

FOREIGN TRADE DEPARTMENT COURSE CONTENTS **2025-2026 Education Period**

0102101 Ataturk's Principles and History of Revolution-I (2+0)2

The reform movements carried out within the framework of the search for solutions in the Ottoman state against the political, economic, cultural and sociopsychological problems that emerged as a result of the encounter of Western cultures and Turkish culture, and the establishment of the Republic of Turkey as a result of the National Struggle under the leadership of Mustafa Kemal Atatürk are discussed. Teaching the War of Independence, which was given under the leadership of Mustafa Kemal Pasha after the Ottoman Empire, to the younger generations. Geopolitics of Turkey and the Turkish World, French Revolution and Its Importance, General View of the Ottoman Empire, Reforms, Tanzimat and Islahat Fermanı, First and Second Constitutional Monarchy, Intellectual Movements to Save the State, First World War, Developments in the National Struggle Period, Proclamation of the Republic.

0103101 English-I (3+0)3

It is an all-skills course for students studying English at the beginner level. It provides the efficient and cognitive abilities needed in the use of language in both oral and written formats. It aims to bring students from beginner to intermediate level. In order to increase vocabulary and reading comprehension skills, passages suitable for their level are read. Functional English is given at a level to be able to speak in an English-speaking environment. Listening and speaking skills are gained through simple dialogue exercises.

Singular, plural, prepositions of place, time, nouns, colors, sentence structures, question, negative, negative sentences countable and uncountable nouns. Present tense, present tense, past tense, future tense. Adjectives, pronouns, conjunctions, the concept of time, markers.

5202101 Basic Law (2+0)4

To give general information about law and to compare this science with other rules of social order. Law and social order, Source of law, Legal Rules and Hierarchy of Norms, Parts of Positive Law, Private Law, Public Law, Turkish Judicial System, Interpretation methods.

5202103 Introduction to Economics-I (3+0)4

The content of this course; Definition of basic economic concepts, explanation of production possibilities and concept of opportunity cost, concept of supply and demand quantity and explanation of variables determining supply and demand, formation of perfect competition market equilibrium, elasticity of supply and demand, theory of consumption, theory of production and explanation of perfect competition, monopoly, The issues of price formation in oligopoly markets are discussed.

5202105 General Business (3+0)4

Basic Concepts of Business and Management, Aims and Relations with Environment: Basic concepts, Objectives of business, Its place in economic structure,

Difference between manager and entrepreneur; Classification of Businesses: Size, Ownership, Legal structure etc. classification in terms of; Establishment Studies, Size and Capacity of Enterprises: Establishment stages, Site selection, Determination of size, Capacity; Business Functions: Management, Organization, Control, Planning; Functioning of Organization: Leadership and management, Strategic management, Change, Groups, Motivation.

5202107 Mathematics (3+0)3

In this course, the students are taught the importance of mathematics for social programs, the subjects that the student should know especially well for their own program are detailed and the subjects related to these subjects are covered.

5202109 Foreign Trade Transactions-I (3+0)4

Due to the importance of foreign trade transactions and the increase in institutions related to this subject; It aims to provide comprehensive theoretical and practical knowledge on legal, administrative and technical issues encountered in the field of international trade. export policy tools; import policy tools; Customs Legislation and Customs Transactions, Analysis of a Foreign Trade Agreement, Export and Import concepts and export types; Documents used in foreign trade; Commercial documents, official documents, transport documents, insurance documents, financing documents and Other Shipment Documents, Delivery Forms Used in Foreign Trade (Incoterms 2010).

5202010 Tax Law (2+0)2

Basic principles of tax law, basic concepts of taxation and taxation procedures, tax administration and its duties, tax crimes and penalties, solutions to tax disputes.

