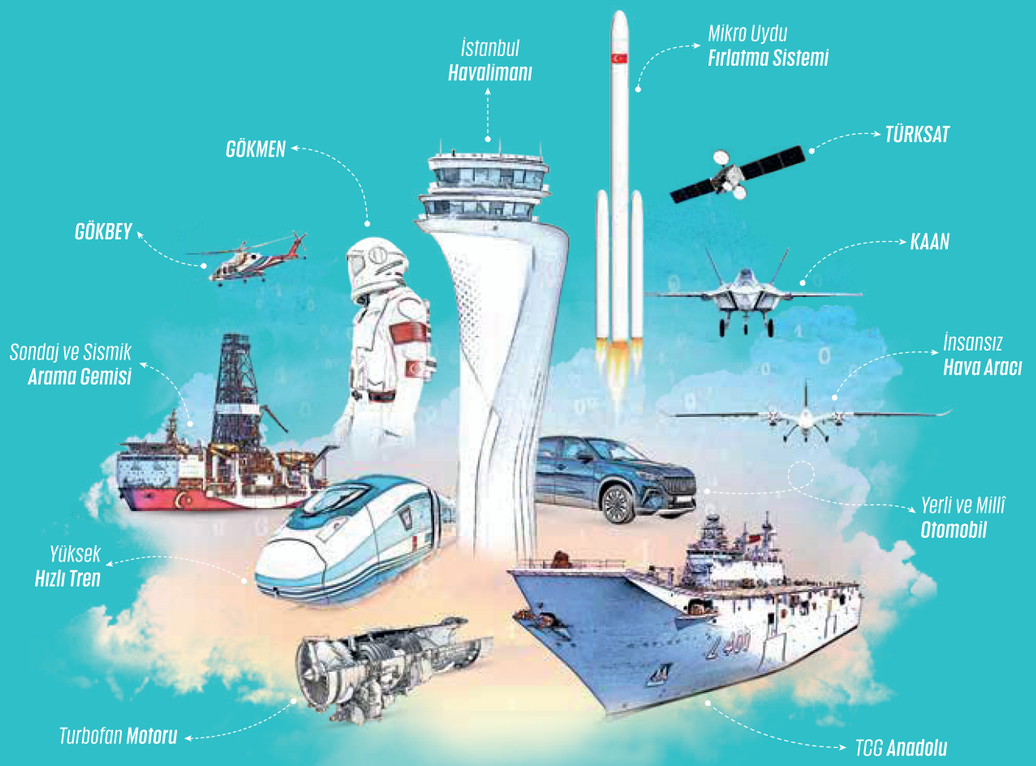
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ACCOUNTING AND FINANCE 11 DERS MATERYALİ

MESLEKİ VE TEKNİK ANADOLU LİSESİ

ACCOUNTING AND FINANCE

VOCATIONAL FOREIGN LANGUAGE 11

FOREIGN TRADE

Ders Materyali



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MESLEKİ VE TEKNİK ANADOLU LİSESİ

ACCOUNTING AND FINANCE

VOCATIONAL FOREIGN LANGUAGE
FOREIGN TRADE

11

DERS MATERYALİ

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YARDIMCI VE KAYNAK KİTAPLAR DİZİSİ ..... - 2988

Her hakkı saklıdır ve Millî Eğitim Bakanlığına aittir. Materyalin metin, soru ve şekilleri kısmen de olsa hiçbir surette alınıp yayımlanamaz.

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İSTİKLÂL MARŞI

Korkma, sönmez bu şafaklarda yüzen al sancak;
Sönmeden yurdumun üstünde tüten en son ocak.
O benim milletimin yıldızıdır, parlayacak;
O benimdir, o benim milletimindir ancak.

Çatma, kurban olayım, çehreni ey nazlı hilâl!
Kahraman ırkıma bir gül! Ne bu şiddet, bu celâl?
Sana olmaz dökülen kanlarımız sonra helâl.
Hakkıdır Hakk'a tapan milletimin istiklâl.

Ben ezelden beridir hür yaşadım, hür yaşarım.
Hangi çılgın bana zincir vuracakmış? Şaşarım!
Kükremiş sel gibiyim, bendimi çiğner, aşarım.
Yırtarım dağları, enginlere sığmam, taşarım.

Garbın âfâkını sarmışsa çelik zırhlı duvar,
Benim iman dolu göğsüm gibi serhaddim var.
Ulusun, korkma! Nasıl böyle bir imanı boğar,
Medeniyyet dediğin tek dişi kalmış canavar?

Arkadaş, yurduma alçakları uğratma sakın;
Siper et gövdeni, dursun bu hayâsızca akın.
Doğacaktır sana va'dettiği günler Hakk'ın;
Kim bilir, belki yarın, belki yarından da yakın.

Bastığın yerleri toprak diyerek geçme, tanı:
Düşün altındaki binlerce kefensiz yatanı.
Sen şehit oğlusun, incitme, yazıktır, atanı:
Verme, dünyaları alsan da bu cennet vatanı.

Kim bu cennet vatanın uğruna olmaz ki feda?
Şüheda fışkıracak toprağı sıksan, şüheda!
Cânı, cânânı, bütün varımı alsın da Huda,
Etmesin tek vatanımdan beni dünyada cüda.

Ruhumun senden İlâhî, şudur ancak emeli:
Değmesin mabedimin göğsüne nâmahrem eli.
Bu ezanlar -ki şehadetleri dinin temeli-
Ebedî yurdumun üstünde benim inlemeli.

O zaman vecd ile bin secde eder -varsa- taşım,
Her cerîhamdan İlâhî, boşanıp kanlı yaşım,
Fışkırır ruh-ı mücerret gibi yerden na'şım;
O zaman yükselerek arşa değer belki başım.

Dalgalan sen de şafaklar gibi ey şanlı hilâl!
Olsun artık dökülen kanlarımın hepsi helâl.
Ebediyyen sana yok, ırkıma yok izmihlâl;
Hakkıdır hür yaşamış bayrağımın hürriyyet;
Hakkıdır Hakk'a tapan milletimin istiklâl!

Mehmet Âkif Ersoy

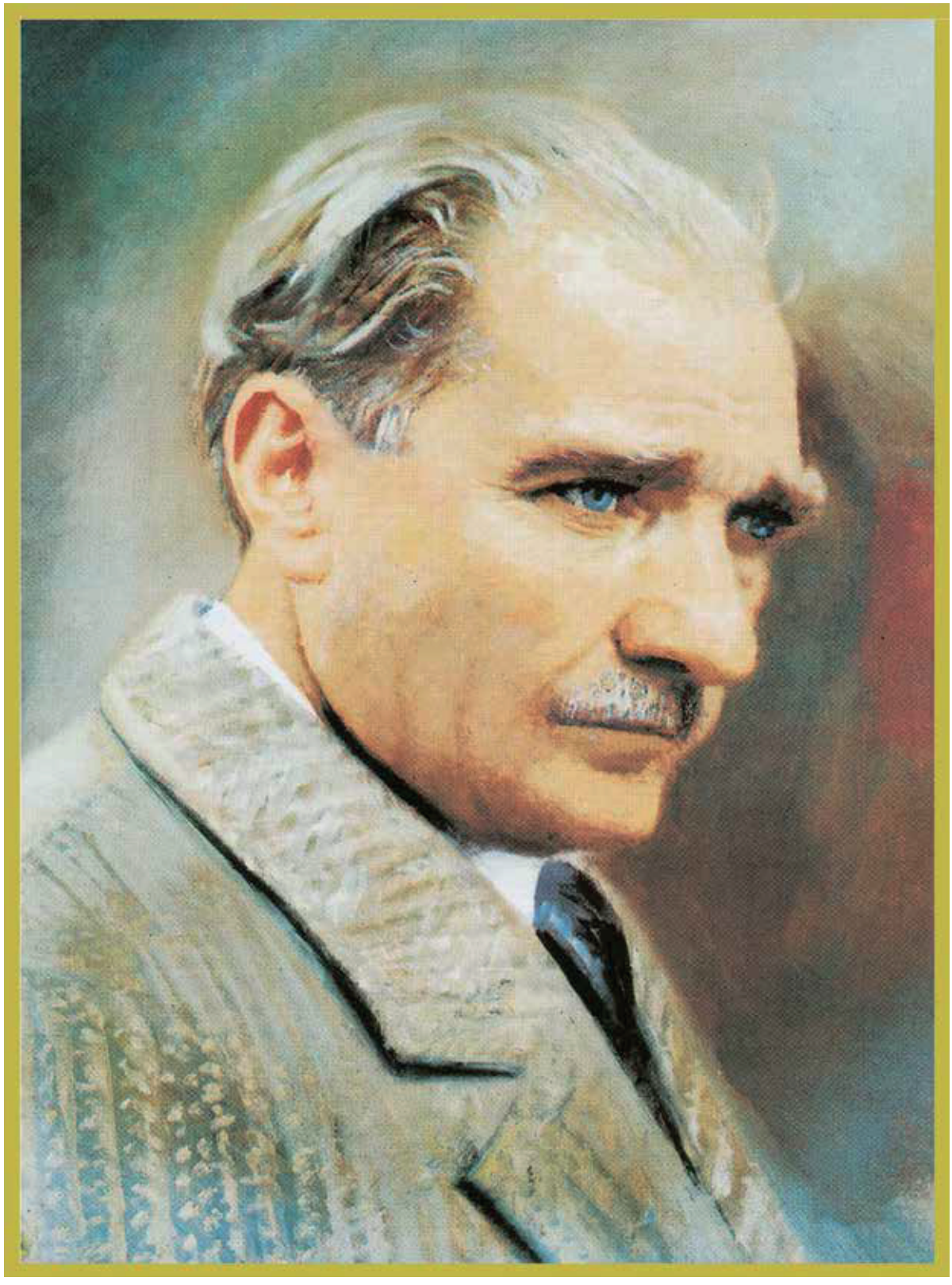
GENÇLİĞE HİTABE

Ey Türk gençliği! Birinci vazifen, Türk istiklâlini, Türk Cumhuriyetini, ilelebet muhafaza ve müdafaa etmektir.

Mevcudiyetinin ve istikbalinin yegâne temeli budur. Bu temel, senin en kıymetli hazinendir. İstikbalde dahi, seni bu hazineden mahrum etmek isteyecek dâhilî ve hâricî bedhahların olacaktır. Bir gün, istiklâl ve cumhuriyeti müdafaa mecburiyetine düşersen, vazifeye atılmak için, içinde bulunacağın vaziyetin imkân ve şeraitini düşünmeyeceksin! Bu imkân ve şerait, çok namüsait bir mahiyette tezahür edebilir. İstiklâl ve cumhuriyetine kastedecek düşmanlar, bütün dünyada emsali görülmemiş bir galibiyetin mümessili olabilirler. Cebren ve hile ile aziz vatanın bütün kaleleri zapt edilmiş, bütün tersanelerine girilmiş, bütün orduları dağıtılmış ve memleketin her köşesi bilfiil işgal edilmiş olabilir. Bütün bu şeraitten daha elîm ve daha vahim olmak üzere, memleketin dâhilinde iktidara sahip olanlar gaflet ve dalâlet ve hattâ hıyanet içinde bulunabilirler. Hattâ bu iktidar sahipleri şahsî menfaatlerini, müstevlîlerin siyasî emelleriyle tevhit edebilirler. Millet, fakr u zaruret içinde harap ve bîtap düşmüş olabilir.

Ey Türk istikbalinin evlâdı! İşte, bu ahval ve şerait içinde dahi vazifen, Türk istiklâl ve cumhuriyetini kurtarmaktır. Muhtaç olduğun kudret, damarlarındaki asil kanda mevcuttur.

Mustafa Kemal Atatürk



MUSTAFA KEMAL ATATÜRK

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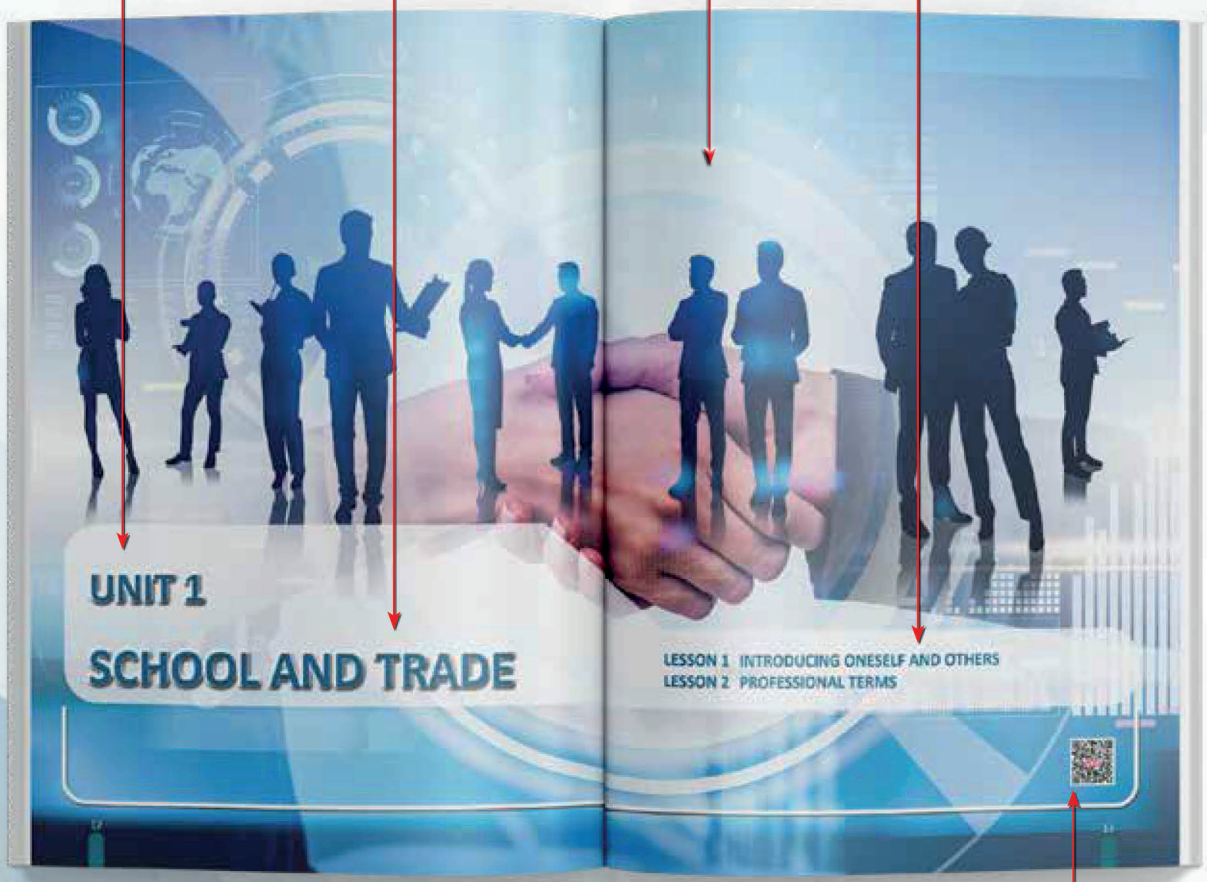
INTRODUCTION OF THE COURSE MATERIAL

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Shows the unit cover.

Shows the topics included in the unit.

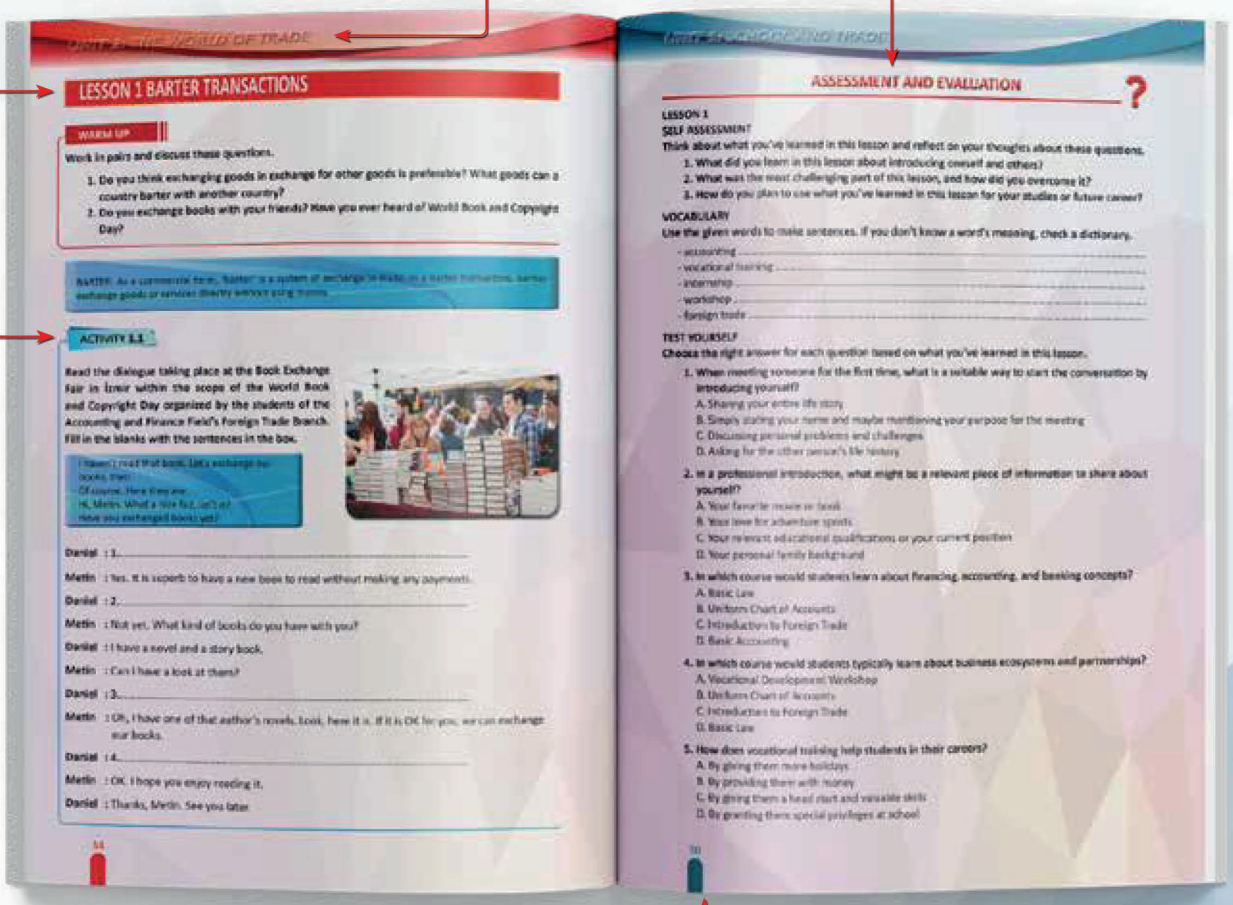


Shows the QR code that provides access to additional resources such as interactive book, videos, audio, animations, apps, games, questions, etc.

Shows the preparatory work.

Shows the topic headings.

Shows the assessment and evaluation.



LESSON 1 BARTER TRANSACTIONS

WARM UP

Work in pairs and discuss these questions.

1. Do you think exchanging goods in exchange for other goods is preferable? What goods can a country barter with another country?
2. Do you exchange books with your friends? Have you ever heard of World Book and Copyright Day?

ACTIVITY 1.1

Read the dialogue taking place at the Book Exchange fair in İzmir within the scope of the World Book and Copyright Day organized by the students of the Accounting and Finance Field's Foreign Trade Branch. Fill in the blanks with the sentences in the box.

Daniel : 1.....

Metin : Yes. It is superb to have a new book to read without making any payments.

Daniel : 2.....

Metin : Not yet. What kind of books do you have with you?

Daniel : I have a novel and a story book.

Metin : Can I have a look at them?

Daniel : 3.....

Metin : Oh, I have one of that author's novels. Look, here it is. If it is OK for you, we can exchange our books.

Daniel : 4.....

Metin : OK. I hope you enjoy reading it.

Daniel : Thanks, Metin. See you later.

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. What did you learn in this lesson about introducing oneself and others?
2. What was the most challenging part of this lesson, and how did you overcome it?
3. How do you plan to use what you've learned in this lesson for your studies or future career?

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- accounting .....
- vocational training .....
- internship .....
- workshop .....
- foreign trade .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. When meeting someone for the first time, what is a suitable way to start the conversation by introducing yourself?
   A. Sharing your entire life story
   B. Simply stating your name and maybe mentioning your purpose for the meeting
   C. Discussing personal problems and challenges
   D. Asking for the other person's life history
2. In a professional introduction, what might be a relevant piece of information to share about yourself?
   A. Your favorite movie or book
   B. Your love for adventure sports
   C. Your relevant educational qualifications or your current position
   D. Your personal family background
3. In which course would students learn about financing, accounting, and banking concepts?
   A. Basic Law
   B. Uniform Chart of Accounts
   C. Introduction to Foreign Trade
   D. Basic Accounting
4. In which course would students typically learn about business ecosystems and partnerships?
   A. Vocational Development Workshop
   B. Uniform Chart of Accounts
   C. Introduction to Foreign Trade
   D. Basic Law
5. How does vocational training help students in their careers?
   A. By giving them more holidays
   B. By providing them with money
   C. By giving them a head start and valuable skills
   D. By granting them special privileges at school

Shows the activities.

Shows the page numbers.



UNIT 1

SCHOOL AND TRADE



LESSON 1 INTRODUCING ONESELF AND OTHERS
LESSON 2 PROFESSIONAL TERMS

LESSON 1 INTRODUCING ONESELF AND OTHERS

WARM UP

Work in pairs and discuss these questions.

1. **What are some common phrases or greetings you use when meeting someone new?**
2. **How do you introduce yourself to someone new?**

ACTIVITY 1.1

Add words or phrases in the box used for introducing yourself.



Profession or Studies
- student
- businessperson
- accountant
- .....
- .....

Favourite(s)
- movies
- music
- books
- .....
- .....

Hobbies & Interests
- sport
- learning English
- ....
- ....
- ....

Hometown
- Austria
- the USA
- Türkiye
- ...
- ...

ACTIVITY 1.2

a. Complete the dialogue with one of the phrases in part b below. The first one is done as an example. There may be more than one alternatives suitable for some gaps.

Yuki : Hi! I'm a student from Japan. **(1)** .....c..... movies and video games. How about you?

Gabriel : Hey! Nice to meet you. I'm an engineer from Brazil. **(2)** ..... hiking and learning English in my free time.

Yuki : That's cool! What kind of movies do you enjoy?

Gabriel : **(3)** ..... of sci-fi and action movies. How about you?

Yuki : Oh, nice choice! I'm into animated movies and also love playing video games. What's your favourite game?

Gabriel : **(4)** ..... strategy games; they're challenging. And **(5)** ..... soccer. What about you, any favourite sports?

Yuki : **(6)** ..... sports, but I enjoy cooking and painting. It **(7)** ..... By the way, where in Brazil are you from?

Gabriel : I'm from São Paulo. How about you, where in Japan are you from?

Yuki : (8) ..... Tokyo. It's a bustling city with a lot to explore. By the way, what inspired you to become an engineer?

Gabriel : (9) ..... about how things work, and engineering allows me to turn that curiosity into a career. What about you? Why did you choose Japan for your studies?

Yuki : (10) ..... by Japanese culture and wanted to experience it firsthand. Plus, the technology here is amazing!

b. Complete the phrases with your own words. Don't forget to complete the phrases with the correct preposition if needed. Then, share your sentences with your classmates.

a. I'm from .....

b. I've always been curious .....

c. I'm really into .....

d. I've always been fascinated .....

e. I'm not much into .....

f. I occasionally play sports like .....

g. I'm a fan .....

h. I love .....in my free time.

i. ..... is relaxing for me.

j. I like .....

ACTIVITY 1.3

When meeting someone for the first time, you ask some friendly questions to start a conversation. First, match the given questions with the suitable categories. Then, think about additional questions for each category and write them on your notebooks. Ask and answer these questions with your classmates.



Introduction Questions: "Hi, I'm [Your Name]. What's your name?" ....

Background Questions: "Where are you from originally?" ....

Interests and Hobbies: "What do you like to do for fun or in your spare time?" ....

Travel and Experiences: "Have you travelled anywhere interesting recently?" ....

Favourite(s): "What's your favourite type of music/movies/TV shows/ books?" ....

Aspirations and Goals: "What are your career goals?" ....

1. "Do you have any favourite hobbies or activities?"

2. "Nice to meet you! What brings you here today?"

3. "Do you have a favourite cuisine or restaurant?"

4. **"What do you do for a living?"**
5. **"What are your current personal goals?"**
6. **"What's the most memorable trip you've been on?"**

ACTIVITY 1.4

Write suitable questions for the answers below.

1. .....
   I absolutely love hiking and photography, capturing the beauty of nature is my favourite way to spend weekends.
2. .....
   I was born and raised in New York City.
3. .....
   As for TV shows, I can binge-watch crime dramas, and 'Sherlock' is at the top of my list.
4. .....
   Yes, I just came back from a fascinating trip to Japan. The culture, the food, and the historical sites were amazing.
5. .....
   I'm here to attend a workshop on digital marketing. I'm always eager to learn new skills that can help me in my career.
6. .....
   I love sci-fi films, and 'Inception' is my all-time favourite.
7. .....
   I'm a big fan of Italian cuisine, especially pasta dishes. There's a cozy little Italian place downtown that serves the best spaghetti I've ever had.
8. .....
   I work as a software engineer for a tech company. I specialize in developing mobile applications.
9. .....
   In my free time, I enjoy playing the guitar and experimenting with new recipes in the kitchen.
10. .....
    When it comes to books, I enjoy fantasy novels, and J.K. Rowling's 'Harry Potter' series is a classic.
11. .....
    My current personal goal is to start my own online business. I've been working on a business plan and doing market research.
12. .....
    The most memorable trip I've been on was a backpacking adventure through Southeast Asia.

ACTIVITY 1.5

Read the dialogue and answer the following questions.

Nuran and Cristine meet in Istanbul for the first time at a cafe.



Cristine : Hello. May I sit down here? It seems that this is the only free seat.

Nuran : Sure, you're welcome to take a seat.

Cristine : Thank you. Let me introduce myself. I'm Cristine.

Nuran : Glad to meet you Cristine. My name is Nuran. Are you here in Istanbul for sightseeing?

Cristine : Actually, I'm here as a part of an Erasmus project.

Nuran : Really? Where are you from?

Cristine : I'm from Germany. In Germany, I was a public school student in the eleventh grade. I came here on an exchange program for a year. How about you? Are you a student, too?

Nuran : Yes, I am. I am a senior at a Vocational and Technical Anatolian High School in Istanbul. I am graduating this year.

Cristine : It must be a tough year for you!

Nuran : How about you? Do you like it being in İstanbul?

Cristine : Yeah, all is well here.

Nuran : I'm so happy to hear that. What do you like doing most?

Cristine : I like seeing new places, meeting new people, tasting different food. But my favourite activity is watching films.

Nuran : Oh really? I like films, too. What type of films do you like?

Cristine : Mostly science fiction, but I like thrillers, too.

Nuran : How about food? What is your favourite food?

Cristine : I like pasta. And here, in İstanbul, *Mantı* is my favourite.

Nuran : I am really getting hungry. Let's eat *Mantı* then.

1. Where is Cristine from?

.....

2. Why is Cristine in Istanbul?

.....

3. What are some of Cristine's favourite activities?

.....

4. What type of school does Nuran attend?

.....

5. What is Cristine's favourite food in Istanbul?

.....

ACTIVITY 1.6

Work in pairs. Create a dialogue introducing yourself, discussing favourite activities, and mentioning a popular local dish. Use one of the meet and greet cards below. Afterward, present your dialogue to the class.



