

DEPARTMENT OF INTERNATIONAL TRADE AND FINANCE INFORMATION PACKAGE

General Information: Competition in international markets is intensifying day by day. With the advancement of technology and the effect of increasing competition, businesses that can observe their environment well, keep up with changes, and obtain accurate and timely information can open up to foreign markets more easily. The Department of International Trade and Finance aims to train senior managers and experts who have global vision, strategic thinking and entrepreneurial skills to international businesses, institutions and organizations, based on the international commercial and economic system. The curriculum, which is prepared with an interdisciplinary approach, provides students with comprehensive equipment in international economics, business, trade, finance, marketing and logistics. The interdisciplinary structure of the program enables the training of managers who can easily adapt to change in the global market, who can make strategic decisions, and who have critical thinking. Graduates of the program will be equipped with leading theories and concepts of strategy, leadership, finance, together with specialized knowledge in issues such as export, import, customs clearance, finance, international marketing, logistics, business establishment, management and commercialization. In addition, within the scope of OSTİM Industry-University Cooperation Model, practical training is given importance in addition to theoretical knowledge in order to benefit from the knowledge of real enterprises. Starting from the first year, students will receive practical training in the international trade and finance departments of enterprises, one day a week in each semester, in order to gain observation, practice, innovation and management skills in the business environment.

Qualification Awarded: International Trade and Finance, Bachelor's Degree

Level of Qualification: Bachelor's Degree

Specific Admission Requirements: The placement of the students in the program is done by Assessment, Selection and Placement Centre (OSYM). Foreign students are placed following the verification of the equivalence of their high school degrees as well as other requirements specified in the higher education legislation and the OSTİM Technical University legislation in force and other relevant legislation. OSTİM Technical University shall establish its own selection and placement system for foreign students within the legislation in force when deemed necessary.

Recognition of Prior Learning: Following the enrollment of students, the courses they have taken in prior bachelor's degree programs may be accepted provided that they are validly and legally documented and the compatibility and adequacy of the subject, scope and contents of the course in terms of the program/course offered at OSTİM Technical University are assessed and approved by the Department Board and Faculty Executive Board.

Qualification Requirements and Regulations: : Students are required to complete 240 ECTS credits, complete all coursework successfully in their education program and have a minimum of 2.00/4.00 cumulative grade point average to graduate.

Programme Profile: OSTİM Technical University Department of International Trade and Finance offers courses in basic disciplines such as Business, Economics, Finance, Accounting, Management, Statistics, Research Methods within the scope of general business administration and entry disciplines, as well as Import-Export Operations, Foreign Trade Finance, in the field of international trade and finance. It also covers courses such as Market Research, Logistics and International Supply Chain, International Commercial Law, Global

Brand Management, E-Commerce and Digital Marketing, International Financial Markets and Institutions. In addition, in the International Trade and Finance department, many elective courses such as International Portfolio Analysis, International Investment Analysis, Economic Development, Production Planning and Inspection, Integrated Marketing Management, Product and Price Management, Taxation in International Trade are included.

Key Learning Outcomes:

1. Have advanced theoretical and up-to-date knowledge in discipline-specific areas such as international trade, finance, logistics, and general business and international business such as economics, marketing, management, accounting.
2. Evaluate, follow, absorb and transfer new information in the field of international trade.
3. Conduct market research, carry out projects and develop strategies for a business to open up to international markets.
4. Use knowledge of national and international trade law and legislation in the management of international commercial operation processes.
5. Work independently and within an organization, using the knowledge and skills acquired in the field and adopting continuous learning.
6. Have the ability to apply her theoretical knowledge in real life, with the experience she will gain through practice in departments such as marketing, accounting, foreign trade, finance, logistics.
7. Have the theoretical knowledge to carry out export, import, customs clearance, logistics, taxation and other international trade activities within the scope of global and regional commercial and economic organizations.
8. Can develop a business idea, commercialize the business idea, and design and manage their own venture using their entrepreneurial knowledge.
9. Using strategic, critical, innovative and analytical thinking skills, actively take part in the decision-making processes of the enterprise in the field of foreign trade and finance.
10. Act in accordance with ethical values, respectful to the environment, social and universal values in all activities it will carry out in its field.
11. Have the skills to follow up-to-date information at national and international level, to gather information about field, and to communicate with international institutions / organizations using her/him knowledge of English.
12. Gain professional competencies to take charge in national and international businesses, public and private sector organizations.
13. Can evaluate the problems and conflicts encountered in all areas related to international trade from different perspectives with a holistic approach and produce value-based solutions.

