

T.C.  
**ALANYA ALAADDIN KEYKUBAT UNIVERSITY**  
**INSTITUTE OF GRADUATE STUDIES**  
**INTERNATIONAL TRADE DEPARTMENT (Ph.D.)**  
**Course Contents**

**I and II. FALL SEMESTER**

**UTI7001 - SEMINAR (FALL) (0 Theoretical / 0 Credit / 7 ECTS):** The main objective is to train man who knows scientific thought and researching methods. Science, scientific thought, scientific researching methods, ethics.

**SOE7901 - SPECIALIZATION FIELD COURSE (I. FALL) (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE7903 - COUNSELING (I. FALL) (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject

**UTI7003 - SCIENTIFIC RESEARCH METHODS AND ETHICS I (I. FALL) (3 Theoretical / 3 Credit / 7 ECTS):** Students who will conduct researches in social sciences in this course will follow the stages below:

- How is a research topic determined?
- How is a research design compatible with the research design?
- How is this process conducted?

**UTI7007- INTERNATIONAL ECONOMICS AND WORLD TRADE (3 Theoretical / 3 Credit / 7 ECTS):** Aims and Instruments of Foreign Trade Policy, Foreign Trade Protectionism, Tariffs, Non-Tariff Trade Policy Instruments, the liberalization of world trade, the European Union and Turkey, External Balance of Payments, Turkey's Foreign Trade Structure and Foreign Exchange Market Analysis, Exchange Rate Changes the Disclosing Theories, Foreign Direct Investment in the Open Economy Macro-Economic Policy Analysis: Internal and External Economic Equilibrium.

**UTI7009- INTERNATIONAL FINANCIAL INSTRUMENTS AND RISK MANAGEMENT(3 Theoretical / 3 Credit / 7 ECTS):** This course covers financial system: components, financial markets, financial system:function of intermediaries, determining interest rate, banks: functions, activity subjects, types of finance, financial institutions except from banking: leasing companies, factoring companies and insurance companies,financial institutions except from banking: pension funds, special financial institutions, capital market institutions: intermediaries, investment trusts,real estate investment trusts, venture capital firm, capital market institutions: investment funds, portfolio management, other institutions: rating agencies -audit firms, securities exchange, financial instruments.

**UTI7011– INTERNATIONAL TRADE LAW APPLICATIONS (3 Theoretical / 3 Credit / 7 ECTS):** To learn basic informations about international trade, international agreements and guidelines by various organizations forming the basis of the national law.

**UTI7013- CURRENT TOPICS AT INTERNATIONAL TRADE (3 Theoretical / 3 Credit / 7 ECTS):** The impact of globalization on employees, consumers and companies in developed and developing countries. Productivity measures at the company level as well as trade and foreign direct investment and the effects of trade on productivity. Free trade zones, common currency zones and other issues affecting trade flows such as internet transactions.

**UTI7015 - INDIVIDUAL AND CORPORATE ENTREPRENEURSHIP (3 Theoretical / 3 Credit / 7 ECTS):** Conceptual framework of entrepreneurship, approaches, functions, process, culture of entrepreneurship, issues related to international context and ethics of entrepreneurship.

**UTI7019 - TRADE OPERATIONS AND SUPPLY CHAIN MANAGEMENT (3 Theoretical / 3 Credit / 7 ECTS):** Describing the processes / processes for planning, implementation and control in the supply chain and logistics management in national and international markets, giving basic information.

**UTI7021 – INTERNATIONAL STRATEGIC MANAGEMENT (3 Theoretical / 3 Credit / 7 ECTS):** International strategic management, competitive capacity, global management, strategic management process, internal analysis, external analysis, level strategies, international strategy and application.

**UTI7023 - INTERCULTURAL NEGOTIATION (3 Theoretical / 3 Credit / 7 ECTS):** The importance of cultural management, organizational structure and culture in international organizations, management approaches and modern management styles in international organizations.

**UTI7027 - INTERNATIONAL FINANCIAL MANAGEMENT (3 Theoretical / 3 Credit / 7 ECTS):**

- 1) Globalization,
- 2) The functioning of the international financial system,
- 3) International balance of payments,
- 4) Currency Systems,
- 5) Parity conditions,
- 6) Futures Markets
- 7) Financial Crises.

**UTI7029– BRAND STRATEGIES (3 Theoretical / 3 Credit / 7 ECTS):** Necessary information, examples and applications in brand and branding, brand strategies, brand image and positioning, marking rules and trademark legal arrangements.

**UTI7031- INTERNATIONAL ACCOUNTING STANDARDS (3 Theoretical / 3 Credit / 7 ECTS):** This course will be dealt with international financial reporting standards. In the course of the conceptual framework of the major international financial reporting standards are explained and prominent accounting standards will be discussed.

