

**Course Profile**  
**Department of Management / International Trade Program**

Course Number : <b>MAN 478</b>	Course Title : <b>Seminars in International Trade</b>		
Required / Elective : <b>Required</b>	Pre / Co-requisites : -		
Catalog Description: Seminars related to . basic aspects and terminology of International trade.	Textbook / Required Material :		
<b>Course Structure / Schedule : (3+0+0) 3 / 5 ECTS</b>			
<p>Extended Description :</p> <ul style="list-style-type: none"> <li>- Mental preparation to foreign trade</li> <li>- Target definition, self confidence</li> <li>- Import and export experiences by guests</li> <li>- Foreign trade negotiations</li> <li>- Ways to convince the clients and cultural differences</li> <li>- Leasing</li> </ul>			
Design content : None	Computer usage: -		
<p>Course Outcomes: [relevant program outcomes in brackets]: By the end of this course, students will be able to:</p> <ol style="list-style-type: none"> <li>1. Comprehend the international trade procedures and will get ready to deal with it in their future business life. [1,2,7,9]</li> <li>2. Consider general international trade standards and conditions as a guideline for their business life. [1,2,7]</li> <li>3. Differentiate between different transactions to be used depending on the situation. [1,2]</li> </ol>			
<p>Recommended reading:</p> <ul style="list-style-type: none"> <li>- International Trade Transactions and Financing (Dış Ticaret İşlemleri ve Finansmanı), Yüce UYANIK</li> </ul>			
Teaching methods: Lectures and discussions, seminars by guest speakers			
<p>Assessment methods:</p> <p>Attendance: 10%</p> <p>Midterms: 35 %</p> <p>Final Examination:35 %</p> <p>Contribution to discussions. : 20</p>			
Student Workload/ECTS (European Credit Transfer System) Tableau:			
Activity:	Number:	Duration (hour):	Total Workload (hour):
Pre- reading	4	7	28
Lectures	14	3	42

Team work	4	4	16
In Class-case studies	5	3	15
Workshop.	4	4	16
Case studies	2	4	8
TOTAL: 125 hours / 25 = 5 ECTS			
Prepared by : Yüce UYANIK		Revision Date : 16.03.2010	