

**REPUBLIC OF TURKEY**  
**ALANYA ALAADDIN KEYKUBAT UNIVERSITY**  
**INSTITUTE OF GRADUATE STUDIES**  
**INTERNATIONAL TRADE (M.Sc.)**

**Course Contents**

**I.YEAR**  
**(I. SEMESTER)**

**SOE5901 – SPECIALIZATION FIELD COURSE (8 THEORETICAL / 8 ECTS):** To start the preparation phase that should be done before the scientific research thesis, to share the knowledge and experience of the advisor about the management of healthy processes in the subject determined by the student

**SOE5903 – COUNSELING (0 THEORETICAL / 1 ECTS):** Determining the thesis subject and conducting the thesis preparation processes are the content of this course.

**UTI5101 - STATISTICAL APPLICATIONS (3 THEORETICAL / 6 ECTS):** This lesson consists of, the concept of data and identify the data, choosing statistical analyses according to the research aim and in this context, descriptive statistics, tests of comparing two and more groups non-parametric tests correlation and regression analyses, factor analyses, cluster analyses which are multivariable statistical analyses.

**UTI5103 - THEORY OF INTERNATIONAL ECONOMICS (3 THEORETICAL / 5 ECTS):** Contents of international trade theories and international trade, factor movements and economic development.

**UTI5107 - IMPORT - EXPORT APPLICATIONS (3 THEORETICAL / 5 ECTS):** Course contains Turkey foreign trade regulations such as export-import, custom, cambium, standardization and incentive regulation general framework, foreign trade institutions, necessary documents, incoterms and payments after understanding of global trade dimension.

**UTI5109 - ACCOUNTING OF FOREIGN TRADE TRANSACTIONS (3 THEORETICAL / 5 ECTS):** Place of foreign trade operations at uniform chart of accounts, form of payments transactions recognition, value added tax and tariffs implementations, logistics, free zones and accounting transactions at different areas of foreign trade underlie the content of the course.

**UTI5111 - INTERNATIONAL MARKETING (3 THEORETICAL / 5 ECTS):** The subjects of introduction to global marketing, international marketing environment, international market expansion strategies, management of marketing mix elements in the international market, international marketing research topics will be discussed in this course.

**UTI5113 - FINANCIAL MANAGEMENT (3 THEORETICAL / 5 ECTS):** Functions of Financial Management, Time Value of Money, Financial Analysis and Techniques, Ratio Analysis, Comparative Analysis Technique- Percentage Analysis, Financial Planning and Control, Regression Model, Profit Planning and Breakeven Analysis, Operating Leverage, Financial Leverage Degree and Combined Leverage, Fund Flow Table and Pro-Forma Financial Tables, Cash Budget.

**UTI5121 - E-COMMERCE (3 THEORETICAL / 5 ECTS):** In this course, digital world related to E-business, Network and personal online usage, Web business models, customer support to online quality, New product Development in the Electronic medium, Online business society, Pricing in the Electronic medium, E-business planning, and Internet organizations will be examined.

**UTI5123 - MODELLING TECHNIQUES (3 THEORETICAL / 5 ECTS):** In this course, the basic elements of a research model, research model building approach, relation and causality analysis, simple and multiple regression models, structural equation modeling analysis with the subjects of these models will be discussed.

**UTI5127 - LOGISTICS AND SUPPLY CHAIN MANAGEMENT (3 THEORETICAL / 5 ECTS):** This course includes basic supply chain knowledge, supply chain applications in international supply chain management. Course also contains the logistics and its international applications.

**UTI5131 - INTERNATIONAL BUSINESS MANAGEMENT (3 THEORETICAL / 5 ECTS):** The world is in constant change. This change in political, cultural, social, technological, economic, etc. areas are constantly emerging. Operating businesses in the international arena, increasing the size of their share of total income and taken into consideration in the global markets are attractive to many businesses operate. Global environmental business management includes various opportunities and risks together.

**UTI5133 - INTERNATIONAL TRADE TRANSACTIONS (3 THEORETICAL / 5 ECTS):** Basic concepts of international trade, general overview of Turkish foreign trade legislation, delivery types in international trade, commercial and formal documents required in international trade operations.

