



Меѓународен Универзитет Визион - International Vision University  
 Universiteti Ndërkombëtar Vizion - Uluslararası Vizyon Üniversitesi

Adres: Ul. Major C. Filiposki No.1, Gostivar – Makedonya  
 tel: +389 42 222 325, www.vizyon.edu.mk, [info@vizyon.edu.mk](mailto:info@vizyon.edu.mk)

## SYLLABUS

| COURSE NAME   | COURSE CODE | SEMESTER | COURSE LOAD | ECTS |
|---------------|-------------|----------|-------------|------|
| FOREING TRADE | 2015        | 3        | 180         | 6    |

|                 |      |
|-----------------|------|
| Prerequisite(s) | None |
|-----------------|------|

|  |                          |
|--|--------------------------|
| Course Language                            | Turkish                  |
| Course Type                                | Elective                 |
| Course Level                               | First Cycle              |
| Course Lecturer                            |                          |
| Course Assistants                          |                          |
| Classroom                                  |                          |
| Extra Curricular Office Hours and Location | Meeting:<br>Consultancy: |

|                          |  |
|--------------------------|--|
| Course Objectives        | The aim of this course is getting the basic information's about the foreign trade.   |
| Course Learning Outcomes | <ul style="list-style-type: none"> <li>• Obtain basic knowledge of Foreign Trade</li> <li>• Understanding the risks in foreign trade</li> <li>• Understand the basic concepts of Foreign Trade</li> <li>• An understanding of national and international institutions involved in foreign trade</li> <li>• Watch Law on Foreign Trade</li> <li>• Relations Association Exporters Devices</li> <li>• implement basic export Type</li> <li>• Responsible for import operations</li> </ul>  |
| Course Contents          | <p>This course covers the application of theoretical principles of foreign trade transactions. In a globalized world, increased interdependence between countries, economic and trade relations with developing countries and development has become the most important factor status. Depending on the foreign trade increasingly globalized economic ties, but a former economic activity is complex and requires expertise. In international financial markets to provide financing of foreign trade have emerged a number of financial products. This results in the business of modern foreign trade transactions of various international documents, procedures for financing, they need experts who know the laws. Foreign Trade Department in this context defines the meaning of economic relations and university-industry training of skilled manpower in the sector cooperation Foreign Trade offers vocational and academic education. The structure of our regulations and practices of foreign trade, import and export, training is provided on basic issues such as customs regimes, contemporary and well-informed students are provided with a boot sector employment</p> |

**WEEKLY SUBJECTS AND RELATED PREPARATION STUDIES**

| <b>Week</b> | <b>Subjects</b>   | <b>Related Preparation</b>         |
|-------------|---|------------------------------------|
| <b>1</b>    | Introduction to foreign trade                                     | Related Chapters of Course Sources |
| <b>2</b>    | Basic reasons to make foreign trade                               | Related Chapters of Course Sources |
| <b>3</b>    | Foreign trade intermediaries                                      | Related Chapters of Course Sources |
| <b>4</b>    | Foreign Trade Risks   | Related Chapters of Course Sources |
| <b>5</b>    | Foreign Trade Risks   | Related Chapters of Course Sources |
| <b>6</b>    | Foreign Trade Parties   | Related Chapters of Course Sources |
| <b>7</b>    | Mid-term Exam   | Related Chapters of Course Sources |
| <b>8</b>    | Some Basic Concepts in Foreign Trade                              | Related Chapters of Course Sources |
| <b>9</b>    | Some Basic Concepts in Foreign Trade                              | Related Chapters of Course Sources |
| <b>10</b>   | National and international institutions involved in foreign trade | Related Chapters of Course Sources |
| <b>11</b>   | Routes of Entry with Export Foreign Markets                       | Related Chapters of Course Sources |
| <b>12</b>   | Documents in Foreign Trade  | Related Chapters of Course Sources |
| <b>13</b>   | Incoterms 2010 Oral   | Related Chapters of Course Sources |
| <b>14</b>   | Incoterms 2010  | Related Chapters of Course Sources |
| <b>15</b>   | Final Exam  | Related Chapters of Course Sources |

**ECTS / WORKLOAD TABLE**

|   |          |    |    |
|---|----------|----|----|
| Presentation / Seminar                                  |          |    |    |
| Hours for off-the-classroom study (Pre-study, practice) | 14       | 3  | 42 |
| Midterm Exam  | 1        | 12 | 12 |
| Final examination                                       | 1        | 14 | 14 |
| <b>Total Work Load</b>                                  |          |    |    |
| <b>ECTS</b>   | <b>6</b> |    |    |

**GENERAL PRINCIPLE RELATED WITH COURSE**

Dear students,

In order to be included, learn and achieve full success that you deserve in the courses you need to come well prepared by reading the basic and secondary textbooks. We are expecting from you carefully to obey to the course hours, not to interrupt the lessons unless is very indispensable, to be an active participant on the courses, easily to communicate with the other professor and classmates, and to be interactive by participating to the class discussions. In case of unethical behavior both in courses or on exams, will be acting in framework of the relevant regulations. The attendance of the students will be checked in the beginning, in the middle or at the end of the lessons. Throughout the semester the students who attend to all lectures will be given 15 activity-attendance points in addition to their exam grades.

**SOURCES**

| <b>COMPULSORY LITERATURE</b> |   |   |
|------------------------------|---|---|
| <b>No</b>                    | <b>Name of the book</b>   | <b>Author's Name, Publishing House, Publication Year</b>            |
| <b>1</b>                     | Dış Ticaret İşlemleri   | Yrd. Doç. Dr. Kahraman Arslan, Detay Yayıncılık                     |
| <b>2</b>                     | United States Foreign Trade Highlights: Trends In The Global Market | Diane Werneke, Mark Siegal, Katherine A. Debrandt, Mary Meghan Ryan |
| <b>3</b>                     | Надоврешна трговија   | Кикеркова, Ирена, Универзитетски учебник, Скопје, 2008              |

| <b>ADDITIONAL LITERATURE</b> |  |  |
|------------------------------|--|--|
| <b>No</b>                    | <b>Name of the book</b>                | <b>Author's Name, Publishing house, Publication Year</b>         |
| <b>1</b>                     | Dış Ticaret - İşlemler ve Uygulamalar  | Prof. Dr. Çağatay Ünüsan , Doç. Dr. Murat Canitez, Gazi Kitabevi |
| <b>2</b>                     | Transition Economies and Foreign Trade | Jan Winiecki   |
| <b>3</b>                     | Надворешна трговија                    | Јованка Биљаноска, ИРИС-Струга 2005                              |

## **EVALUATION SYSTEM**

| <b>Underlying the Assessment Studies</b> | <b>NUMBER</b> | <b>PERCENTAGE OF GRADE</b> |
|--|---------------|----------------------------|
| Attendance/Participation                 | 14            | %15                        |
| Project / Event                          | 1             | %15                        |
| Mid-Term Exam                            | 1             | %35                        |
| Final Exam                               | 1             | %35                        |
| <b>TOTAL</b>                             | <b>17</b>     | <b>%100</b>                |

## **ETHICAL CODE OF THE UNIVERSITY**

In case of the students are cheating or attempt to cheat on exams, and in the case of not to reference the sources used in seminar studies, assignments, projects and presentations, in accordance to the legislations of the Ministry of Education and Science of Republic of Macedonia and International Vision University, will be applied the relevant disciplinary rules. International Vision University students are expected never to attempt to this kind of behavior.