

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. As one of the most important differences of the department, students are given a Second Elective Foreign Language course for seven semesters in a language they choose from among six different languages (German, Arabic, Chinese, Spanish, Italian, Russian). In addition, in the International Trade and Finance department, many elective courses are included, as well as students can choose according to their own interests.

Program Qualifications:

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 and a second foreign language of her choice
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:

COMPULSORY COURSES

First Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	ENG 101	Academic English I	3	0	0	3	3
Comp.	EHS 101	Occupational Health and Safety	2	0	0	2	2
Comp.	EPR 121	Fundamentals of Entrepreneurship	0	2	0	1	2
Comp.	IUL 151	Introduction to University Life	2	0	0	2	2
Comp.	ECON 105	Research Methods with Computer Applications	2	1	0	3	4
Comp.	BUS 103	Business Mathematics I	3	0	0	3	5
Comp.	MIS 131	Management Information Systems	3	0	0	3	4
Comp.	ITF 103	Introduction to International Trade	3	0	0	3	4
Elec.	ITF 105	Elective Foreign Language I	3	0	0	3	4
			21	3	0	23	30

Second Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	ENG 102	Academic English II	3	0	0	3	3
Comp.	EPR 122	Entrepreneurship Project	0	2	0	1	1
Comp.	IUL 152	Building the Future	1	0	0	1	1
Comp.	WED 124	Workplace Education	0	6	0	3	4
Comp.	PSYC 101	Introduction to Psychology	2	0	0	3	3
Comp.	BUS 104	Business Mathematics II	3	0	0	3	5
Comp.	BUS 101	Introduction to Business	3	0	0	3	4
Comp.	ECON 100	Introduction to Economics	3	0	0	3	4
Elec.	ITF 106	Elective Foreign Language II	3	0	0	3	5
			18	8	0	23	30

Third Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	ATA 101	Principles of Atatürk and History of Turkish Revolution I	2	0	0	2	2
Comp.	TUR 101	Turkish I	2	0	0	2	2
Comp.	TLF 101	Turkish Language for Foreigners	4	0	0	4	4
Comp.	WAP 225	Workplace Application I	0	6	0	3	4
Comp.	ENG 221	English Writing Skills	1	2	0	2	4
Comp.	LAW 201	Commercial Law	3	0	0	3	4
Comp.	BUS 200	General Accounting	3	0	0	4	5
Comp.	BUS 201	Management and Organization	3	0	0	3	5
Elec.	ITF 205	Elective Foreign Language III	3	0	0	3	4
Comp.	EPR 221	Entrepreneurship and Social Impact I	0	0	0	0	0
			21	8	0	26	30

Forth Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	ATA 102	Principles of Atatürk and History of Turkish Revolution II	2	0	0	2	2
Comp.	TUR 102	Turkish II	2	0	0	2	2
Comp.	TLF 102	Turkish Language for Foreigners	4	0	0	4	4
Comp.	WAP 226	Workplace Application II	0	6	0	3	4
Comp.	ENG 222	English for Business Life	1	2	0	2	4
Comp.	MAR 100	Marketing Principles	3	0	0	3	4
Comp.	BUS 404	Managerial Accounting	3	0	0	3	5
Comp.	BUS 203	Business Statistics	3	0	0	3	5
Elec.	ITF 206	Elective Foreign Language IV	3	0	0	3	4
Comp.	EPR 222	Entrepreneurship and Social Impact II	0	0	0	0	0
			21	8	0	25	30

Fifth Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	WAP 325	Workplace Application III	0	6	0	3	4
Comp.	BUS 303	Financial Management	3	0	0	3	4
Comp.	ITF 301	Target Market Analysis and Business Intelligence	2	2	0	3	4
Comp.	ITF 303	International Trade Theory and Policies	3	0	0	3	3
Comp.	ITF 309	Import and Export Operations	3	1	0	3	4
Comp.	ITF 307	International Business	3	0	0	3	4
Elec.	ELEC 1	Elective Course I	3	0	0	2	3
Elec.	ITF 305	Elective Foreign Language V	3	0	0	3	4
Comp.	EPR 321	Entrepreneurship and Social Impact III	0	0	0	0	0
			20	9	0	23	30