**UTI7033- THE LEGAL AND INSTITUTIONAL STRUCTURE OF THE EU (3 Theoretical / 3 Credit / 7 ECTS):** The establishment of the EU institutions, functioning, duties will be handled relations with each other. The primary and secondary sources constituting the European Communities law will be explained and the role of the Court of Justice of the European Communities and the courts of second instance in case of conflicts of bodies will be examined.

**UTI7035- INTERNATIONAL LOGISTICS (3 Theoretical / 3 Credit / 7 ECTS):** International distribution, logistics and supply chain concepts and contexts, International logistics applications, Forwarder and its functions and applications in international logistics activities, International Logistics Masters package and Packaging applications, International Logistics containers, International Logistics warehouses, stores and their functions, Customs Consultancy Profession and International logistics Activities and functions, International Logistics insurance, their content and related practices, surveillance companies, activities, functions and applications.

**UTI7037– CUSTOMS REGULATIONS 1 (3 Theoretical / 3 Credit / 7 ECTS):** Customs legislation in line with the customs operations on the basic concepts, customs-approved treatment and use of the goods presented to customs and declaration, customs represented in the customs tariff nomenclature, the origin of the goods, the customs value of goods, inspection and analysis, customs duty calculation, economic impact and economic ineffective customs regimes.

**UTI7039– ADVANCED COMPETITIVE INFORMATION SYSTEMS (3 Theoretical / 3 Credit / 7 ECTS):** Investigation and selection of target markets into global markets, customers and the demands of the international target markets. Web-based live request lines, databases and applications related to e-commerce. Software and computer systems related to customs clearance and logistics.

**UTI7041- INTERNATIONAL DOUBLE TAXATION (3 Theoretical / 3 Credit / 7 ECTS):** International Taxation, Tax Law, Double Taxation, Double Taxation Treaties, Country Practices on the Subject.

**ULT7043- MONEY AND FINANCE LITERATURE (3 Theoretical / 3 Credit / 7 ECTS):**

General Information on the Subject,  
Critical Reading Techniques and Practical Applications,  
Interpretation and Discussion of Selected Works.

**SOE8901 - SPECIALIZATION FIELD COURSE (II. FALL) (8 Theoretical / 0 Credit / 8 ECTS):**

Determination of thesis topic, Determination of research methods and thesis preparation publications of all students, under the supervision of an advisor, who are progressing their thesis.

**SOE8903 - COUNSELING (II. FALL) (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):**

Processing and application of general concepts related to the student's thesis subject.

**UTI7045 - DOCTORATE PROFICIENCY (II.FALL) (0 Theoretical / 0 Credit / 21 ECTS):** The course is a independent study course that students must take to prepare themselves for the qualifying exam.

### **I. and II. SPRING SEMESTER**

**UTI7002- SEMINAR (SPRING) (0 Theoretical / 0 Credit / 7 ECTS):** Science, scientific thought, scientific researching methods, ethics.

**UTI7004- CUSTOM REGIMES II (3 Theoretical / 3 Credit / 7 ECTS):** It includes subjects such as recognizing customs regimes and learning their scope in accordance with customs laws and regulations, seeing examples of customs procedures implementation processes, and applying tax calculation in free circulation and temporary import regimes

**UTI7006– GLOBAL ECONOMY AND EMERGING MARKETS (3 Theoretical / 3 Credit / 7 ECTS):**

This course is concerned as well as the basic concepts of economics branches; emerging markets, the economic crisis, the global economy, financial markets, money markets, international investments, stands on issues such as the BRICS countries and economies.

**UTI7008- REGIONAL ECONOMIC INTEGRATION (3 Theoretical / 3 Credit / 7 ECTS):** Theroretical discussions on regionalism/economic integration, globalisation process in world trade and world economy, general and specific trends in regionalism, basic current integrations (e.g., EU, NAFTA, ASEAN and APEC) and probable regional integrations in the world and their future, comparison of the regionalism efforts of advanced and developing countries

**UTI7010- MANAGEMENT OF INFORMATION SYSTEMS IN INTERNATIONAL TRADE (3 Theoretical / 3 Credit / 7 ECTS):** Information systems in the changing world of work and the importance of information systems. IT terminology, hardware, software, operating systems and information systems in business. Management of information resources; organization of information systems department, planning for unforeseen events that can be seen in the role of security and control and information systems for the protection of information systems. Database management in business; database design, development and management basics. Data communication technologies and applications, data characteristics, transmission principles, communication hardware and software, network configuration and management of it. Introduction to Electronic trade; definitions, history, scope. Emerging trends and technologies. Office automation software applications.

**UTI7016- INTERCULTURAL BUSINESS MANAGEMENT (3 Theoretical / 3 Credit / 7 ECTS):** The importance of cultural management, organizational structure and culture in international organizations, management approaches and modern management styles in international organizations.