Hobbies	: Playing guitar
School	: University
Food	: Pizza
Origin Country	: USA

Hobbies	: Painting
School	: High School
Food	: Sushi
Origin Country	: Japan

Hobbies	: Reading
School	: College
Food	: Tacos
Origin Country	: Mexico

Hobbies	: Playing soccer
School	: Trade School
Food	: Ice Cream
Origin Country	: France

Hobbies	: Photography
School	: Grammar School
Food	: Pasta
Origin Country	: Canada

Hobbies	: Music
School	: Vocational School
Food	: Kebab
Origin Country	: Türkiye

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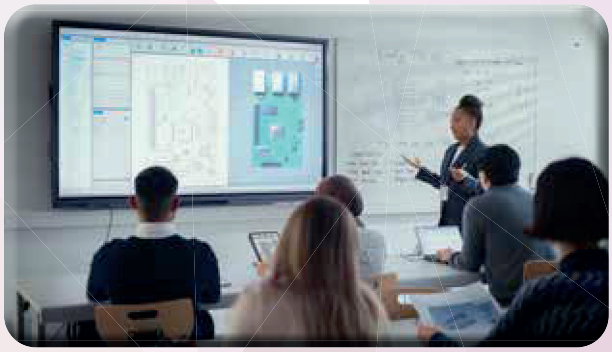
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ACTIVITY 1.7

Read the given text. Then, complete the sentences with suitable words related to the text.



FOREIGN TRADE EDUCATION IN TURKISH VOCATIONAL HIGH SCHOOLS

In Türkiye, there are vocational high schools that focus on Accounting and Finance and provide education in Foreign Trade branch. The duration of the education in the Foreign Trade branch is four years. Let's see what students study in each grade:

In the 9th grade, students learn basic vocational skills related to Foreign Trade, such as Vocational Development Workshop, Basic Accounting, Vocational Mathematics, and Office Programs.

As they reach the 10th and 11th grades, students study more specific vocational skills like Introduction to Foreign Trade, Economics, Basic Law, Uniform Accounting System, E-Commerce Applications, Foreign Trade Applications, Foreign Trade Legislation and Practice, Foreign Trade Software Applications, and Vocational Foreign Language.

When they reach the 12th grade, the curriculum offers academic support courses in the Anatolian Technical Program and vocational training in businesses for the Anatolian Vocational Program. Students can also choose elective vocational courses.

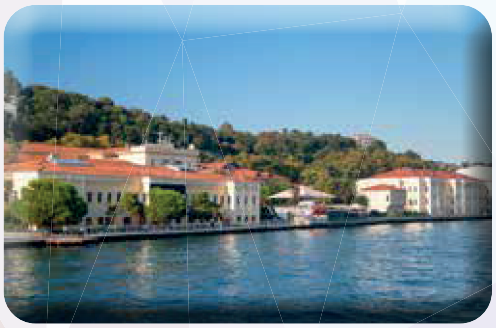
After successfully completing their studies in the Foreign Trade branch, graduates have various job opportunities in both public and private sectors. They can work in foreign trade companies within the private sector. Additionally, some graduates may decide to pursue higher education at universities.

By finishing the Foreign Trade program, students gain valuable skills that can lead them to exciting career paths and further educational opportunities.

1. Vocational high schools in Türkiye offer education in Foreign Trade branch under the .... field.
2. The education in the ..... branch typically lasts for four years.
3. In the 9th grade, students study courses like Vocational Development Workshop, ... Accounting, Vocational Mathematics, and ..... Programs related to the Foreign Trade branch.
4. Students begin studying more specialized ..... skills in the 10th and 11th grades.
5. In the 10th grade, Foreign Trade students study subjects like Introduction to Foreign ...., Economics, Basic ....., Uniform ..... System, and E-Commerce .....
6. Graduates from the Foreign Trade branch can find job opportunities in both .... and ..... sectors, particularly in foreign trade companies within the private sector.

ACTIVITY 1.8

Continue reading the dialogue in 1.5 and decide if the sentences below are True or False.



Cristine : I heard you're studying Accounting and Finance Foreign Trade in a Vocational and Technical High School in Istanbul. Can you tell me more about your program?

Nuran : Sure! In my final year, I go to school two days a week and do an internship at a foreign trade company for the rest of the week. It's an amazing opportunity to apply what I learn in real-world situations. We focus on foreign trade, finance, and accounting to prepare for international business careers.

Cristine : That's impressive! Do you like your internship experience?

Nuran : Yes, I do! It gives me valuable insights into foreign trade and helps me develop practical skills for my future career.

Cristine : It sounds like a great learning experience. By the way, you mentioned you have hobbies. How do you manage your time with school, internship, and your activities?

Nuran : Time management can be challenging, but I try to balance everything. I focus on studies during school days, do the internship on other days, and enjoy my hobbies like reading, travelling, playing tennis, and watching movies on weekends.

Cristine : That's really inspiring. After high school, do you plan to continue studying foreign trade?

Nuran : Yes, I want to study foreign trade at the university. Further education will give me a deeper understanding and more opportunities. I dream of establishing a foreign trade company that uses technology and innovation to make a positive impact.

Cristine : Your ambition is admirable! I'm also interested in foreign trade. Any advice for someone like me who's just starting to learn about it?

Nuran : Thank you! Stay curious and open-minded. Foreign trade is dynamic, so being adaptable is essential. Get involved in activities related to international business to gain more insights and experiences.

Cristine : Those are helpful tips. Thanks for sharing your experiences, Nuran. It was nice chatting with you!

Nuran : You're welcome, Cristine! If you want to know more, feel free to reach out. Good luck with your studies and future plans!

1. (....) Nuran is studying Accounting and Finance Foreign Trade in a Vocational and Technical High School in Istanbul.

2. (....) Nuran goes to school five days a week during her final year.

3. (....) Nuran's internship is related to foreign trade.

4. (....) Cristine is also interested in foreign trade.

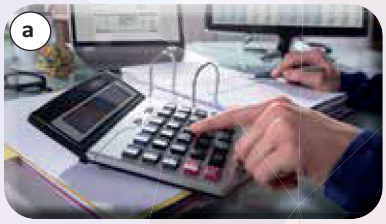
5. (....) Nuran manages her time by doing her internship on weekends.

6. (....) After high school, Nuran plans to study foreign trade at the university.

ACTIVITY 1.9

Match the courses with the pictures.

1. Vocational Development Workshop
2. Basic Accounting
3. Office Applications
4. Introduction to Foreign Trade
5. Basic Law
6. Uniform Chart of Accounts

a 

.....

b 

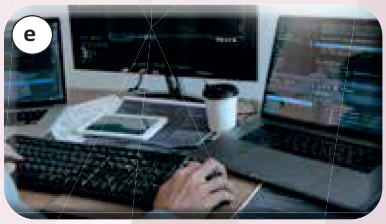
.....

c 

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ACTIVITY 1.10

Read the text carefully and answer the following questions.

VOCATIONAL TRAINING IN BUSINESSES



In Türkiye, students who study in the field of foreign trade receive special education related to their field two days a week at school in their 12th grade. For the other three days, they receive vocational training in businesses. They complete the entire vocational training course at a foreign trade company where they will intern outside of school. Interning is highly beneficial education for students.

The content of vocational training courses in businesses is prepared by the school. The school takes into account the learning outcomes that mainly involve the implementation and application of work, projects, experiments, and services. It covers all the knowledge and skills required for each field. During their time in high school, students have the opportunity to observe the working environment, prepare for professional life and most importantly, apply the knowledge they have learned in a work environment. This enables students to make their skills even better or more advanced. Students who go on internships start their careers one step ahead of their peers. Students in

the field of foreign trade continue their education by attending school. They also earn money by working.

The grades students receive from vocational training in businesses affect both their report cards and diploma grades. Due to their efforts, students consistently receive high grades from vocational training in businesses, which in turn raises their overall grade averages. In the field of foreign trade, students must put their education into practice. The curriculum emphasizes practical application, which makes it essential for learning. Without implementing what they learn, mastering the concepts becomes very difficult. The more practice a student gets, the more successful they become in their profession. For these reasons, the importance of internship, namely vocational training in businesses, is extremely important.

1. **How often do students studying foreign trade in Türkiye receive special education related to their field?**
   a) Three days a week at school
   b) Two days a week at school
   c) Every day at school
   d) Only during internships
2. **Where do students complete their entire vocational training course in Türkiye?**
   a) At their homes
   b) At the school premises
   c) At foreign trade companies
   d) In other countries
3. **Who prepares the content of vocational training courses in businesses?**
   a) The school
   b) The businesses
   c) The students themselves
   d) The government
4. **How do grades from vocational training in businesses affect students' academic performance?**
   a) They have no impact.
   b) They only affect their report cards.
   c) They only affect their diploma grades.
   d) They affect both their report cards and diploma grades.
5. **Why is practical application emphasized in the field of foreign trade according to the passage?**
   a) Because it's cheaper than theoretical learning.
   b) Because it's required by law.
   c) Because it makes learning more interesting.
   d) Because it's essential for mastering the concepts.
6. **What is the benefit of internships for students in the field of foreign trade?**
   a) They allow students to earn money.
   b) They provide opportunities to observe the working environment.
   c) They enable students to start their careers ahead of their peers.
   d) They exempt students from attending school.

LESSON 2 PROFESSIONAL TERMS

WARM UP

Work in pairs and discuss these questions.

1. **What are the professional terms you know about foreign trade? Share your answers with your classmates.**
2. **Why is foreign trade important for a country?**

ACTIVITY 2.1

Read the dialogue. Use the words below to complete the dialogue.

import	**foreign**	**prices**
exchange	**export**	**employment**



Lucas : Hello, Selim.

Selim : Hello, Lucas. How's it going?

Lucas : Pretty good. What about you?

Selim : I've been quite busy with schoolwork lately.

Lucas : It must be fun to learn new things about **1**..... trade.

Selim : Yes, it is. I really love my school.

Lucas : As far as I know, the words 'export' and 'import' are commonly used in foreign trade. I usually mix them.

Selim : I can tell the difference. To **2**..... goods and services means to sell them to other countries. The meaning of **3**..... is to buy goods and services from other countries.

Lucas : What are the advantages of exporting?

Selim : It promotes **4**....., profitability and competitiveness. It also increases foreign **5**..... reserves.

Lucas : Why do countries import goods and services?

Selim : They can buy products which aren't produced in their country. They can buy some products at lower **6**.....

Lucas : I hope I won't confuse the words again. Thanks, Selim. See you tomorrow.

Selim : Bye.

ACTIVITY 2.2

Work in pairs and role-play the dialogue above.

ACTIVITY 2.3

Read the text and answer the questions.



THE IMPORTANCE OF FOREIGN TRADE EDUCATION

In Türkiye, students can study foreign trade at high schools and universities. The purpose of foreign trade education is to meet qualified employee requirements in the sector. Foreign trade education begins at vocational high schools. Therefore, vocational education at high schools is very important.

Foreign trade promotes competitiveness and supports the economic growth of countries. Qualified employees are needed to boost foreign trade. For this reason, foreign trade education has the utmost importance.

Through foreign trade education, students learn about international trade and how nations trade goods and services with one another. It gives them practical skills like dealing with people from different cultures and making deals. Students learn to think globally as well. They may succeed in their future careers with the help of foreign trade education.

1. **What is the purpose of foreign trade education?**
   .....
2. **Where does foreign trade education begin?**
   .....
3. **Is foreign trade advantageous for a country? Why?**
   .....

ACTIVITY 2.4

The two categories of foreign trade are export and import. There are five sentences about export and import below. Write the numbers of the sentences under the correct category.

1. It involves buying goods and services from another country.
2. It involves selling goods and services to another country.
3. It provides foreign exchange earnings for the country's economy.
4. It makes it possible to buy some products at lower prices.
5. It promotes profitability and competitiveness of the companies.



ACTIVITY 2.5



Read the dialogue taking place at a foreign trade fair in İstanbul between Mr Wallace, who is the representative of an importing company, and Seda, who is the representative of an exporting company. Then, answer the questions below.

Mr Wallace : Hello. My name is Wallace. I work for the X**, which is a German engineering company.

Seda : Hello, Mr Wallace. I am Seda. I am the representative of the D** Company. We produce drones.

Mr Wallace : You seem very young. Did you get any training on foreign trade?

Seda : Yes. While in high school, I studied at the Foreign Trade Branch of the Accounting and Finance Field, and I completed my university education in the Foreign Trade Department.

Mr Wallace : Very well. How many employees does your company have?

Seda : We have 250 employees. How many employees are there in your company?

Mr Wallace : 150. Which countries do you work with?

Seda : We mainly export to Germany, Russia, Britain, Canada, the USA and France.

Mr Wallace : Do you sell products other than drones?

Seda : Our firm only sells drones. We have been in the business for almost ten years. We have an annual trade volume of 100 million dollars. We are a well-known firm in the international market.

Mr Wallace : I'm impressed. We may be interested in buying some drones.

Seda : That would be great.

Mr Wallace : Can I have a contact number to get in touch with you?

Seda : Here is my card with contact details. I'm looking forward to hearing from you soon.

Mr Wallace : Thanks.

1. What did Seda study while at the university?

.....

2. What does Seda's company produce?

.....

3. Is Mr Wallace from France?

.....

4. Is Mr Wallace eager to do business with Seda's company?

.....

ACTIVITY 2.6

Work in pairs. Write a dialogue similar to the one above by using the following information.

IMPORTING COMPANY

Name of the company: Z** Foreign Trade Company
Location of the company: Rome / Italy
Scope of the company's business: Engineering
Number of employees: 120

EXPORTING COMPANY

Name of the company: A** Foreign Trade Company
Location of the company: İzmir / Türkiye
Scope of the company's business: Automobile / Spare parts production
Countries to which export is made: Austria, Italy, Serbia, Russia, Iran
Number of employees: 200
Annual trade volume: 50 million dollars

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ACTIVITY 2.7

Read the sentences about the fields of study in the Accounting and Finance Field and decide which are related to the Accounting Branch and which are related to the Foreign Trade Branch. Write the numbers under the related box.



1. Prepares basic financial tables
2. Prepares foreign exchange certificates
3. Prepares opening balance sheets
4. Deals with transactions regarding export and import
5. Keeps records of income accounts
6. Prepares customs declaration forms

ACTIVITY 2.8

Read the text and write True or False for the statements below.

THE IMPORTANCE OF FOREIGN TRADE



Trade is the activity of buying or selling. In trade, **goods** and services are delivered to end-users. There are two types of trade: domestic trade and foreign trade. The concept of foreign trade refers to the international trade in goods. It also includes trade in services, investment income and costs, current accounts, product exports and imports.

Foreign trade consists of **import** and **export** transactions. Increasing exports and reducing imports is an important target for a country. Decisions and measures taken by a country to achieve this target form its foreign trade policy. People's needs are constantly increasing. To meet these needs, countries have turned to foreign trade. One of the main goals of a country is **economic growth.** Foreign trade has a big role in the economic development of a country. It is essential for development.

Exports are very important for a country's economy. With globalization, foreign trade activities have become important. Foreign trade makes contributions to a country's economic growth, international relations and domestic income. Tourists, who visit Türkiye, bring in **foreign exchange**. They also help to advertise the natural and cultural heritage. Furthermore, foreign trade activities help to promote international relations.

A country buys goods that it cannot produce or that it can produce at a higher **cost** compared to other countries through foreign trade activities. In this way, it meets its needs. A country aims to ensure a positive difference in trade balance by making exports at a capacity higher than imports. This positive difference affects the development level, welfare level and economic growth of a country positively. Therefore, each country implements economic policies to increase exports and reduce imports. The production of goods with high added value and the use of advanced technology increase a country's **competitive** capacity in the international market.

1. (....) Domestic trade and foreign trade are the two types of trade.

2. (....) Increasing exports and reducing imports is not a favourable thing.

3. (....) Exporting is crucial for the economy of a country.

4. (....) Foreign trade activities are useful for a country in many ways.

ACTIVITY 2.9

Write the words and expressions in bold from the text in Activity 2.8 next to their definitions below.

1.	: things manufactured to be sold
2.	: sending products to another country to sell them there
3.	: the act of buying, selling or exchanging products or services
4.	: an increase in a country's economy, particularly in the value of the goods and services the country produces
5.	: the situation in which individuals or firms compete with each other
6.	: the amount of money needed to buy, do or produce something
7.	: the money you receive when you sell one currency and buy another
8.	: the process of bringing products or services into a country

ACTIVITY 2.10

Use the words and expressions in bold in Activity 2.8 in the statements below. Make changes if necessary.

1. The company ..... a large number of drones from China.

2. The suppliers are demanding payment in advance before providing ..... and services.

3. Negotiations are going on between the two countries on a new international ..... agreement.

4. Long-term ..... and employment can be negatively impacted by high levels of income inequality.

5. Turkish apricots are ..... to many different countries worldwide.

6. If we want to be ....., we must make investments in new technology.

7. Foreign currency acquired through the foreign exchange system is referred to as .....

8. The ..... of some products has increased dramatically.

ACTIVITY 2.11

Read the text and choose the best answer for the following questions.

INTERNATIONAL TRADE

The exchange of money, goods, and services across international boundaries or regions is referred to as international trade. This type of trade contributes significantly to the gross domestic product (GDP) of the majority of nations. International trade has existed throughout history, but only in recent decades has it become more significant in terms of economics, society, and politics. International trade

may provide consumers and nations with the chance to experience new markets and goods. On the global market, one can buy almost anything, including food, spare parts, and jewellery. In industries including tourism, banking, and transportation, services are traded too.

Although there are no fundamental differences between international trade and domestic trade, doing business internationally is often more complex than doing business domestically. In domestic trade, economic activities take place entirely within a nation's borders; however, economic activities take place outside of a nation's borders in international trade. Trading internationally is far more expensive than trading domestically. Time is one factor. Businesses may have to pay extra for the time it takes to ship goods between oceans. Border crossings may be time-consuming, taxes must be paid, and customs checks can be laborious. However, many of these issues are becoming less problematic thanks to advancements in shipping.

1. What is international trade?

A. The purchase of goods that are not produced in neighbouring countries.
B. The buying and selling of goods and services by companies in different nations.
C. The control of the movement of commodities in order to satisfy customer and business needs.

2. What can one buy on the global market?

A. Only goods
B. Only services
C. Goods and services

3. Where do economic activities take place in international trade?

A. Inside a nation's borders
B. Outside of a nation's borders
C. Within the country's geographical borders

4. Why does international trade cost more when compared to domestic trade?

A. It needs more time, and there are more procedures.
B. Transactions are usually carried out without any problems.
C. Shipping procedures are not clearly specified.

5. Thanks to advancements in shipping, sending goods overseas is becoming ----.

A. easier
B. harder
C. more complex

ACTIVITY 2.12

Discuss the following questions with your friends.

1. Why do you think foreign trade education is important in today's global economy?

.....

2. What are the advantages of foreign trade education for young people who want to work in international business?

.....

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about introducing oneself and others?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- accounting .....
- vocational training .....
- internship .....
- workshop .....
- foreign trade .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **When meeting someone for the first time, what is a suitable way to start the conversation by introducing yourself?**
   A. Sharing your entire life story
   B. Simply stating your name and maybe mentioning your purpose for the meeting
   C. Discussing personal problems and challenges
   D. Asking for the other person's life history

2. **In a professional introduction, what might be a relevant piece of information to share about yourself?**
   A. Your favorite movie or book
   B. Your love for adventure sports
   C. Your relevant educational qualifications or your current position
   D. Your personal family background

3. **In which course would students learn about financing, accounting, and banking concepts?**
   A. Basic Law
   B. Uniform Chart of Accounts
   C. Introduction to Foreign Trade
   D. Basic Accounting

4. **In which course would students typically learn about business ecosystems and partnerships?**
   A. Vocational Development Workshop
   B. Uniform Chart of Accounts
   C. Introduction to Foreign Trade
   D. Basic Law

5. **How does vocational training help students in their careers?**
   A. By giving them more holidays
   B. By providing them with money
   C. By giving them a head start and valuable skills
   D. By granting them special privileges at school

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about professional terms in foreign trade?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- price .....
- employment .....
- cost .....
- domestic trade .....
- economic growth .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

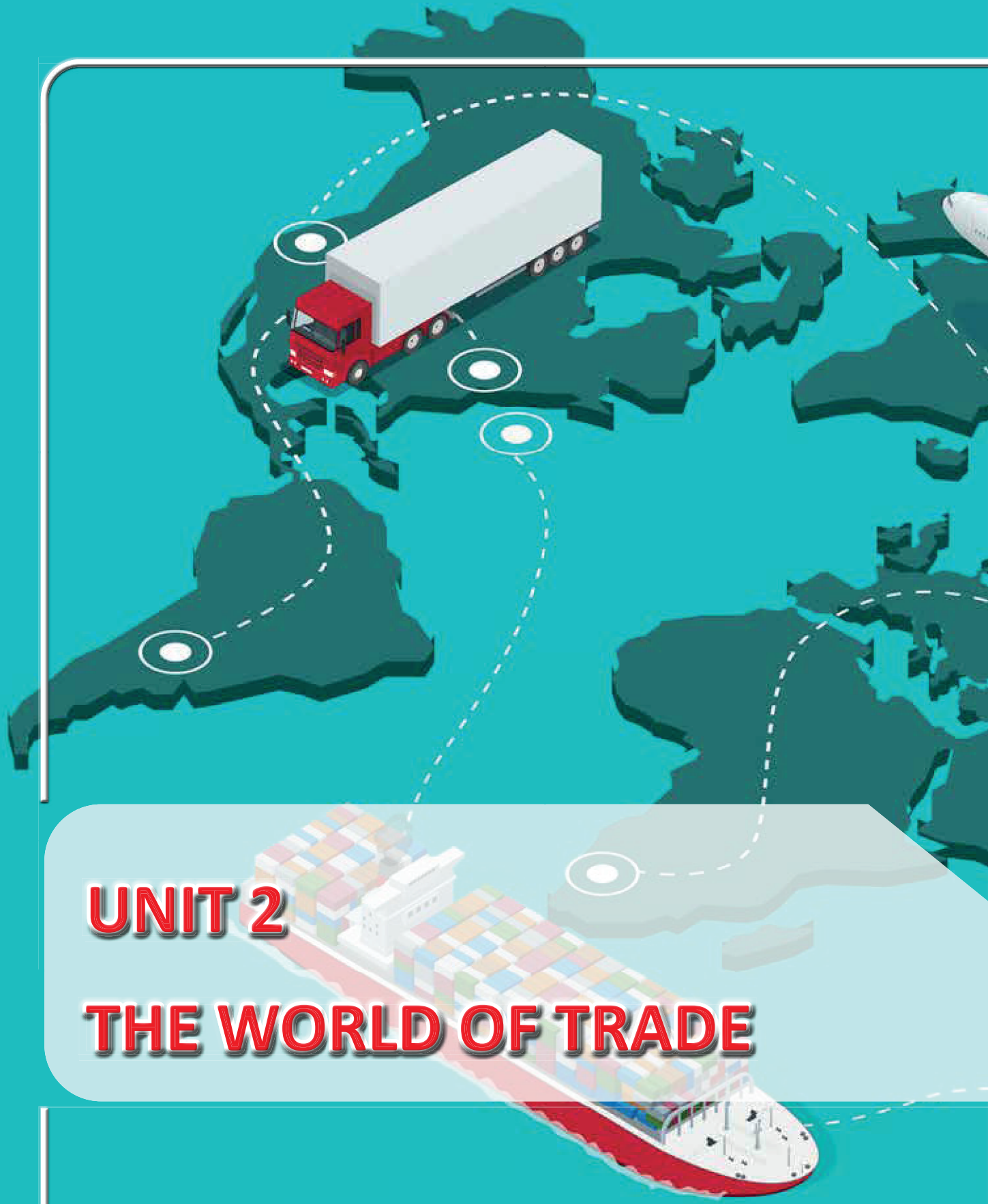
1. **Where does foreign trade education begin in Türkiye?**
   A. At primary schools
   B. At universities
   C. At vocational high schools
   D. During internship

2. **What is the benefit of foreign trade for a country?**
   A. It reduces the economic activities in a country.
   B. It promotes competitiveness and supports economic growth.
   C. It leads to unemployment problems among people.
   D. It causes high prices for goods and services.

3. **Which of the following is a crucial target for a country?**
   A. Increasing exports and reducing imports
   B. Reducing exports and increasing imports
   C. Increasing both imports and exports
   D. Reducing both imports and exports

4. **Which of the following statements is NOT true for export activities?**
   A. They can increase a country's profits.
   B. They are crucial for a country's economy.
   C. They involve selling goods and services to another country.
   D. They involve buying goods and services from another country.

5. **Where do economic activities take place in domestic trade?**
   A. On the global market
   B. In overseas markets
   C. Within a country's borders
   D. Outside of a country's borders



UNIT 2

THE WORLD OF TRADE



LESSON 1 BARTER TRANSACTIONS
LESSON 2 FOREIGN EXCHANGE TRANSACTIONS

LESSON 1 BARTER TRANSACTIONS

WARM UP

Work in pairs and discuss these questions.

1. **Do you think exchanging goods in exchange for other goods is preferable? What goods can a country barter with another country?**
2. **Do you exchange books with your friends? Have you ever heard of World Book and Copyright Day?**

ACTIVITY 1.1

Read the dialogue taking place at the Book Exchange Fair in İzmir within the scope of the World Book and Copyright Day organized by the students of the Accounting and Finance Field's Foreign Trade Branch. Fill in the blanks with the sentences in the box.



- I haven't read that book. Let's exchange our books, then.
- Of course. Here they are.
- Hi, Metin. What a nice fair, isn't it?
- Have you exchanged books yet?

Daniel : **1.**.....

Metin : Yes. It is superb to have a new book to read without making any payments.

Daniel : **2.**.....

Metin : Not yet. What kind of books do you have with you?

Daniel : I have a novel and a story book.

Metin : Can I have a look at them?

Daniel : **3.**.....

Metin : Oh, I have one of that author's novels. Look, here it is. If it is OK for you, we can exchange our books.

Daniel : **4.**.....

Metin : OK. I hope you enjoy reading it.

Daniel : Thanks, Metin. See you later.

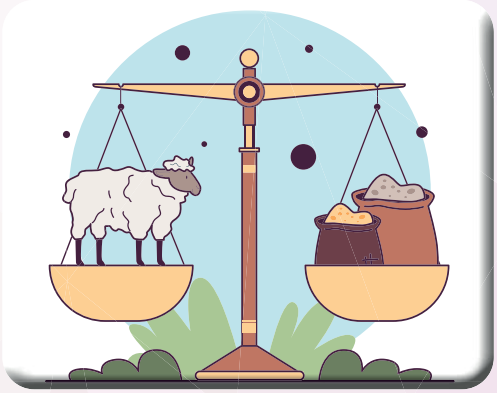
ACTIVITY 1.2

Work in pairs and role-play the dialogue above.

BARTER: As a commercial term, 'barter' is a system of exchange in trade. In a barter transaction, parties exchange goods or services directly without using money.

ACTIVITY 1.3

Read the text and answer the questions.



A SHORT HISTORY OF THE BARTER SYSTEM

Since people cannot procure all their needs by themselves, they must develop economic relations with other people or communities. During early periods of history, economic relations were not as widespread as they are today. People used to meet their needs that they could not procure by themselves through bartering. In other words, to procure the needed goods and services, other goods and services were exchanged. Bartering may seem easy at first, but it has some difficulties. For example, two people who need one another's goods must come together to do the bartering. They must also agree on the exchange ratio.

During times when money was not invented, people used to meet their needs by bartering. They used to exchange the surplus of their goods for the goods of other people. For example, a person who needed fabric received fabric in exchange for the wheat they harvested, or a person who needed milk exchanged their apples for milk. However, this system had its own difficulties. If you needed fabric, first of all, you had to find someone who had surplus fabric, and that person had to accept receiving the wheat. Another problem was, for example, how much wheat would be provided for each meter of fabric.

