

Course Plan (English)

**KIRKLARELI UNIVERSITY  
BABAESKI VOCATIONAL SCHOOL  
MARKETING AND FOREIGN TRADE DEPARTMENT  
FOREIGN TRADE PROGRAM**

**1st YEAR / FALL SEMESTER**

| SEMESTER            | PRE-REQUISITES | COURSE CODE | COURSE TITLE  | C/E | T | A | TOTAL     | CREDITS  | ECTS      |             |
|---------------------|----------------|-------------|---|-----|---|---|-----------|----------|-----------|-------------|
| <b>1st SEMESTER</b> |                | UNV13101    | TURKISH-I   | C   | 2 | 0 | 2         | 2        | 2         |             |
|                     |                | UNV13103    | PRINCIPLES OF ATATURK AND HISTORY OF THE REVOLUTION I | C   | 2 | 0 | 2         | 2        | 2         |             |
|                     |                | UNV13105    | ENGLISH- I  | C   | 4 | 0 | 4         | 4        | 4         |             |
|                     |                | UNV13107    | BASIC INFORMATION TECHNOLOGIES USAGE                  | C   | 1 | 1 | 2         | 1,5      | 2         |             |
|                     |                | MVP13101    | PRINCIPLES OF ACCOUNTING                              | C   | 4 | 0 | 4         | 4        | 6         |             |
|                     |                | IYP13101    | FUNDAMENTALS OF BUSINESS                              | C   | 4 | 0 | 4         | 4        | 7         |             |
|                     |                | MYO13151    | GENERAL ECONOMY                                       | C   | 4 | 0 | 4         | 4        | 7         |             |
|                     | <b>TOTAL</b>   |             |   |     |   |   | <b>21</b> | <b>1</b> | <b>22</b> | <b>21,5</b> |

**1st YEAR / SPRING SEMESTER**

| SEMESTER                       | PRE-REQUISITES | COURSE CODE | COURSE TITLE   | C/E | T | A | TOTAL     | CREDITS  | ECTS      |             |
|--------------------------------|----------------|-------------|--|-----|---|---|-----------|----------|-----------|-------------|
| <b>2<sup>nd</sup> SEMESTER</b> |                | UNV13102    | TURKISH-II   | C   | 2 | 0 | 2         | 2        | 2         |             |
|                                |                | UNV13104    | PRINCIPLES OF ATATÜRK AND HISTORY OF THE REVOLUTION-II | C   | 2 | 0 | 2         | 2        | 2         |             |
|                                |                | UNV13106    | ENGLISH-II   | C   | 4 | 0 | 4         | 4        | 4         |             |
|                                |                | UNV13108    | BASIC COMPUTER KNOWLEDGE                               | C   | 1 | 1 | 2         | 1,5      | 2         |             |
|                                |                | DTP13102    | FOREIGN TRADE TRANSACTIONS                             | C   | 4 | 0 | 4         | 4        | 6         |             |
|                                |                | MYO13152    | BASIC AND COMMERCIAL LAW                               | C   | 4 | 0 | 4         | 4        | 4         |             |
|                                |                | BYA13205    | MATHEMATICS FOR TRADE                                  | C   | 3 | 0 | 3         | 3        | 5         |             |
|                                |                | STAJ13001   | SUMMER INTERNSHIP (20 WORKING DAYS)                    | C   | 0 | 0 | 0         | 0        | 4         |             |
|                                | <b>TOTAL</b>   |             |  |     |   |   | <b>20</b> | <b>1</b> | <b>21</b> | <b>20,5</b> |

**2<sup>nd</sup> YEAR / FALL SEMESTER**

| SEMESTER                           | PRE-REQUISITES   | COURSE CODE | COURSE TITLE                         | C/E | T | A         | TOTAL    | CREDITS   | ECTS      |           |
|------------------------------------|------------------|-------------|--------------------------------------|-----|---|-----------|----------|-----------|-----------|-----------|
| <b>3<sup>rd</sup><br/>SEMESTER</b> |                  | DTP13201    | CUSTOMS OPERATIONS                   | C   | 3 | 0         | 3        | 3         | 3         |           |
|                                    |                  | PZR13251    | MARKETING PRINCIPLES                 | C   | 3 | 0         | 3        | 3         | 6         |           |
|                                    |                  | DTP13103    | BANKING AND EXCHANGE TRANSACTIONS    | C   | 3 | 0         | 3        | 3         | 6         |           |
|                                    |                  | DTP13205    | INTERNATIONAL FINANCING              | C   | 3 | 0         | 3        | 3         | 4         |           |
|                                    |                  |             | ELECTIVE I                           | E   | 3 | 0         | 3        | 3         | 4         |           |
|                                    |                  |             | ELECTIVE II                          | E   | 3 | 0         | 3        | 3         | 4         |           |
|                                    |                  |             | ELECTIVE III                         | E   | 3 | 0         | 3        | 3         | 4         |           |
|                                    | <b>ELECTIVES</b> |             |                                      |     |   |           |          |           |           |           |
|                                    |                  | UNV13020    | BUSINESS ENGLISH-I                   | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    |                  | DTP13207    | COMMERCIAL WRITING TECHNIQS          | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    |                  | DTP13209    | INTERNATIONAL ECONOMIC ORGANIZATIONS | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    |                  | DTP13211    | QUALITY MANAGEMENT SYSTEMS           | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    |                  | DTP13213    | FREE ZONES                           | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    |                  | BSD13211    | INTERNATIONAL ECONOMICS              | E   | 3 | 0         | 3        | 3         | 3         | 4         |
|                                    | <b>TOTAL</b>     |             |                                      |     |   | <b>21</b> | <b>0</b> | <b>21</b> | <b>21</b> | <b>30</b> |