Sixth Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	WEX 326	Workplace Experience I	0	6	0	3	4
Comp.	ITF 302	Foreign Trade Financing	3	0	0	3	4
Comp.	MIS 401	Project Management	3	0	0	3	3
Comp.	LAW 206	International Commercial Law	3	0	0	3	4
Comp.	MAR 306	International Marketing	3	0	0	3	4
Comp.	ITF 304	Logistics and Supply Chain Management	3	0	0	3	4
Elec.	ELEC 2	Elective Course II	3	0	0	2	3
Elec.	ITF 306	Elective Foreign Language VI	3	0	0	3	4
Comp.	EPR 322	Entrepreneurship and Social Impact IV	0	0	0	0	0
			21	6	0	23	30

Seventh Semester

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Comp.	WEX 425	Workplace Experience II	0	6	0	3	4
Comp.	BUS 414	Blockchain Technology and Crypto Currency	3	0	0	3	3
Comp.	MAR 401	E-Trade and Digital Marketing	3	0	0	3	4
Comp.	ITF 401	International Sales and Negotiation	3	0	0	3	4
Comp.	ITF 403	International Financial Markets and Institutions	3	0	0	3	4
Comp.	MAR 405	Global Brand Management	3	0	0	3	4
Elec.	ELEC 3	Elective Course III	3	0	0	2	3
Elec.	ITF 405	Elective Foreign Language VII	3	0	0	3	4
Comp.	EPR 421	Entrepreneurship and Social Impact V	0	0	0	0	0
			21	6	0	23	30

Eighth Semester

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

ELECTIVE COURSES

C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
Elec.	ITF 422	Applied Industry Analysis	3	0	0	3	4
Elec.	ITF 424	International Trade and Economic Development	3	0	0	3	4
Elec.	ITF 425	International Service Trade	3	0	0	3	4
Elec.	ITF 426	Taxation in International Trade	3	0	0	3	4
Elec.	ITF 427	Foreign Trade with Cases	3	0	0	3	4
Elec.	ITF 428	Customs Legislation	3	0	0	3	4
Elec.	ITF 429	Financial Support in International Trade	3	0	0	3	4
Elec.	ITF 430	Documentation in International Trade	3	0	0	3	4
Elec.	ITF 431	Country and Regional Analysis	3	0	0	3	4
Elec.	ITF 432	Turkey - EU Trade Relations	3	0	0	3	4
Elec.	ITF 433	International Politics	3	0	0	3	4
C/E	Code	Course Name	Theory	App.	Lab.	Credit	ECTS
C.E.	GERM 101	Introduction to German I	3	0	0	3	4
C.E.	RUS 101	Introduction to Russian I	3	0	0	3	4
C.E.	SPAN 101	Introduction to Spanish I	3	0	0	3	4
C.E.	CHN 101	Introduction to Chinese I	3	0	0	3	4
C.E.	ITAL 101	Introduction to Italian I	3	0	0	3	4
C.E.	ARAB 101	Introduction to Arabic I	3	0	0	3	4
C.E.	GERM 102	Introduction to German II	3	0	0	3	4
C.E.	RUS 102	Introduction to Russian II	3	0	0	3	4
C.E.	SPAN 102	Introduction to Spanish II	3	0	0	3	4
C.E.	CHN 102	Introduction to Chinese II	3	0	0	3	4
C.E.	ITAL 102	Introduction to Italian II	3	0	0	3	4
C.E.	ARAB 102	Introduction to Arabic II	3	0	0	3	4
C.E.	GERM 201	Introduction to German III	3	0	0	3	4
C.E.	RUS 201	Introduction to Russian III	3	0	0	3	4
C.E.	SPAN 201	Introduction to Spanish III	3	0	0	3	4
C.E.	CHN 201	Introduction to Chinese III	3	0	0	3	4
C.E.	ITAL 201	Introduction to Italian III	3	0	0	3	4
C.E.	ARAB 201	Introduction to Arabic III	3	0	0	3	4
C.E.	GERM 202	Introduction to German IV	3	0	0	3	4
C.E.	RUS 202	Introduction to Russian IV	3	0	0	3	4
C.E.	SPAN 202	Introduction to Spanish IV	3	0	0	3	4
C.E.	CHN 202	Introduction to Chinese IV	3	0	0	3	4
C.E.	ITAL 202	Introduction to Italian IV	3	0	0	3	4
C.E.	ARAB 202	Introduction to Arabic IV	3	0	0	3	4
C.E.	GERM 301	German Culture and History	3	0	0	3	4
C.E.	RUS 301	Russian Culture and History	3	0	0	3	4
C.E.	SPAN 301	Spanish Culture and History	3	0	0	3	4
C.E.	CHN 301	Chinese Culture and History	3	0	0	3	4
C.E.	ITAL 301	Italian Culture and History	3	0	0	3	4
C.E.	ARAB 301	Arab Culture and History	3	0	0	3	4
C.E.	GERM 302	German Writing Skills	3	0	0	3	4
C.E.	RUS 302	Russian Writing Skills	3	0	0	3	4
C.E.	SPAN 302	Spanish Writing Skills	3	0	0	3	4
C.E.	CHN 302	Chinese Writing Skills	3	0	0	3	4
C.E.	ITAL 302	Italian Writing Skills	3	0	0	3	4
C.E.	ARAB 302	Arabic Writing Skills	3	0	0	3	4
C.E.	GERM 401	Business Oriented German	3	0	0	3	4
C.E.	RUS 401	Business Oriented Russian	3	0	0	3	4
C.E.	SPAN 401	Business Oriented Spanish	3	0	0	3	4
C.E.	CHN 401	Business Oriented Chinese	3	0	0	3	4
C.E.	ITAL 401	Business Oriented Italian	3	0	0	3	4
C.E.	ARAB 401	Business Oriented Arabic	3	0	0	3	4