In time, the barter system fell short of meeting people's needs, and people needed to change the system. As a result of this, people began to establish a price-based exchange system. As a means of exchange, coins started to be used. Coins replaced payment by barter and led to the growth of economic life. Coins are typically used to describe precious metals like gold and silver. These precious metals have a long history of use as instruments of payment in commercial activities by states and individuals. However, people have begun to use a new instrument of payment in commercial life, especially with the invention of writing. This form of payment is called paper money. A new instrument of payment is used in this system instead of the precious metals used as instruments of payment. Money does not exist as a precious metal in this system. Governments issue paper money under their authority.

1. **How did people meet their needs during times when money was not invented?**

   .....

2. **Did people face any difficulties in the barter system?**

   .....

3. **What replaced the barter system?**

   .....

4. **Which instrument of payment have people begun to use in commercial activities with the invention of writing?**

   .....

ACTIVITY 1.4

In the diagram regarding a barter transaction below, the Y Hazelnut Foreign Trade Company, which carries out business in Türkiye, sells hazelnuts. The T** Sunflower Foreign Trade Company, which carries out business in the Russian Federation, sells sunflowers. The firms both export and import in the barter transaction.**



The firm in Türkiye sells hazelnuts, and the firm in Russia sells sunflowers. These two firms do business by bartering their products with each other. Fill in the blanks in the sentences according to the information given below for these firms.

	EXPORTER/IMPORTER FIRM	EXPORTER/IMPORTER FIRM
Country	Türkiye	The Russian Federation
Address	Giresun	Moscow
Name of the Firm	Y** Hazelnut Foreign Trade Company	T** Sunflower Foreign Trade Company
Annual Turnover	10 million dollars	8 million dollars
Bartered Products	Hazelnut	Sunflower
Amount of Barter	1000 tons of hazelnut	1000 tons of sunflower
Date of the Barter Contract	20.10.2024	
Date of the Product Delivery	23.11.2024	

1. The firm that sells hazelnuts is located in .....

2. The Russian firm barters ..... in exchange for hazelnuts.

3. The annual turnover of the T** Sunflower Foreign Trade Company is .....

4. The Turkish firm barters ..... tons of hazelnut in exchange for the same amount of sunflowers.

5. The agreed ..... date for the products is November 23, 2024.

ACTIVITY 1.5

According to the following information, which products would you barter with the countries below? Do some research on the products that the countries in the box produce. Then, write in the box below.



Türkiye is the world's number one producer of hazelnuts, cherries, figs and apricots. Türkiye ranks second in the world in the production of quinces, poppy seeds, melons and watermelons, and third in the production of lentils, pistachios, chestnuts and sour cherries. It ranks fourth in the production of walnuts, olives, apples, tomatoes, aubergines, spinach and pepper.

COUNTRIES	TURKISH PRODUCTS TO BE BARTERED	THE OTHER COUNTRY'S PRODUCTS TO BE BARTERED
GERMANY	.....	.....
USA	.....	.....
UK	.....	.....
ITALY	.....	.....
IRAQ	.....	.....
CHINA	.....	.....
RUSSIAN FEDERATION	.....	.....

ACTIVITY 1.6

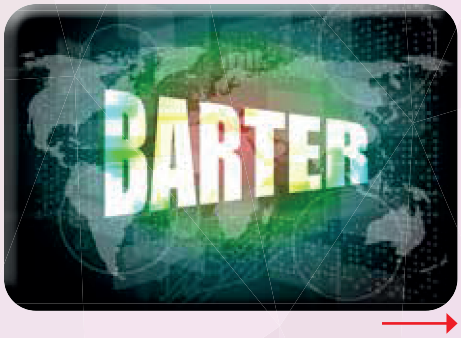
Ask your classmates which products they would barter.

ACTIVITY 1.7

Read the paragraphs below and choose the correct heading for the paragraphs.

BARTER IN FOREIGN TRADE

- What does barter mean?
- The process of bartering
- Definition of barter according to the United Nations Commission on International Trade Law



1. .....

Barter is one of the oldest trade practices in history. In barter transactions, goods and services are exchanged under a contract between parties without using money. Barter is a word of French origin, and it means exchange (swapping). In countertrade, barter refers to legal **transactions** that include a direct, simultaneous exchange of goods-goods, services-services, goods-services or services-goods without the use of money.

2. .....

The United Nations Commission on International Trade Law defines barter as a transaction that includes the two-way exchange of certain goods. According to the Commission, if there is a two-way **value** difference in the barter of goods, the difference can be paid with money or another economic value.

3. .....

Barter transactions are one of the oldest trade practices. A barter transaction is the process of transferring goods and/or services of equal value directly between two parties without exchanging cash. In these transactions, parties always do **business** directly with one another. Each party **demands** a product or a service according to the terms of a contract. Both parties use their goods or services as their instruments of payment in the transaction carried out for the exchange of goods and/or services. The barter transaction is carried out in a short time. **Deliveries** are generally made simultaneously. Barter contracts usually cover one-time transactions.

ACTIVITY 1.8

Write the words and expressions in bold from the paragraphs in Activity 1.7 next to their definitions below.

1.	: a commercial activity
2.	: the amount of money that something is worth in relation to its price or cost
3.	: the direct exchange of goods or services
4.	: the acts of delivering or distributing mails, parcels or other goods
5.	: completed agreements between buyers and sellers to exchange goods or services
6.	: to ask for something

ACTIVITY 1.9

Use the words and expressions in bold in Activity 1.7 in the statements below. Make changes if necessary.

1. The company's market ..... increased to $3 billion.
2. The banks are using some web technologies to ensure secure online banking .....
3. When you ..... goods, you exchange them for other goods instead of selling them for money.
4. There were a lot of French companies that did ..... with the US.
5. The members of the committee ..... urgent action to protect the climate.
6. The carrier unloaded the products and ensured their successful ..... to the importer.

LESSON 2 FOREIGN EXCHANGE TRANSACTIONS

WARM UP

Work in pairs and discuss these questions.

1. **What is currency? Which currency do you usually use when shopping?**
2. **What is an exchange rate? Do you think knowing exchange rates is important for shopping?**

ACTIVITY 2.1

Read the dialogue, then, fill in the blanks in the sentences below using the terms 'currency' or 'exchange rate'.



Ms Johnson : Good morning, class! Today, we're going to explore the world of currency and exchange rates. Let's start with the basics. Can anyone tell me what currency is?

Thompson : Currency is the money used in a specific country.

Ms Johnson : Perfect! Now, who can explain what exchange rates are?

William : Exchange rates determine the value of one currency in terms of another.

Ms Johnson : Excellent! Now, imagine you're planning a trip abroad. What do you think is important to know before your trip?

Thompson : Ok, I'm thinking about a vacation to Japan. I think I need to know what the exchange rate is.

William : The exchange rate? Is that like how much Japanese Yen we get for each Dollar?

Thompson : Exactly! It's crucial to understand the exchange rate because it impacts how much we can spend in Japan.

Olivia : So, if the exchange rate is high, we get more Yen for our Dollars, right?

Ms Johnson : That's correct!

William : But how do we find out the exchange rate?

Thompson : You can check it online or at a currency exchange office. It's essential to know the rate before we exchange our money.

Davis : And different countries have different currencies, right?

Thompson : Absolutely! Each country has its own currency, like the Yen in Japan or the Euro.

Ms Johnson : Fantastic job, everyone! Understanding currency and exchange rates is crucial, especially when travelling. It helps you make wise decisions about your money.

- ..... is the money used in a specific country.
- ..... determines the value of one ..... in terms of another.
- ..... impacts purchasing power when travelling abroad.
- Each ..... has its own name, design, and value.

ACTIVITY 2.2

Match the following currency codes with their corresponding names.

1	JPY	a	US Dollar
2	IQD	b	Euro
3	EUR	c	British Pound
4	AZN	d	Swiss Franc
5	USD	e	Japanese Yen
6	CHF	f	Russian Ruble
7	CNY	g	Chinese Yuan
8	GBP	h	Azerbaijani New Manat
9	RUB	i	Iraqi Dinar

ACTIVITY 2.3

Read the text and do the following exercises.

THE IMPORTANCE OF FOREIGN EXCHANGE IN INTERNATIONAL TRADE



Trade between countries has always been important for the growth and economic power of nations. It's a significant aspect of many economies, affecting the total economic output and influenced by things like rising prices and how much the government spends. The value of money when exchanging it between countries is also very important and can create important shifts in trade. Because the world is becoming more connected, trade has become even more crucial, and people must think about the things that influence it carefully. How much one country's money is worth compared to another's is a very important concern in plans for international trade. When these values change, they strongly impact the buying and selling between countries. Things like rising prices, the amount of money available, and how much interest is paid affect the value of money when exchanged. Changes in these values can lead to imbalances in trade.

a. Match the words from the text with their explanations.

trade | shifts | economic power | government spending | global connectivity

.....: exchanging things like goods or services between people or places.

.....: having control because of money and resources.

.....: the money used by the government for things it needs.

.....: changes or movements.

.....: being connected with people and things all around the world.

b. Read the text again and write down the answers of these questions in your notebooks.

1. **What role does international trade play in the growth and economic power of nations, as mentioned in the text?**
2. **In international trade, why is the value of a country's money important compared to other countries?**
3. **What are some factors mentioned in the text that can influence the value of money when exchanged between countries?**
4. **How can changes in the value of money impact the buying and selling between countries, as stated in the text?**
5. **Why is it important for people to carefully consider the factors that influence international trade, especially in today's interconnected world?**

ACTIVITY 2.4

Look at the table and, read the dialogue related to it, then, answer the questions below.

Indicative Exchange Rates Announced at 15:30 on 08/04/2023 by the Central Bank of Türkiye Bulletin Number: 2023/147				
CURRENCY SYMBOL	**CURRENCY CODE**	**UNIT**	**FOREX BUYING**	**FOREX SELLING**
$	USD/TRY	1	26.9545	27.0031
€	EUR/TRY	1	29.4979	29.5511
£	GBP/TRY	1	34.1825	34.3607
kr	CHF/TRY	1	30.6627	30.8596
¥	JPY/TRY	100	18.8439	18.9687
₽	RUB/TRY	1	0.28240	0.28610

Alex is planning a trip to Türkiye, and Emma is helping with currency exchange calculations.

Alex : Hey Emma! I'm so excited about my upcoming trip to Türkiye, but I need to figure out how much Turkish Lira I'll need. Can you help me with the currency exchange?

Emma : Of course, Alex! I'd be happy to help. What's the first thing you need to know?

Alex : Well, I have $500, and I want to know how much Turkish Lira I'll get for that.

Emma : Sure thing! Let me calculate that for you. (calculates) So, at the current exchange rate of 27.0031, you'll get approximately 13,501.55 Turkish Lira.

Alex : That's helpful! Now, I want to learn more about the exchange rates. Can you explain the buying and selling rates?

Emma : Absolutely. The buying rate is what the bank will pay you when you exchange your Dollars for Turkish Lira, and the selling rate is what the bank will charge you when you exchange your Turkish Lira back to Dollars. For USD to TRY, it's 26.9545 for buying and 27.0031 for selling.

Alex : Got it. It makes sense. By the way, I also have some Euros I want to exchange. How much Turkish Lira will I get for 200 Euros?

Emma : Let me check that for you. (calculates) You'll get around 5,910.22 Turkish Lira.

Alex : Perfect! One more thing. Can you tell me how much Turkish Lira I'll get when I exchange 100 British Pounds?

Emma : Sure thing. (calculates) Approximately 3,418.25 Turkish Lira.

Alex : Thanks, Emma! I appreciate your assistance.

Emma : No problem. Have an amazing trip to Türkiye!

1. **Will Alex receive more Turkish Lira using the buying rate than the selling rate for his 500 Dollars?**
   .....
2. **What are the exchange rates for USD to TRY?**
   .....
3. **According to Emma's calculation, how much Turkish Lira will Alex get for 200 Euros?**
   .....
4. **Do British Pounds have a lower exchange rate compared to Euros?**
   .....
5. **How much Turkish Lira will Alex have for his trip if he exchanges 500 Dollars, 200 Euros, and 100 British Pounds?**
   .....
6. **Is the exchange rate for British Pounds to Turkish Lira higher than for Euros to Turkish Lira?**
   .....
7. **What does the buying rate represent in currency exchange?**
   .....
8. **Why is understanding exchange rates important for travel planning?**
   .....

ACTIVITY 2.5

Look at the table on page 41 and calculate the exchange rates for the items.



120 € ..... ₺



70 £ ..... ₺



150 $ ..... ₺



1200 ₽ ..... ₺



5600 ¥ ..... ₺



50 kr ..... ₺

ACTIVITY 2.6

Read the dialogue below. Then, act out similar dialogues with your partner. Use the items and prices in Activity 2.5 instead of the words in bold.

Sophia : Ethan, Can you help me calculate the prices of these items?

Ethan : Of course Sophia.

Sophia : I came across this stunning **necklace** priced at **90 Swiss Francs**. Do you think it's a good deal?

Ethan : Let's check. The exchange rate for Swiss Franc to Turkish Lira is 30.6627 for buying. So, the necklace would cost approximately 2,759 Turkish Lira.

Sophia : Hmm, that seems reasonable. What about these **ear rings** for **50 Chinese Yuan**?

Ethan : The exchange rate for Yuan to Turkish Lira is 3.7315 for buying. The ear rings are around 186 Turkish Lira.

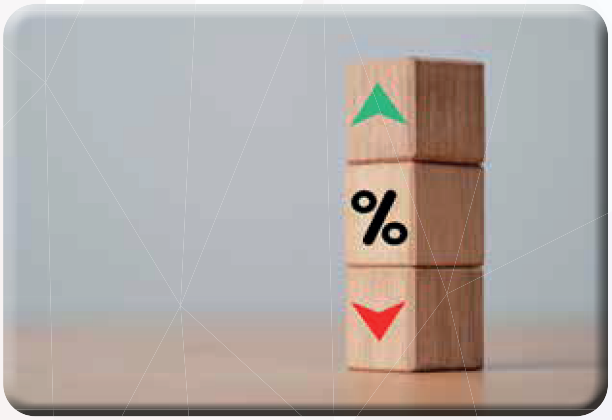
Sophia : Nice! Now, I like this **bracelet** for **80 Azerbaijani Manats**. How much is that in Turkish Lira?

Ethan : For Manat to Turkish Lira, the buying rate is 15.7667. The bracelet would be about 1,261 Turkish Lira.

Sophia : Thanks for your valuable help Ethan.

ACTIVITY 2.7

Read the text and put a tick (✓) that affects the exchange rates given below.



FACTORS AFFECTING EXCHANGE RATES

Many things affect exchange rates. Countries' money policies, economy, inflation, and interest rates matter. Different currencies also matter. For example, the US Dollar affects rates worldwide. Supply and demand also matter. For example, if more people want a currency, its price goes up. Imports, exports, investments, and tourism affect supply and demand. Inflation, which changes money's value, is important. High inflation can make money worth less. The country's money policy matters too. Central banks control money by changing interest rates. This makes money more or less valuable. Other countries' money matters too. For example, the Dollar's value changes compared to the Euro or Turkish Lira. Conditions in foreign countries matter. Different money systems also matter. They affect how exchange rates form. Exchange rate systems applied in different ways such as fixed exchange rate, flexible exchange rate and floating exchange rate have a great impact on the formation of exchange rates.

1. **Money Policies** ☐
2. **Local Cultural Events** ☐
3. **Economic Situation** ☐
4. **Inflation** ☐
5. **Celebrations** ☐
6. **Weather Conditions** ☐
7. **Interest Rates** ☐
8. **Supply & Demand Dynamics** ☐
9. **Imports** ☐
10. **Exports** ☐
11. **Changes in the Designs of a Country's Banknotes** ☐
12. **Exchange rate systems** ☐
13. **Investments** ☐

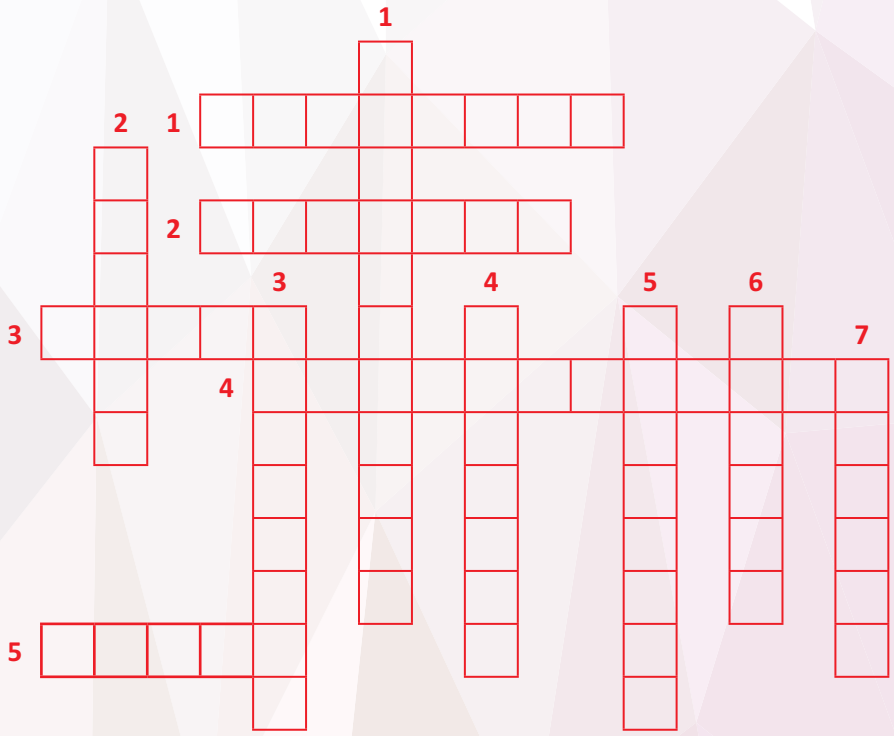
ACTIVITY 2.8

In your notebooks, write down the answers to the questions about the text.

1. **How does inflation impact the value of a country's currency?**
2. **What role do central banks play in influencing the value of a country's currency?**
3. **Why does the value of the US Dollar have a global influence on exchange rates?**
4. **What are the three different exchange rate systems mentioned in the text?**
5. **Why is understanding exchange rates important for businesses engaged in international trade?**

ACTIVITY 2.9

Read the explanations and do the crossword puzzle.



Across:

1. A nation's system of money.

2. The system for producing, distributing and consuming goods or services.

3. Physical products available for trade.

4. Determines currency value between countries.

5. The mutual exchange of goods and services.

Down:

1. A specific business deal or exchange.

2. Bringing foreign goods into a country.

3. Actions or tasks provided for payment.

4. The act of transferring money or value in exchange for goods or services.

5. The process of transporting and handing over goods or services to the recipient or customer.

6. Exchange of goods or services without using money.

7. Selling domestic goods to other countries.

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about barter transactions?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- barter .....
- in exchange for .....
- commercial .....
- party .....
- procure .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Which of the following statements is NOT true for barter transactions?**
   A. Parties exchange goods or services directly.
   B. Parties do not use a means of exchange, such as money.
   C. Goods or services, which are to be exchanged, must be of equal value.
   D. Transactions can only be carried out with the use of money.

2. **Which of the following is one of the advantages of bartering?**
   A. It can be used when money is scarce because it does not demand payment in cash.
   B. The cost of goods or services is not standardized.
   C. The alternatives for trade are limited to what the other party has to give.
   D. The physical exchange of goods or services can cause problems in storing or transporting.

3. **How did people use to meet their needs during times when money was not invented?**
   A. By importing
   B. By investing
   C. By bartering
   D. By exporting

4. **How does a party demand a product or a service in a barter transaction?**
   A. By transferring money
   B. According to the terms of a contract
   C. After selling the surplus goods
   D. By demanding cash payment

5. **What do the parties use as the instrument of payment in a barter transaction?**
   A. Their goods or services
   B. Money order
   C. Letter of credit
   D. Cash in advance

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about foreign exchange transactions?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- currency .....
- shift .....
- interest rate .....
- demand .....
- forex .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **What is the role of exchange rates in foreign exchange transactions?**
   A. Determining the value of one currency in terms of another
   B. Determining the value of goods and services in international trade
   C. Regulating interest rates in a country
   D. Controlling inflation rates

2. **Which term refers to the money used in a specific country?**
   A. Tariff
   B. Exchange rate
   C. Foreign reserve
   D. Currency

3. **Which of the following directly influences the value of a country's currency when exchanged?**
   A. Government spending and taxation policies
   B. Rising prices in the domestic market
   C. Changes in weather conditions
   D. Historical events in a country

4. **Why is trade between countries considered important?**
   A. It helps control inflation rates globally.
   B. It affects the total economic output and growth of nations.
   C. It reduces exchange rate volatility.
   D. It limits government spending on foreign goods.

5. **Why is understanding exchange rates crucial for businesses engaged in international trade?**
   A. To determine the interest rates set by central banks
   B. To forecast weather conditions in foreign countries
   C. To assess the cost of imports and exports and maintain competitiveness
   D. To predict changes in cultural events



UNIT 3

IMPORTS



LESSON 1 IMPORT PRODUCTS
LESSON 2 IMPORT TERMS

LESSON 1 IMPORT PRODUCTS

WARM UP

Work in pairs and discuss these questions.

1. **What does 'import' mean? Why do countries import goods from other nations?**
2. **Can you give an example of a product that your country imports and explain why does it import this product instead of producing it domestically?**

ACTIVITY 1.1

Read the text and choose the best answer for the following questions.

IMPORT



Import means buying things from other countries. This helps when a country doesn't make enough of something or needs different things. For example, we might buy computers from another country because they're good at making them.

Importing goods from other countries can have both positive and negative effects. On the good side, it gives us more choices and can make prices competitive. It can also help industries if they need materials that we don't have. But too many imports can cause problems. If we buy more things than we sell, it can cause financial problems. Also, if we rely too much on other countries, our own businesses and jobs might have a hard time.

To fix this, countries use rules and taxes to balance buying and selling. They might also try producing items domestically rather than importing them from distant locations. Keeping a balance helps an economy stay strong. So, remember, imports can be helpful, but we need to be smart about how much we rely on them.

1. What are imports?

A. Goods produced within a country
B. Buying goods from other countries
C. Selling goods to other countries

2. Why does a country buy computers from another country?

A. Because they want to support domestic industries.
B. Because computers are cheaper in that country.
C. Because the other country is good at making computers.

3. What can the negative effects of excessive imports be?

A. Improved job opportunities
B. Trade surplus
C. Loss of domestic industries and job losses

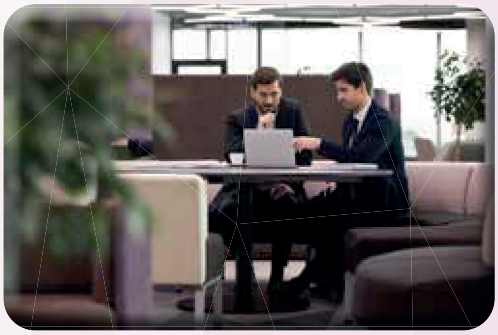
ACTIVITY 1.2

Read the dialogue and act it out.

Y** Foreign Trade Company
Türkiye

IMPORT

T** Foreign Trade Company
Russia



Mr Emre : Good morning, I am Emre from Y** Foreign Trade Company. We are interested in importing sunflower seeds from your company.

Mr Ivan : Good morning, Mr Emre! It's nice to meet you. We are T** Foreign Trade Company. Importing sunflower seeds sounds like a great opportunity. How much would you like to import?

Mr Emre : We would like to import 3000 tons of sunflower seeds. We have a growing demand for these seeds in Türkiye.

Mr Ivan : That's a substantial quantity! We can certainly fulfill your order. When do you need the sunflower seeds to be delivered?

Mr Emre : We prefer the delivery date to be October 31, 2024. Is that feasible for your company?

Mr Ivan : Yes, that works for us. We will make sure the sunflower seeds are ready and delivered to you by that date.

Mr Emre : Excellent. And can I learn your company's address in Moscow for our records?

Mr Ivan : Certainly. I'll send all the necessary details by mail.

Mr Emre : Thank you. What is your company's annual revenue?

Mr Ivan : Our annual revenue is around 8 million dollars. How about your company?

Mr Emre : Ours is 10 million dollars. This trade could be beneficial for both of our companies.

Mr Ivan : I agree. It seems like a promising partnership. Let's proceed with the necessary paperwork and arrangements to make this import successful.

Mr Emre : Absolutely, let's get the ball rolling on the paperwork. Do you have any specific requirements or documents we need to provide?

Mr Ivan : Yes, we'll need the usual documentation like purchase orders, invoices, and certificates of origin. I'll email you a checklist to ensure we have everything covered.

ACTIVITY 1.3

Match the words from the dialogue on the left with their meanings on the right.

1	Substantial	a	Transfer of goods to a destination.
2	Feasible	b	Move on
3	Partnership	c	Possible to do
4	Proceed	d	Large in amount or importance
5	Annual revenue	e	Financial gain over a year
6	Delivery	f	Working together
7	Beneficial	g	Bring goods from another country
8	Import	h	Producing good results
9	Quantity	i	Need for a product or service
10	Demand	j	Amount or number of something

ACTIVITY 1.4

Answer the questions about the dialogue. Write down your answers in your notebooks.

1. What type of companies do Mr Emre and Mr Ivan work for?
2. What specific products or services do Mr Emre and Mr Ivan's companies specialize in as foreign trade companies?
3. Why does Mr Emre want to learn Mr Ivan's company's address?
4. What are the most important 3 information they need to start the partnership according to the dialogue?
5. Why do Mr Ivan express the intention to proceed with paperwork and arrangements?

ACTIVITY 1.5

Work in pairs. Write down a similar dialogue in your notebooks by using the information below. Share your dialogues with the class.



- Choose names for your companies and characters.
- Decide on a product and the quantity to import.
- Choose a delivery date and discuss its feasibility.
- Exchange company addresses and other necessary details.
- Share your company's annual revenue and ask about the other company's revenue.

ACTIVITY 1.6

Read the text about reasons for countries to import products. Match each paragraph with an appropriate title.



WHY DOES A COUNTRY IMPORT PRODUCTS?

- Consumer Preferences
- Differences in Production
- Variations in Quality and Utility of Goods
- Price Differences

In order to meet local demand, countries import goods and services that are expensive to produce domestically, difficult to produce, or require raw materials that are not found within their borders.

1 .....: Some goods are made in one country but not in others. Sometimes, one country makes more of something than they need, while another country doesn't make enough. So, countries trade with each other to get what they need.

The reasons for differences in production can include geographical variations, climate, technology, skilled labour and more.

2 .....: Things made in different countries can look, work, and last differently. People in different countries like different things, so they trade to get the stuff they like.

3 .....: Sometimes, things are cheaper to make in one country because they have better ways of making them or they can find materials more easily. So, other countries buy from them to get a good deal.

4 .....: Sometimes, people in one country really like things from another country. For example, people in Türkiye might want pizza, and people in Italy might want lahmacun. So, they trade to get what they like.

ACTIVITY 1.7

Read the text again and decide if these sentences are True or False.

1. (....) Countries import goods that are expensive to make locally or hard to produce in their borders.

2. (....) Production differences can be due to geography, weather, technology or skilled workers.

3. (....) People in different countries have different preferences, so they trade for what they like.

4. (....) Importing products can be driven by consumer preferences, but other factors also play a role.

5. (....) Quality and usefulness differences in goods aren't always important in international trade.

6. (....) Some countries import products simply because they like what's made in other nations.

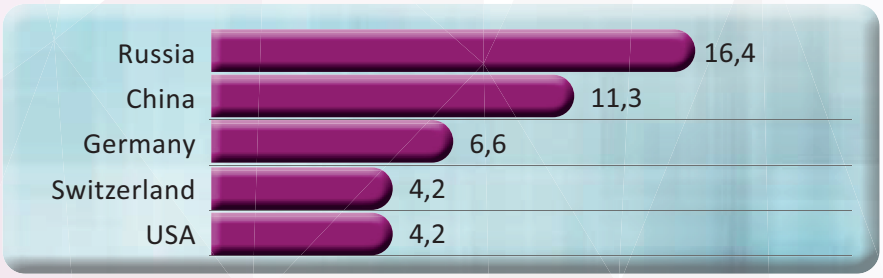
7. (....) Trade between countries can happen even without major differences in production, quality or price.