**2<sup>nd</sup> YEAR / SPRING SEMESTER**

| SEMESTER                           | PRE-REQUISITES   | COURSE CODE | COURSE TITLE                            | C/E | T        | A        | TOTAL     | CREDITS   | ECTS      |   |
|------------------------------------|------------------|-------------|---|-----|----------|----------|-----------|-----------|-----------|---|
| <b>4<sup>TH</sup><br/>SEMESTER</b> |                  | DTP13202    | SOFTWARE PROGRAMS FOR FOREIGN TRADE     | C   | 3        | 0        | 3         | 3         | 4         |   |
|                                    |                  | DTP13204    | INT. TRANSPORTATION AND LOGISTICS       | C   | 3        | 0        | 3         | 3         | 4         |   |
|                                    |                  | DTP13206    | ACCOUNTING FOR FOREIGN TRADE OPERATIONS | C   | 2        | 2        | 4         | 3         | 4         |   |
|                                    |                  | PZR13208    | INTERNATIONAL MARKETING                 | C   | 3        | 0        | 3         | 3         | 4         |   |
|                                    |                  |             | ELECTIVE IV                             | E   | 3        | 0        | 3         | 3         | 4         |   |
|                                    |                  |             | ELECTIVE V                              | E   | 3        | 0        | 3         | 3         | 3         |   |
|                                    |                  |             | ELECTIVE VI                             | E   | 3        | 0        | 3         | 3         | 3         |   |
|                                    |                  | STAJ13002   | SUMMER INTERNSHIP (20 WORKING DAYS)     | C   | 0        | 0        | 0         | 0         | 4         |   |
|                                    | <b>ELECTIVES</b> |             |   |     |          |          |           |           |           |   |
|                                    |                  | UNV13021    | BUSINESS ENGLISH-II                     | E   | 3        | 0        | 3         | 3         | 3         | 4 |
|                                    |                  | DTP13210    | TURKISH ECONOMICS AND EU                | E   | 3        | 0        | 3         | 3         | 3         | 4 |
|                                    |                  | DTP13212    | STANDARDIZATION IN FOREIGN TRADE        | E   | 3        | 0        | 3         | 3         | 3         | 3 |
|                                    |                  | DTP13214    | EXPORT-IMPORT TRANSACTIONS              | E   | 3        | 0        | 3         | 3         | 3         | 4 |
|                                    |                  | BSD13210    | PRS AND LIFE INSURANCE                  | E   | 3        | 0        | 3         | 3         | 3         | 3 |
|                                    |                  | MYO13254    | LABOR AND SOCIAL SECURITY LAW           | E   | 3        | 0        | 3         | 3         | 3         | 4 |
|                                    |                  | MLP13206    | UNREGISTERED SECTOR AND EMPLOYMENT      | E   | 3        | 0        | 3         | 3         | 3         | 3 |
|                                    |                  | MLP13208    | ECONOMY OF TURKEY                       | E   | 3        | 0        | 3         | 3         | 3         | 3 |
|                                    |                  | MLP13216    | E-COMMERCE AND TAXING                   | E   | 3        | 0        | 3         | 3         | 3         | 3 |
| <b>TOTAL</b>                       |                  |             |   |     | <b>2</b> | <b>2</b> | <b>22</b> | <b>21</b> | <b>30</b> |   |

**TOTAL**

|  |          |           |          |           |           |            |
|--|----------|-----------|----------|-----------|-----------|------------|
| COMPULSORY COURSES (15 Weeks) (Hours)            | <b>C</b> | 64        | 4        | 68        | 66        | 94         |
| ELECTIVE COURSES (15 Weeks) (Hours)              | <b>E</b> | 18        | 0        | 18        | 18        | 18         |
| <b>TOTAL (15 Weeks) (Hours)</b>                  | <b>G</b> | <b>82</b> | <b>4</b> | <b>86</b> | <b>84</b> | <b>112</b> |
| SUMMER INTERNSHIP (Hours) (40 workin days)       | <b>S</b> | 0         | 0        | 0         | 0         | 8          |
| <b>OVERALL TOTAL (15 Weeks) (L+P+Internship)</b> | <b>G</b> | <b>82</b> | <b>4</b> | <b>86</b> | <b>84</b> | <b>120</b> |