5202011 Standardization in Foreign Trade (2+0)2

Basic Concepts of Standardization, Purpose and Principles of Standardization, Benefits of Standardization, Types of Standardization, Types of Standardization, National Standardization Organizations, Certification Activities of TSE, Certification Activities of TSE, International Standardization Organizations, Standardization Practices in Export, Purpose and Principles of Standardization in Exports, Documents Used Regarding Standard Auditing in Exports, Legislation Regarding Standard Auditing in Exports, Standards in Exports, Legislation Regarding Auditing

0104101 Physical Education-I (1+1)2

Basic concepts in physical education and sports, the place, function, aims, philosophy of physical education and sports in education and training, its relationship with other sciences, the future of professional fields in physical education and sports, its place and function in Turkish Education and Sports institutions.

0105101 Music-I (1+1)2

Definition of Music, Its Importance in Social Life, Formation and History of Music, Orchestral Instruments

5202012 Occupational Health and Safety-I (2+0)2

General information, the concept of occupational safety, the definition of occupational accidents, their causes and prevention methods, the importance of occupational safety studies in terms of labor productivity, the economic importance of occupational safety studies, the method in occupational safety, the formation and classification of occupational accidents, hazards and hazard types, methods and methods in accident investigations. Answers.

55202013 Entrepreneurship (2+0)2

Testing Entrepreneurship characteristics, which are important in terms of entrepreneurship education, business idea development and creativity exercises, Business plan comprehension and elements (market research, marketing plan, production plan, management plan, financial plan), Workshops for reinforcing business plan elements (market research, marketing plan, production plan, management plan, financial plan), business plan comprehension and elements (market research, marketing plan, production plan, management plan, financial plan), matters to be considered in the writing and presentation of the business plan, theoretically and practically. It is provided to learn other concepts related to entrepreneurship. Concepts Related to Entrepreneurship; Importance and Development of Entrepreneurship; Characteristics of Entrepreneurs; Domestic and Foreign Entrepreneurship; Motivation in Entrepreneurship; Creativity and Innovation in Entrepreneurship; Protection of Inventions, Brands and Designs; Business Ideas in Entrepreneurship; Business Plan Preparation and Documentation; Management, Marketing, Finance and Production Plans in a Business Plan; Entrepreneurship Stories; Case Studies in Entrepreneurship

502014 E-Commerce (2+0)2

In this course, the introduction of the digital world and e-commerce, network and personal online use, web business models, customer support and online quality, new product development in the electronic environment, online business community, electronic pricing, e-commerce planning, internet organizations will be discussed.

5202015 Office Programs-I (1+1)2

Creating a text file on the computer. Text file operations, preparing professional writing on the computer, creating mathematical and logical files on the computer.

0102102 Atatürk's Principles and History of Revolution-II (2+0)2

To teach the foundation of the Republic of Turkey and the basic principles on which it is based, the Revolutions carried out under the leadership of Atatürk on the way to modernization, and the Kemalist thought to the younger generations. Evaluation of socio-cultural and socio-economic developments and changes in the society within the framework of Atatürk's Principles

and Revolutions, which were carried out in order to raise the Turkish society above the level of contemporary nations in parallel with the establishment of the Republic of Turkey. Revolutions made in the field of law, revolutions made in the field of education, reforms regulating social life, Atatürk's Principles, internal developments in the Atatürk period, external developments in the Atatürk period.

0103102 English-II**(3+0)3**

The first semester is the continuation of the 1st foreign language course. In addition to the previous grammar subjects, the level is increased and the grammar subjects are continued. It provides the efficient and cognitive abilities needed in the use of language in both oral and written formats. It aims to bring students from beginner to intermediate level. In order to increase vocabulary and reading comprehension skills, passages suitable for their level are read. Functional English is given at a level to be able to speak in an English-speaking environment. Listening and speaking skills are gained through simple dialogue exercises. General repetition of tenses (present tense, past tense, future tense, past tense), adjectives grading of adjectives, fashions (can, may, should, might, be able to, must, would rather, would like), conjunctions (so, because, then, but, after, before)