**UTI5135 - COMPETITIVE INFORMATION SYSTEMS (3 THEORETICAL / 5 ECTS):** Global marketing research and selection of target markets. Customers and their needs and preferences. Web based live demand lines. Software related to custom clearances and logistics.

**UTI5137 - APPLIED CUSTOMS LEGISLATIONS I (3 THEORETICAL / 5 ECTS):** Customs Regimes, Customs Crimes and Punishments, Preferential Trade Agreements, Supply Chain Security and Single Window Application

**UTI5139 – APPLIED ECONOMETRICS I (3 THEORETICAL / 5 ECTS):** Some econometric programs (Jamovi, Gretl and Eviews) used in economic data modeling, univariate time series analysis, multivariate models, long-run relationship modeling, volatility modeling and nonlinear time series analysis.

**UTI5141 – GEO-ECONOMIC REGIONS (3 THEORETICAL / 5 ECTS):** Geography, political geography and first theories, definitions of geopolitics from 1980 to 2000, its evolution and relationship with other sciences, areas where geopolitics is applied, the importance of geopolitics in the order of the changing world and global system in the 21st century are the topics of these course.

**UTI5143 – COMPLIANCE OF TURKISH TAX LAWS TO THE EU TAX LAW (3 THEORETICAL / 5 ECTS):** The contents of this course consist of sources of tax law, the taxpayer and the tax charge, the taxpayer assignments, deadlines, tax administration, tax auditing and taxation process of Turkish law system and its participation with EU Taxing legislations.

**UTI5145 – MONETARY ECONOMICS (3 THEORETICAL / 5 ECTS):** This course analyzes monetary policy for a country operating in an open economy. We start with an analysis of money and the demand for money. After introducing central banking and the supply of money, we focus on tools, targets and conduct of monetary policy. Foreign exchange markets and the determination of the exchange rate are discussed. The course ends with integration of monetary theory and policy into macroeconomic analysis. Some issues about the international financial system are also addressed.

## **I.YEAR (II. SEMESTER)**

**SOE5902 – SPECIALIZATION FIELD COURSE (8 THEORETICAL / 8 ECTS):** Under the responsibility and supervision of the thesis supervisor, the content of this course is to create the intellectual knowledge about the student's review, reading, interpretation and evaluation of the literature related to the subject / problem area he / she intends to study.

**SOE5904 – COUNSELING (0 THEORETICAL / 1 ECTS):** Determining the thesis subject and conducting the thesis preparation processes are the content of this course.

**UTI5102 - SEMINAR (0 THEORETICAL / 5 ECTS):** Science, scientific thought, scientific researching methods and ethics.

**UTI5104 – QUANTITATIVE RESEARCH METHODS AND ETHICS (3 THEORETICAL / 6 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 in a quantitative method?

**UTI5106 - INTERNATIONAL SERVICE MARKETING (3 THEORETICAL / 5 ECTS):** Service, concept of service, classification of services, analysis of components of service marketing, product in service marketing, price in service marketing, distribution in service marketing, promotion in service marketing, personnel in service marketing, physical evidence in service marketing, process in service marketing, capacity and demand in service marketing Management, customer in service marketing, service quality and relational marketing.

**UTI5108 – EXCHANGE RATE REGIMES AND FOREIGN TRADE (3 THEORETICAL / 5 ECTS):**

To provide the student to follow the basic banking and foreign trade and able, within the framework of Law No. 1567 TPKK principles regarding the import and export, international payment methods (cash-counterpart-credit against goods-acceptance), and letters of credit analysis on texts.

**UTI5112- INTERNATIONAL FINANCE AND FINANCIAL INSTITUTIONS (3 THEORETICAL / 5 ECTS):** With this course; understanding economic integrations' types and importance, structures of international economical and finance organizations will be provided for students.

**UTI5120 – TAXATION IN FOREIGN TRADE PROCESSES (3 THEORETICAL / 5 ECTS):** Customs regimes and transactions, custom duties, transfer pricing and double taxation, preferential trade agreements and the determination of origin, custom crimes and punishments under the Custom Union Agreement.

