



**AĞRI İBRAHİM ÇEÇEN UNIVERSITY**  
**VOCATIONAL SCHOOL**  
**FOREIGN TRADE DEPARTMENT**  
**NEW COURSE CONTENTS: ALL PERIODS**  
**I. SEMESTER**



Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC - 101	Introduction to Economics 1	I	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Economic Science and Its Basic Concepts, Supply - Demand Market Balance and Elasticities, Consumption Theory and Utility Analysis, Production and Cost Theory, Goods and Services Markets, Factor Markets and Factor Income.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-103	International Relations I	I	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Introduction to International Relations: Short history of International Relations, Concepts of International Relations, Mainstream International Relations Theories, International Conflicts, Terrorism, Military Power, International Organizations, International Law, Environmental Problems				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-105	General Accounting	I	Theoretical	Practice	Credit
			4	0	4
<b>Course Content</b>	Basic Concepts of Accounting: Definition of accounting, accounting related groups, generally accepted accounting principles and basic concepts that guide practice, accounting recording tools, Accounting Related Accounts: Accounting concept and grouping in accounting, account plan and operation of accounts, Accounting Records: Accounting practices related to current assets, fixed assets, short and long term foreign resources and own resources.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-107	Basic Law	I	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	In this course, after introducing definition of the law, it will be addressed that the place and function of law in social life, relationships and differences between legal rules and other rules regulating social life, similarities and differences between rules of social behavior and rules of law. The basic concepts of law, sources of law, the process of setting the rules of law and the interpretation of the rules of law will be examined in separate titles. In addition, the logic and methods of interpretation, the branches of law and the enforcement of the rules of law, the discretion of the judge, the problem of the gap in the law, the sections and branches of the law will also be explained				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
MAT101	Basic Mathematics 1	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Basic concepts (numbers, number systems, digit concept etc.), prime factors, exact divisor number, division and divisibility rules, obeb and okek, ordering and simple inequalities, base arithmetic, equation solving, factorial, absolute value, exponential and rooted numbers, factoring, identities, angles, angle-edge relations, bisector, edge center, triangles (right, equilateral, core, etc.), polygons.				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
UZTDE10 1	Turkish Language-I	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Definition of language, its features, language-nation, language-thought and language-culture relationship. Languages in the world and the place of Turkish among world languages. Historical development of Turkish language. Ataturk's language revolution, language understanding, language studies. Sound features of Turkish language, sound events. Spelling rules and practice. Punctuation. Vocabulary, root-suffix and body, suffixes, inflectional suffixes, word derivation ways. Turkey Turkish Past Items from Foreign Language.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
UZING10 1	Foreign Language-I	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Introducing yourself and friends, greeting, possessive adjectives, numbers, spelling names and numbers, English Alphabet. Writing names and numbers. Asking and answering the location of objects. Definitions (a, an, the,) Yes no questions. Where pronoun pronoun and 'To Be' questions are the pronunciation of plural words ending in -s. Prepositions of the place, listening and writing about the places of objects, "Where are you from?" Talking about cities and countries, "To Be" verb, positive and negative sentences, Yes-No questions and short answers. Who-questions, listening and writing about people, adjectives about personality and appearance. Asking and answering questions about clothes and colors. Talking about weather and seasons, possessive adjectives and possessive pronouns, listening and writing exercises about clothes and colors. "but" and "and" conjunctions. Present tense. Asking and saying time, Time expressions. Who-questions in the Present Time, "so" conjunction, Listening and writing about time and actions, Defining daily routine work, Talking about family members, Wide Time. Time expressions, Third person singular -s pronunciation. Writing and listening exercises about daily activities, Times.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
UZATA1 01	Atatürk's Principles and Revolution History-I	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Explanation of Revolution and Similar Concepts, Reasons of Decline of the Ottoman State, Political Situation and Disintegration of the Ottoman State in the 19th Century, Tanzimat Period, Constitutional Period, Tripoli and I.-II. Balkan Wars, Causes and Consequences of World War I, Mustafa Kemal Pasha, Erzurum and Sivas Congress, the National Pact and the Opening of Grand National Assembly of Turkey				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
BIL101	Computer- I	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Preparing presentations (Microsoft Powerpoint and applications), Databases (Microsoft Access and applications), Computer Networks (definition, components, types, topologies of computer network), Internet (definition, brief history, basic concepts related to internet, browsers), HTML language and web page preparation, HTML Editor (Microsoft Frontpage), Data communication and using information networks (e-mail, discussion groups, file transfer, forums, search engines).				