8. (....) Climate and technology can lead to production differences between countries.

ACTIVITY 1.8

Look at the information and answer the questions verbally.

Top 5 countries in Türkiye's imports in 2022 (share %)



1. **Which country imported the most from Türkiye in 2022?**
2. **Can you name two countries that had the same percentage of imports?**
3. **Which country had the smallest percentage of imports among the top 5 importers?**
4. **Can you guess some of the products Türkiye imports from these countries?**

ACTIVITY 1.9

Below are the tables containing information about the first 5 countries Türkiye imports from. Examine the tables. Match the titles with the paragraphs that best describe Türkiye's import relationships. Write down the letters to the correct places.

A. Manufacturing Hub

B. One-Stop-Shop for Various Imports

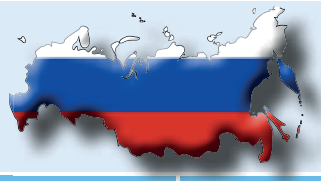
C. Diverse Trade Partner

D. Key Trade Partner

E. Luxury Goods Supplier

TABLE 1

(...) Russia is a crucial trade partner for Türkiye, fostering a strong economic relationship between the two nations. Over the years, these countries have developed historical and diplomatic ties that significantly influence their trade dynamics.



TOP 10 PRODUCTS TÜRKİYE IMPORTS FROM RUSSIA	VALUE	YEAR
Mineral fuels, oils, distillation products	$41.80B	2022
Iron and steel	$4.79B	2022
Cereals	$3.06B	2022
Animal, vegetable fats and oils, cleavage products	$1.22B	2022
Aluminum	$1.17B	2022
Copper	$1.07B	2022
Pearls, precious stones, metals, coins	$870.26M	2022
Residues, wastes of food industry, animal fodder	$690.58M	2022
Plastics	$659.71M	2022
Organic chemicals	$473.25M	2022

TABLE 2

(...) Türkiye's economic connection with China is characterized by China's role as a global manufacturing hub. As a major exporter of manufactured goods, China plays a crucial role in providing machinery, nuclear reactors, and electronic equipment to meet Türkiye's industrial demands.



TOP 10 PRODUCTS TÜRKİYE IMPORTS FROM CHINA	VALUE	YEAR
Machinery, nuclear reactors, boilers	$9.03B	2022
Electrical, electronic equipment	$9.03B	2022
Iron and steel	$3.49B	2022
Organic chemicals	$3.32B	2022
Plastics	$2.37B	2022
Vehicles other than railway, tramway	$1.20B	2022
Manmade filaments	$1.04B	2022
Optical, photo, technical, medical apparatus	$897.26M	2022
Articles of iron or steel	$894.34M	2022
Paper and paperboard, articles of pulp, paper and board	$678.10M	2022

TABLE 3

(...) The United States serves as a diverse trade partner for Türkiye, offering a wide range of products. From mineral fuels to cotton and machinery, the U.S. contributes significantly to Türkiye's imports.



TOP 10 PRODUCTS TÜRKİYE IMPORTS FROM UNITED STATES	VALUE	YEAR
Mineral fuels, oils, distillation products	$2.08B	2022
Iron and steel	$2.00B	2022
Machinery, nuclear reactors, boilers	$1.73B	2022
Cotton	$1.17B	2022
Organic chemicals	$1.02B	2022
Plastics	$956.23M	2022
Optical, photo, technical, medical apparatus	$757.89M	2022
Electrical, electronic equipment	$700.04M	2022
Aircraft, spacecraft	$547.85M	2022
Pharmaceutical products	$518.96M	2022

TABLE 4

(...) Switzerland stands out as a distinctive trade partner, supplying Türkiye with a range of luxury goods. The import of pearls, precious stones, metals, and coins from Switzerland highlights the importance of these items in Türkiye's market.



TOP 10 PRODUCTS TÜRKİYE IMPORTS FROM SWITZERLAND	VALUE	YEAR
Pearls, precious stones, metals, coins	$1 3.57B	2022
Machinery, nuclear reactors, boilers	$300.50M	2022
Pharmaceutical products	$296.29M	2022
Clocks and watches	$259.76M	2022
Optical, photo, technical, medical apparatus	$115.20M	2022
Electrical, electronic equipment	$114.64M	2022
Essential oils, perfumes, cosmetics, toileteries	$107.90M	2022
Plastics	$84.43M	2022
Organic chemicals	$83.42M	2022
Tanning, dyeing extracts, tannins, derivatives, pigments	$68.61M	2022

TABLE 5

(...) Germany, as a trade partner, serves as a versatile source for Türkiye's imports, offering a diverse range of products. From vehicles and plastics to pharmaceuticals, Germany acts as a one-stop-shop meeting various needs.



TOP 10 PRODUCTS TÜRKİYE IMPORTS FROM GERMANY	VALUE	YEAR
Vehicles other than railway, tramway	$4.12B	2022
Plastics	$1.96B	2022
Electrical, electronic equipment	$1.85B	2022
Aircraft, spacecraft	$1.45B	2022
Iron and steel	$1.08B	2022
Pharmaceutical products	$958.35M	2022
Optical, photo, technical, medical apparatus	$845.17M	2022
Organic chemicals	$619.03M	2022
Miscellaneous chemical products	$605.80M	2022
Articles of iron or steel	$580.26M	2022

ACTIVITY 1.10

Read the dialogue related to the tables. Then, read the questions about the dialogue and choose the best answer.



Zeynep : I need to prepare a presentation about Türkiye's imports, but it is quite complex for me.

Burak : Have you seen these tables about the latest import data for Türkiye? They are quite fascinating.

Zeynep : Oh, really? What did you find?

Burak : Well, you can see the significant amount we import from Russia. Mineral fuels, oils, and distillation products led the list with an impressive $41.80 billion in 2022!

Zeynep : Wow, that's a huge number! But what are mineral fuels and distillation products exactly?

Burak : Good question! Mineral fuels are things like natural gas and crude oil, and distillation products are the things we get after processing them. It's like the fuel we use for energy.

Zeynep : Got it. So, we're really reliant on Russia for our energy needs. Anything else interesting?

Burak : Absolutely! From China, we import a ton of machinery and electronic equipment – $9.03 billion worth. It is an important destination for manufacturing various products.

Zeynep : That's a massive amount! Why do we import so much machinery?

Burak : Well, China manufactures materials effectively and at a good price. So, we get machinery and electronic stuff from them for our industries.

Zeynep : Makes sense. And what about the United States?

Burak : From the U.S., we get things like mineral fuels and cotton. The mineral fuels are worth $2.08 billion, and the cotton is at $1.17 billion.

Zeynep : Cotton from the U.S.? That's interesting. Why don't they consider buying it from closer countries?

Burak : Good question! The U.S. is one of the biggest cotton producers globally, so it's probably more cost-effective for us.

Zeynep : True, true. And what about Switzerland?

Burak : Switzerland is like our luxury goods supplier – pearls, precious stones, metals, and coins worth $13.57 billion. They also send us pharmaceutical products.

Zeynep : Luxurious and essential items from Switzerland, huh? Fancy! And what's up with Germany?

Burak : Germany covers a bit of everything – vehicles, plastics, electronic equipment. They are like a versatile center for various things, totaling $24.03 billion.

Zeynep : Germany seems to have a hand in a lot of our imports. So, in your opinion, what is the main point for our import strategy?

Burak : I'd say diversification is the key. We get different things from different countries based on their strengths. It helps us balance our needs.

Zeynep : Got it. Thanks for breaking it down. Importing is more complex than I thought!

1. What was the top product Türkiye imported from Russia in 2022?

A. Machinery

B. Mineral fuels, oils, and distillation products

C. Pearls and precious stones

D. Cotton

2. What are mineral fuels and distillation products mentioned in the conversation?

A. Energy-related products

B. Raw materials

C. Luxury goods

D. Machinery and electronics

3. Why does Türkiye import machinery and electronic equipment from China?

A. Because it's trendy.

B. Because China is known for efficient and cost-effective manufacturing.

C. To support Chinese industries.

D. To increase import diversity.

4. What products does Türkiye import from the United States?

A. Pearls and precious stones

B. Machinery and electronic equipment

C. Mineral fuels and cotton

D. Pharmaceuticals and clocks

5. Why does Türkiye import cotton from the United States instead of closer countries?

A. Because it's more cost-effective.

B. Because it's higher quality.

C. Because there's a trade agreement.

D. Because it's a diplomatic decision.

6. What type of products does Switzerland primarily supply to Türkiye?

A. Machinery and electronic equipment

B. Luxury goods and pharmaceuticals

C. Cotton and textiles

D. Vehicles and plastics

7. Which country is described as a "one-stop-shop" for various imports in the conversation?

A. China

B. Switzerland

C. Russia

D. Germany

8. What is the main point for Türkiye's import strategy according to Burak?

A. Import from one country

B. Diversification

C. Luxury goods

D. Essential goods

ACTIVITY 1.11

Use the data in the Tables 1-5 about Türkiye's imports from some countries and make sentences with the formulas as in the example. Write them in your notebooks and present your sentences to your classmates.

- Türkiye imported [**value**] worth of [**product**] from [**country**] in [**year**].
- The value of [**product**] imports to Türkiye from [**country**] was [**value**] in [**year**].
- In [**year**], Türkiye's imports of [**product**] reached [**value**] from [**country**].
- [**Country**] supplied Türkiye with [**product**] valued at [**value**] in [**year**].

Example:

The value of **organic chemicals** imports to Türkiye from **the United States** was **$1.02 billion** in **2022.**

Türkiye imported **$3.49 billion** worth of **iron and steel** from **China** in **2022**.

In **2022**, Türkiye's imports of **essential oils** reached **$107.90 million** from **Switzerland**.

Germany supplied Türkiye with **medical apparatus** valued at **$845.17 million** in **2022**.

ACTIVITY 1.12

Work in pairs. Ask and answer the questions about the tables.

1. **Which country had the highest total value of imports to Türkiye in 2022 among the five countries?**

   .....

2. **Look at the "Mineral fuels, oils, distillation products" category. Which country was the main supplier of this product category to Türkiye?**

   .....

3. **Can you find one thing that Türkiye bought from all five countries? What is it, and why is it important for Türkiye?**

   .....

4. **Which product category had the highest import value from each country, and how much was it?**

   .....

5. **Which country supplied Türkiye with more machinery, nuclear reactors and electrical/ electronic equipment: China or Germany in 2022?**

   .....

6. **Which country was Türkiye's biggest import partner: Russia or China in 2022?**

   .....

7. **Did Türkiye import more mineral fuels, oils, and distillation products from Russia or the United States in 2022?**

   .....

8. **Why do you think Türkiye imported these specific products from these countries?**

   .....

LESSON 2 IMPORT TERMS

WARM UP

Work in pairs and discuss these questions.

1. What are the types of import?

2. Which countries are Türkiye's major trading partners for imports?

ACTIVITY 2.1

Read the text below. Fill in the blanks in the box according to the information in the texts.



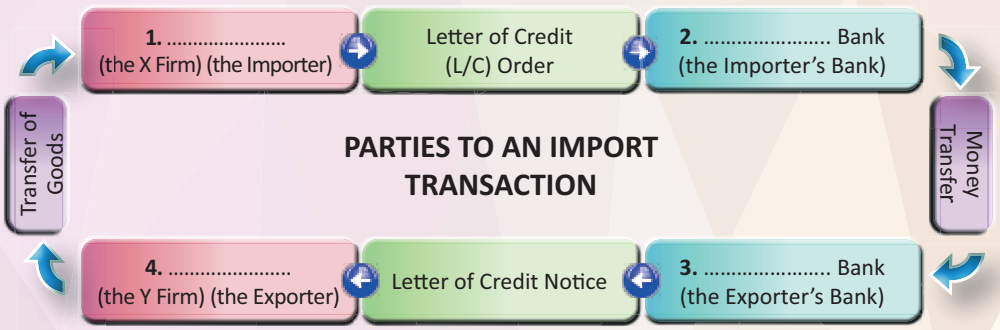
THE CONCEPT OF IMPORT

Imports are transactions that occur in the opposite direction of exports. Imports enable a country to have easy access to products that are not available there. During import transactions, goods come into the country from abroad, and money goes from the country to abroad. The imports and exports of a country specify the foreign trade balance of that country. Buying goods in a foreign country and bringing them to the home country is called import. Through imports, the buyers of a country have the opportunity to purchase goods produced abroad. Import transactions are carried out by real persons and legal entities having the qualifications stated in the Import Regulation. According to this regulation, imports are transactions in which goods are brought into the country from abroad, either temporarily or definitely, by paying or not paying the taxes.



PARTIES TO AN IMPORT TRANSACTION

Parties to an import transaction are the importer (the applicant party), who buys goods in a foreign country and brings them into the home country, and the exporter (the beneficiary party), who sells the goods to the importer. Türkiye's purchase of natural gas from Russia can be an example. The Turkish "X" firm that will import natural gas is the applicant party. The bank with which the importer "X" firm works is the issuing bank. The Russian "Y" firm that will carry out the export is the beneficiary party. The bank with which the exporter "Y" firm works is called the beneficiary's bank.

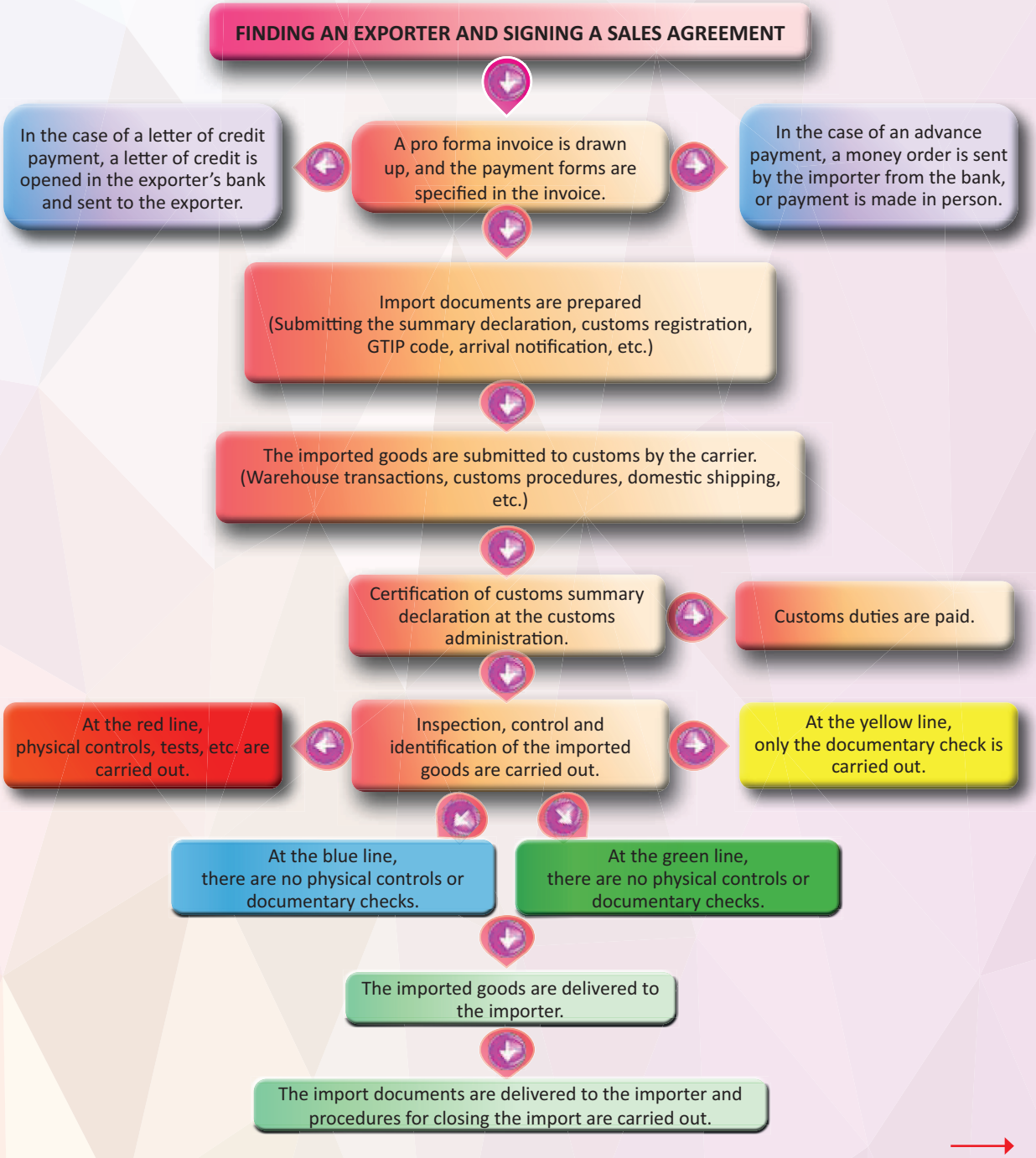


ACTIVITY 2.2

Read the text below and answer the questions related to the import process.

IMPORT PROCESS

The import process includes procedures, such as contracts, payments, incoterms and bringing goods within national boundaries. All actors, such as the importer, shipper, bank and customs consultant are responsible for the import process, and they must carry out excellent teamwork to fulfil their responsibilities and liabilities. Setting the terms of a contract makes the import process easier at an affordable cost. The import process runs as explained below.



1. Who is responsible for the import process?

.....

2. Where are the imported goods submitted by the carrier?

.....

3. What happens at the red line during the import process?

.....

4. Are there any physical controls or documentary checks at the green line?

.....

ACTIVITY 2.3

Read the information below carefully. Then, match the types of import with their definitions in the box. One is extra.

TYPES OF IMPORT	
Import with returns	In this type of import, payment is made with a foreign exchange transfer for the imported goods under the import regime decision.
Import without returns	In this type of import, payment is made without a foreign exchange transfer for the imported goods under the Customs Legislation. It is made in other ways.
Advance import	In this type of import, the exporter forwards goods to the importer after payment is made in advance.
Import against goods	In this type of import, payment is made after the customs procedures for the imported goods are carried out.
Import with letter of credit	In this type of import, the importer opens a credit on his own account at the exporter's bank through his own bank before the shipment of goods in exchange for the delivery of the shipping document.
Import against documents	In this type of import, goods are received after payment is made to the bank based on the documents showing that goods have left the exporting country.
Import on credit	This type of import is made on credit based on a payment that is made according to the payment schedule after receiving a loan.
Import on temporary admission	In this type of import, raw materials, semi-manufactured products and product materials that are not in free circulation are imported temporarily under the Temporary Admission Regime. The import is made for the purpose of exporting.
Import on consignation	In this type of import, goods exported by brokers are imported. At export on consignation, goods to be exported are left to brokers, commissionaires, consignees, etc. by the exporter with the purpose of selling in exchange for a certain commission or fee.
Import on promotion	In this state-sponsored type of import, within the framework of investment incentive system and inward processing regime, some needed parts of a machine or goods manufactured to be exported are exempted from all taxes when they are imported.
Import subject to permission	Permission of the Ministry of Trade of the Republic of Türkiye is required for the import of goods identified as "Goods Subject to Permission or Conformity Auditing for Import" in the customs and foreign trade legislation. This type of import is called as import subject to permission.

TYPES OF IMPORT	DEFINITIONS	
a. Temporary import	**1**. Payment is made at a future date.	.....
b. Import without returns	**2.** Import duties and VAT are exempted.	.....
c. Import with letter of credit	**3.** The buyer opens a credit before the shipment of the goods.	.....
d. Import on credit		
e. Import on consignation	**4.** Non-profit goods are imported.	.....
f. Commercial import	**5.** Import is made by real persons and legal entities that have a tax id number.	.....
g. Import on promotion		
h. Import against goods	**6.** Cost is transferred on a pre-specified deadline.	.....
	7. Import is made for export purposes.	.....

ACTIVITY 2.4

Read the excerpt from a bulletin of the Turkish Statistical Institute. Then, write True or False for the statements below.



CHINA RANKS FIRST IN IMPORTS

China ranked first in imports. Imports from China amounted to $3.75 billion in June. The Russian Federation followed China with $2.91 billion. Germany ranked third with $2.01 billion. Switzerland ranked fourth with $1.31 billion, followed by Italy with $1.12 billion.

The Russian Federation ranked first in imports for the period January-June. Imports from the Russian Federation amounted to $24.73 billion. China followed the Russian Federation with $22.23 billion. Germany ranked third with $13.43 billion. Switzerland ranked fourth with $11.79 billion, followed by the US with $7.57 billion. Imports from the first five countries accounted for 43.2% of total imports.

1. (....) In June, China was at the top in imports.

2. (....) With a value of $1.31 billion in imports, Switzerland was followed by Italy.

3. (....) For the period January-June, China ranked first in imports.

4. (....) The value of imports from the US was higher than that from Germany.

5. (....) 43.2% of total imports was from the top five countries.

ACTIVITY 2.5

Search on the internet and try to find out which country ranked first in imports for the January-June period in Türkiye. Write down the products imported from that country.

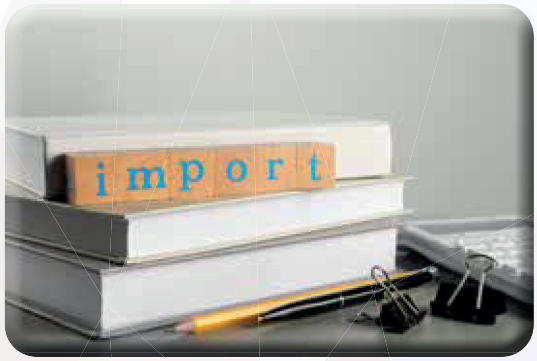
.....

.....

..... .

ACTIVITY 2.6

Match the following terms with their definitions below. Write the correct letters next to the definitions.



a. imports
b. letter of credit (L/C)
c. pro forma invoice
d. bill of lading (B/L)
e. cargo
f. declare
g. quota
h. applicant
i. issuing bank
j. beneficiary
k. customs
l. container
m. ship
n. irrevocable

1. (....) An official letter confirming the buyer's financial assistance from the buyer's bank to the seller.

2. (....) To send or transport by air, sea or land.

3. (....) Goods and services produced abroad and bought domestically.

4. (....) An invoice that a supplier provides to the buyer before goods are shipped, including the types and quantities of goods to be shipped.

5. (....) The person or company that receives a letter of credit. Typically, it is the seller/exporter.

6. (....) The buyer's bank, which, upon request, creates a letter of credit in favour of the beneficiary. Also known as the opening bank or buyer's bank.

7. (....) A certain, limited number or amount that a nation allows to be imported without any restrictions.

8. (....) Irreversible, not able to be changed.

9. (....) The buyer/importer who requests a letter of credit from its bank in favour of the seller/exporter.

10. (....) A legal document that lists the goods shipped in the form of a receipt.

11. (....) The official department in charge of managing and collecting taxes imposed by the government on imports.

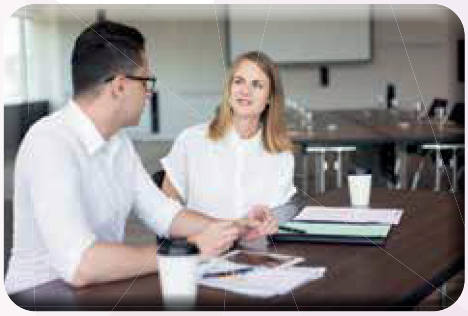
12. (....) A large metal box used for holding or transporting goods.

13. (....) Goods transported on a ship, aircraft or vehicle.

14. (....) To officially state the goods that are taxable.

ACTIVITY 2.7

Read the dialogue and choose the best answer for the questions below.



Mrs Taylor : We've decided to buy goods from overseas. Have you thought about the possible risks involved?

Mr Owen : Yes, I've been thinking about that. The risk of currency exchange is a major concern. Exchange rate fluctuations can significantly impact our costs. Have you considered any ways about what we could do for that?

Mrs Taylor : Certainly. I'm looking into some strategies for unexpected fluctuations in exchange rates.

Mr Owen : The political and economic stability of the exporting country is important, too. Our supply chain may be affected by political unrest or a downturn in the economy. We must remain up to date on the circumstances there.

Mrs Taylor : That's true. Keeping an eye on the news and policy developments that could impact our imports is crucial. To spread the risk, we should also think about diversifying our suppliers.

Mr Owen : Agreed. What about compliance and quality control? Importing products that don't meet our standards or laws is not something we can afford. It could result in legal problems and harm our reputation.

Mrs Taylor : That's an important aspect. I'm considering implementing a strict quality control procedure to make sure our suppliers comply with all legal standards. Perhaps, we should spend money on independent inspections.

Mr Owen : Trade restrictions and tariffs are also a concern. Any changes in trade policies may have an impact on our costs. It's important that we stay informed about the most recent developments in international trade agreements.

Mrs Taylor : Absolutely. We can ensure a safer import procedure by taking cautious measures to lessen these risks.

1. What risks can an importer face due to fluctuating exchange rates?

A. They increase the profitability of an importer.
B. They can increase the cost of imports.
C. They can delay shipments.

2. How can a supply chain be affected?

A. The exporting country's domestic income can affect it.
B. International trade fairs held in the exporting country are important.
C. It can be affected by political unrest or an economic downturn.

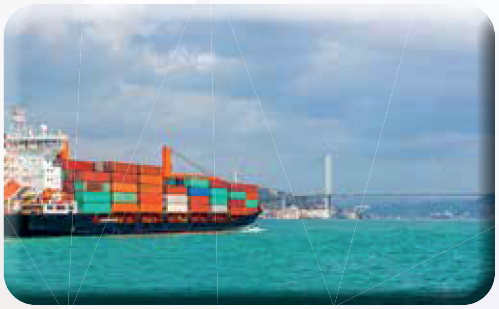
3. Why is compliance and quality control important?

A. Products that don't meet the standards of an importer could harm their reputation.
B. Compliance and quality control can have a price-reducing effect on imports.
C. Quality control measures can pose a risk for countries worldwide.

ACTIVITY 2.8

Analyze the table about Türkiye's imports by country and year. Then, answer the questions verbally.

1. **Which country ranks first in Türkiye's imports in 2022?**
2. **Which country ranks second in Türkiye's imports in 2020?**
3. **What was the year when imports from China were the highest?**
4. **In which year did Türkiye import the lowest amount of goods?**



IMPORTS BY COUNTRY AND YEAR (TOP 20 COUNTRIES IN IMPORTS) (GENERAL TRADE SYSTEM)					VALUE: THOUSAND US $	
Rank	Country	2022	2021	2020	2019	2018
	Total	**363 710 575**	**271 425 553**	**219 516 807**	**210 345 203**	**231 152 483**
1	Russian Federation	58 848 948	28 959 361	17 829 309	23 115 236	22 710 751
2	China	41 354 561	32 238 052	23 041 354	19 128 160	21 506 001
3	Germany	24 033 074	21 726 305	21 732 759	19 280 399	21 535 223
4	Switzerland	15 335 897	3 054 869	7 770 804	3 374 800	2 884 349
5	USA	15 228 078	13 147 623	11 524 951	11 847 373	12 995 754
6	Italy	14 082 252	11 562 694	9 199 617	9 349 593	10 791 919
7	India	10 697 077	7 936 146	4 830 115	6 635 217	7 524 705
8	France	9 429 702	7 931 536	6 988 074	6 760 064	7 836 528
9	South Korea	9 004 399	7 597 023	5 734 268	5 777 022	6 638 438
10	Spain	7 004 013	6 311 611	5 039 428	4 446 113	5 682 750
11	United Kingdom	5 904 556	5 558 194	5 582 666	5 638 296	7 637 468
12	Brazil	4 830 904	3 827 073	3 228 347	2 655 109	3 303 735
13	Japan	4 640 815	4 389 292	3 743 373	3 647 962	4 515 222
14	Netherlands	4 497 087	4 508 587	3 628 586	3 202 985	3 448 909
15	United Arab Emirates	4 470 951	2 442 660	5 603 801	4 388 996	3 810 185
16	Ukraine	4 455 394	4 524 675	2 590 375	2 725 419	2 753 654
17	Belgium	4 420 585	5 628 385	3 716 088	3 229 280	3 646 331
18	Poland	4 294 369	3 635 826	3 005 108	2 603 243	3 229 871
19	Malaysia	4 288 755	3 098 059	1 989 963	1 847 831	2 251 571
20	Saudi Arabia	4 152 071	3 456 314	1 719 668	2 005 217	2 512 786
	Others	112 737 087	89 891 268	71 018 153	68 686 887	73 936 334

Countries are ranked by 2022 figures.

