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| ***ÇAĞ UNIVERSITY***  ***INSTITUTE OF SOCIAL SCIENCES*** | | | | | | | | | | | | | | | | | | | | | | |
| **Code** | | | | **Course Name** | | | | | | | | | | **Credit** | | | | | | | | **ECTS** |
| **MAN 549** | | | | Foreign Trade Financing | | | | | | | | | | 3 (3-0-3) | | | | | | | | 8 |
| **Prerequisites** | | | | | | | **None** | | | | | | | | | | | | | | | |
| **Language of Instruction** | | | | | | | Türkçe | | | **Mode of Delivery** | | | | | | | Face to face | | | | | |
| **Type and Level of Course** | | | | | | | Elective /1.Year / First Semester | | | | | | | | | | | | | | | |
| **Lecturers** | | | | | **Name(s)** | | | | | Lecture Hours | | | | | Office Hours | | | | | **Contacts** | | |
| **Course Coordinator** | | | | | Asst. Prof. Dr. A.Gökhan SÖKMEN | | | | |  | | | | | Wd 14.00-16.00 | | | | | [**gokhansokmen@cag.edu.tr**](mailto:gokhansokmen@cag.edu.tr) | | |
| **Course Objective** | | | | | The aim of this course is to provide students with detailed information about cash (TL and foreign currency), non-cash and in-kind loans used domestically and abroad for the purpose of financing foreign trade activities and to gain practical skills in providing financing. | | | | | | | | | | | | | | | | | |
| **Learning Outcomes of the Course** | |  | **Students who have completed the course successfully should be able to;** | | | | | | | | | | | | | | | | **Relationship** | | | |
| **Prog. Output** | | **Net Effect** | |
| 1 | have knowledge about the functions of documents, delivery and payment forms used in foreign transactions. | | | | | | | | | | | | | | | | 3 | | 5 | |
| 2 | apply letter of credit, commercial bank and Eximbank credits used in exports before shipment. | | | | | | | | | | | | | | | | 3 | | 4 | |
| 3 | organize basic financial statements | | | | | | | | | | | | | | | | 3 | | 5 | |
| 4 | applicate financial analysis techniques and calculate financial ratios. | | | | | | | | | | | | | | | | 3 & 9 | | 5 & 5 | |
| 5 | use factoring, forfaiting and leasing methods in foreign trade financing. | | | | | | | | | | | | | | | | 2 & 6 | | 5 & 4 | |
| **Course Description:** This course includes foreign trade legislation and documents used in foreign trade, payment and delivery methods in international trade for the purpose of financing foreign trade. | | | | | | | | | | | | | | | | | | | | | | |
| **Course Contents:( Weekly Lecture Plan )** | | | | | | | | | | | | | | | | | | | | | | |
| **Weeks** | **Topics** | | | | | | | | | | |  | | | | | | **Teaching Methods** | | | | |
| **1** | Introduction to Foreign Trade Finance | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **2** | Legislative Provisions on Foreign Trade Financing | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **3** | Documents Used in Foreign Trade | | | | | | | | | | |  | | | | | | Exercises & Mini Case Studies | | | | |
| **4** | Delivery Methods in Foreign Trade | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **5** | Payment Methods in Foreign Trade | | | | | | | | | | |  | | | | | | Exercises & Mini Case Studies | | | | |
| **6** | Payment by Letter of Credit - Exercises | | | | | | | | | | |  | | | | | | Presentation & Discussion | | | | |
| **7** | Advance Payment - Exercises | | | | | | | | | | |  | | | | | | Exercises & Mini Case Studies | | | | |
| **8** | Payment against goods - Exercises | | | | | | | | | | |  | | | | | | Exercises and Mini Case Studies | | | | |
| **9** | Payment against Drafts - Exercises | | | | | | | | | | |  | | | | | | Exercises and Mini Case Studies | | | | |
| **10** | Export Financing | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **11** | Import Financing | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **12** | Foreign Sources - Letter of Guarantee Loans | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **13** | Risks Encountered in Foreign Trade and Protection Methods | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **14** | Eximbank Introduction | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **15** | Utilization of Loans and Application Principles | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **16** | General Evaluation Before Final Examination | | | | | | | | | | |  | | | | | | Presentation & Demonstration | | | | |
| **REFERENCES** | | | | | | | | | | | | | | | | | | | | | | |
| **Recommended Reading** | | | | | | **Dış Ticaret ve Finansmanı- Dr. Ferudun Kaya, Beta Yayın 2009** | | | | | | | | | | | | | | | | |
| **Material Sharing** | | | | | | **Presentation outputs, problems and solutions** | | | | | | | | | | | | | | | | |
| **ASSESSMENT METHODS** | | | | | | | | | | | | | | | | | | | | | | |
| **Activities** | | | | | | | **Number** | | **Effect** | | **Notes** | | | | | | | | | | | |
| **Midterm Exam** | | | | | | | 1 | | 30% | |  | | | | | | | | | | | |
| **Project** | | | | | | | 4 | | 20% | |  | | | | | | | | | | | |
| ***Effect of The Activities*** | | | | | | |  | | 50% | |  | | | | | | | | | | | |
| ***Effect of The Final Exam*** | | | | | | |  | | 50% | |  | | | | | | | | | | | |
| **ECTS TABLE** | | | | | | | | | | | | | | | | | | | | | | |
| **Contents** | | | | | | | | **Number** | | | | | **Hours** | | | **Total** | | | | | | |
| **Hours in Classroom** | | | | | | | | 16 | | | | | 3 | | | 48 | | | | | | |
| **Hours out Classroom** | | | | | | | | 16 | | | | | 5 | | | 80 | | | | | | |
| **Project** | | | | | | | | 4 | | | | | 8 | | | 32 | | | | | | |
| **Midterm Exam** | | | | | | | | 1 | | | | | 30 | | | 30 | | | | | | |
| **Final Exam** | | | | | | | | 1 | | | | | 50 | | | 50 | | | | | | |
| **Total**  **Total / 30**  **ECTS Credit** | | | | | | | | | | | | | | | | 240 | | | | | | |
| **=240/30=8** | | | | | | |
| **8** | | | | | | |
| **RECENT PERFORMANCE** | | | | | | | | | | | | | | | | | | | | | | |
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