**ELECTIVE COURSES I. SEMESTER**

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-109	<b>Foreign Trade Financing</b>	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Introduction to Foreign Trade, Foreign Trade Concepts, Foreign Trade Regimes, Foreign Exchange Markets and Exchange Rate Systems, Hedging Techniques: Dorward Futures, Option-Swap, Foreign Trade Financing Sources, Central Bank Loans, Commercial Bank Loans, Factoring, Forfaiting, Leasing, Short and Medium Term Eximbank Loans, Long Term Eximbank Loans, International Organizations in Foreign Trade Finance, Export Credit Insurance				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC -115	<b>The documents used in foreign trade</b>	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	The Importance of Documentation and Documentation, Preparation Documents, Commercial Documents, Sea Transport Documents, Road Transport Documents, Other Transport Documents, Certificate of Origin Documents, Movement Documents, Health and Control Documents, Standard, Guarantee and Other Documents, Insurance Documents, Financing (Foreign Exchange) Documents, Clearance Documents, Documents used in Temporary Entries.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-111	<b>Communication</b>	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Verbal Communication, Written Communication, Nonverbal Communication, Formal (Formal), Communication, Non-Formal (Informal) Communication, Non-Organizational Communication.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-113	<b>Occupational Health and Safety</b>	I	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	In this course, the topics are mainly focused on worker health and safety. In addition to main topics, there are also topics such as First aid, Environmental Protection, Occupational Health and Safety, Risk Factors, Occupational Hygiene, Occupational Health and Safety Management Systems, Total Quality Integrated Management, Chemicals and Hazards, Fire Protection Methods, Occupational Safety Legislation, Occupational Safety Training Methods, Occupational Accidents, Occupation Diseases, Ergonomics, Statistics, Basic Law, Labor and Social Security Law				

**II. SEMESTER**

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-102	<b>Introduction to Economics 2</b>	II	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Definition of Macroeconomics, Historical Development and Output; Macro Economic Balance; Total Demand-Total Supply Analysis; Monetary and Fiscal Policy; Foreign Trade Theory; Foreign Trade Policy; Economic Growth and Development				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-106	General Business	II	Theoretical	Practice	Credit
			4	0	4
<b>Course Content</b>	In the General Business course, the basic concepts of business administration, the reasons for the existence of businesses, the establishment works of the business, the functions of the business will be examined.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-108	Constitutional Law	II	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	In this course, it is aimed to give information about Turkish Constitutional Law. In this context, the aim of the course is to teach the Turkish constitutional movements and the Turkish Constitutions before the 1982 Constitution, and the principles dominated the 1982 Constitution, the fundamental rights and freedoms regime of the 1982 Constitution, the legislative and executive body provisions, the concepts and rules regarding judicial independence and constitutional jurisdiction. In this course, it is aimed to give students a perspective which internalizes the concepts of human rights, state of law and democracy.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-104	International Relations II	II	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	International Relations Theories: What is theory, why is it needed? Idealism, Realism, English School, Marxism and Critical Theory, Constructivism, Postcolonialism, Feminism and Green Theory.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
MAT102	Basic Mathematics 2	II	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Ratio-proportion, equation solving, problems (number, fraction, age, worker, pool, percent, profit, loss, speed, time etc.), sets, cartesian product, relations and functions, operation, modular arithmetic, permutation, combination, probability, parallelogram, trapezoid, circle, circle, area calculations, analytical geometry.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
UZTDE10 2	Turkish Language-II	II	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	Sentence Structure, Wordings, Sentence and Sentence Composing Elements, Sentence Types, Sentence Analysis, Sentence Inspection Examples, Composition, Communication, Creative, Fictional Writings, Thought and Knowledge Transfer Writings, Petition, Legal Writings (Minutes, Announcements, Reports, Business Letters and CV), language mistakes (spelling and punctuation mistakes, Expression Failures, Voice Based Faults).				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
UZING 102	Foreign Language-II	II	2	0	2
<b>Course Content</b>	Word structures, adjectives, prefixes, summarizing. Scanning, main ideas and word structures, conjunctions. Cause and effect relationship, word structures. Opposite words are two-word verbs compound words. Word structures, prefixes, conjunctions and summarization. Passive sentences. Improving reading, writing and listening skills.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
UZATA1 02	Ataturk's Principles and History of Revolution-II	II	2	0	2
<b>Course Content</b>	Kuva-yi Milli and Fronts (Adana, Antep, Marash, Urfa), establishment and West Front of the Regular Army, Sakarya War and its results, the Commander in Chief Battle and the results, Mudanya Armistice and Lausanne Conference, the abolition of the Sultanate, the Republic of Turkey's installation, Establishment of Turkish Historical Society and the Turkish Language Society, Ataturk's principles, secular State Formation Process in Turkey, the development of democracy in Turkey, the Turkish modernization Dynamics, Armenian and the Cyprus problem are processed.				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
BIL-102	Computer- II	II	2	0	2
<b>Course Content</b>	Data types, Variables, Loops, Algorithms, Flow Chart, Control Structures.				