ACTIVITY 2.9

Read the dialogue and answer the questions.



Michael : David, I'm eager to start international trade. What are the main challenges I might face, and how can I overcome them?

David : Michael, I've been in international trade for years. If you're thinking of getting into it, there are a few key steps to remember.

Michael : I'm all ears, David. What's the first step?

David : Finding the right exporter is crucial. You need a reliable partner who can deliver the goods on time and meet your quality standards.

Michael : How do I make sure I'm dealing with the right exporter?

David : Make sure you investigate thoroughly. Check their reputation, ask for references, and make sure they meet all legal requirements.

Michael : Got it. What comes next?

David : Once you've found the exporter, negotiate the terms and conditions and sign a sales agreement. It's essential to have everything in writing to avoid misunderstandings later.

Michael : That makes sense. Are there different types of imports?

David : Absolutely. You can import goods on credit, where you pay on a predetermined schedule. Or, you can use a letter of credit, which provides security for both parties involved.

Michael : Thanks for the insights, David. I appreciate your guidance.

1. Does Michael have enough experience in international trade?

.....

2.Are Michael and David planning to start a bussiness partnership?

.....

3. According to the dialogue, what is Michael's main problem?

.....

4. According to David, why is finding the right exporter crucial in international trade?

.....

5. What advice does David give to Michael to ensure he's dealing with the right exporter?

.....

6. Why is it essential to have everything in writing when signing a sales agreement?

.....

7. Can you name two different types of imports mentioned in the dialogue?

.....

8. What other advice would you give to David?

.....

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about import products?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- import .....
- goods .....
- surplus .....
- annual revenue .....
- order .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Which of the following is a common category of imported goods?**
   A. Goods that are expensive to make locally
   B. Goods that are identical to domestic products
   C. Goods produced without any trade agreements
   D. Goods produced with high tariffs

2. **Why do countries import goods from other countries?**
   A. To support domestic industries
   B. To increase their trade surplus
   C. To meet local demand for goods they don't produce or produce less efficiently
   D. To reduce competition in the domestic market

3. **What can be a positive effect of importing goods from other countries?**
   A. Increased financial problems
   B. Limited consumer choices
   C. Competitive pricing and more choices for consumers
   D. Reduced reliance on foreign materials

4. **What can be a negative consequence of excessive imports for a country?**
   A. Improved job opportunities
   B. Increased financial problems
   C. Enhanced economic growth
   D. Reduced consumer choices

5. **Which of the following is NOT a reason for importing goods?**
   A. Differences in production capabilities
   B. Consumer preferences
   C. Price differences
   D. Government regulations

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about import terms?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- purchase .....
- importer .....
- sales agreement .....
- abroad .....
- amount .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Which option describes the concept of import?**
   A. It is the process of sending goods or services to another country for sale.
   B. It involves the selling and transporting of goods to various countries.
   C. It is the process of bringing goods or services into a country from abroad for sale.
   D. It is a practice where the buyer sets the price for the goods or services.

2. **Which of the following is NOT a party to an import transaction?**
   A. Applicant
   B. Issuing bank
   C. Beneficiary's bank
   D. Import regulation

3. **Which of the following is the beneficiary party?**
   A. The exporter
   B. The importer
   C. The exporter's bank
   D. The importer's bank

4. **Which one is NOT among the procedures of the import process?**
   A. Payments
   B. Bringing goods
   C. Selling goods
   D. Contracts

5. **What is the type of import in which the exporter forwards the products to the importer after receiving the advance payment?**
   A. Import on credit
   B. Import on consignation
   C. Import without returns
   D. Advance import





International

Supply chain



Trade



Shipping

Finance



Cargo

Logistics

UNIT 4

EXPORTS



LESSON 1 EXPORT PRODUCTS
LESSON 2 EXPORT TERMS

LESSON 1 EXPORT PRODUCTS

WARM UP

Work in pairs and discuss these questions.

1. **What do you understand by the term "export," and why is it important for a country's economy?**
2. **Can you think of some examples of products that are commonly exported?**
3. **How do you think international trade benefits consumers?**

ACTIVITY 1.1

Read the text first and decide if the following sentences are True or False.



EXPORT

Export means selling products from one country to another. It's important because it helps a country and its companies grow and become stronger.

People who are allowed to export can do it. They need a tax number and usually work with an accountant. They also get help from a customs consultant and join an export group. This gives them the right to export.

Exporters are people and companies that are part of an export group. They follow the rules and can sell things to other countries. They have to bring back the export proceeds to their country.

Exporting connects a company with the international market. The international market provides a larger trading volume. This often leads to more production and more jobs compared to the domestic market. It helps countries grow economically and financially. It also boosts other industries and makes more jobs. This makes life better for everyone.

Exporting increases international cooperation and international exchange. It also boosts economies. Trade across borders encourages innovation because goods are modified to meet global demands. In addition to its economic advantages, exporting creates global connections and partnerships.

1. (....) Selling things from one country to another is called export.

2. (....) Exporting doesn't help a country or its companies become stronger.

3. (....) Exporters need a tax number and might work with an accountant.

4. (....) Exporters get help from a customs consultant and join an export group.

5. (....) The international market is usually smaller than the market within a country.

6. (....) Exporting can also help other industries and create more jobs.

7. (....) Exporting has no impact on international cooperation and exchange.

ACTIVITY 1.2

Match the words from the text on the left with their meanings on the right.



1	Export	a	Boosting a nation's economy and wealth.
2	Economic Growth	b	Global trading arena for nations.
3	Tax Number	c	Financial record keeper for individuals or businesses.
4	Customs Consultant	d	Earnings from activities like sales.
5	International Market	e	Selling goods between countries.
6	Domestic Market	f	Expert navigating global trade rules.
7	Proceed	g	Special ID for global transactions and taxes.
8	Accountant	h	Local market for exchanging goods.

ACTIVITY 1.3

Read the dialogue and use the sentences below to complete the dialogue.





- What is your current annual revenue?
- What is the proposed delivery date for the exports?
- I'm looking forward to this collaboration.
- Shall we discuss the details?
- What is the unit price for the cars?

T** Foreign Trade Inc. Türkiye — EXPORT — K** Foreign Trade Inc. Germany

Ahmet : Hi, I'm Ahmet. I work at T** Foreign Trade Inc. We're planning to export cars to K** Foreign Trade Inc. based in Germany.

Elena : Hello Ahmet, I'm Elena. I work at K** Foreign Trade Inc. Welcome! It's great that you're interested in car exports. **1.** .....

Ahmet : Of course, thank you Elena. Our product for export is cars. We plan to export a total of 1,000 cars.

Elena : I understand, 1,000 cars. **2.** .....

Ahmet : We expect to deliver the exports on November 23, 2024.

Elena : Alright. **3.** .....

Ahmet : We've set the unit price at €42,000.

Elena : Got it. We can meet the quantity you need. **4.** .....

Ahmet : T** Foreign Trade Inc. has an annual revenue of 250 million Euros.

Elena : Our annual revenue is 185 million Euros. It seems like collaboration could be beneficial for both sides.

Ahmet : Thank you very much, Elena. **5.** ..... We'll continue discussing the details.

Elena : I feel the same way, Ahmet. Let's stay in touch and meet again for the documents and a more detailed plan. Goodbye for now!

Ahmet : Goodbye to you as well, Elena. Until we talk again!

ACTIVITY 1.4

Answer the questions related to the dialogue. Write down the answers in your notebooks.

1. **Where does Ahmet work?**
2. **What products does Ahmet's company plan to export?**
3. **Where does Elena work?**
4. **What is the total quantity of cars that Ahmet's company plans to export?**
5. **What is the proposed delivery date for the car exports?**
6. **What is the unit price set for the cars?**
7. **What is the annual revenue of Ahmet's company?**

ACTIVITY 1.5

Work in pairs. Write down a similar dialogue in your notebooks by using the information below. Share your dialogues with the class.

- Choose names for your companies and characters.
- Decide on a product to export and the quantity.
- Choose a delivery date and discuss its feasibility.
- Ask your partner about their company and product.



ACTIVITY 1.6

Read the text about the benefits of exporting. Match each paragraph with an appropriate title.

THE BENEFITS OF EXPORTING FOR COUNTRIES AND COMPANIES

- Trade Balance
- More Production, Less Spending
- More Jobs
- More Income
- Varying Markets- Growing Profits



Exporting plays a crucial role in a country's economic growth. It brings several benefits that help the country grow better.

1. .....: Exporting creates new jobs. Businesses that increase the amount they sell usually need to hire more staff to keep up sufficient production levels. As a result, fewer people may be unemployed. People get regular income, and their lives are improved.

2. .....: Exporting helps countries have balanced trade. They sell things to other countries. If they sell more than they buy, it's called a trade surplus. This extra money makes the country's economy stronger. They can use it for things like building roads and schools.

3. .....: Exporting brings in money from foreign customers. This revenue supports economic growth, funds public services, and strengthens a country's financial position. The country can use this income to invest in domestic industries and research for new things.

Exporting also helps businesses and companies in many good ways so they can do well in the global marketplace.

4. .....: Exporting helps companies sell to more people in bigger markets. This can make them earn more money and grow their business.

5. .....: Depending on just one market is risky for companies. Exporting helps them have different customers, so if one market goes down, it doesn't hurt the business too much. This keeps the business safe during bad times.

6. .....: To meet the demands of international markets, companies often need to increase their production. Higher production volumes can lower production costs per unit so companies make more money in the end.

Exporting is good for both countries and companies. It creates jobs, balances trade, and increases income for countries. Companies earn more money, find new customers, and become better at competing. Exporting connects nations and businesses around the world, and it makes them grow together.

ACTIVITY 1.7

Read the text again and answer the questions. Write down the answers in your notebooks.

1. **What are some advantages of exporting mentioned in the text?**
2. **How does exporting create new job opportunities?**
3. **What is a trade surplus, and why is it good for a country?**
4. **How can a country benefit from the income generated by exporting?**
5. **How does exporting help companies expand and make more money?**
6. **Why is it risky for companies to depend on just one market during economic downturns?**
7. **How does increasing production for international markets affect production costs?**
8. **How does exporting connect countries and businesses worldwide?**

ACTIVITY 1.8

Look at the information below. Can you guess some of the products Türkiye exports to these countries?

Top 5 countries in our exports in 2022 (share %)



ACTIVITY 1.9

Choose the best option acording to the table.

1. **What was the highest share of exports to a single country in 2022?**

   A. Germany B. USA C. Iraq

2. **Which country had the second-highest share of exports in 2022?**

   A. Iraq B. USA C. UK

3. **Which country had the lowest share of exports among the top 5 in 2022?**

   A. Germany B. USA C. Italy

4. **What was the share of exports to the UK in 2022?**

   A. 5.1% B. 5.4% C. 6.6%

ACTIVITY 1.10

Below are tables containing information about the first 5 countries Türkiye exports to. Examine the tables. Match the titles with the paragraphs that best describe Türkiye's export relationships. Write down the letters to the correct places.

A. High-Value Trade

B. Precision Machines

C. Versatile Trade Dynamics

D. Automotive Dominance

E. Strong Economic Alliance

TABLE 1

(...) Türkiye's exports to Germany highlight its strong industry. A significant portion of it is connected to vehicle exports, which emphasizes Türkiye's pivotal role in the German automotive sector.



TOP 10 PRODUCTS TÜRKİYE EXPORTS TO GERMANY	VALUE	YEAR
Vehicles other than railway, tramway	$3.17B	2022
Machinery, nuclear reactors, boilers	$2.93B	2022
Articles of apparel, knit or crocheted	$2.22B	2022
Electrical, electronic equipment	$1.31B	2022
Articles of apparel, not knit or crocheted	$1.21B	2022
Aluminum	$1.14B	2022
Articles of iron or steel	$1.13B	2022
Plastics	$756.10M	2022
Rubbers	$687.07M	2022
Edible fruits, nuts, peel of citrus fruit, melons	$587.58M	2022

TABLE 2

(...) Exports to the United States reveal a focus on luxury items. High-value items like pearls, precious stones, and metals highlight Türkiye's role as a hub for luxury exports to the United States.



TOP 10 PRODUCTS TÜRKİYE EXPORTS TO THE USA	VALUE	YEAR
Pearls, precious stones, metals, coins	$1.74B	2022
Machinery, nuclear reactors, boilers	$1.37B	2022
Vehicles other than railway, tramway	$1.32B	2022
Carpets and other textile floor coverings	$843.80M	2022
Articles of iron or steel	$736.45M	2022
Salt, sulphur, earth, stone, plaster, lime and cement	$685.18M	2022
Iron and steel	$673.69M	2022
Mineral fuels, oils, distillation products	$606.86M	2022
Aluminum	$601.03M	2022
Electrical, electronic equipment	$595.26M	2022

TABLE 3

(...) Exports to Iraq signifies a strong economic partnership. From pearls to plastics and machinery, Türkiye supports Iraq's development across diverse sectors. This shows Türkiye's role as a reliable trade partner contributing to the economic growth of Iraq.



TOP 10 PRODUCTS TÜRKİYE EXPORTS TO IRAQ	VALUE	YEAR
Pearls, precious stones, metals, coins	$1.72B	2022
Plastics	$685.89M	2022
Milling products, malt, starches, inlin, wheat gluten	$667.46M	2022
Animal, vegetable fats and oils, cleavage products	$662.02M	2022
Meat and edible meat offal	$650.03M	2022
Machinery, nuclear reactors, boilers	$645.51M	2022
Electrical, electronic equipment	$601.02M	2022
Residues, wastes of food industry, animal fodder	$543.94M	2022
Articles of iron or steel	$542.62M	2022
Furniture, lighting signs, prefabricated buildings	$540.77M	2022

TABLE 4

(...) Exports to the United Kingdom highlight a multitude of precision machinery. The top 10 exported products, spanning from machinery to apparel and steel, reflect Türkiye's vital role in contributing to the UK's economic landscape through versatile exports.



TOP 10 PRODUCTS TÜRKİYE EXPORTS TO THE UK	VALUE	YEAR
Vehicles other than railway, tramway	$3.02B	2022
Electrical, electronic equipment	$1.35B	2022
Articles of apparel, knit or crocheted	$1.35B	2022
Machinery, nuclear reactors, boilers	$1.14B	2022
Articles of iron or steel	$695.61M	2022
Articles of apparel, not knit or crocheted	$613.46M	2022
Plastics	$578.52M	2022
Iron and steel	$436.61M	2022
Paper and paperboard, articles of pulp, paper and board	$348.52M	2022
Aluminum	$285.05M	2022

TABLE 5

(...) Türkiye's exports to Italy portray the versatility of their trade dynamics. Türkiye's adaptability in meeting Italy's diverse market demands, ranging from vehicles to machinery and copper, positions Türkiye as a reliable trading partner.



TOP 10 PRODUCTS TÜRKİYE EXPORTS TO ITALY	VALUE	YEAR
Vehicles other than railway, tramway	$2.37B	2022
Machinery, nuclear reactors, boilers	$1.04B	2022
Iron and steel	$1.02B	2022
Plastics	$691.23M	2022
Mineral fuels, oils, distillation products	$626.80M	2022
Electrical, electronic equipment	$541.91M	2022
Copper	$ 490.16M	2022
Edible fruits, nuts, peel of citrus fruit, melons	$ 469.91M	2022
Articles of apparel, knit or crocheted	$ 435.57M	2022
Articles of iron or steel	$ 408.33M	2022

ACTIVITY 1.11

Read the dialogue related to the tables. Then, read the questions about the dialogue and choose the best answer.

Emrah : For our economics class homework, we need to examine this table of countries which Türkiye has export relations with. I'm looking at Türkiye's exports to Germany, and it seems like they export a lot of machinery, nuclear reactors, and boilers from Türkiye. The value is $2.93 billion.

Aylin : That's interesting. Germany is famous for its strong manufacturing, so it depends on machinery, nuclear reactors and boilers from Türkiye to boost its production and stay technologically advanced.

Emrah : Absolutely, and interestingly, the export value of machinery to the United Kingdom is also significant, at $1.14 billion. It's one of their top products there too.

Aylin : The United Kingdom, with its advanced technology sector, benefits from Türkiye's machinery exports to increase its manufacturing processes and infrastructure.

Emrah : I noticed that Türkiye seems to export a lot of vehicles to both Germany and the United Kingdom. In fact, they export vehicles worth 3.17 billion to Germany and 3.02 billion to the UK. It's one of the top products for both countries.

Aylin: Vehicles are essential for transportation and play a big role in economic activities. Developed countries like Germany and the United Kingdom need lots of vehicles for their flourishing car industries and meet consumer needs.

Emrah : It's fascinating to see the differences in the top exports to each country. For example, Türkiye's exports to Iraq show a significant amount of pearls, precious stones, and metals, valued at 1.72 billion, whereas to the United States, it's valued at 1.74 billion.

Aylin : The variation in exports reflects the diverse needs of different countries. Iraq may value luxury items, while the United States might have a demand for these precious materials in various industries.

Emrah : Yes, and the variety of exports to Italy is impressive too. They export vehicles, machinery, iron and steel, each having significant value in trade.

Aylin : Italy's diverse import portfolio from Türkiye suggests a strong economic partnership. Vehicles contribute to their transportation sector, machinery supports industrial growth, iron and steel are crucial for construction and manufacturing.

Emrah : It's clear that Türkiye has diverse export products that are highly valued in various countries, and it seems like they have established strong trade relationships in different sectors.

Aylin : Definitely. Understanding these export products and their values helps us see the economic ties between Türkiye and these countries. This is evidence of Türkiye's versatility in meeting the specific needs of each trading partner.

1. What are the primary exports from Türkiye to Germany?

A. Vehicles
B. Machinery, nuclear reactors, and boilers
C. Pearls, precious stones, and metals
D. Iron and steel

2. Why does Germany rely on machinery, nuclear reactors, and boilers from Türkiye?

A. To boost its tourism industry
B. To support its flourishing car industries
C. To enhance manufacturing processes and stay technologically advanced
D. To meet consumer needs in the fashion sector

3. What is one of the top export products from Türkiye to the United Kingdom?

A. Pearls, precious stones, and metals
B. Vehicles
C. Iron and steel
D. Machinery, nuclear reactors, and boilers

4. According to Aylin, why does the United Kingdom benefit from Türkiye's machinery exports?

A. To boost its tourism industry
B. To enhance its manufacturing processes and infrastructure
C. To support its flourishing car industries
D. To meet consumer needs in the fashion sector

5. Which two countries receive significant vehicle exports from Türkiye, according to the dialogue?

A. Germany and Iraq
B. United Kingdom and Italy
C. Germany and United States
D. Iraq and United States

6. **What does the dialogue suggest about Türkiye's exports to Iraq?**
   A. Luxury items are highly valued.
   B. Machinery is the top export product.
   C. Precious materials have no significant demand.
   D. There is no mention of exports to Iraq.
7. **Which term is used to describe the economic ties between Türkiye and other countries?**
   A. Economic dominance
   B. Economic rivalry
   C. Economic versatility
   D. Economic isolation
8. **According to Emrah, what is clear about Türkiye's export products?**
   A. They are limited to a specific sector.
   B. They are not valued in various countries.
   C. They only include luxury items.
   D. They are diverse and highly valued in various countries.
9. **Why does Aylin consider understanding Türkiye's export products important?**
   A. To showcase Türkiye's economic dominance
   B. To identify areas of economic rivalry
   C. To assess economic isolation
   D. To gain insight into the economic ties with other countries
10. **What does Aylin believe Türkiye's diverse export products to different countries demonstrate?**
    A. Strong economic partnership and versatility
    B. Lack of versatility
    C. Weak economic ties
    D. Limited trade relationships

ACTIVITY 1.12

Make sentences using the data from Table 1-5 as in the example.

- Türkiye exported [**value**] worth of [**product**] to [**country**] in [**year**].
- The value of [**product**] exports from Türkiye to [**country**] was [**value**] in [**year**].
- In [**year**], Türkiye's exports of [**product**] reached [**value**] from [**country**].
- [**Country**] received exports of [**product**] from Türkiye at [**value**] in [**year**].

Example: Türkiye exported **$3.17 billion** worth of **vehicles other than railway, tramway** to **Germany** in **2022**.

ACTIVITY 1.13

Work in pairs. Ask and answer the questions about the tables. Write down the answers in your notebooks.

1. **Which country received the most exports from Türkiye in 2022, and how much was it worth?**
2. **What were the top three things Türkiye sent to Germany in 2022, and how much were they worth?**
3. **What was the main thing Türkiye sent to the United States in 2022, and how much was it worth?**
4. **Find a product Türkiye exported to both Iraq and the United Kingdom. Which country got more of this product?**

LESSON 2 EXPORT TERMS

WARM UP

Work in pairs and discuss these questions.

1. **What are the main differences between import and export?**
2. **What are the benefits of exporting for a country? Which countries are Türkiye's major trading partners for exports?**

ACTIVITY 2.1

Read the text below. Then, write the names of the parties to an export transaction next to their definitions in the table.

THE CONCEPT OF EXPORT

Exporting is important because it helps a country and companies in that country grow and increase their competitive capacity. Exporting is the business of selling products produced in a country to other countries. An exporter is a person or company that sells products or services from one country to another. Exporters try to reach customers in other countries and examine the markets in these countries to sell their products and services. The companies are obliged to bring the export proceeds into the country.

PARTIES TO AN EXPORT TRANSACTION

There are four parties in the exporting process. The applicant ensures that a letter of credit is issued in favour of the beneficiary. The issuing bank that issues a letter of credit bears the responsibility of irrevocable payment liability for the beneficiary. The beneficiary is the one for whom a letter of credit is issued.



1. .....: It is the company that brings goods into its country. It is the importing party.
2. .....: It is the bank that the importer company works with.
3. .....: It is also called the exporter.
4. .....: It is the bank that the exporter company works with.

ACTIVITY 2.2

Read the text and analyze the table. Then, write True or False for the statements.

THE EXPORT PROCESS

The export process begins when an exporter finds a buyer abroad. Then, the process becomes final with the drawing up of a sales agreement. The process is concluded when the export proceeds are

brought into the country after the terms of the agreement are fulfilled. The export process runs as explained below.



1. (....) The export process begins when an importer finds a seller abroad.

2. (....) Drawing up a sales agreement is essential for the export process.

3. (....) At the red line, only the documentary check is carried out.

4. (....) At the blue line, physical controls are carried out.

5. (....) The export proceeds are brought into the country at the end of the export process.

ACTIVITY 2.3

Analyze the table below carefully. Then, match the types of export with sample situations in the box. One is extra.



TYPES OF EXPORT

IN TERMS OF THE EXPORT LEGISLATION	IN TERMS OF THE COUNTRIES FOR EXPORTS	IN TERMS OF THE EXPORTED PRODUCTS	IN TERMS OF THE METHOD OF ENTRY TO THE INTERNATIONAL MARKET	OTHER TYPES OF EXPORT
• Non-specific export • Exports subject to registration • Export on consignment • Export on credit • Export of the imported goods • Export to free zones • Export through counter purchase or bartering • Export through commercial leasing	• Export to EU countries • Export to countries with whom free trade agreements were signed • Export carried out within the scope of Generalized System of Preferences	• Export of herbs and herbal products • Export of live animals and animal products • Export of products requiring analysis • Export of products subject to quota • Export of goods subject to preliminary permit	• Direct export • Indirect export	• Free export • Transit trade • Export to be carried out by overseas contractors • Export without returns • Participation at fairs and exhibitions abroad • Temporary export • Border and coastal trade • Indirect offset

TYPES OF EXPORT	SAMPLE SITUATIONS	
a. Export on credit **b.** Export to free zones **c.** Non-specific export **d.** Export through counter purchase or bartering **e.** Export of the imported goods **f.** Export on consignment	1. Sending goods to a branch office in Britain before the final sales transaction is concluded. 2. A type of export that makes it possible to exceed the time limit stipulated by law regarding bringing TL (Turkish Lira) into Türkiye. 3. Sending leather products to İzmir Free Zone for a leather company doing business in İzmir Free Zone. 4. A type of export that is not within the scope of any prohibitions or quotas. 5. Exporting digital broadcast devices from Türkiye to Russia in exchange for the importation of electrical energy from Russia.	....

ACTIVITY 2.4

Match the following terms with their definitions below. Write the correct letters next to the definitions.



a. exports

b. consignment

c. export proceeds

d. consignee

e. V.A.T (Value Added Tax)

f. consignor

g. free-trade zone

h. merchandise

i. certificate of origin

j. freight

k. waybill

l. direct exporting

m. indirect exporting

n. certificate of conformity

1. (....) Items that are bought and sold.

2. (....) A commercial location free from customary regulations and levies.

3. (....) Delivery of goods to a company after an order.

4. (....) Direct sale from an exporter to an importer in another country.

5. (....) The person or business that formally receives goods.

6. (....) Sale made by the exporter to the buyer through a domestic intermediary.

7. (....) The person or business that sells or ships goods.

8. (....) A manufacturer's signed declaration confirming that a product meets specific technical standards.

9. (....) A list of goods or passengers being transported by a company.

10. (....) Cargo items transported by ship, truck, train or aircraft.

11. (....) Goods or services manufactured domestically but sold to a foreign customer.

12. (....) A document indicating the origin of the goods.

13. (....) A type of tax that buyers of products and services must pay.

14. (....) Money received from the export of goods and services.

ACTIVITY 2.5

Read the dialogue and choose the best answer for the questions below.



Mr Walker : It's come to my attention that we've been having some non-payment issues with some of our foreign clients. I'm getting worried about that.

Mrs Wilson : That's something I've also observed. It's starting to feel like a headache. Have you identified which specific clients are to blame for this issue?

Mr Walker : Yes, it appears to be centred in a few areas. Late payments are a problem for our cash flow. Do you have any suggestions on how to deal with this?

Mrs Wilson : We should think about doing more extensive credit checks on our potential clients before signing contracts with them.

Mr Walker : That's correct. It could be a good idea to consider providing early payment discounts.

Mrs Wilson : That's a good suggestion.

Mr Walker : What about the clients who have already fallen behind on their payments? Can we find a solution without damaging our mutual trust?

Mrs Wilson : We should get in touch with them directly. We should understand their circumstances and determine whether any negotiations are possible.

Mr Walker : Maybe, they are having financial difficulties, in which case we could arrange a repayment plan.

Mrs Wilson : Right. When dealing with foreign clients, we should take this experience into account and revise our risk assessment.

Mr Walker : Certainly.

1. What is Mr Walker's main concern about the foreign clients?

A. Delayed shipments
B. Quality of products
C. Non-payment issues

2. What is the possible solution to address the non-payment issues?

A. To offer early payment discounts
B. To extend the duration of contracts
C. To reduce the quality of the goods

3. What does Mrs Wilson offer to deal with clients who have fallen behind on their payments?

A. To take immediate legal action
B. To communicate with them
C. To ignore the problem

ACTIVITY 2.6

Analyze the table about Türkiye's exports by country and year. Then, complete the sentences using the data in the table.