Job Opportunities for Graduates: Students who graduate from the program have the opportunity to work in the private and public sectors. First of all, students study in a way to find employment in private companies operating nationally and internationally. However, graduates of this department have all the rights that graduates of other economics and administrative sciences have. There will be employment opportunities for international trade and finance graduates, especially in OSTİM and the surrounding region, where the university is physically located. Graduates who have the opportunity to work in different departments of companies, especially in the fields of foreign trade and logistics, find a wide range of employment opportunities in the public sector, especially in the relevant ministries and institutions. Some of the institutions and fields that graduates can work in are as follows: They can work as experts in the export and import departments and finance units of national and international companies, as experts in the treasury, foreign transactions and fund management units of banks, and as fund and portfolio managers in national and international money and capital markets. They will be able to work as independent accountants or financial advisors, as well as working in foreign trade or foreign transactions services, customs consultancy and logistics companies of insurance companies, factoring and financial leasing companies. At the same time, they will be able to be employed in expert staff in relevant public institutions (such as Ministry of Treasury and Finance, Ministry of Trade, Ministry of Industry and Technology, Central Bank and Capital Markets Board). Graduates of the department have the right to participate in all vocational competition exams that graduates of the Faculties of Economics and Administrative Sciences can enter.

Access to Further Studies: Graduates of the program may apply to master's and PhD programs in social sciences, particularly in international trade.

Courses with ECTS Credits:

First Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
ENG 101	Academic English I	3	0	0	3	3
EHS 101	Occupational Health and Safety	2	0	0	2	2
EPR 121	Entrepreneurship I	0	2	0	1	2
IUL 151	Introduction to University Life	2	0	0	2	2
ECON 101	Introduction to Microeconomics	3	1	0	3	7
MATH 103	Mathematics I	3	0	0	3	6
MIS 131	Management Information Systems	3	0	0	3	4
ITF 103	Introduction to International Trade	3	0	0	3	4
		19	3	0	20	30

Second Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
ENG 102	Academic English II	3	0	0	3	3
EPR 122	Entrepreneurship II	0	2	0	1	1
IUL 152	Building the Future	1	0	0	1	1
WED 124	Workplace Education	0	7	0	3	7
ECON 102	Introduction to Macroeconomics	3	1	0	3	7
MATH 104	Mathematics II	3	0	0	3	6
ITF 102	Introduction to Business	3	0	0	2	5
		13	10	0	16	30

Third Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
ATA 101	Principles of Atatürk and History of Turkish Revolution I	2	0	0	2	2
TUR 101	Turkish I	2	0	0	2	2
WAP 225	Workplace Application I	0	7	0	3	7
ENG 221	English Writing Skills	1	2	0	2	4
ITF 201	Commercial Law	3	1	0	3	5
ITF 203	Financial Accounting	2	1	0	3	5
ITF 205	Management and Organization	3	0	0	3	5
		13	11	0	18	30

Fourth Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
ATA 102	Principles of Atatürk and History of Turkish Revolution II	2	0	0	2	2
TUR 102	Turkish II	2	0	0	2	2
WAP 226	Workplace Application II	0	7	0	3	7
ENG 222	English for Business Life	1	2	0	2	4
ITF 202	Marketing Principles	3	0	0	3	5
ITF 204	Managerial Accounting	2	1	0	3	5
ITF 206	Business Statistics	2	1	0	3	5
		12	11	0	18	30

Fifth Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
WAP 325	Workplace Application III	0	7	0	3	7
ITF 301	Marketing Research Methods	3	2	0	3	4
ITF 303	International Trade Theory and Policies	3	0	0	3	5
ITF 305	Import and Export Operations	3	1	0	3	6
ITF 307	International Business	3	0	0	3	4
ELEC 1	Elective Course I	3	0	0	2	4
		15	10	0	17	30

Sixth Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
WEX 326	Workplace Experience I	0	7	0	3	7
ITF 302	Foreign Trade Financing	3	0	0	3	6
ITF 304	International Commercial Law	3	0	0	3	4
ITF 306	International Marketing	3	1	0	3	5
ITF 308	Logistics and International Supply Chain	3	1	0	3	4
ELEC 2	Elective Course II	3	0	0	2	4
		15	9	0	17	30