5202102 Introduction to Economics-II**(3+0)4**

To be able to understand the macroeconomic structure and the functioning of this structure. To learn the problems that may arise in the economy and the ways to deal with these problems. To be able to comprehend the effects of money and money on economic activities, functions and monetary policies. Learning macro concepts such as general macro balance and national income, employment and employment types, inflation, stagflation and devaluation. To be able to comprehend the issues of economic fluctuation and income distribution. Money, types of money, functions of money, the problem of the value of money, monetary policies and the effects of these policies on the economy. Concepts related to **general** macro balance and national income, calculation of national income and income distribution theories. Employment, types of employment, unemployment and policies to be followed in the fight against unemployment. Analysis of economic problems such as inflation, deflation, stagflation and the causes and consequences of these problems. Economic policies to be followed in the fight against economic problems.

5202104 Commercial Law**(2+0)2**

By teaching the basic concepts of commercial law in a practical way with examples, it is to enable the student to reach the level where he can do the necessary research on the issues he encounters with commercial law and reach a conclusion by conducting correct reasoning.

In the first part of the commercial law courses, commercial business law and negotiable papers law will be explained. Within the scope of commercial business law, the concepts of commercial business, commercial enterprise, merchant will be explained, trade registry, commercial books, current account, merchant assistants and intangible elements of commercial enterprise will be emphasized. In the negotiable instruments law, the definition, types, transfer, loss and cancellation of

negotiable instruments will be covered and policies, bills and checks will be examined in detail.

5202106 Taxation in Foreign Trade (2+0)2

An overview of the concept of tax, Taxes from Foreign Trade, Customs Duty, Value Added Tax, Special Consumption Tax, Compensatory Tax, Customs tax base, Value Added Tax and other taxes base, tax calculation and payment.

5202108 Foreign Trade Transactions II (3+0)3

The aim of this course is to enable students to have the ability to do the applications they may encounter in the banking sector and the private sector on their own after graduation. How to carry out customs and foreign exchange transactions related to import and export, and post-export transactions; how the documents used in foreign trade and foreign exchange transactions are arranged; accounting for import and export transactions; What are the provisions of the legislation related to customs and the calculation of customs taxes; how the funds will be received and how they will be implemented; how the customs value is determined and controlled; how to arrange commercial and official documents related to foreign trade, documents related to transportation, financing and insurance payment methods; Observation and reporting on how the relations with the institutions and organizations applied in export and import transactions will be. Payment Methods Used in Foreign Trade, General Characteristics of the Letter of Credit, Benefits of Its Use, Types of Letters of Credit Revocable, Irrevocable and Confirmed, Unconfirmed, Analysis of Letter of Credit as Negotiable Documents According to Their Use, Payments Accepted by Policy, Letters of Credit as a Financial Instrument, Analysis of an Example Foreign Trade Transaction from Opening to Closing.

0112100 Digital Literacy (2+0)3

Understanding the digital world, taking advantage of its opportunities, using technology effectively and efficiently, being aware of its risks, being protected from threats and dangers. Information literacy, digital education, effective use of mobile devices and internet (conscious approach to social media, useful applications, basic internet skills such as online information search and safe use), digital rights and responsibilities, information security and privacy in the digital world, protection of consumer rights in the digital environment, fight against fake news, health effects of digital technologies, social asociality.

INTERNSHIP (0+0)5

In order to graduate from the program, students must complete an industrial internship of 4 weeks (20 working days) in two semesters at the end of each year in an eligible business and the internship must be accepted by the program.

5202020 Free Zones (2+0)2

Definition of Free Zones, Types of Free Zones, Management of Free Zones, Foreign Trade Practices in Free Zones, Documents Used in Free Zones, Free Zones Legislation, Free Zones Accounting Practices, Free Zones Social Security Practices, Free Zones Tax Practices.