TOP 20 COUNTRIES IN EXPORTS (MILLION DOLLARS)

Rank	COUNTRY	YEARLY			JANUARY-JULY			JULY		
		2021	2022	Ratio %	2022	2023	Ratio %	2022	2023	Ratio %
1	Germany	19.311	21.142	8,3	12.109	12.383	8,6	1.488	1.677	8,3
2	Italy	11.473	12.386	4,9	7.504	7.266	5,1	897	1.103	5,5
3	USA	14.720	16.885	6,6	9.931	8.488	5,9	1.304	1.101	5,5
4	Iraq	11.126	13.750	5,4	7.349	6.651	4,6	1.000	979	4,9
5	England	13.704	13.005	5,1	7.497	6.959	4,9	1.014	962	4,8
6	Russian Federation	5.774	9.343	3,7	3.636	6.620	4,6	729	806	4,0
7	France	9.111	9.535	3,8	5.406	6.026	4,2	593	805	4,0
8	Spain	9.620	9.654	3,8	5.879	5.997	4,2	608	784	3,9
9	Romania	5.175	6.948	2,7	4.126	4.050	2,8	453	728	3,6
10	UAE	5.493	5.253	2,1	2.823	3.791	2,6	310	700	3,5
11	Netherlands	6.765	8.026	3,2	4.832	4.171	2,9	632	580	2,9
12	Poland	4.674	5.418	2,1	3.225	3.328	2,3	372	485	2,4
13	Greece	3.119	3.303	1,3	2.001	2.366	1,6	249	480	2,4
14	Israel	6.356	7.032	2,8	4.178	3.337	2,3	461	411	2,0
15	Belgium	4.899	4.779	1,9	2.885	2.546	1,8	366	392	2,0
16	Bulgaria	3.953	4.722	1,9	2.933	2.477	1,7	510	372	1,9
17	Canada	1.687	1.888	0,7	1.186	1.047	0,7	131	343	1,7
18	Ukraine	2.901	3.059	1,2	1.234	2.081	1,5	268	286	1,4
19	Algeria	1.698	2.068	0,8	1.183	1.380	1,0	173	252	1,3
20	Kazakhstan	1.288	1.606	0,6	744	1.575	1,1	114	241	1,2
	Total	142.847	159.801	62,9	90.661	92.539	64,5	11.671	13.487	67,1

1. ..... ranked first in Türkiye's exports.

2. Exports to the Russian Federation in ..... accounted for 3,7% of total exports.

3. Türkiye's exports to ..... totalled 9.111.000.000 USD in 2021.

4. Exports to ..... accounted for 3,9% of total exports in July 2023.

5. The total value of exports to the top 20 countries in ..... was 142.847.000.000 USD.

ACTIVITY 2.7

Read the excerpt from a bulletin of the Turkish Statistical Institute. Then, write True or False for the statements below.



GERMANY RANKS FIRST IN EXPORTS IN JUNE 2023

Germany ranked first in exports in June. Exports to Germany amounted to $1.78 billion. The USA followed Germany with $1.33 billion. The United Kingdom ranked third with $1.06 billion. Italy ranked fourth with $1.01 billion, followed by Iraq with $986 million. Exports to the top five countries accounted for 29,6% of total exports.

Germany ranked first in exports in the January-June period as well. Exports to Germany amounted to $10.70 billion. The USA followed Germany with $7.38 billion. Italy ranked third with $6.16 billion. The United Kingdom ranked fourth with $5.99 billion, followed by the Russian Federation with $5.81 billion. Exports to the top five countries accounted for 29,2% of total exports.

1. (....) The USA was the top country in exports in June 2023.

2. (....) Italy ranked third in exports with $1.01 billion.

3. (....) With $986 million, Iraq ranked fifth in exports.

4. (....) The value of exports to the United Kingdom was higher than that to the Russian Federation in the January-June period.

5. (....) 70,8% of total exports was made to countries other than the top five countries in the January-June period.

ACTIVITY 2.8

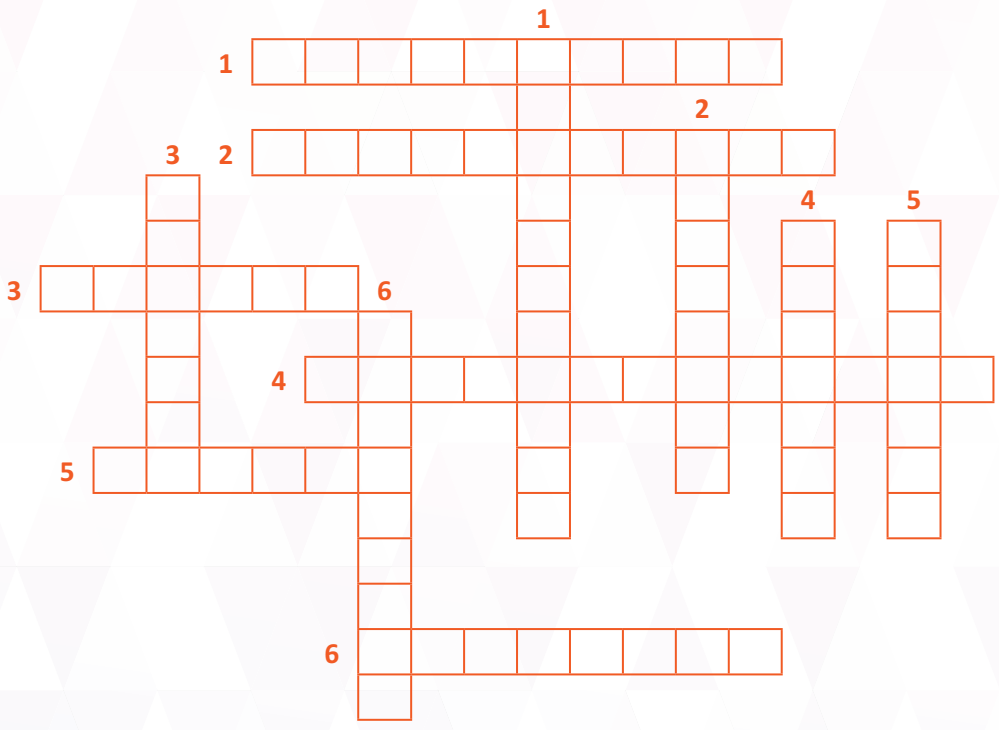
Work in pairs and express your opinions about the questions below.



1. **How does exporting benefit a country?**
2. **What are Türkiye's most exported products?**
3. **What are the most exported products in your province?**
4. **Can exporting be risky for a country? Why or why not?**

ACTIVITY 2.9

Read the explanations related to export terms. Do the crossword puzzle.



Across:

1. The process of examining and verifying the quality, condition and compliance of goods before shipping or receiving.
2. A document that lists the contents, quantities, and packaging details of a shipment.
3. A tax or duty imposed on imported or exported goods by a government to regulate trade and generate revenue.
4. The collection of paperwork, including invoices, certificates and licenses, required for international trade and customs clearance.
5. Goods or cargo carried by ship, train, truck, or airplane.
6. A person, company, or entity that sells and ships products or goods to another country.

Down:

1. Goods sent by an exporter to an agent or consignee in another location or country for sale on their behalf.
2. A person, company, or entity that buys and receives products or goods from another country.
3. A company or entity responsible for transporting goods, often by sea or air, in the logistics chain.
4. The government agency responsible for regulating the import and export of goods, collecting duties, and enforcing trade laws.
5. A bill or statement provided by the seller to the buyer, detailing the products or services provided and their costs.
6. A standardized metal box used for transporting goods, making shipping more efficient and secure.

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. What did you learn in this lesson about export products?

2. What was the most challenging part of this lesson, and how did you overcome it?

3. How do you plan to use what you've learned in this lesson for your studies or future career?

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- export .....
- trading volume .....
- tax number .....
- customs consultant .....
- profit .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. What is the main purpose of exporting?

A. To reduce a country's revenue
B. To promote economic growth
C. To increase unemployment rates
D. To limit production

2. What does exporting help in?

A. Weakening a country's economy
B. Reducing job opportunities
C. Strengthening a country's economy and creating jobs
D. Encouraging domestic production only

3. Why is it important to have everything in writing when signing a sales agreement?

A. To avoid misunderstandings later
B. To speed up the process
C. To allow for verbal changes
D. To reduce documentation

4. How does exporting provide a company access to the international market?

A. By enabling a smaller trading volume
B. By facilitating a larger trading volume
C. By restricting opportunities
D. By limiting customer reach

5. How does exporting often lead to more production and more jobs?

A. By lowering production volumes
B. By increasing production costs
C. By having no impact on production
D. By raising production volumes

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about export terms?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- increase .....
- issue .....
- exporter .....
- letter of credit .....
- free zone .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Why is exporting important for a country?**
   A. It fosters economic development and boosts the nation's ability to compete internationally.
   B. The value of a foreign currency may decline depending on exchange rate agreements in effect.
   C. Small and medium-sized firms or governments may experience difficulties in logistics.
   D. It is advantageous when domestic industries are unable to produce similar products cheaply or efficiently.
2. **What is the name of the party who ensures that a letter of credit is issued in favour of the beneficiary in an export transaction?**
   A. Issuing bank
   B. Beneficiary's bank
   C. Applicant
   D. Exporter
3. **What is the bank with which the exporter company works called?**
   A. The importer's bank
   B. The issuing bank
   C. The beneficiary's bank
   D. The intermediary bank
4. **What does the export process begin with?**
   A. VAT procedures
   B. Finding an importer
   C. Selling raw materials
   D. Producing products domestically
5. **What is the type of export that is NOT covered by any prohibitions or quotas?**
   A. Export on consignment
   B. Non-specific export
   C. Export to free zones
   D. Export on credit



UNIT 5

DELIVERY AND PAYMENT



LESSON 1 DELIVERY TRANSACTIONS
LESSON 2 PAYMENT TRANSACTIONS

LESSON 1 DELIVERY TRANSACTIONS

WARM UP

Work in pairs and discuss these questions.

1. **What types of methods do you know for delivering goods, and which one do you believe is the most secure or safest? Why?**
2. **Have you ever had an item delivered to your home that was damaged during transit? How did you feel? In your opinion, what can you do to prevent these kind of damages?**

ACTIVITY 1.1

Read the paragraph. Choose the best transportation method (air, land or sea) for each item.

DELIVERY METHODS

Choosing the right delivery method is vital to ensure products reach their destinations in excellent condition. The choice between air, land and sea freight depends on factors such as the nature of the items, distance, speed, cost and environmental impact.

Air freight is fast and good for far distances, especially for important or easily spoiled items, but it costs more. Land freight, which includes road and rail transport, is a balanced option. It balances between speed and cost, which works well for nearby shipments. Then, sea freight is cheaper and can handle lots of items, which is great for big loads, even though it takes more time. It's also important to think about the environment. Sea and rail freight are kinder to the environment compared to air freight. By carefully evaluating these factors, companies can pick the best delivery method to make customers happy and still save money and help the environment.

ITEMS



1. Fresh fruits and vegetables



2. Petroleum products



3. Furniture and heavy machinery



4. Raw materials for manufacturing



5. Perishable goods like flowers



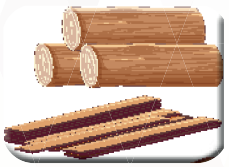
6. Laptops and smartphones



7. Frozen seafood



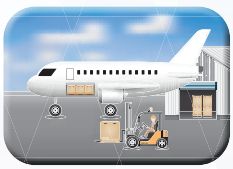
8. Medical supplies and vaccines



9. Timber and logs

DELIVERY METHODS

1. ....
2. ....
3. ....
4. ....
5. ....
6. ....
7. ....
8. ....
9. ....



A. Air Transport



B. Land Transport



C. Sea Transport

ACTIVITY 1.2

Work in pairs. Briefly explain why you chose the transportation method in the previous activity. Think about the item's nature, weight, size, urgency, and any special needs. Use simple sentences for your explanations. An example is given below.

Item : Frozen seafood
Transportation Method : A (Air Transportation)
Reason : I chose air transportation because frozen seafood needs fast delivery to stay fresh, and planes can do that.

ACTIVITY 1.3

Read the text and answer the following questions.



INCOTERMS

It's called international trade when goods are bought and sold between different countries. This is important because not all countries produce everything they need, so they rely on goods from other places. For example, some countries might be really good at making electronics, while others might be better at growing fruits.

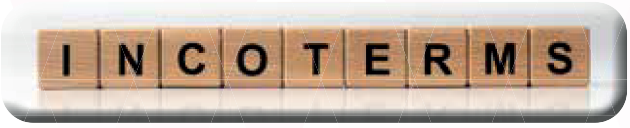
"INCOTERMS" stands for "International Commercial Terms" and they are important for international trade. These are a set of rules that say how goods are delivered in trade deals. These rules are made by the International Chamber of Commerce (ICC). They show who is responsible for what and how costs are shared between the seller (who sends goods) and the buyer (who receives goods).

INCOTERMS help prevent problems and save time and money in trade. They were first made in 1936 and updated in 2010 and 2020. The latest version, INCOTERMS 2020, started on January 1, 2020.

1. **What is international trade, and why is it important?**
   .....
2. **What does "Incoterms" stand for, and what is their purpose?**
   .....
3. **Who creates the rules known as INCOTERMS, and what do these rules explain?**
   .....
4. **How do INCOTERMS help in international trade, and what problems do they prevent?**
   .....
5. **When were the INCOTERMS first introduced, and when did the latest version, INCOTERMS 2020, begin?**
   .....

ACTIVITY 1.4

a. Match the INCOTERMS items with their meanings.



ITEMS:

EXW ...	FAS ...	CFR ...	CIF ...
FCA ...	FOB ...	CPT ...	CIP ...
DAP ...	DPU ...	DDP ...	

b. Match the INCOTERMS items with their uses.

MEANING:		USE:
A Free On Board	(....)	1 Main Carriage Paid: Seller delivers the goods to the carrier or another person nominated by the seller at a named place, provides insurance, and risk transfers to the buyer upon delivery to the carrier.
B Cost and Freight	(....)	2 Departure: Goods are ready for pickup at the seller's premises.
C Carriage and Insurance Paid to	(....)	3 Main Carriage Unpaid: Seller delivers the goods alongside the vessel at the port of shipment.
D Delivered Duty Paid	(....)	4 Main Carriage Paid: Seller delivers the goods on board the vessel, pays for transportation to the named port of destination, provides insurance, and risk transfers to the buyer upon delivery on board the vessel.
E Free Carrier	(....)	5 Main Carriage Paid: Seller delivers the goods to the carrier or another person nominated by the seller at a named place, and risk transfers to the buyer upon delivery to the carrier.
F Delivered at Place	(....)	6 Main Carriage Paid: Seller delivers the goods on board the vessel, pays for transportation to the named port of destination, and risk transfers to the buyer upon delivery on board the vessel.
G Ex Works	(....)	7 Arrival: Seller delivers the goods at a named place of destination, cleared for import, and unloaded from the arriving means of transport.
H Carriage Paid To	(....)	8 Main Carriage Unpaid: Seller delivers the goods on board the vessel at the port of shipment.
I Cost, Insurance and Freight	(....)	9 Arrival: Seller delivers the goods at the named place of destination, cleared for import, and pays all duties and taxes.
J Delivered at Place Unloaded	(....)	10 Main Carriage Unpaid: Seller delivers the goods, cleared for export, to the carrier nominated by the buyer at a specified place.
K Free Alongside Ship	(....)	11 Arrival: Seller delivers the goods at a named place of destination, cleared for import, and not unloaded from any arriving means of transport.

ACTIVITY 1.5

Read the information in the table and decide if the sentences below are True or False.

RESPONSIBILITIES OF PARTIES ACCORDING TO INCOTERMS	
EXPORTER	**IMPORTER**
• Preparing goods in line with the contract • Obtaining permits and authorizations, fulfilling procedures • Assuming the risk of loss and damage to goods • Arranging insurance contracts • Distributing expenses according to contract terms • Preparing delivery documents • Performing checks, packaging, and related processes • Executing the delivery and shipment of goods • Informing the importer about shipment procedures • Other responsibilities (taxes, fees, etc.)	• Payment of the value of goods • Obtaining permits and authorizations, fulfilling procedures • Assuming the risk of loss and damage to goods • Arranging insurance contracts • Taking delivery of goods • Distributing expenses according to contract terms • Accepting delivery documents • Inspecting and checking the goods • Informing the exporter of the receipt of goods • Other responsibilities (taxes, fees, etc.)



1. (....) Exporters are responsible for arranging insurance contracts.

2. (....) Importers are responsible for preparing delivery documents.

3. (....) Exporters have no responsibility related to the risk of loss and damage to goods.

4. (....) Importers are responsible for paying the value of goods.

5. (....) Both exporters and importers have responsibilities related to permits and authorizations.

6. (....) Exporters are responsible for informing importers about shipment procedures.

7. (....) Importers do not have any responsibilities related to expenses according to contract terms.

8. (....) Importers are responsible for executing the delivery and shipment of goods.

ACTIVITY 1.6

Complete the table with the given responsibilities of "the buyer" and "seller".



a. They will cover insurance costs from Çorum to the Edirne Kapıkule Border Gate.

b. They will obtain necessary permissions for import and complete customs procedures, including Bulgaria, Croatia, Serbia and Slovenia customs, and pay taxes.

c. They will carry out production, inspection, packaging and labeling of the goods.

d. They will receive the goods at B** Machinery Import Trade Limited Company / S.S. 9** KM 78** ALTAMURA – ITALY address, unloaded from the transport vehicle.

e. They will deliver the goods by unloading them from the transport vehicle at the location specified by the seller.

f. The goods will pass through the customs of Türkiye, Bulgaria, Croatia, Serbia and Slovenia in sequence. The buyer will cover insurance costs from the Kapıkule Border Gate onwards.

g. They will arrange a road transport contract for the delivery of goods in empty condition. The delivery will be made to the buyer's address at the seller's location.

h. They will obtain necessary permissions for export, complete customs procedures, and pay taxes.

M** Makina İmal.İth.İhr.Ürt.San.Tic.Ltd.Şti. P****** OSTİM Sanayi Bölgesi **. Cadde No:19/1 Merkez/ANKARA - TÜRKİYE	K** Machinery Import Trade Limited Company S.S. 9** KM 78**** ALTAMURA – ITALY
SELLER'S RESPONSIBILITIES	**BUYER'S RESPONSIBILITIES**
•	• .....
•	• .....
•	• .....
•	• .....
•	• .....
•	• .....
•	• .....
•	• .....

ACTIVITY 1.7

Read the dialogue below, and choose the best answer for the questions related to the DPU term.

Alex : Hi Emily, I've been reading about different ways to export goods. Can you explain the "Delivered at Place Unloaded" method and the responsibilities of exporters and importers?

Emily : Sure, Alex! "Delivered at Place Unloaded (DPU)" means that the exporter is responsible for unloading the goods at the location the importer specifies. The exporter carries the risks until the goods are safely unloaded from the transportation vehicle.

Alex : Got it. So, what exactly are the responsibilities of the exporter in this method?

Emily : The exporter has a few important tasks to handle. First, they need to make sure the goods are safe and properly packaged. They also have to label the items correctly. Additionally, they are responsible for loading the goods onto the transportation vehicle and arranging transportation. And, of course, they need to unload the goods at the destination.

Alex : That sounds like a lot of steps. What about the importer's responsibilities?

Emily : You're right, there are quite a few steps to consider. Now, for the importer, their main task is to make sure they have the necessary permissions for import. This includes dealing with customs procedures and paying any import taxes or fees. They also need to take care of the insurance for the goods after unloading.

Alex : So, the exporter is responsible for unloading, but what happens after that?

Emily : Exactly. The exporter's responsibility ends once the goods are safely unloaded. From that point on, it's the importer's responsibility to take care of the goods and handle any further processes.

Alex : I see. It's important for both parties to work together to make sure everything goes smoothly.

Emily : Absolutely, Alex. Clear communication and understanding of each party's responsibilities are key to a successful transaction.

Alex : Thanks for explaining that, Emily. It's a bit complex, but I think I understand the basics now.

Emily : You're welcome, Alex! Don't hesitate to ask if you have more questions. It's great that you're learning about the ins and outs of international trade!

1. What does "Delivered at Place Unloaded (DPU)" mean in exporting?

A. The importer unloads the goods at the destination.

B. The exporter unloads the goods at the destination.

C. The goods are not unloaded during transportation.

D. The transportation company unloads the goods at the destination.



2. What are the responsibilities of the exporter in the "DPU" method?

A. Unloading the goods, arranging transportation, and obtaining import permits

B. Packaging the goods and handling customs procedures

C. Unloading the goods, packaging, labeling, and arranging transportation

D. Organizing insurance for the goods after unloading

3. In the "DPU" method, when does the exporter's responsibility for the goods end?

A. After obtaining import permits

B. After the goods are safely unloaded from the transportation vehicle

C. After the goods are packaged and labeled

D. After the goods are inspected by the importer

4. What is one responsibility of the importer in the "DPU" method?

A. Paying import taxes or fees

B. Loading the goods onto the transportation vehicle

C. Arranging transportation for the goods

D. Ensuring proper packaging of the goods

5. Which party carries the risks until the goods are unloaded in the "DPU" method?

A. Importer

B. Shipping company

C. Customs authorities

D. Exporter

6. **What should the importer handle after the goods are safely unloaded in the "DPU" method?**

A. Packaging and labeling

B. Exporting the goods

C. Necessary permissions for import and insurance

D. Organizing transportation for the goods to the final destination

7. What is emphasized as key to a successful transaction in international trade?

A. Limited market reach

B. Clear communication

C. Increased import taxes

D. Flexible payment terms

8. Who is responsible for dealing with customs procedures in the "DPU" method?

A. Importer

B. Exporter

C. Customs authorities

D. Shipping company

ACTIVITY 1.8

Read the text carefully and determine whether each responsibility belongs to "the buyer" or "the seller". Complete the sentences below.



DELIVERY AT WORKPLACE - EXW (EX WORKS)

In the EX WORKS (EXW) delivery method, the seller has the lowest risk. They are responsible for storage, export packaging (including inspection and labeling) and ensuring that the goods are ready for transport. However, it is important to understand that some tasks and costs move to the buyer as the process progresses.

The buyer takes responsibility for origin loading, domestic transportation, port delivery expenses, sea or air transportation freight, customs arrival (delivery) expenses, customs procedures, customs duties, and destination delivery. The seller delivers the goods to the agreed location, such as a factory, warehouse or office, on the specified delivery date. The seller hands over the goods to the buyer. Until the goods are delivered, the seller covers all expenses and accepts the risk of loss or damage to the goods.

The seller informs the buyer when the goods are ready for delivery and helps with obtaining the necessary export documents. If the buyer asks, the seller can organize transportation, but the buyer pays for it and takes on any risk. The seller gives the needed transportation document for the buyer to get the goods at the destination.

In EXW, insurance is not required, but it's common for both the buyer and seller to get their own insurance to cover their roles. After receiving the goods, all expenses are the buyer's responsibility. This delivery method is the riskiest for the buyer, as the risk of loss or damage to the goods shifts entirely to them after delivery, which occurs at the seller's office.

1. The ..... is responsible for storage.
2. The ..... is responsible for export packaging (inspection, labeling).
3. The ..... is responsible for origin loading.
4. The ..... is responsible for domestic transportation.
5. The ..... is responsible for port delivery expenses.
6. The ..... is responsible for forwarder (intermediary-sender) expenses.
7. The ..... is responsible for sea or air transportation freight.
8. The ..... is responsible for customs arrival (delivery) expenses.
9. The ..... is responsible for customs procedures.
10. The ..... is responsible for customs duties.
11. The ..... is responsible for destination delivery.

ACTIVITY 1.9

K Makina İmal.İth.İhr.Ürt.San.Tic.Ltd.Şti. will import machinery to S** Machinery Import Trade Limited Company. Below are the extracts from a dialogue between their representatives. Analyze the sentences and identify whether they belong to the seller K** Makina Ltd.Şti. or the buyer S** Trade Co. Write the number of the sentence to the related box.**

THE SELLER	
K Makina Ltd.Şti.** P****** Organize Sanayi Bölgesi **. Cadde No:19/7 Merkez/ÇORUM - TÜRKİYE	.....
THE BUYER	
S** Machinery Import **Trade** Limited **Co.** S.S. 9** KM 78**** Zurich– Switzerland	.....

1. We will load goods onto trucks or containers at the point of origin.
2. We will organize transportation within Türkiye to ensure the goods reach the port safely.
3. We are responsible for all expenses for delivering goods to the port of departure.
4. We will arrange intermediary services and associated expenses.
5. We will cover freight costs for shipping goods via sea or air.
6. We will cover expenses incurred upon arrival of goods at the customs port.
7. We will handle all customs procedures required for importation.
8. We will pay customs duties upon importation.
9. We will arrange and cover delivery expenses for goods to the final destination.
10. We will store goods at our warehouse facility.
11. Our team ensures all packaging, inspections and labeling are completed according to the export requirements.

ACTIVITY 1.10

Match each word from the text with its definition.

1. Domestic transportation
2. Transport
3. Inspection
4. Origin loading
5. Labeling
6. Export packaging
7. Seller
8. Storage
9. Port delivery expenses
10. Buyer

a. The party selling goods or services.
b. The party purchasing goods or services.
c. The act of storing goods in a designated place.
d. Packaging designed for international shipment, including protection, documentation, and labeling.
e. The process of examining or evaluating goods to ensure they meet specific requirements or standards.
f. Attaching identifying information to goods, such as barcodes or labels.
g. The process of moving goods from one place to another.
h. Loading goods onto vehicles or containers at the point of origin.
i. Transportation within the country where the goods are located.
j. Expenses associated with delivering goods to a port for shipment.

LESSON 2 PAYMENT TRANSACTIONS

WARM UP

Work in pairs and discuss these questions.

1. **What payment methods do you use for shopping? What payment methods are used in trade?**
2. **What are the advantages of advance payment for exporters?**

ACTIVITY 2.1

Read the text and do the following exercises.

PAYMENT TRANSACTIONS



Payments are made voluntarily by one party, such as a person or business, to another in exchange for goods or services that were delivered by the other party. Payments can be made in cash or with things of value.

Payment transactions are especially significant in international trade due to the complexity of cross-border transactions. Currencies, payment systems and regulations may vary from country to country. The risks involved in doing business internationally can be reduced with the use of reliable payment methods and clear payment terms.

In export and import processes, conducting payment transactions systematically is very important. Payment transactions are one of the most essential elements of export and import processes. When payment methods are not clearly defined in the sales agreement, it leads to disputes during and after the sale. In order for payment and collection transactions in export and import processes to be carried out securely, systematic payment methods that are internationally valid are used. In foreign trade, there are at least four parties involved in payment methods. These parties are the exporter, the importer, the exporter's bank, and the importer's bank. The exporter and the importer are the trading parties, while the banks facilitate secure payment and collection processes.

There isn't a single payment method that works in every circumstance. Although paying in cash in advance carries the lowest level of risk for exporters, many customers who engage in international trade cannot or do not want to pay in advance. Luckily, different payment options are available for international trading. Each payment option offers advantages and disadvantages, allowing businesses to pick the best payment option carefully.

a. Look at the payment methods in foreign trade. Match each method with its definition.

PAYMENT METHODS:		DEFINITIONS:
A Cash Before Delivery (CBD) (Cash Payment / Advance Payment / Prepayment)	(....)	1 Payment made when the necessary documents, such as invoices and bills of lading, are presented to the buyer.
B Letter of Credit (L/C)	(....)	2 A bank's irrevocable promise to pay the beneficiary a specified amount on a specified date upon presentation of compliant documents.
C Cash Against Goods	(....)	3 Goods sent by a manufacturer to a retailer without payment upfront, with payment occurring after the goods are sold.
D Payment Against Documents	(....)	4 A credit arrangement where goods or services are provided on credit terms, and payment is settled later.
E Open Account	(....)	5 Exchange of goods or services directly without using currency, often used in international trade.
F Counter Trade	(....)	6 Payment made in advance before the delivery of goods or services.
G Consignation	(....)	7 Payment made upon receipt of the goods, usually in cash.
H Offset Payment	(....)	8 A form of payment where a buyer's obligation is offset by a corresponding obligation of the seller.
I Acceptance Credit	(....)	9 A credit arrangement where a draft is drawn on and accepted by the buyer, who promises to pay on a future date.
J Bank Payment Obligation (BPO)	(....)	10 A financial instrument issued by a bank to guarantee payment to a seller upon the receipt of specified documents.

b. Choose the best answer for the questions related to the text.

