

FOREIGN TRADE FINANCE

1	Course Title:	FOREIGN TRADE FINANCE	
2	Course Code:	IUS2106	
3	Type of Course:	Optional	
4	Level of Course:	First Cycle	
5	Year of Study:	2	
6	Semester:	4	
7	ECTS Credits Allocated:	4.00	
8	Theoretical (hour/week):	3.00	
9	Practice (hour/week):	0.00	
10	Laboratory (hour/week):	0	
11	Prerequisites:	None	
12	Language:	Turkish	
13	Mode of Delivery:	Face to face	
14	Course Coordinator:	Dr. Öğr. Üyesi ESRA GÜLER	
15	Course Lecturers:		
16	Contact information of the Course Coordinator:	Dr. Öğr. Üyesi Esra GÜLER İnegöl İşletme Fakültesi esrag@uludag.edu.tr 0224-2962713	
17	Website:		
18	Objective of the Course:	The main objective of the course is to develop students' theoretical and practical knowledge on foreign trade transactions, financing and promotion of foreign trade, and to improve their analysis/synthesis skills on these subjects.	
19	Contribution of the Course to Professional Development:	Learning financial techniques in foreign trade transactions, learning how to analyze and manage foreign trade risks, especially foreign exchange risk, learning what the financial instruments valid in foreign trade are and how to use them.	
20	Learning Outcomes:		
		1	Learning the financial processes of foreign trade and the functioning of these processes
		2	Learning what payment methods are used in foreign trade transactions.
		3	Learning the financial instruments used in foreign trade and being able to evaluate these instruments
		4	Learning the main risks encountered in foreign trade
		5	Learning the protection methods that can be used against different risks
		6	To be able to recognize the international financial institutions (Eximbank, World Bank, IMF etc.) that are effective in world trade and the services they offer.
		7	Ability to interpret international regulations (INCOTERMS, UCP 600) and rules used in foreign trade transactions.
		8	
		9	
		10	
21	Course Content:		
		Course Content:	
Week	Theoretical	Practice	

1	Foreign Trade Financing: Conceptual Explanations			
2	Basic financial processes of foreign trade			
3	Risks encountered in foreign trade			
4	Risks encountered in foreign trade (continued)			
5	Payment instruments used in foreign trade			
6	Payment instruments used in foreign trade (continued)			
7	Financial instruments used in foreign trade			
8	Financial instruments used in foreign trade (continued)			
9	Foreign Exchange/Exchange Rate Risk			
10	Methods of hedging against foreign exchange risk			
11	Methods of hedging against foreign exchange risk (continued)			
12	International institutions and their functions that are effective in foreign trade			
13	Ability to interpret international regulations (INCOTERMS, UCP 600) and rules used in foreign trade transactions.			
14	International regulations (continued)			
Activites		Number	Duration (hour)	Total Work Load (hour)
Theoretical		14	3.00	42.00
Practicals/Labs		0	0.00	0.00
Self study and preperation		14	2.00	28.00
Homeworks		0	0.00	0.00
Projects		0	0.00	0.00
Field Studies		0	0.00	0.00
Midterm exams		1	20.00	20.00
Others		0	0.00	0.00
Final Exams		1	30.00	30.00
Total Work Load				120.00
Quiz		0	0.00	4.00
ECTS Credit of the Course				4.00
Final Exam		1	60.00	
Total		2	100.00	
Contribution of Term (Year) Learning Activities to Success Grade		40.00		
Contribution of Final Exam to Success Grade		60.00		
Total		100.00		
Measurement and Evaluation Techniques Used in the Course		Relative Evaluation		
24	ECTS / WORK LOAD TABLE			

25	CONTRIBUTION OF LEARNING OUTCOMES TO PROGRAMME QUALIFICATIONS															
	PQ1	PQ2	PQ3	PQ4	PQ5	PQ6	PQ7	PQ8	PQ9	PQ10	PQ11	PQ12	PQ13	PQ14	PQ15	PQ16
ÖK1	5	4	3	4	2	1	0	2	3	4	2	0	0	0	0	0
ÖK2	5	4	3	4	4	3	2	2	2	3	2	0	0	0	0	0
ÖK3	5	4	3	4	4	3	2	3	2	3	2	0	0	0	0	0
ÖK4	5	4	3	4	4	3	2	3	2	3	3	0	0	0	0	0
ÖK5	5	4	3	4	3	3	2	3	2	3	3	0	0	0	0	0
ÖK6	4	4	3	4	3	3	2	3	2	2	4	0	0	0	0	0
ÖK7	4	4	3	4	3	3	2	3	2	3	4	0	0	0	0	0
LO: Learning Objectives PQ: Program Qualifications																
Contribution Level:	1 very low		2 low			3 Medium			4 High			5 Very High				