#### ELECTIVE COURSES II. SEMESTER

Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
DTC-112	Turkish economy	II	2	0	2
<b>Course Content</b>	The definition and scope of Turkey's economy. Turkish economy in the 1923-1960 period: economic development and production structure, savings, terms of domestic trade and taxation, economic development, developments in foreign trade. Turkish economy in the 1960-1994 period: economic development, production, productivity, intersectoral finance, foreign trade. Developments after 1995. Basic economic problems and solutions.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
DTC-114	University and Career Performance	II	2	0	2

<b>Course Content</b>	The aim of this course is to support the creation of a skilled workforce by increasing the awareness level of the students by introducing foreign student exchange programs and educational opportunities that students can encounter during their education life, giving information about DGS exam, introducing business lines that they can work after graduation.				
<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Dersin Kodu</b>		
DTC-116	<b>Transportation and Fleet Management</b>	II	Theoretical	Practice	<b>Credit</b>
			2	0	2
<b>Course Content</b>	Transport Services and Road Transport, International Road Transport, International Road Transport International Institutions: WTO, UN / EEC, ECMT, International Road Transport company International Institutions: FIATA, IRU, TRACECA, International Road Transport International Conventions: TIR, CMR, ADR, International Document Preparation of Road Transporters (CMR, TIR Carnet, driver visa application formula), Fleet Concept and Fleet Types of International Road Transporters, Fleet Concept for International Road Transport and Fleet Types, General Structure of Fleet Management, Basic Business Processes in Fleet Management				
<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Weekly Hour of Lecture</b>		
DTC-110	<b>International law</b>	II	<b>Theoretical</b>	<b>Practice</b>	<b>Credit</b>
			2	0	2
<b>Course Content</b>	Features of International Law, Sources of International Law, Persons of International Law, Maritime Law, Aviation Law, Conflict Resolution in International Law.				

### III.SEMESTER

<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Weekly Hour of Lecture</b>		
DTC - 201	<b>International Economics 1</b>	III	<b>Theoretical</b>	<b>Practice</b>	<b>Credit</b>
			4	0	4
<b>Course Content</b>	Birth of International Trade Theory, Historical and Current Approaches, International Trade Theory Analysis: Absolute Advantage and Comparative advantage Theories, Opportunity Costs and Foreign Trade Theory Analysis, Supply and Demand Models in International Trade Theory: Analysis with Offer Curves, Factor Equipment Heckscher-Ohlin model, Foreign Trade Policy: objectives and tools, Customs Tariffs, Non-Tariff Trade Policy Tools				
<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Weekly Hour of Lecture</b>		
DTC - 207	<b>Foreign Trade Transactions 1</b>	III	<b>Theoretical</b>	<b>Practice</b>	<b>Credit</b>
			3	0	3
<b>Course Content</b>	Export policy tools; import policy instruments; Customs legislation and customs procedures, Export - import concepts and export types; Tools used in foreign trade; Commercial documents, official documents, transport documents, insurance documents, financial documents, and other referral documents				
<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Weekly Hour of Lecture</b>		
DTC- 205	<b>European Union</b>	III	<b>Theoretical</b>	<b>Practice</b>	<b>Credit</b>
			3	0	3
<b>Course Content</b>	European Union Historical Development, European Union Institutional Structure and European Union Enlargement Process.				
<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Weekly Hour of Lecture</b>		
DTC- 211	<b>International Economic Organizations</b>	III	<b>Theoretical</b>	<b>Practice</b>	<b>Credit</b>
			4	0	4
<b>Course Content</b>	What are International Organizations and what do they do? Economic institutions: IMF, World Bank, World Trade Organization, OECD and multilateral institutions: UN, EU, NATO.				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-203	Commercial Law	III	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	In the heading of the general provisions of the Turkish Commercial Code, it will be discussed traders, commercial enterprises, commercial provisions, commercial enterprise pledge, affiliated-independent traders. Basic principles of law of commercial papers, arrangement, transfer and non-payment of bills of Exchange, and in addition, in company law, the concept of company, types of companies, general provisions of trading companies are also topics of this courses.				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-209	Government Supports in Export	III	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	The Concept of Export, Definition Content Function, Support Types in Export, Government Supports and Contents				