Seventh Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
WEX 425	Workplace Experience II	0	7	0	3	7
ITF 401	E-Trade and Digital Marketing	1	2	0	3	5
ITF 403	International Sales and Negotiation	3	0	0	3	5
ITF 405	International Financial Markets and Institutions	3	0	0	3	5
ITF 407	Global Brand Management	3	0	0	3	4
ELEC 3	Elective Course III	3	0	0	2	4
		13	9	0	17	30

Eighth Semester

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
WEX 426	Workplace Experience III	0	30	0	15	22
ITF 400	Graduation Project	0	10	0	5	8
		0	40	0	20	30

ELECTIVE COURSES

Code	Course Name	Theory	App.	Lab.	Credit	ECTS
ITF 421	International Inspection	3	0	0	3	4
ITF 422	International Portfolio Management	3	0	0	3	4
ITF 423	Analysis of International Investment	3	0	0	3	4
ITF 424	International Trade and Economic Development	3	0	0	3	4
ITF 425	International Service Trade	3	0	0	3	4
ITF 426	Taxation in International Trade	3	0	0	3	4
ITF 427	Accounting for Foreign Trade Transactions	3	0	0	3	4
ITF 428	Data Analysis and Research Methods	3	0	0	3	4
ITF 429	International Financial Reporting Standards	3	0	0	3	4
ITF 430	Cost Accounting	3	0	0	3	4
ITF 431	Leadership and Motivation	3	0	0	3	4
ITF 432	Business Ethics	3	0	0	3	4
ITF 433	Innovation Management	3	0	0	3	4
ITF 434	Management of Integrated Marketing	3	0	0	3	4
ITF 435	Production Management	3	0	0	3	4
ITF 436	Product and Pricing Management	3	0	0	3	4
ITF 437	Consumer Behaviors	1	2	0	2	4
ITF 438	Project Management and Feasibility	3	0	0	3	4
ITF 439	Production Planning and Inspection	3	0	0	3	4
ITF 440	Financial Statements Analysis	2	1	0	3	4
ITF 441	Service Marketing	3	0	0	3	4

T: Theoretical Course Hour; A: Application Course Hour; C: Credits; L: Laboratory

ECTS: European Credit Transfer System

Assessment and Grading: Instructors shall assess the success levels of students by employing various assessment methods. According to the Regulation on Associate and Bachelor’s Degree Education, Training and Examination of OSTİM Technical University, DC and DD grades mean conditional pass whereas FD, FF and NA grades mean failure to pass. Passing Grade Coefficients are given below.

Grade	Coefficient	Grade Range (out of 100)	Status
AA	4	90-100	Pass
BA	3,5	85-89	Pass
BB	3	80-84	Pass
CB	2,5	70-79	Pass
CC	2	60-69	Pass
DC	1,5	50-59	Conditional Pass
DD	1	45-49	Conditional Pass
FD	0,5	35-44	Fail
FF	0	0-34	Fail
NA	0	0	Fail

Graduation Requirements: Students are required to complete all coursework successfully in the program, have a minimum of 2.00/4.00 cumulative grade point average and complete 240 ECTS credits to graduate.

Mode of Study: Full time

Program Director and Department Reengineering Coordinator:

Program Director

Assist. Prof. Begüm Şahin, PhD

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Department Reengineering Coordinator

Research Assistant Seray Yeşilirmak

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Courses -Key Learning Outcomes Relation Matrix