**UTI5122 – INTERNATIONAL SALES MANAGEMENT (3 THEORETICAL / 5 ECTS):** International sales and sales management, international sales process, knowledge and skills that an international salesperson should have, customer relationship management in an international context.

**UTI5124 – INVESTMENT MANAGEMENT (3 THEORETICAL / 5 ECTS):** This course focuses on the preparation and evaluation of investment projects as well as the investment support system in Turkey and its applications.

**UTI5126 - INTERNATIONAL ECONOMY AND WORLD TRADE (3 THEORETICAL / 5 ECTS):**

Long run growth process in the world economy of long-term growth in world trade World trade by region.

**UTI5128 – INTERNATIONAL TRADE LAW (3 THEORETICAL / 5 ECTS):** Will be lectured on financial techniques used in international commerce, mode of payment, incoterms, documents used in international commerce and the rules of INCOTERMS specified by World Trade Organization.

**UTI5130 - PURCHASE AND CONTRACT MANAGEMENT (3 THEORETICAL / 5 ECTS):**

Purchasing in supply chain management, preparation of a contract for deal, procurement activities, relationships with suppliers, domestic and global sourcing, cost analysis, mathematical model about supplier selection.

**UTI5132 – LOGISTICS AND SUPPLY CHAIN MANAGEMENT II (3 THEORETICAL / 5 ECTS):**

Identify processes, processes and processes related to planning, implementation and control on supply chain and logistics management in national and international markets.

**UTI5136 - APPLIED CUSTOMS LEGISLATIONS II (3 THEORETICAL / 5 ECTS):**

Customs Regulation, Communiqués on Inward Processing Regime, Communiqués on Outward Processing Regime, Other related communiqués

**UTI5138-APPLIED ECONOMICS II (3 THEORETICAL / 5 ECTS):** The Estimating Nonlinear Relationships, The "Incremental" or "Marginal" Contribution, Testing The Equality of Two Regression , Coefficients, Restricted Least Squares Regression , The Chow Test, Multicollinearity, Reasons of

Multicollinearity, Consequences of Multicollinearity, Detection of Multicollinearity, Remedial Measures, Heteroscedasticity, Reasons of Heteroscedasticity, Consequences of Heteroscedasticity, Detection of Heteroscedasticity, Correction of Heteroscedasticity, Autocorrelation, Reasons of Autocorrelation, Consequences of Autocorrelation, Detection of Autocorrelation, Correction of autocorrelation, Applied Questions

**UTI5140- FOREIGN TRADE POLICIES (3 THEORETICAL / 5 ECTS):** Export and import policy instrument. Indicators and data relevant in the context of trade policy and theory

## **II. YEAR (III. SEMESTER)**

**SOE6901 SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** Under the responsibility and supervision of the thesis supervisor, the content of this course is to create the intellectual knowledge about the student's review, reading, interpretation and evaluation of the literature related to the subject / problem area he / she intends to study.

**SOE6903 COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Determining the thesis topic, determining the research methods and conducting the thesis preparation processes are the content of this course.

**UTI6905 THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** Throughout the semester(s), in which the student takes this course, he/she will be given literature survey tasks and additional studies aimed at gaining required information, depending on the subject of the thesis.

## **II. YEAR (IV. SEMESTER)**

**SOE6902 SPECIALIZATION FIELD COURSE (8 Theoretical / 0 Credit / 8 ECTS):** To convey the knowledge, experience and experience of the advisor to the students who are in the thesis stage, to give the students the ability to follow and evaluate the scientific ethics and study discipline, the current literature and to ensure the continuity of the thesis process.

**SOE6904 COUNSELING (0 Theoretical - 1 Practical / 0 Credit / 1 ECTS):** Determining the thesis topic, determining the research methods and conducting the thesis preparation processes are the content of this course.

**UTI6906 THESIS (0 Theoretical – 0 Practical / 0 Credit / 21 ECTS):** Ability to interpret, develop and practice professionally their knowledge in foreign tourism and thesis field.