

BA4153 – INTERNATIONAL TRADE AND TRADE POLICY
Course Schedule (Days, Times)

Instructor:	Dr. Melda Akoğlu Şişman
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Office Hours:	-
Course Web Page:	-
Course Description:	
<p>The significance of international trade has continued to grow for both states and firms, particularly since the aftermath of the Second World War. The objective of this course is to provide a comprehensive macro-level analysis of how today's global trading system—established in the post-war era—was formulated through international organizations and regulations. In the initial phase of the analysis, the historical evolution of international trade and trade theories will be examined. Subsequently, students will explore the concepts of globalization and regionalization—a key dichotomy in international trade—while also studying the principal institutions and rules governing these frameworks (such as the World Trade Organization (WTO) and the European Union (EU)). Additionally, students will acquire practical experience in retrieving and interpreting international trade data (such as by country or product) using major trade databases. Following this, the course will analyze the development of Türkiye's foreign trade and policies, along with current trade regulations. Students will then conduct market research for export/import purposes and execute a foreign trade transaction. The course will conclude with a comprehensive evaluation semester review, discussing key learnings, feedback, and current trade issues (e.g., trade wars), alongside an assessment of the viability of a restructured global trading system. Upon completing this course, students will acquire a comprehensive understanding of the architecture, policy design, and operational execution of international trade.</p>	
Course Student Learning Objectives: (CSLOs)	
<p><i>Upon successful completion of this course, students should be able to:</i></p> <p>Course Specific Skills:</p> <ol style="list-style-type: none"> 1. Develop skills in analyzing and interpreting the functioning of current global trading system 2. Understand the concepts and determinants of international trade 3. Comprehend whether multilateralism and regional trade agreements complement one another 4. Understand the functioning of the World Trade Organization 5. Understand the functioning of the Customs Union between Türkiye and the EU. 6. Develop skills in using major trade bases 7. Understand the evolution of Turkish foreign trade and policy making 8. Understand the basics of Türkiye's foreign trade regulation 9. Develop skills in conducting market research for a foreign trade transaction ⋮ <p>Discipline Specific Skills:</p> <ol style="list-style-type: none"> 10. Understand the key dichotomy in international trade: globalization and regionalism 11. Recognize how trade theories have been evolved 12. Develop a critical perspective for the global liberal trading system ⋮ <p>Personal and Key Skills:</p> <ol style="list-style-type: none"> 13. Participate in group interaction, including leadership and discussion opportunities 14. Develop communication skills, including negotiation, argumentation, and presentation 15. Learn to apply the abstract concepts learned in the classroom to actual foreign trade 	

Learning and Teaching Methods:
This course is going to consist of a mixture of formal lectures, in-class discussions, group work and presentations.
Required Reading:
Before each class session, the instructor will provide students with original lecture notes covering the week's topic. These notes are researched and prepared by the instructor using multiple academic sources. The instructor will also share the bibliography used in preparing these materials as supplementary resources.
Suggested Reading:
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Assessment and Grading:				
Form of Assessment	% Contribution	Size of the assessment	CSLOs covered by the assessment	Feedback Method
Attendance, participation to in class discussions	10	During in-class discussions	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14,15	Oral in class
Midterm Exam	20	Multiple-choice and matching exam	1, 2, 3, 4, 5, 10,11	Written in class
Group Project-1	20	15 minutes presentation	6, 13, 14,15	Written and oral in class
Group Project-2	20	15 minutes presentation	8, 9, 13, 14,15	Written and oral in class
Final Exam	30	Essay exam	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12	Written in class

Course Policies:
<p>STUDENT DISABILITIES: Any student, who, because of a disabling condition, may require special arrangements in order to meet course requirements, should contact the instructor as soon as possible. Students should present the appropriate documentation from the university's Disability Support Office (Engelsiz ODTÜ Birimi, ODTÜ Kütüphanesi, Solmaz İzdemir Salonu, Tel: 210.7196; engelsiz@metu.edu.tr) verifying their disability, and outlining the special arrangements required. Please note that no accommodations will be provided to the disabled students prior to the completion of this approved University process.</p> <p>ACADEMIC DISHONESTY: The Department of Business Administration has no tolerance for acts of academic dishonesty. Such acts damage the reputation of METU, the department and the BA/MBA/MS degree and demean the honest efforts of the majority of the students. The minimum penalty for an act of academic dishonesty will be a zero for that assignment or exam.</p> <p>CHEATING: All university, faculty/institute, and department principles on academic honesty will be strictly enforced. The usual consequence for academic dishonesty is failure of the course and referral of the case to the Dean of the Faculty/Institute for additional disciplinary action. Examinations are individual and are to be completed without outside assistance of any sort. Persons observed cheating during examinations will receive a failing grade in the course. Homework assignments are individual, unless otherwise specified by the instructor, and are to be completed without outside assistance of any sort, as well. Persons observed</p>