Course Code	Course Name	1	2	3	4	5	6	7	8	9	10	11	12	13	Sum	Rate
ITF 400	Graduation Project	5	5	4	5	5	5	3	4	3	2		4	2	47	72
WEX 426	Workplace Experience III	4	3	3	2	3	5	3	3	2	3		5	3	39	60
ITF 305	Import-Export Operations	5	5	2	3	2	4	4		4		1	5	3	38	58
WEX 425	Workplace Experience II	4	3	3	2	3	5	2	2	2	3		5	2	36	55
ITF 306	International Marketing	5	4	4		3	5	2	1	2	1	1	5	2	35	54
WEX 326	Workplace Experience I	4	3	3	2	3	5	1	2	2	3		5	2	35	54
ITF 308	Logistics and International Supply Chain	5	5	1	2	2	5	5		2	2		5		34	52
ITF 403	International Sales and Negotiation Methods	5	4		4	3	2	2	3			2	3	5	33	51
ITF 401	E-Commerce and Digital Marketing	5	4	2		3	5	4	1	2			5	2	33	51
ITF 407	Global Brand Management	5	2	5		3	3		4	2	2	1	5		32	49
ITF 303	International Trade Theory and Policies	5	5		3	2	2	4		3			5	3	32	49
ITF 405	International Financial Markets and Institutions	4	3		3	2	4	5		1	3	1	3	3	32	49
ITF 103	Introduction to International Trade	5	5	2		2	2	4		3			5	3	31	48
WAP 325	Workplace Applications III	3	2	3	2	3	5	2	1	2	2		4	2	31	48
ITF 304	International Commercial Law	3	4		5		4	3			4	1	3	4	31	48
ITF 302	Foreign Trade Finance	5	3	2	2	2	3	4		4			4	1	30	46
EPR 122	Entrepreneurship II	3	2	4		3	3		5	2	3		2	2	29	45
ITF 202	Marketing Principles	4	2	3		3	2	1	4	3	2	1	2	2	29	45
ITF 307	International Business	5	3	2		1	4	3		2	1	1	4	3	29	45
EPR 121	Entrepreneurship I	3	2	3		3	3		5	2	3		2	2	28	43
WAP 225	Workplace Applications I	3	2	3	2	3	5	2		2			4	2	28	43
WAP 226	Workplace Applications II	3	2	3	2	3	5	2		2			4	2	28	43
WED 124	Workplace Education	3	2	3	1	3	4	1		2			4	2	25	38
ITF 205	Management and Organization	4	1			3	2		4	4	2		2	2	24	37
ITF 102	Introduction to Business	5	1	1			4	3		2	1		3	2	22	34
ITF 201	Commercial Law	3	2		5			2			3		3	2	20	31
ITF 301	Marketing Research Techniques	2	3	5		2	3		1	2			2		20	31

ECON 102	Introduction to Macroeconomics	4	2				2	4					3		15	23	
ENG 221	English Writing Skills	1	2		2								5	3	2	15	23
ENG 222	English for Business Life	1	2		2								5	3	2	15	23
MIS 131	Management Information Systems	3	1	3		1			1	4					1	14	22
ITF 203	Financial Accounting	3		1			2			4				2	2	14	22
ITF 204	Managerial Accounting	3		1			2			4				2	2	14	22
ENG 101	Academic English I		3		2								5	2	1	13	20
ECON 101	Introduction to Microeconomics	4	2				2	2						3		13	20
ENG 102	Academic English II	1	2		2								5	2	1	13	20
ITF 206	Business Statistics	2		4						5					2	13	20
MATH 104	Mathematics II	2		2						4					2	10	15
IUL 151	Introduction to University Life		1			3					2	1		2	9	14	
IUL 152	Building the Future		1			3					2	1		2	9	14	
MATH 103	Mathematics I	2		2						3					2	9	14
EHS 101	Occupational Health and Safety				1	1		2			2		2		8	12	

NQF-HETR/Program Competencies Matrix: International Trade and Finance

National Qualifications Framework Academically Oriented		Program Qualifications												
		1	2	3	4	5	6	7	8	9	10	11	12	13
KNOWLEDGE (Theoretical, Conceptual)	1	X			X			X						
	2		X	X			X	X	X		X	X		
SKILLS (Cognitive, Practical)	1		X		X		X	X	X		X	X		
	2		X	X			X			X		X		
	3	X		X	X					X				
COMPETENCIES (Competence to Work Independently and Take Responsibility)	1		X	X		X								
	2			X	X				X	X				X
	3	X		X	X					X				
COMPETENCIES (Learning Competence)	1		X							X				X
	2		X			X						X		
COMPETENCIES (Communication and Social Competence)	1		X		X	X						X		X
	2		X									X	X	X
	3			X		X		X						
	4					X						X		
COMPETENCIES (Field Specific Competence)	1				X	X						X	X	
	2		X	X	X						X		X	X
	3					X								
	4		X			X							X	
	5										X		X	