>L07</b>	Discuss special issues of developing countries					X

Relationship Between Course Learning Outcomes and Program Competencies									
No	Program Competencies	Learning Outcomes							Total Effect (1-5)
		LO1	LO2	LO3	LO4	LO5	LO6	LO7	
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	3
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	X	4
6	Have the ability to apply her theoretical knowledge in real life, with the experience she 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	4
8	Can develop a business idea, commercialize the business idea, and design and manage their own venture using their entrepreneurial knowledge.	X					X	X	3
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	4
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	X	5
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
<b>Total Effect</b>									56

<b>Policies and Procedures</b>	
<b>Web page:</b>	<a href="https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209">https://www.ostimteknik.edu.tr/uluslararasi-ticaret-ve-finansman-bolumu-209</a> <a href="https://www.ostimteknik.edu.tr/international-trade-and-finance-232">https://www.ostimteknik.edu.tr/international-trade-and-finance-232</a>
<b>Exams:</b> 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.	
<b>Assignments:</b> 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.	
<b>Missed exams:</b> 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.	
<b>Projects:</b> Not applicable	
<b>Attendance:</b> 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.	
<b>Objections:</b> 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.	