1. What is the primary purpose of clearly defining payment methods in a sales agreement?

A. To ensure a speedy delivery process
B. To facilitate communication between banks
C. To avoid disputes during and after the sale
D. To establish government regulations

2. In foreign trade, how many parties are typically involved in payment methods?

A. Two parties
B. Three parties
C. Four parties
D. Five parties

3. What roles do the exporter and the importer play in payment transactions?

A. They facilitate secure payments.
B. They are responsible for banking operations.
C. They are the trading parties.
D. They provide insurance for the goods.

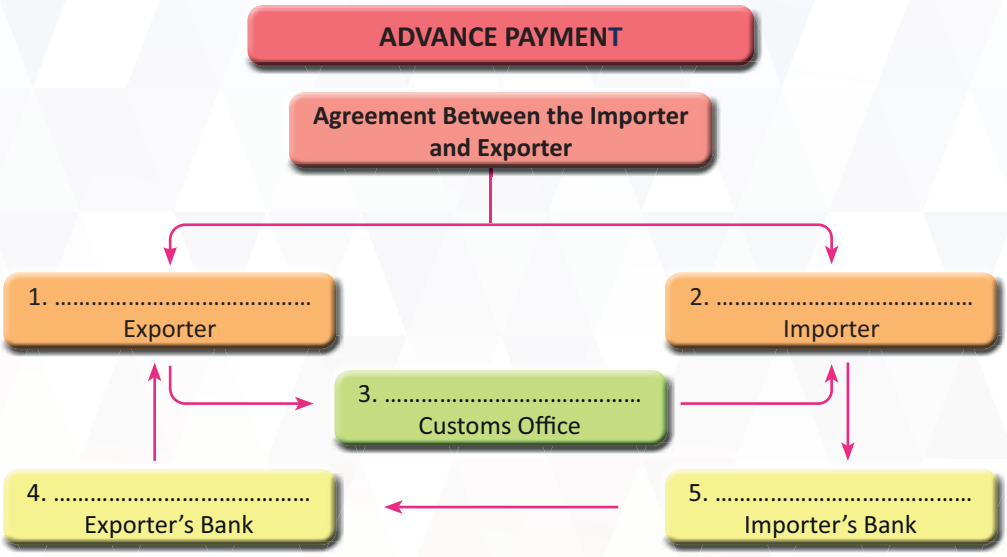
ACTIVITY 2.2

Analyze the information below. Then, write the names of the Exporter, Importer, Customs Office, Exporter's Bank and Importer's Bank in the diagram.

The pro forma invoice submitted to the K** Trade Company by the M** Machinery Ltd. Company has been accepted, and a sales agreement has been drawn up by the parties. The information regarding the companies and the terms of payment specified in the sales agreement for the payment of the cost are as follows:

Name and address of the seller company:	**M** Machinery Ltd. Company** P****** Organize Sanayi Bölgesi **. Cadde No:19/1 Merkez/ÇORUM - TÜRKİYE
Name and address of the buyer company:	**K** Trade Company** S.S. 9** KM 78**** ALTAMURA – ITALY

RESPONSIBILITIES OF THE SELLER	RESPONSIBILITIES OF THE BUYER
• M** Machinery Ltd. Company does business in Türkiye and deals with the manufacturing of milling machines and machine parts. • The Seller has an agreement with the AB** Bank. • The cost is €25.000. • After the price of the goods is received, the goods will leave from Muratbey Customs Office. • Necessary documents (invoice, weight list, waybill, certificate of origin, certificate of circulation, etc.) will be sent to the CD** Bank via mail.	• K** Trade Company does business in Italy and deals with the manufacturing of agricultural products. • The Buyer has an agreement with the CD** Bank. • After the payment of the cost, the goods will be taken from Muratbey Customs Office.



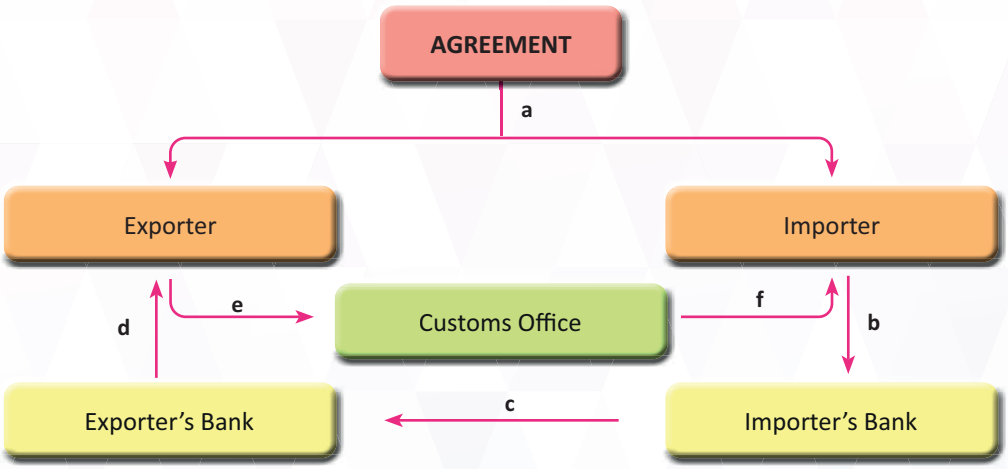
ACTIVITY 2.3

Read the text and study the diagram below. Then, write True or False for the statements.

Advance Payment

In advance payment, the price of the goods is paid to the exporter before the importer receives the goods, and the exporter sends the goods after the payment is made. The importer company undertakes the risk in advance payment. The exporter receives the price of the goods via bank transfer and then sends the goods.





a. agreement | **b.** order | **c.** wire transfer | **d.** bank transfer | **e.** shipment | **f.** clearance

1. (....) The importer receives the goods after the price of the goods is paid to the exporter.

2. (....) The exporter sends the goods before getting paid by the importer.

3. (....) The advance payment transaction is risky for the exporter.

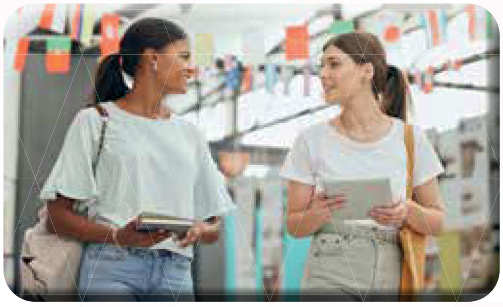
4. (....) The first step is drawing up an agreement between the parties.

5. (....) The parties have nothing to do with the customs office.

ACTIVITY 2.4

Read the dialogue carefully. Fill in the blanks with the sentences in the box.

- What are the advantages of the advance payment method?
- Which industries use the advance payment method most frequently?
- Hi Sophia. You are studying at the Foreign Trade Department, aren't you?
- You said there were also some risks, didn't you?
- Does it have advantages for the buyer, too?
- Can it be used in international trade transactions?
- I wonder what exactly advance payment is. Can you explain it to me?



Charlotte: 1. .....

Sophia: Yes, I am.

Charlotte: 2. .....

Sophia: Sure. In the case of advance payment, the buyer pays the seller before the seller sends the goods. Once the importer has paid, the exporter will start the shipment of the goods right away. Advance payments can be advantageous for both the exporter and the importer, but it's crucial to know the risks and benefits of this form of payment.

Charlotte: 3. .....

Sophia: Advance payments offer security for the seller. When a buyer pays in advance, the seller knows that they will get paid even if the buyer doesn't follow through with the payment. Additionally, receiving advance payments can aid sellers in better managing their cash flow and budgeting their resources.

Charlotte: 4. .....

Sophia: In cases where the buyers must acquire goods or services for which there's high demand, advance payments can be advantageous. The buyers can guarantee that they get the goods or services they need before they run out of stock by paying in advance. Advance payments may also be used to bargain for lower costs or obtain special deals from the sellers.

Charlotte: 5. .....

Sophia: Yes. There are risks associated with advance payments as well. There is always a risk for the buyer. The seller may fail to keep the commitment to provide the goods or services on time, or they may not be of the expected quality.

Charlotte: 6. .....

Sophia: It is common in sectors like manufacturing, consulting, and construction.

Charlotte: 7. .....

Sophia: Yes. In order to reduce the risks involved, the advance payment method can be employed in international trade transactions.

Charlotte: You've been very helpful. Thanks for sharing your knowledge.

ACTIVITY 2.5

Work in pairs and role-play the dialogue.

ACTIVITY 2.6

Analyze the data about foreign trade statistics for imports by type of payment relating to the first six months of 2023 released by the Turkish Statistical Institute. Then, answer the questions below verbally.



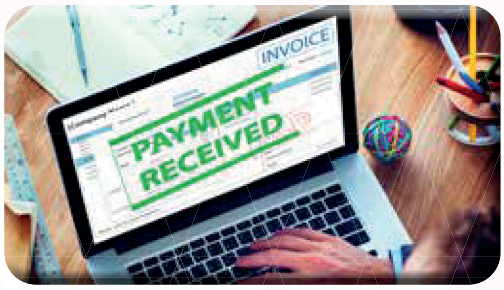
Year 2023	IMPORTS BY TYPE OF PAYMENT, 2023 (GENERAL TRADE SYSTEM) (Value: Thousand US $)							
Code	Type of payment	Total	January	February	March	April	May	June
	Total	184 576 453	33 606 343	30 700 385	31 936 503	28 068 355	34 200 716	26 064 151
1	Cash against goods, cash on delivery	114 190 367	22 553 613	18 797 744	19 969 535	17 364 094	20 292 116	15 213 264
2	Advance payment	44 917 540	7 380 249	8 062 212	7 955 948	6 530 289	7 919 112	7 069 729
3	Cash against documents	2 690 990	484 979	330 675	399 316	444 149	599 132	432 738
4	By acceptance credit	1 612 529	308 877	234 480	256 081	249 554	362 185	201 352
5	Advanced letter of credit	19 415	3 437	-	5 080	4 268	-	6 630
6	Letter of credit payable at a specified future date	7 721 303	1 406 803	975 408	1 486 931	1 246 660	1 472 595	1 132 905
7	Without waiver	8 887 830	1 049 731	1 104 466	1 073 293	1 527 564	2 770 328	1 362 448
8	Payment type uncertain	1 165 882	64 512	840 427	46 620	49 095	29 859	135 369
11	Private barter	15 622	7 326	2 660	5 108	116	216	195
12	Letter of credit	3 040 572	300 062	303 783	691 234	600 724	673 590	471 180
13	Counter purchase	2	2	-	-	-	-	-
14	Letter of credit with acceptance credit	34 872	1 118	3 460	1 318	671	28 305	-
15	Documents with acceptance credit	241 445	40 975	39 116	36 874	43 145	46 970	34 365
16	Goods with acceptance credit	12 093	1 196	550	4 233	3 902	1 323	889
17	Private account	25 992	3 462	5 403	4 932	4 125	4 983	3 087

1. **Which type of payment was used most in May 2023?**
2. **What was the value of payments made through private barter in June 2023?**

3. What was the total value of imports for which cash against documents was used as a payment method?
4. What was the least preferred payment method used for imports?

ACTIVITY 2.7

Analyze the data about foreign trade statistics for exports by type of payment relating to the first six months of 2023 released by the Turkish Statistical Institute. Then, answer the questions below verbally.



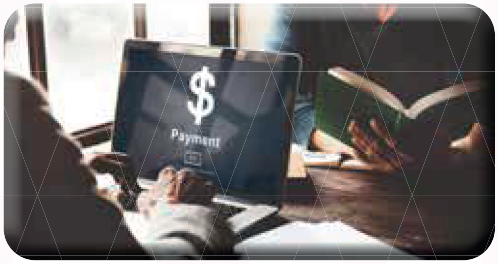
Year 2023	EXPORTS BY TYPE OF PAYMENT, 2023 (GENERAL TRADE SYSTEM) (Value: Thousand US $)							
Code	Type of payment	Total	January	February	March	April	May	June
	Total	**123 341 493**	**19 336 136**	**18 581 601**	**23 585 599**	**19 285 695**	**21 648 354**	**20 904 107**
1	Cash against goods, cash on delivery	**85 275 547**	13 669 459	12 217 947	16 558 779	13 358 447	15 276 254	14 194 661
2	Advance payment	**20 240 528**	3 043 397	2 953 400	3 756 711	3 291 671	3 557 651	3 637 698
3	Cash against documents	**10 877 601**	1 727 882	1 681 153	2 084 357	1 693 266	1 819 104	1 871 838
4	By acceptance credit	**25 360**	4 894	3 692	4 951	4 933	3 603	3 287
5	Advanced letter of credit	**11 382**	1 183	-	8 260	1 299	169	471
6	Letter of credit payable at a specified future date	**1 005 953**	111 032	183 717	218 364	142 101	200 246	150 494
7	Without waiver	**1 060 971**	176 878	176 728	211 712	152 664	187 263	155 726
8	Payment type uncertain	**1 250 533**	59 057	797 593	65 105	64 333	17 256	247 189
11	Private barter	**2 067**	638	142	253	583	270	182
12	Letter of credit	**3 504 213**	528 662	554 715	660 526	559 806	572 402	628 103
13	Counter purchase	**145**	44	73	12	-	-	15
14	Letter of credit with acceptance credit	**7 374**	1 063	2 966	742	437	1 070	1 097
15	Documents with acceptance credit	**56 987**	8 468	5 908	10 033	13 337	9 352	9 889
16	Goods with acceptance credit	**15 268**	2 233	2 013	3 854	1 884	2 712	2 572
17	Private account	**7 563**	1 247	1 553	1 940	935	1 003	885

1. Which type of payment was used most after cash against goods in total?
2. What was the value of payments made through letters of credit with acceptance credit in April 2023?
3. What was the total value of exports for which documents with acceptance credit were used as a payment method?
4. What were the two payment methods that were used the least?

ACTIVITY 2.8

Read the text and choose the correct heading for each blank from the box below.

- Receiving goods of poor quality
- Non-delivery of the goods
- Currency fluctuations
- Late delivery of the goods
- Receiving different goods



THE RISKS INVOLVED IN THE ADVANCE PAYMENT METHOD

In advance payment, the payment is made by the importer before the exporter sends the goods. The importer assumes all the risks in this payment method. Because when the importer makes payment before receiving the goods, he faces the following risks:

1. **.....:** Even after getting the advance payment, the seller might not provide the goods that were promised.
2. **.....:** The seller might not provide the goods on time.
3. **.....:** The delivered goods may not meet the buyer's quality standards.
4. **.....:** After making an advance payment, the buyer may receive different goods than those that were originally agreed upon.
5. **.....:** The real cost of the goods may change depending on exchange rate fluctuations that occur between the payment date and the delivery date.

The advance payment method is not a preferred method in foreign trade transactions. It is a payment method mostly preferred by exporters and importers who know each other well. This payment method provides pre-financing opportunities for exporters and discounts for importers. To reduce the risks of the advance payment method, parties can use instruments like letters of credit, bank guarantees, etc.

ACTIVITY 2.9

Read the text again and write True or False for the statements below.

1. (....) The exporter assumes all the risks in the method of advance payment.
2. (....) There could be some risks for the importer.
3. (....) Exchange rate fluctuations can affect the real cost of the goods.
4. (....) The advance payment is the most preferred method in foreign trade.

ACTIVITY 2.10

Read the text below and choose the best answer for the questions related to the text.

CASH AGAINST GOODS (CASH ON DELIVERY)



The method of cash against goods is the payment of the price of goods after the exporter delivers the goods to the importer. Unlike the method of advance payment, the exporter assumes all the risks in this payment method. Because when the exporter delivers the goods before receiving their price, he faces the following risks:

Returned goods : The goods may be returned if the buyer is not satisfied with them.

Delayed payments : Payment delays may occur even in cases where the buyer wishes to pay.

Non-payment : Following delivery, the buyer may refuse to pay.

The payment method of cash against goods is generally preferred based on mutual trust between exporters and importers who have very good commercial relations. It allows the importers to pay for the goods after delivery. Therefore, it is an advantageous payment method for them.

1. **Cash against goods is a ---- method.**
   A. delivery
   B. payment
   C. selling
   D. shipment
2. **Who assumes the risks associated with the method of cash against goods?**
   A. The importer
   B. The buyer
   C. The exporter
   D. The customs
3. **Which of the following is one of the risks associated with the method of cash against goods for the exporters?**
   A. On-time payments
   B. High-quality goods
   C. High profits
   D. Non-payment
4. **Which of the following is an important factor in choosing cash against goods as a payment method for parties?**
   A. Mutual trust
   B. Unstable economy
   C. Floating exchange rate
   D. Lack of trust
5. **For whom is the cash against goods method advantageous?**
   A. The sellers
   B. The exporters
   C. The importers
   D. Both the buyers and sellers

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about delivery transactions?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- delivery .....
- carrier .....
- shipment .....
- unload .....
- customs procedures .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Which of the following factors are important in determining the choice of delivery method for shipping products?**
   A. Colour and design of the product
   B. Nature of the items, distance, speed, cost, and environmental impact
   C. Manufacturer's location
   D. Destination's climate and weather conditions
2. **What does "INCOTERMS" stand for in international trade?**
   A. International Trade Terms and Conditions
   B. International Commercial Terms
   C. International Trading Methods
   D. International Contract of Terms
3. **Who creates and updates the INCOTERMS rules?**
   A. United Nations (UN)
   B. World Trade Organization (WTO)
   C. International Chamber of Commerce (ICC)
   D. International Monetary Fund (IMF)
4. **Which INCOTERMS rule signifies that the responsibility ends once goods are safely unloaded at the destination?**
   A. CIF (Cost, Insurance, and Freight)
   B. FOB (Free On Board)
   C. DDP (Delivered Duty Paid)
   D. DDU (Delivered Duty Unpaid)
5. **What is the responsibility of the exporter in the "Delivered at Place Unloaded (DPU)" method?**
   A. Arranging transportation and labelling the goods
   B. Packaging and inspecting the goods
   C. Obtaining necessary import permits
   D. Unloading the goods at the destination

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about payment transactions?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- payment .....
- invoice .....
- price .....
- advance payment .....
- bank transfer .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Which of the following is NOT a payment method in foreign trade?**

   A. Cash Against Goods
   B. Consignation
   C. Bill of Lading
   D. Acceptance Credit

2. **Which of the following is a financial instrument provided by a bank to ensure that a seller will get paid after receiving the specified documents?**

   A. Offset Payment
   B. Bank Payment Obligation (BPO)
   C. Counter Trade
   D. Letter of Credit (L/C)

3. **What does Payment Against Documents mean?**

   A. It is the payment made in advance before the delivery of goods or services.
   B. It is a type of payment where an advance payment is made before the provision of goods or services.
   C. It is a type of payment where a bank guarantees that the buyer will pay the exporter in accordance with the agreement.
   D. It is the direct exchange of goods or services without the use of money, which is often used in foreign trade.

4. **In what type of payment is the price of the goods paid to the seller before the buyer receives them?**

   A. Payment Against Documents
   B. Letter of Credit (L/C)
   C. Bank Payment Obligation (BPO)
   D. Advance Payment

5. **Which of the following is an advantage of the advance payment method for exporters?**

   A. Exporters can eliminate the risk of non-payment from international buyers.
   B. The ability to pay in advance may not be something that many customers want or can afford.
   C. Exporters can get fewer orders from customers and potentially lose some of their customers.
   D. The possibility of not receiving the shipment may worry the buyers.



UNIT 6

INSURANCE



LESSON 1 INSURANCE TERMS
LESSON 2 INSURANCE CALCULATIONS

LESSON 1 INSURANCE TERMS

WARM UP

Work in pairs and discuss these questions.

1. **What comes to your mind when you hear the word "insurance"?**
2. **Imagine you have a valuable item like a smartphone or a bicycle. How would you protect it from unexpected events like theft or damage?**
3. **Do you think insurance is more important for businesses or individuals? Why?**

ACTIVITY 1.1

Read the text and answer the following questions. Write the answers in your notebooks.



INSURANCE MATTERS

In life's unpredictable journey, insurance acts as a safety net, protecting us from unforeseen difficulties. Let's look at the story of Antonio, a dedicated bakery owner, to understand why insurance truly matters.

Antonio is a bakery owner. He loves his bakery, and he has worked hard to make it successful. But accidents can happen. Last winter, a heavy snowstorm caused a tree branch to damage his bakery's roof. This could have been a big problem, but Antonio was safeguarded by insurance. He had a contractual agreement with an insurance company, ensuring assistance in such situations.

Antonio paid a modest sum regularly, called a premium, to the insurance company. This money was like a promise. When the tree branch caused damage, Antonio asked the insurance company for help. They sent an appraiser to check the damage, and the insurance company agreed to compensate for the loss. This helped Antonio a lot because he didn't have to pay all the money himself.

Insurance is important because it keeps us safe when unexpected things happen. It's like having a friend that helps you when you're in trouble. Just like how Antonio's bakery got fixed with the insurance money, we can protect our things and ourselves with insurance. It's a smart way to be ready for anything that might happen.

1. **How does insurance keep us safe from problems?**
2. **What problem happened because of the heavy snowstorm at Antonio's bakery?**
3. **What is the regular payment to the insurance company from Antonio called?**
4. **What did the insurance company do when Antonio needed help?**
5. **Have you ever had a problem where insurance could help? How did insurance make things better?**
6. **Imagine you have a small bakery like Antonio. What unexpected things could happen? How could insurance protect your bakery?**

ACTIVITY 1.2

When companies trade with other countries, there can be many unexpected problems. Insurance helps to handle these problems and keep the business safe from losing money. Match "the risk factors" with "their examples and the need for insurance in international trade".



1. Currency Fluctuations

.....



2. Cargo Damage

.....



3. Political Risks

.....



4. Trade Credit Risk

.....



5. Legal Disputes

.....



6. Natural Disasters

.....



7. Non-Delivery

.....



8. Supply Chain Disruption

.....

A. Sometimes, when businesses trade with other countries, the value of money can change quickly. This can make things more expensive. For example, if a company buys things from another country and the money they use becomes weaker, the cost can go up. Insurance can help when this happens.

B. Sometimes, a company sends things to another country and waits for the money. But if the other company can't pay, it's a problem. Insurance can make sure the money is still received.

C. Sometimes, when a company orders things from another country, the things don't come. This can cause trouble and make things more expensive. Insurance can cover the costs.

D. Sometimes, in other countries, there might be problems with the government or rules that change suddenly. If a company has money invested there, it could be in danger. If there's insurance for this, it can protect the money from being lost.

E. When there are big problems like earthquakes or storms, the things a company needs might not arrive. For example, if a company needs materials but they're delayed, insurance can help when things like this happen.

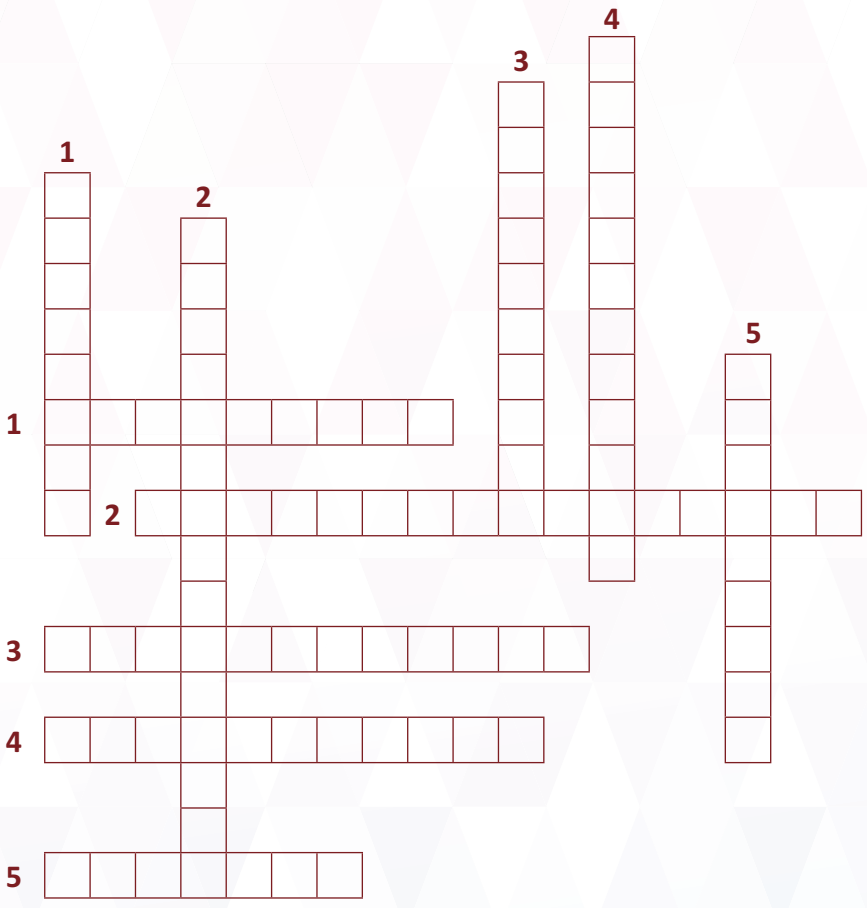
F. When companies trade with other countries, there might be problems with the deals or promises. If there's a fight in a court, it can cost a lot of money. Insurance can pay for these costs.

G. When things are sent from one country to another, they can get damaged or stolen. Insurance can help pay for the damage, so the company doesn't lose money.

H. Sometimes, when businesses trade internationally, unexpected issues like airport strikes can disrupt the arrival of materials they need, causing delays and extra costs. Insurance can help cover these unexpected costs.

ACTIVITY 1.3

Read the explanations related to insurance. Do the crossword puzzle.



Across:

1. The professional who determines the value of assets.

2. The entity that offers insurance products and services

3. Document filled out by the potential policyholder when applying for insurance.

4. The person or entity designated to receive compensation in case of a covered loss.

5. The company or entity that provides insurance coverage.

Down:

1. The scope of protection provided by the insurance policy.

2. The amount paid to the insurer for coverage.

3. The last day of the insurance coverage period.

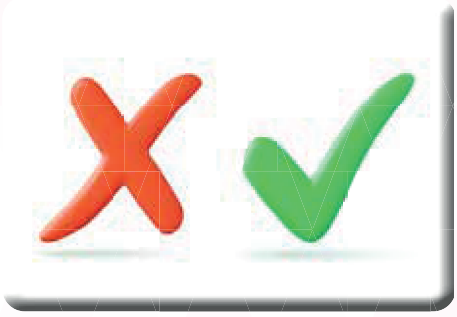
4. The payment to cover the losses of the insured or beneficiary.

5. The severe damage or loss that cannot be repaired or recovered.

ACTIVITY 1.4

Work in pairs. Consider the following pair of unforeseen events. Mark with a tick (√) if insurance offers protection, or a cross (X) if it doesn't. Write a brief explanation for your choice in your notebooks.

Accidents Intentional Acts	Currency Changes Loss of Value
Health Issues High-Risk Activities	Business Interruption Personal Negligence
Property Damage Cosmetic Damage	Travel Problems Pre-Existing Conditions



Example:

Accidents (√): Insurance usually provides financial support for accidents. If you have car insurance and you're in an accident, the insurance can pay for the repairs to your car and the other person's car if it was your fault.

Intentional Acts (X): Insurance usually doesn't cover damages caused intentionally by the policyholder. For instance, if someone intentionally damages their own car to make an insurance claim, it likely won't be covered.

ACTIVITY 1.5

Read the dialogue and decide if the sentences below are True or False.



John: Hey, Lisa! I've heard that you are buying a new house. Have you considered the benefits of having insurance for it? It's really worth considering.