cheating in their homework assignments will receive a score of zero for the portion of the semester grade that is allocated to such assignments.

PLAGIARISM: The instructor assumes that students will do their own work. By placing their names on assignments (individual or team), students are affirming that the contents are their original work. Any previous work available from files or past students, as well as materials available on the internet may be used only as a suggestive model. Violation of this provision will be considered as unethical behavior, subject to disciplinary action. If you have any doubt about the use of a specific material, see the instructor ahead of time. Any material used from outside sources should be referenced appropriately.

METU HONOR CODE

Every member of METU community adopts the following honor code as one of the core principles of academic life and strives to develop an academic environment where continuous adherence to this code is promoted.

"The members of the METU community are reliable, responsible and honorable people who embrace only the success and recognition they deserve, and act with integrity in their use, evaluation and presentation of facts, data and documents."

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The following table gives the tentative schedule for the semester. The lectures will stress the most important and/or most difficult material. Appendices are required only if they are assigned. The students are required to read the chapters and appendices before they are covered in class.

Tentative Course Schedule				
Month	Week	Topic	Reading/ Assignment	CSLO
October	1	A brief history of contemporary liberal trading system since the WWII	Lecture notes and supplementary course resources (LN & SCR)	1,2
		Cont'd	LN & SCR	1,2
		Cont'd	LN & SCR	1,2
October	2	Evolution of Trade theories	LN & SCR	2, 11, 12
		Cont'd	LN & SCR	2, 11, 12
		Liberal trade policies since the WWII	LN & SCR	2, 11, 12
October	3	Globalization and regionalism: main features	LN & SCR	2, 3, 4, 10
		The multilateralism and regional trade agreements	LN & SCR	2, 3, 4, 10
		Cont'd	LN & SCR	2, 3, 4, 10
October	4	The functioning of the WTO	LN & SCR	2, 4
		The Agreements of the WTO	LN & SCR	2,4
		Current issues in the WTO	LN & SCR	2,4
November	1	Regional Trade Agreements	LN & SCR	3, 5
		The EU in a nutshell	LN & SCR	3, <5
		The Customs union btw Türkiye and the EU	LN & SCR	5
November	2	Cont'd	LN & SCR	5

		Group project 1: retrieving and interpreting international trade data (such as on country or product base) using major trade databases		6, 13, 14, 15
		Retrieving international trade data		6, 13, 14, 15
November	3	Group presentation		13, 14, 15
		Group presentation		13, 14, 15
		Group presentation		13, 14, 15
November	4	Midterm Exam- Multiple-choice exam/test and Matching test Exam		1, 2, 3, 4, 5, 11
		Historical development of Turkish foreign trade and policy making	LN & SCR	2, 7
		Cont'd	LN & SCR	2, 7
December	1	Foreign trade regulation of Türkiye	LN & SCR	2, 8
		Cont'd	LN & SCR	2, 8
		Cont'd	LN & SCR	2, 8
December	2	Group project 2: students will conduct market research for export/import purposes and execute a foreign trade transaction		8, 9, 13, 14, 15
		Cont'd		8, 9, 13, 14, 15
		Cont'd		8, 9, 13, 14, 15
December	3	Group presentation		13, 14, 15
		Group presentation		13, 14, 15
		Group presentation		13, 14, 15
December	4	General evaluation and discussion of the semester, focusing on key learnings and feedback	Class Discussion	1-12
		Current issues in international trade/ trade wars	Class Discussion	1-12
		Assessing the viability of a restructured world trading system	Class Discussion	1-12
January	1	Final-essay exam		1-12