5202021 International Economic Organizations (2+0)2

The aim of this course is to examine the general information, historical developments, examples and legal bases of international economic organizations, to provide students with information about today's economic organizations and to understand the position of Turkey in these issues. General information about international economic organizations; Classification purposes of international economic organizations; the International Monetary Fund (IMF); World Bank Group; World Trade organisation; Organizations Related to Development and Industrialization Problems of Underdeveloped Countries; United Nations; Organizations Related to Development and Industrialization Problems of Underdeveloped Countries; Organizations Related to Foreign Trade; Regional Cooperation Organizations; Economic Integrations; Organizations in Turkey; Globalization Process and Evaluations.

0104102 Physical Education-II (1+1)2

The Purpose of Physical Education and Sports Course History, The Place and Importance of Sports in Society Types of Sports, Sports Sociology and Leisure Education The Effects of Physical Education and Sports on Human Organism, Athlete Health, Nutrition First Aid and Rehabilitation Health and Training, Training Principles Applications.

0105102 Music-II (1+1)2

Western Music Genres, Western Music Composers and Their Concerts, Making Sample Songs From Music Types.

5202022 Business Mathematics (2+0)2

Basic information and concepts such as average calculation, rate-proportionation applications, percentage calculations, interest calculations, depreciation applications related to commercial transactions used. To explain concepts such as percentage calculations, purchase price, cost, selling price, profit and loss. Making profit and loss calculations over cost and selling price, Calculating profit and loss share in company accounts by proportional division method, Calculating simple and compound interest, Calculating internal and external discounts. Solving mixing problems, calculating carat and decimal settings, calculating ingot setting and raising.

5202023 Office Programs-II (1+1)2

Preparing and formatting documents, Using document control scripts, Adding and editing to the document, Editing the page, Reviewing the pages, Outputting the document from the printer, Creating a table in the document, Making complex applications related to the document, Defining keyboard quick access functions, Preparing a resume, Writing a petition, Writing formal texts, Posting official texts, Creating tables and graphs, Calculating in tables.

5202024 Occupational Health and Safety-II (2+0)2

Definition and scope of work environment surveillance, prevention and protection in the field of occupational health and safety, health surveillance of workers, controls to be made and documents to be issued in terms of occupational health and safety at workplaces, heavy and dangerous works and those working in these works, special risk groups and shift work and arrangements for night habituation.

5202025 Basic Customs Concepts (2-0)2

Definition of basic concepts related to customs, customs-approved transactions and usage, an overview of Customs Regimes, general information about Turkish Customs Tariff Chart, Customs Territory Concept, entry of goods and vehicles into Turkish Customs Territory.

0101101 Turkish Language-I (2+0)2

To enable them to easily express themselves and their knowledge in an understandable language. To ensure that they have knowledge of written and oral composition. To gain the ability to use Turkish correctly and beautifully. To raise young people with mother tongue consciousness. Expression and sentence disorders. Examining scientific writing samples. Reading and examining works related to the world of literature and thought. Oral composition types and application

5202201 International Economics-I (3+0)4

The aim of this course is to enable students to analyze the developments in the world economy. The course focuses on foreign trade, the international monetary system, foreign investments and the effects of each on the domestic and world economy.

Globalization in the World Economy; International Economic Integrations; Foreign Economic Policies; Foreign Exchange Market; Balance of Payments; International Monetary Systems: International monetary fund and its relations with Turkey, International credit markets.

5202203 General Accounting (3+0)4

Fundamental theory and structure of entry to accounting, addressing the processes of adjusting and closing accounts, Financial statements, cash flows, Receivables, inventories payable. Recurring transactions, special ledgers, working papers, cash and cash control, bank accounts reconciliation and pricing of commodities. Advanced topics in financial and managerial accounting, addressing applicable accounting practices in Turkey. Uniform chart of accounts, corporate accounting.

