YEDITEPE UNIVERSITY

GRADUATE SCHOOL OF SOCIAL SCIENCES

MASTER’S PROGRAM IN INTERNATIONAL TRADE AND LOGISTICS MANAGEMENT

**TL 521- IMPORT EXPORT MANAGEMENT**

**Lecturer:** *Burcu KAVUKCU*

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**Assessment:** MID-TERM EXAM 30% , PROJECT 25% FINAL EXAM 45%

**Course Aim:** This course is designed to introduce students a good understanding of main concepts in foreign trade, such as export and import transactions. Also, export and import financing, logistics, payment terms, banking instruments, insuarance and contracts and regulations will be outlined. A project, which covers the stages of export and import procedure, will be also prepared. The students will be capable to have a good understanding and a intense knowledge of export and import transactions with related regulations and practices.

**Textbooks:**

* Export-Import Theory, Practises and Procedures / BELAY SEYOUM / 3rd Edition

**Material Sharing:**

* Powerpoint presenatations will be shared
* Term Project will be announced at the beginning of the semester.

**Weekly Syllabus:**

1. Orientation, and Syllabus
2. Planning and Preparations for Export
3. Export Sales Contracts
4. Trade Documents
5. Exchange Rates and Procedures
6. Pricing Decisions / Determinants of export-import price
7. Mid-Term Exam
8. Methods of Payment
9. Import Regulations, Trade Intermediaries, and Services
10. The Entry Process for Imports
11. Tariff Barrier & Non-Tariff Barrier
12. Incoterms
13. Logistics
14. Warehousing