#### ELECTIVE COURSES III. SEMESTER

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC 213	Professional Ethics	III	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Examining the concepts of ethics and morality, Examining the ethical systems, Examining the factors that play a role in the formation of morality, Examining the ethics of profession, Examining the consequences of unethical behaviors in professional corruption and professional life, Examining the concept of social responsibility.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC 217	Banking and foreign exchange operations	III	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	To enable the student to perform and follow basic banking and foreign exchange transactions. To provide students with information on the principles of import and export, international forms of payment (cash-cash counterpart-merchandise-credit-acceptance) and analysis of letters of credit within the framework of the TPKK Law No. 1567.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC 215	Logistics	III	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Definition of logistics in Turkey in the logistics industry and the rise in the world and development, objectives, activities, land-sea-air-rail transport, customs and insurance, case describes related to deficiencies in the sector.				

**IV. SEMESTER**

Course Code	Course Name	Semester	Weekly Hour of Lecture		
			Theoretical	Practice	Credit
DTC-208	<b>International Economics 2</b>	<b>IV</b>	4	0	4
<b>Course Content</b>	Iberalization of World Trade: Globalization and Economic Mergers, Foreign Payments Balance, Foreign Exchange Market Analysis, Foreign Exchange Operations for the Future, Theories for Explaining Exchange Rate Changes, Equalization of the Balance of Payments: Price Change Mechanisms, Balance of Payments Balance, National Income Changes and Other Mechanisms, Open Economies Macro Economic Policy Analysis: Internal and External Economic Balance, Prices in Open Economies and National Production: Total Demand - Supply Analysis				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-202	<b>Foreign Trade Transactions 2</b>	<b>IV</b>	3	0	3
<b>Course Content</b>	Export policy tools; import policy instruments; Customs Legislation and Customs Transactions, Analysis of a Foreign Trade Contract, Export and Import concepts and export types; Documents used in foreign trade; Commercial documents, official documents, transport documents, insurance documents, financial documents, and Other Shipment Documents				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-206	<b>European Union - Turkey Relations</b>	<b>IV</b>	4	0	4
<b>Course Content</b>	Turkey's Europeanness, The attitudes towards the EU, The Agreement Creating An Association Between The Republic of Turkey and the European Economic Community, Turkey-EU Partnership institutions, Membership developments in 1964-89, 1990-2005 and 2005-present.				

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-204	<b>Customs Legislation</b>	<b>IV</b>	3	0	3
<b>Course Content</b>	General definition of customs, meanings of terms used, general information about customs operations and processor and implementation of Customs Legislation				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-210	<b>Law of Obligations</b>	<b>IV</b>	3	0	3
<b>Course Content</b>	General principles creating the law of obligations, especially contracts; the establishment of the contract, enforcement and acceptance, the capacity to contract, substantial and non-essential errors, fraud, threats, lesion, contractual obligations, the freedom to contract, the limitation of this freedom against the public order and mandatory provisions. The concept of debt, full debt and incomplete debt, assignment of the right to claim and transfer of debt, impossibility, termination of the contract unilaterally or bilaterally. Termination and cancellation				



	topics are constituting the first five part of the course. The weekly class hour is 5 and the course credit is 4. The course language is Turkish.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-214	International Political Economy	IV	Theoretical	Practice	Credit
			2	0	2
<b>Course Content</b>	What is International Economic Politics? , Globalization, Theoretical Approaches, Management of the International Economy: International Monetary System, International Trade Order, Trade and Development Strategies, Foreign aid and financial crises, Rising Powers and Regionalization, Middle East, Current Problems: Migration, Food and Hunger, Oil and Energy				

#### ELECTIVE COURSES IV. SEMESTER

Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-212	World Economy	IV	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	Population, Underdevelopment, Economic Development and Growth, the development of globalization concept, the crisis in the world and in Turkey, Investigation of the country's economic structure: the US, China, European Union, Turkey, Latin America, Venezuela, Africa.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-218	Entrepreneurship	IV	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	It covers the entrepreneurship concept and its emergence, small business types, establishment, management, creativity and entrepreneurship, entrepreneur characteristics, entrepreneurship types, business plan preparation, entrepreneurship support and conditions.				
Course Code	Course Name	Semester	Weekly Hour of Lecture		
DTC-216	Elektronik Ticaret	IV	Theoretical	Practice	Credit
			3	0	3
<b>Course Content</b>	What is e-commerce, The development of e-commerce, The importance of e-commerce and its place today, B2B, B2C, C2C, C2B, Payment types and security, Internet Marketing, Legal, Ethical and Social Aspects of E-Commerce.				