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. Hasibe Aysan, PhD

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Department Reengineering Coordinator

Research Assistant Seray Kağıtçı

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Courses-Program Qualifications Relation Matrix

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 309	Import and Export Operations	5	5	2	3	2	4	4		4		1	5	3	38	58
ITF 301	Target Market Analysis and Business Intelligence	3	5	5	2	2	3	5	1	5		3	2	2	38	58
WEX 425	Workplace Experience II	4	3	3	2	3	5	2	2	2	3		5	2	36	55
MAR 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 304	Logistics and Supply Chain Management	5	5	1	2	2	5	5		2	2		5		34	52
ITF 401	International Sales and Negotiation	5	4		4	3	2	2	3			2	3	5	33	51
MAR 401	E-Trade and Digital Marketing	5	4	2		3	5	4	1	2			5	2	33	51
MAR 405	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 403	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 Application III	3	2	3	2	3	5	2	1	2	2		4	2	31	48
LAW 206	International Commercial Law	3	4		5		4	3			4	1	3	4	31	48
ITF 302	Foreign Trade Financing	5	3	2	2	2	3	4		4			4	1	30	46
EPR 122	Entrepreneurship Project	3	2	4		3	3		5	2	3		2	2	29	45
MAR 100	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	Fundamentals of Entrepreneurship	3	2	3		3	3		5	2	3		2	2	28	43
WAP 225	Workplace Application I	3	2	3	2	3	5	2		2			4	2	28	43
WAP 226	Workplace Application III	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
BUS 201	Management and Organization	4	1			3	2		4	4	2		2	2	24	37
BUS 101	Introduction to Business	5	1	1			4	3		2	1		3	2	22	34
LAW 201	Commercial Law	3	2		5			2			3		3	2	20	31
ENG 221	İngilizce Yazma Becerileri	1	2		2							5	3	2	15	23

ENG 222	English Writing Skills	1	2		2						5	3	2	15	23
MIS 131	Management Information Systems	3	1	3		1		1	4				1	14	22
BUS 200	General Accounting	3		1			2		4			2	2	14	22
BUS 404	Managerial Accounting	3		1			2		4			2	2	14	22
BUS 303	Financial Management	3					2		2	4			3	14	22
BUS 414	Blockchain Technology and Crypto Currency	3					2		2	4			3	14	22
ENG 101	Academic English I		3		2						5	2	1	13	20
ECON 100	Introduction to Economics	4	2				2	2					3	13	20
ENG 102	Academic English II	1	2		2						5	2	1	13	20
BUS 203	Business Statistics	2		4					5				2	13	20
MIS 401	Project Management			2		2			5	3	1			13	20
ECON 105	Research Methods with Computer Applications	1	1	3		2			4				1	12	18
ITF 105	Elective Foreign Language I	1	2		1						5	2	1	12	18
ITF 106	Elective Foreign Language II	1	2		1						5	2	1	12	18
ITF 205	Elective Foreign Language III	1	2		1						5	2	1	12	18
ITF 206	Elective Foreign Language IV	1	2		1						5	2	1	12	18
ITF 305	Elective Foreign Language V	1	2		1						5	2	1	12	18
ITF 306	Elective Foreign Language VI	1	2		1						5	2	1	12	18
ITF 405	Elective Foreign Language VII	1	2		1						5	2	1	12	18
BUS 104	Business 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
BUS 103	Business Mathematics I	2		2					3				2	9	14
EHS 101	Occupational Health and Safety				1	1		2		2		2		8	12
PSYC 101	Introduction to Psychology					2				3			2	7	11

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									
	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	