**UTI7024– SPECIALIZATION ACCOUNTING APPLICATIONS (3 Theoretical / 3 Credit / 7 ECTS):** Accounting of the export-import transactions of businesses, accounting of the transfer transactions, foreign exchange transactions, elimination transactions, making up consolidated financial tables.

**UTI7028- GLOBAL MARKETING AND APPLICATION (3 Theoretical / 3 Credit / 7 ECTS):** This course aims to examine the principles and practices, taught in marketing courses, with a review of the Global Marketing.

**UTI7030- INCENTIVES AND DEVELOPMENT OF EXPORT (3 Theoretical / 3 Credit / 7 ECTS):** Promoting Increasing Exports and Industrial Investment Industry, Industrial Technological Capacity and R & D Development, Industry Quality and Increasing Efficiency, Industrial Development of Labour, Foreign Trade Policy and Export Promotion Policy Coverage for Exports, the type of Export Incentives, Turkey's planned Export Incentives period, the Resolution on the Promotion of Overseas Held at Fair and National Level or Individual Participation in the exhibition, Environment Supporting Cost, Market Research Support ,Employment "Path on" Help "Promotion of the International Office-Store Opening Business and Brand Promotion Activities, Export Credits.

**UTI7032- INTERNATIONAL ARBITRATION LAW (3 Theoretical / 3 Credit / 7 ECTS):** Arbitration Agreements. solutions of commercial conflicts, relations between arbitration rules and the law of the place of arbitration, selection of arbitrators and ethics that bind them. Arbitration hearing, procedure, exercise, recognition and enforcement of arbitral awards.

**UTI7034– COMPETITIVE STRATEGIES AND COMPETITIVE ADVANTAGE OF TURKEY (3 Theoretical / 3 Credit / 7 ECTS):** Turkey's competitiveness and economic development of the micro-economic perspective. National, regional, forces affecting competition in the industry and groups of neighboring countries in the framework of generic policies, industrial development and national characteristics that affect the competitive edge. Strategic competitive advantage models and selected industrial sectors of the Turkish economy, evaluation of strategies to establish and maintain a competitive advantage capabilities.

**UTI7036 - SCIENTIFIC RESEARCH METHODS AND ETHICS II (1. SPRING) (3 Theoretical / 3 Credit / 7 ECTS):** Ethical issues in research / unethical behaviors and their prevention, scientific research methods, scientific research planning: research problems, hypotheses and objectives, access to scientific information: library, digital library, databases, scientific data collection and measurement methods, data analysis methods and presentation, validity and reliability concepts, writing a research proposal -a 'summary' suggestion preparation, research report preparation / reporting methods, article writing basic rules and examples, higher education council scientific research and publication ethics directive.

**UTI7038 - INTERNATIONAL TAXATION PROBLEMS (3 Theoretical / 3 Credit / 7 ECTS):** International tax law, double taxation and preventive treaties, other tax treaties and practices.

**UTI7040 - INNOVATION ECONOMICS (3 Theoretical / 3 Credit / 7 ECTS):** Examining the impact of knowledge-based economy and innovation on economic development and competitiveness, analyzing innovation indicators to increase global competitiveness.

**UTI7042 –DOCTORAL QUALIFICATION (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** The course is an independent study course that students must take to prepare themselves for the qualifying exam.

**SOE7902 - SPECIALIZATION FIELD COURSE (I. SPRING) (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE7904 - COUNSELING (I. SPRING) (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

**SOE8902 - SPECIALIZATION FIELD COURSE (II. SPRING) (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE8904 - COUNSELING (II. SPRING) (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

### **III. FALL SEMESTER**

**SOE9901 - SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE9903 - COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

**UTI9905 - DOCTORAL THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** To search the literature for the determined research topic, to analyze using scientific methods, to report the results, to prepare a presentation and to explain the results by making a presentation.

### **III. SPRING SEMESTER**

**SOE9902 - SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE9904 - COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

**UTI9906 - DOCTORAL THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** To search the literature for the determined research topic, to analyze using scientific methods, to report the results, to prepare a presentation and to explain the results by making a presentation.

### **IV. FALL SEMESTER**

**SOE9907 - SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE9909 - COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

**UTI9911 - DOCTORAL THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** To search the literature for the determined research topic, to analyze using scientific methods, to report the results, to prepare a presentation and to explain the results by making a presentation.

### **IV. SPRING SEMESTER**

**SOE9908 - SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** Determination of thesis topic, Determination of research methods and thesis preparation

**SOE9910 - COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Processing and application of general concepts related to the student's thesis subject.

**UTI9912 - DOCTORAL THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** To search the literature for the determined research topic, to analyze using scientific methods, to report the results, to prepare a presentation and to explain the results by making a presentation.