The process of journaling and recording current assets, fixed assets, short-term and long-term liabilities, equity accounts and their subordinate accounts in detail according to the uniform chart of accounts of the Ministry of Finance. Introduction of generally accepted accounting principles, accounting equation and balance sheet, accounts, double entry system, journal entry, posting to ledger accounts, trial balance, basic asset, resource, income statement and cost accounts.

5202205 Customs Legislation-I (3-0)3

The purpose of the Customs Law, the right of representation and

Conditions of being an Authorized Economic Operator, Customs Consultant and Assistant Customs Consultant, Customs tariff and origin of the goods, Customs value of the goods, presentation of the goods to the customs, Temporary storage of the goods, Customs declaration,

5202207 Vocational Foreign Language-I (3+0)3

To make students comprehend the professional foreign language that they can use in the field of foreign trade. For this purpose, to ensure that they read and understand the reading passages in which professional terms and

expressions are used. In addition, to do activities based on speaking in accordance with both the language of correspondence and their level. To teach correspondence by phone-e-mail. To make them comprehend the importance of grammatical issues such as conditional clauses, active and passive, which they frequently use while speaking and writing. Developing writing skills on different subjects such as CV writing, correspondence techniques such as fax, e-mail, letter, words and dialogs used in imports, exports, placing advertisements, requesting a catalogue, ordering products, canceling. Reading, writing, listening, speaking based on the ability to communicate in English at a simple level studies

5202209 Marketing Principles (3+0)3

The aim of the course is to make students comprehend the concept, mission and strategies of modern marketing and to create a perspective in terms of marketing. Course content, Introduction to marketing, marketing environment, consumer behavior, marketing information systems, target market determination - market segmentation, product management, service and brand management, price and pricing strategies, public relations and promotion, direct marketing.

5202211 World Economy (2+0)2

The aim of this course is to analyze the world economy with the world system approach. In this framework, the world economy will be discussed in terms of international trade, international capital flows and international labor movements. Basic concepts/ General view of the world economy/ Globalization/ International goods and services movements/ International capital movements/ International labor movements

5202030 Turkish Economy and EU (3+0)3

Turkish Economy, Turkey's national income with economic information, income distribution, investment planning, analysis of agriculture and industry sectors, to have information about our current socio-economic structure. Natural and demographic structure of Turkey, economic system and policy, economic policies implemented in Turkey, historical development,

Planning in Turkey, national income, income distribution, investments and growth, Sectoral analysis, Agriculture sector, Industry sector, tourism and service sector, Turkey's Foreign Trade and policies, Foreign payments, export-import, foreign capital investments in Turkey, Turkey's foreign economic relations.

5202031 International Finance (3+0)3

Explanations of international financial markets and exchange rates, as well as Financial techniques: Leasing, Factoring, Forfaiting, Franchising. Financial derivatives: Future, Option, Hedging, Swap. Currency management. Euro-markets.

5202032 Financial Management (3+0)3

Financial definition, financial analysis, financial planning, receivables and stock management, working capital management.

5202033 Statistics (2+0)2

Ability to collect, organize, present data, calculate values characterizing data and explain the terms required for them. To be able to analyze data using Probability Theory. To be able to use techniques related to indexes used to measure both micro and macro changes.

202034 Inward Processing Legislation (2-0)2

Overview of the inward processing regime communiqué, inward processing measures, conditional exemption and reimbursement system, guarantee, document permit issuance, deadlines in the inward processing legislation, follow-up and evaluation, intermediary exporter, transactions to be made by the customs administration, payment of compensatory tax, closing of export commitment, failure to export, failure to comply with inward processing measures, abuse of rights provided in the inward processing regime, inspection.

5202035 Package Programs in Foreign Trade (1+1)2

Export Integrated Program, Export Order Tracking, Export Loading Tracking and Preparation of Export Documents, Preparation of Export Declaration, Tracking of Export Transactions, Import Integrated Program, Import Order Tracking, Preparation and Registration of Import Declaration, Counting Import Transactions into Inward Processing Permits, Reporting on Imports, Customs Accrual Calculation, G.T.I.P Tracking, Customs Documentation Applications

0101102 Turkish Language-II (2+0)2

To enable them to easily express themselves and their knowledge in an understandable language. To ensure that they have knowledge of written and oral composition. To gain the ability to use Turkish correctly and beautifully. To raise young people with mother tongue consciousness. Expression and sentence disorders. Examining scientific writing samples. Reading and examining works related to the world of literature and thought. Oral composition types and application

5202202 International Economics-II (3+0)4

The aim of this course is to enable students to analyze the developments in the world economy. The course focuses on foreign trade, the international monetary system, foreign investments and the effects of each on the domestic and world economy. Globalization in the World Economy; International Economic Integrations, Foreign Economic Policies; Foreign Exchange Market; Balance of Payments; International Monetary Systems: International monetary fund and its relations with Turkey, international credit markets.

5202204 Logistics (3+0)4

Basic concepts of logistics, Transportation Methods, Arrangement of Transport Documents, Logistics Activities, Transport Operations, E and F Group Delivery Methods, C Group Delivery Methods, D Group Delivery Methods, Insurance transactions in logistics, Insurance applications in logistics

5202206 Customs Legislation-II (3-0)4

Free circulation regime, transit regime, customs warehousing regime, inward processing regime, processing

under customs control, temporary importation regime, outward processing regime, export regime, placing goods in free zones, goods leaving the Turkish customs territory, exemption from customs duties, returning goods, goods to be disposed of, assessment of customs duties, notification and payment of fines

5202208 Professional Correspondence Techniques (3+0)3

Current Words and Sentences, Parts of Business Letters in Expression and Form, Writing Business Letters, Writing Editing and Telephone Calls, Correspondence Techniques in English on the Internet, International Commercial Abbreviations, Abbreviations Regarding Delivery and Payment Methods, Abbreviations Regarding Foreign Trade Documents, Terms Used in Foreign Trade and Correspondence Methods, Banking Terms and Correspondence, Correspondence on payment with letter of credit, Correspondence on payment against documents, Correspondence on other forms of payment.

5202210 Banking and Foreign Exchange Transactions (3+0)4

The aim of this course is to prepare students for the profession by understanding the basic principles of foreign exchange information and Turkish exchange legislation and banking applications. This course focuses on teaching foreign exchange information and the application of Turkish Foreign Exchange legislation.

Basic exchange information; Effective, foreign exchange trading and purchase of foreign currency checks; General foreign exchange regulations, Parties and institutions related to foreign trade and foreign exchange transactions; Documents used in foreign trade and foreign exchange transactions; Foreign exchange transactions related to export, Foreign exchange transactions related to import; Foreign exchange transactions related to invisible items, Capital movements and foreign currency loans; Historical development of foreign exchange legislation application in Turkey, Foreign exchange legislation applications with case studies.

5202042 Research Methods and Techniques (2+0)3

Science, classifications of science, characteristics of science, stages of scientific method, types of scientific research, characteristics of a scientific research, criteria to be considered in the selection of problems and problems in scientific research. Purpose, importance, limitations, hypotheses in a scientific research, Methods in scientific research, Research models: Survey and trial model research, Population and sample, Data and data collection methods: Validity and reliability in data collection tools (tests).

Studies on adaptation of foreign tests, Documentary Scanning (document review/content analysis), Questionnaire, Attitude and attitude scales (Likert Attitude Scale), Observation Interview, Ethical rules in scientific research, scientific research activities and universities in Turkey.

5202043 Quality Assurance and Standards (2+0)3

Demand analysis for service and production planning and control, scheduling of basic production, independent demand issues and stock systems, stock and capacity management, quality assurance, project scheduling and

control are covered. ISO Quality standardization classifications and detailed examination.