Lisa : Well, I'm not sure, John. Insurance for a house? What benefits does it actually offer?

John: I totally get your concerns. Let me break it down for you. There are two main categories of benefits: the functions of insurance and the economic advantages.

Lisa : Alright, I'm all ears. Tell me about the functions first.

John : Sure thing. Insurance can provide you with security and help manage risks. Imagine if something unexpected happens, like a fire or a natural disaster, insurance steps in to cover the costs of repairing the damages.

Lisa : Ah, I see. So, it's like a safety net in case something goes wrong with the house?

John: Exactly! It reduces a huge financial burden in tough times. Also, having insurance can actually encourage you to be more cautious. For instance, if your house is in a risky area, the insurance might cost more, prompting you to take precautions to reduce those risks.

Lisa : That makes sense, like motivating me to take extra care of the property. But does this apply to businesses too?

John: Absolutely. For businesses, insurance is like a shield against unexpected events that could disrupt their operations, like theft or damage to the property. It helps keep things stable and running smoothly.

Lisa : Interesting. Now, what about the economic benefits you mentioned?

John: Economic benefits are pretty significant. When you pay your insurance premiums, that money goes into a pool that can be used to cover losses when they occur.

Lisa : So, the money I pay in premiums helps me if something bad happens?

John: Exactly. And the insurance companies also invest a portion of that money, which actually contributes to economic growth. On top of that, insurance supports trade, making transactions safer and more secure, both nationally and internationally.

Lisa : That's crucial for business transactions. But does insurance impact job creation too?

John: Absolutely. As more people and businesses purchase insurance, the insurance industry needs more people to work in various roles. This leads to job opportunities and a sense of job security.

Lisa : Thanks a lot for explaining, John. This definitely gives me a new perspective! I had no idea insurance had so many wide-ranging benefits!

John: You're welcome, Lisa. If you have more questions or need further insights, feel free to ask away.

1. (....) Insurance has only one type of benefit, which is economic growth.

2. (....) Insurance helps individuals and businesses by providing security and managing risks.

3. (....) Insurance contributes to economic stability by preventing disruptions during tough times.

4. (....) Insurance companies collect money called invest.

5. (....) Insurance can support trade within a country but does not have an impact on international trade.

6. (....) Insurance creates job opportunities for people.

7. (....) Insurance encourages people to be cautious by increasing the coverage for risky situations.

ACTIVITY 1.6

Read the text. Then, match the words in the text with their definitions below.



THE IMPORTANCE OF INSURANCE

Insurance is conducted for the purpose of providing **coverage** against risks in export and import operations. It's important to **insure** against possible damages that may occur during the process from exporter loading to importer delivery.

The role of insurance in social and economic life is increasing day by day. The social and economic significance of insurance is as follows:

a. **Social Significance of Insurance:** Individuals and institutions, through insurance, predict the **risks** they might face in the future, allowing them to continue their lives confidently without fearing risks. Insurance is an important mechanism of solidarity and cooperation that brings societies together. The insurance system plays a crucial role in raising people's quality of life and promoting social **welfare**.

b. **Economic Significance of Insurance:** Insurance is a guarantee system that minimizes financial losses from risks that could hinder individuals' and institutions' economic activities. Preventing **economic loss** due to unintended harm to others increases the importance of insurance.

Insurance effectively serves as a savings tool with types such as Individual **Pension System** and Life Insurance, managing individual savings expertly. These savings serve as a source of funds for entrepreneurs that greatly contribute to increasing **investment**s and employment.

The insurance system generates **tax revenue**, becoming a source of funds for the national economy and government investments.

1. ..... : **Capital**
2. ..... : **Protect**
3. ..... : **Income**
4. ..... : **Funding**
5. ..... : **Safeguard**
6. ..... : **Protection**
7. ..... : **Hazards**
8. ..... : **Retirement**
9. ..... : **Well-being**
10. ..... : **Impoverishment**

ACTIVITY 1.7

Work in pairs. Ask and answer the questions about the text.

1. **Why is it important to have insurance for export and import operations?**
2. **How does insurance contribute to individuals' and institutions' lives in terms of facing risks?**
3. **What is the economic significance of insurance?**
4. **How does insurance help minimize financial losses caused by unintended harm to others?**

LESSON 2 INSURANCE CALCULATIONS

WARM UP

Work in pairs and discuss these questions.

1. **What types of insurance coverage do you know? Do you or your family have any insurance coverage?**
2. **Do you think an insurance policy provides protection against possible damage and loss? Why or why not?**
3. **What is commodity shipping insurance? What does it cover?**

ACTIVITY 2.1

Read the dialogue carefully. Fill in the blanks with the sentences in the box.

- **What are the advantages of taking out this policy?**
- **Hello, Mr Price. Our company is buying machine parts from a Russian company. I was just wondering if it's worth taking out an insurance policy.**
- **Is it possible to take out an insurance policy against all the risks?**
- **Does cargo insurance provide coverage against all the risks?**



Mr Park : **1.** .....

Mr Price : I strongly advise you to take out a cargo insurance policy.

Mr Park : **2.** .....

Mr Price : Since your company relies on importing products, you definitely worry about the secure delivery of your shipments. Transporting goods by land or sea can be risky. Your products may become damaged or even lost. Your company needs insurance in order to be protected and to be able to recover losses in case the unthinkable happens.

Mr Park : **3.** .....

Mr Price : Not exactly. Based on your policy and insurer, you'll receive a certain level of coverage. Some policies might not offer coverage against events like piracy and war.

Mr Park : **4.** .....

Mr Price : Yes. An all-risks coverage will protect you from the majority of avoidable accidents such as burning, theft and heavy weather.

Mr Park : Thanks for the information, Mr Price.

ACTIVITY 2.2

Study the insurance policy drawn up by the insurance company, H* SİGORTA, for the shipment of the products imported by the Buyer, M*** BİLİŞİM SAN. TİC. AŞ. Then, answer the questions.**

H*** SİGORTA
B*** İŞ MERKEZİ NO: 1/1 KADIKÖY / İSTANBUL
TEL: +90 XXX******
mail: **@**mail.com

Policy Date : 20.10.20**

Policy No : 20**/222322

INSURED'S

Name Surname / Title : M*** BİLİŞİM SAN. TİC. AŞ

Address : T*** CAD. NO: 5/16 FATİH / İSTANBUL

Customer No : NETNS-123456

Tax ID No : FATİH VD 001******

COMMODITY COVERED BY INSURANCE / SHIPPING

Commodity Type	: Computer and Spare Parts	Place of Departure	: Munich / GERMANY
Gross Amount	: 4.530 Kg	Place of Destination	: Kadıköy / İSTANBUL
Net Amount	: 4.530 Kg	Vehicle Registration No	: KM9**C**
Number of Packages	: 500 Packages	Shipping Date and No	: 25.10.20**/345
Form of Sale	: FOB	Invoice Date and No	: 01.10.20**/173111
Letter of Credit No	: B/L No: COSU58***		

FOREIGN EXCHANGE

Type of Currency	: USD	Exchange Rate Date	: 20.10.20**
Exchange Rate	: 7,832	Bank Name	: Central Bank of the Republic of Türkiye

INSURANCE COVERAGE	SUM INSURED (USD)	SUM INSURED (TL)	PREMIUM RATE %	PREMIUM (TL)
Commodity to be transported	50.163	392.878,73	0,0005	196,43

PREMIUM	AMOUNT (TL)	TYPE OF PAYMENT	PAYMENT DATE	AMOUNT (TL)
Net Premium	: 196,43	Advance payment	20.10.20**	206,25
Expenditure Tax	: 9,82			
Amount to be Paid	: 206,25			

QR CODE

1. What is the name of the insured?
2. What is the number of packages to be transported?
3. Where will the goods arrive?
4. What currency will be used in the import transaction?
5. What is the amount to be paid for the insurance policy?

ACTIVITY 2.3

Read the paragraph and study the table below. Then, write True or False for the statements.



COMMODITY SHIPPING INSURANCE

Commodity shipping insurance is a type of insurance that covers possible damages to all types of commodities (bulk liquid, dry cargo, etc.), whether commercial or not, shipped on any vehicle from one place to another. Whether the exporter (seller) or the importer (buyer) will take out the shipping insurance is defined in Incoterms 2020. The party to take out insurance according to Incoterms has been shown in the following table.

THE PARTY TO TAKE OUT INSURANCE	INCOTERMS 2020
The buyer is responsible for insurance from the moment the cargo leaves the warehouse of origin under these terms:	**EXW** (Ex Works)
	FCA (Free Carrier)
	CPT (Carriage Paid To)
	DAP (Delivered At Place)
	DPU (Delivered At Place Unloaded)
	DDP (Delivered Duty Paid)
	FAS (Free Alongside Ship)
	FOB (Free on Board)
	CFR (Cost and Freight)
The seller is responsible for insurance up to the port of arrival under these terms:	**CIF** (Cost, Insurance and Freight)
	CIP (Carriage and Insurance Paid To)

1. (....) Commodity shipping insurance covers only loss of or damage to goods.

2. (....) Commodity shipping insurance does not provide coverage for commercial commodities.

3. (....) All types of commodities are covered against possible damages.

4. (....) The party to take out insurance is defined in Incoterms 2020.

ACTIVITY 2.4

Study the information given in the table. Then, fill in the blanks in the shipping and commodity transport insurance policy using the information in the table.

The shipment of products imported by the Buyer, Z*** ELEKTRONİK SAN. TİC. AŞ, from the Seller, T*** TECHNOLOGY COMPANY, will be carried out via the TIR system. The insurance company, Y*** SİGORTA, drew up a shipping and commodity transport insurance for the products to be imported for the Buyer, Z*** ELEKTRONİK SAN. TİC. AŞ. The necessary information for the insurance transaction is as follows:

INSURANCE AGENT	BUYER
Y*** SİGORTA	Z*** ELEKTRONİK SAN. TİC. AŞ
C*** İŞ MERKEZİ NO: 10/1 KADIKÖY / İSTANBUL	D*** CAD. NO: 1/3 BAKIRKÖY / İSTANBUL
	BAKIRKÖY VD 001******
TEL: +90 XXX****** mail: **@**mail.com	TEL: +90 XXX****** mail: **@**mail.com

POLICY INFORMATION		INFORMATION FOR TRANSPORTED COMMODITY AND SHIPMENT	
Policy Date	: 22.11.20**	Place of Departure	: Beijing / CHINA
Policy No	: 20**/456789	Place of Destination	: Bakırköy / İSTANBUL
Invoice Date and No	: 19.11.20**/123456	Vehicle Registration No	: CJ13**C**
Invoice Amount	: $ 40.000	Shipping Date and No	: 20.03.20**/789678
Exchange Rate	: 6,3628	Commodity Type	: Automobile and Spare Parts
Exchange Rate Date	: 19.11.20**/ Central Bank of the Republic of Türkiye	Gross Amount	: 16.000 Kg
Type of Payment	: Advance Payment	Net Amount	: 16.000 Kg
Insurance Premium %	: 0,0005	Number of Packages	: 1.500 Packages
Expenditure Tax %	: 5	Form of Sale	: FOB
Payment Date	: 19.11.20**	Letter of Credit No	: B/L No: 75***

Policy Date :

Policy No :

SHIPPING AND COMMODITY TRANSPORT INSURANCE POLICY

INSURED'S

Name Surname / Title :

Address :

Customer No :

Tax ID No :

COMMODITY COVERED BY INSURANCE / SHIPPING

Commodity Type	:	Place of Departure	:
Gross Amount	:	Place of Destination	:
Net Amount	:	Vehicle Registration No	:
Number of Packages	:	Shipping Date and No	:
Form of Sale	:	Invoice Date and No	:
Letter of Credit No	:		

FOREIGN EXCHANGE

Type of Currency	:	Exchange Rate Date	:
Exchange Rate	:	Bank Name	:

INSURANCE COVERAGE	SUM INSURED (USD)	SUM INSURED (TL)	PREMIUM RATE %	PREMIUM (TL)
Commodity to be transported				

PREMIUM	AMOUNT (TL)	TYPE OF PAYMENT	PAYMENT DATE	AMOUNT (TL)

Net Premium :

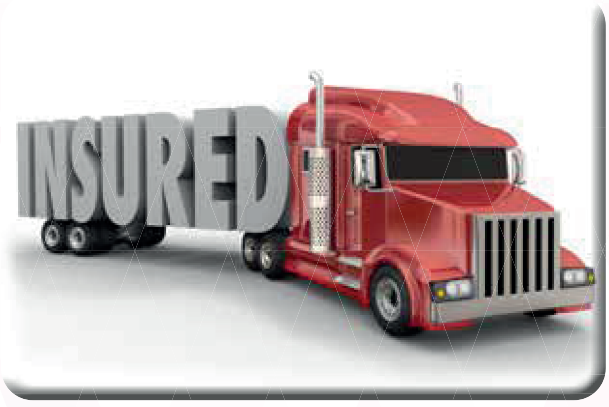
Expenditure Tax :

Amount to be Paid :

QR CODE

ACTIVITY 2.5

Read the text below. Then, answer the questions.



THE IMPORTANCE OF INSURANCE IN FOREIGN TRADE

Tradable goods are delivered to different countries with different means of transport. For example, when marble **extracted** in Diyarbakır is sent to the People's Republic of China, it is transported on trucks to the İskenderun Port, and loaded onto cargo ships, and then it sets off towards the port of destination. Some **perils** may occur during transportation with trucks or cargo handling. Perils such as weather events, pirate attacks, strandings, and fires on ships may occur during sailing. These perils cause financial problems for the exporter and the importer. In foreign trade, shipping is carried out via roads, railways, seaways, and pipelines, or through the combined use of them. Vehicles may have accidents during shipping. Cargoes may be damaged, stolen, or affected by changes in weather conditions during loading, unloading, and **warehousing** operations. When these risks arise, both the exporter and the importer may suffer financial and **reputational** losses. These losses affect the **profitability** of the businesses negatively. The insurance industry plays an important role in **compensating** for financial losses.

1. **How are tradable goods delivered to different countries?**
2. **What kind of perils may occur during sailing?**
3. **How is shipping carried out in foreign trade?**
4. **Who can compensate for financial losses?**

ACTIVITY 2.6

Write the words in bold from the text next to their definitions below.

1.	: the act of storing things
2.	: paying someone money in exchange for something that has been lost or damaged
3.	: dangers, dangerous things
4.	: related to the reputation of someone or something
5.	: the ability to produce a profit
6.	: anything that can be purchased and sold
7.	: removed or taken out

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about insurance terms?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- premium .....
- coverage .....
- exclusion .....
- beneficiary .....
- policyholder .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **Who is the policyholder in insurance?**
   A. The insurance company
   B. The person or entity covered by the insurance policy
   C. The agent selling the insurance
   D. The beneficiary of the policy

2. **Which type of insurance covers damage to a person's own vehicle in an accident?**
   A. Health insurance
   B. Life insurance
   C. Property insurance
   D. Auto insurance

3. **What is the primary purpose of risk management in insurance?**
   A. To minimize potential losses and protect assets
   B. To increase insurance premiums
   C. To deny insurance claims
   D. To assess the financial stability of the insurance company

4. **What is the first step in the insurance claim process?**
   A. Submitting a claim to the insurance company
   B. Paying the deductible
   C. Reviewing the insurance policy
   D. Assessing the damage or loss

5. **Who is the beneficiary in an insurance policy?**
   A. The insurance company responsible for providing coverage and managing claims
   B. The agent selling the insurance policy to potential policyholders
   C. The person or entity named to receive the insurance money upon the insured's death
   D. The individual who holds the insurance policy and is covered by its terms

LESSON 2

SELF ASSESSMENT

Think about what you've learned in this lesson and reflect on your thoughts about these questions.

1. **What did you learn in this lesson about insurance calculations?**
2. **What was the most challenging part of this lesson, and how did you overcome it?**
3. **How do you plan to use what you've learned in this lesson for your studies or future career?**

VOCABULARY

Use the given words to make sentences. If you don't know a word's meaning, check a dictionary.

- insurance policy .....
- cover .....
- insurer.....
- peril.....
- compensate .....

TEST YOURSELF

Choose the right answer for each question based on what you've learned in this lesson.

1. **What is the benefit of taking out a cargo insurance policy?**
   A. It helps protect the buildings and equipment used for the operation of the business.
   B. It protects shipments during transportation from damage, loss, or theft.
   C. It provides protection against unfortunate events like the insured's death or disability.
   D. It safeguards an exporter from the possibility of non-payment by a buyer.

2. **What does FOB stand for in shipping terms?**
   A. Free Carrier
   B. Free Alongside Ship
   C. Cost and Freight
   D. Free on Board

3. **What does CIF stand for in shipping terms?**
   A. Cost, Insurance, and Freight
   B. Carriage Paid To
   C. Carriage and Insurance Paid To
   D. Cost and Freight

4. **What does commodity shipping insurance cover?**
   A. It provides protection for businesses in the event that customers fail to pay.
   B. It protects against the possibility of foreign governments intervening in investments.
   C. It covers possible damages to all types of commodities.
   D. It protects companies from commercial debt default.

5. **Which of the following is NOT a peril that may occur during transportation?**
   A. Pirate attacks
   B. Currency fluctuations
   C. Accidents during shipping
   D. Weather events

GLOSSARY

UNIT 1

accounting : Muhasebe
annual trade volume : Yıllık ticaret hacmi
company : Şirket
competitiveness : Rekabetçilik
domestic : Yerli
economic growth : Ekonomik büyüme
employee : Çalışan
end-user : Son kullanıcı
exchange : Değişim
finance : Finans
foreign trade : Dış ticaret
goods : Mal
income accounts : Gelir Hesapları
innovation : Yenilik
internship : Staj
investment : Yatırım
opening balance sheets : Açılış bilançosu
proportion : Oran
profitability : Kârlılık
public school : Devlet okulu
representative : Temsilci
senior : Son sınıf öğrencisi
services : Hizmetler
transaction : İşlem
volume of foreign trade : Dış ticaret hacmi

UNIT 2

barter : Takas, takas etmek
barter transaction : Takas işlemi
carrier : Taşıyıcı
commercial : Ticari
countertrade : Karşı ticaret, karşılıklı ticaret
crucial : Çok önemli
currency : Döviz, para birimi
economic power : Ekonomik güç
economic relations : Ekonomik ilişkiler
exchange : Değiş tokuş etmek, takas etmek
exchange rate : Döviz kuru
foreign exchange : Döviz, yabancı para
in exchange for : -e karşılığında
inflation : Enflasyon
instrument of payment : Ödeme aracı
interest : Faiz

party : Taraf
precious metals : Değerli madenler
price-based : Fiyata dayalı
procure : Temin etmek, tedarik etmek
supply and demand : Arz ve talep
surplus : Fazla, üretim fazlası
terms of contract : Sözleşme şartları
The United Nations Commission On International Trade Law : Birleşmiş Milletler Uluslararası Ticaret Hukuku Komisyonu
value : Değer
widespread : Yaygın

UNIT 3

advance import : İleri ithalat
annual revenue : Yıllık gelir
beneficiary party : Yararlanıcı taraf
beneficiary's bank : Lehtar bankası
customs : Gümrük
customs declaration : Gümrük beyannamesi
delivery date : Teslim tarihi
feasibility : Uygulanabilirlik
import : İthal Etmek
import on consignation : Ankonsinyasyon ithalat, teminatlı ithalat
import on promotion : Teşvikli ithalat
import regulations : İthalat yönetmelikleri
import subject to permission : İzine bağlı ithalat
importer : İthalatçı
legislation : Mevzuat
letter of credit (l/c) : Akreditif
paperwork : Evrak İşi
pro forma invoice : Ön fatura, proforma fatura
quantity : Miktar
tax : Vergi
tax ID number : Vergi kimlik numarası
temporary admission : Geçici kabul
trade balance : Ticaret dengesi

UNIT 4

applicant : Amir
approval : Onay
beneficiary : Lehtar
beneficiary’s bank : Lehtar banka
border and coastal trade : Sınır ve kıyı ticareti
collect duty : Vergi tahsil etmek
competitive capacity : Rekabet gücü

compliance : Uygunluk
consignee : Alıcı
customs consultant : Gümrük müşaviri
customs office : Gümrük, gümrük idaresi
database : Veritabanı
direct export : Doğrudan ihracat
document : Belge
domestic market : İç pazar, iç piyasa
earning : Gelir, kazanç
exit summary declaration : Çıkış özet beyanı
export : İhracat
export on consignment : Konsinye ihracat
export on credit : Kredili ihracat
export proceeds : İhracat bedelleri
export through commercial leasing : Ticari kiralama yoluyla ihracat
export through counter purchase or bartering : Bağlı muamele veya takas yoluyla ihracat
export to be carried out by overseas contractors : Yurtdışı müteahhitlerin yapacağı ihracat
export to free zones : Serbest bölgelere yapılan ihracat
exporter : İhracatçı
exports subject to registration : Kayda bağlı ihracat
free export : Serbest ihracat
indirect export : Dolaylı ihracat
indirect offset : Dolaylı offset
intermediary bank : Aracı banka
international market : Uluslararası pazar
issuing bank : Amir banka
joint enterprise : Ortaklık
lead seal : Kurşun mühür
legal entity : Tüzel kişi
legislation provisions : Mevzuat hükümleri
non-specific export : Öncelik arz etmeyen ihracat
production volume : Üretim hacmi
quota : Kota
real person : Gerçek kişi
sale : Satış
sales agreement (sales contract) : Satış sözleşmesi
temporary export : Geçici ihracat
trade surplus : Ticaret fazlası
trading partner : Ticaret ortağı
trading volume (trade volume) : Ticaret hacmi

transit trade : Transit ticaret
unit price : Birim fiyat
VAT (Value-Added Tax) : KDV (Katma Değer Vergisi)
wealth : Zenginlik

UNIT 5

acceptance credit : Kabul kredisi
advanced letter of credit : Peşin akreditif
bank payment obligation (BPO) : Banka Ödeme Taahhüdü
Cash Against Documents : Belgeler Karşılığı Nakit
Cash Against Goods : Mal Karşılığı Nakit
Cash Before Delivery (CBD) : Teslimden Önce Nakit
Cash on Delivery : Kapıda Ödeme
cash payment : Nakit ödeme
consignation : Teminat / Depozito
delivery : Teslim
freight : Taşımacılık
incoterms (International Commercial Terms) : Uluslararası Ticaret Terimleri
insurance contracts : Sigorta sözleşmeleri
irrevocable letter of credit : Geri alınamaz akreditif
letter of credit with acceptance credit : Kabul kredili akreditif
main carriage paid : Ana taşıma ücreti ödenmiş
main carriage unpaid : Ana taşıma ücreti ödenmemiş
payment against documents : Belgelere karşılık ödeme
payment type uncertain : Ödeme türü belirsiz
private account : Özel hesap
transport methods : Taşıma yöntemleri
without waiver : Feragat olmadan

UNIT 6

appraiser : Eksper
business interruption : İş durması
commodity : Emtia
commodity shipping insurance : Emtia nakliyat sigortası
compensate : Tazmin etmek
compensation : Tazminat
cover : Teminat altına almak
coverage : Teminat
currency fluctuations : Kur dalgalanmaları
expenditure tax : Gider vergisi
expiry date : Sona erme tarihi
extract : Çıkarmak
fault : Kabahat, kusur

form of sale : Satış şekli
gross : Brüt
individual pension system : Bireysel emeklilik sistemi
insurance : Sigorta
insurance claim : sigorta talebi
insurance policy : Sigorta poliçesi
insure : Sigortalamak
insured : Sigortalı
insurer : Sigortacı, sigorta eden
intentional act : Kasıtlı eylem
invoice : Fatura
legal disputes : Hukuki uyuşmazlıklar
loading : Yükleme
loss of value : Değer kaybı
means of transport : Taşıma araçları
non-delivery : Ademi teslim, teslim etmeme
peril : Tehlike, risk
pre-existing condition : Önceden mevcut koşul
premium : Prim
property damage : Mal zararı
proposal form : Teklif formu
reputational loss : İtibar kaybı
shipping and commodity transport insurance : Nakliyat emtia taşıma sigortası
strike : Grev
take out an insurance policy : Sigorta poliçesi yaptırmak
total loss : Tam ziyan
tradable : Ticareti yapılabilir
unloading : Boşaltma
warehousing : Depolama

ANSWER KEY

UNIT 1 LESSON 1

ACTIVITY 1.1
(Answers may vary. Here are the possible answers.)
Profession or Studies • engineer • doctor
Favourite (s) • cooking • travelling
Hobbies & Interests • painting • gardening • playing musical instruments
Hometown • Brazil • India

ACTIVITY 1.2
a.
1. c **2. h** **3. g** **4. j** **5. f** **6. e** **7. i** **8. a** **9. b** **10. d**
b.
Students' own answers.

ACTIVITY 1.3
Introduction Questions: 2
Background Questions: 4
Interests and Hobbies: 1
Travel and Experiences: 6
Favourite (s): 3
Aspirations and Goals: 5

ACTIVITY 1.4
(Answers may vary. Here are the possible answers.)
1. Do you have any favourite hobbies or activities?
2. Where are you from originally?
3. What's your favourite type of TV shows?
4. Have you travelled anywhere interesting recently?
5. What brings you here today?
6. What's your favourite type of movies?
7. Do you have a favourite cuisine or restaurant?
8. What do you do for a living?
9. What do you like to do in your spare time?
10. What's your favourite type of books?
11. What are your current personal goals?
12. What's the most memorable trip you've been on?

ACTIVITY 1.5
1. Cristine is from Germany.
2. Cristine is in Istanbul as part of an Erasmus project.
3. Some of Cristine's favourite activities include seeing new places, meeting new people, tasting different food, and watching films.
4. Nuran attends a Vocational and Technical Anatolian High School in Istanbul.
5. Cristine's favourite food in Istanbul is Manti.

ACTIVITY 1.6
(Answers may vary. Here is an example.)
A: Hi there! My name is Alex. I'm currently a student at the University, studying computer science. How about you?
B: Nice to meet you, Alex! I'm Emily. I'm also a student at the University, majoring in literature.
A: That's great! So, Emily, what are your favorite hobbies?
B: I absolutely love playing the guitar. How about you?
A: Oh, I'm really into playing the guitar too! It's a fantastic way to express myself. By the way, have you tried the local cuisine here?
B: Yes, I have! One of my favorite local dishes is pizza. There's a cozy pizzeria downtown that makes the most delicious slices.
A: Oh, I've heard about that place! By the way, I'm originally from the USA. How about you?
B: I'm actually from here, born and raised. But it's always fascinating to meet people from different parts of the world.

A: Absolutely, it's one of the best things about being at this university. Anyway, it was really nice chatting with you, Emily. Let's definitely try that pizza place sometime!
B: Sounds like a plan, Alex. See you around!

ACTIVITY 1.7
1. Vocational high schools in Türkiye offer education in Foreign Trade branch under the **Accounting and Finance** field.
2. The education in the **Foreign Trade** branch typically lasts for four years.
3. In the 9th grade, students study courses like Vocational Development Workshop, **Basic** Accounting, Vocational Mathematics, and **Office** Programs related to the Foreign Trade branch.
4. Students begin studying more specialized **vocational** skills in the 10th and 11th grades.
5. In the 10th grade, Foreign Trade students study subjects like Introduction to Foreign **Trade**, Economics, Basic **Law**, Uniform **Accounting** System, and E-Commerce **Applications**.
6. Graduates from the Foreign Trade branch can find job opportunities in both **public** and **private** sectors, particularly in foreign trade companies within the private sector.

ACTIVITY 1.8
1. True **2.** False **3.** True **4.** True **5.** False **6.** True

ACTIVITY 1.9
a. 2 **b.** 4 **c.** 6 **d.** 5 **e.** 3 **f.** 1

ACTIVITY 1.10
1. b **2.** c **3.** a **4.** d **5.** d **6.**c

UNIT 1 LESSON 2

ACTIVITY 2.1
1. foreign **2.** export **3.** import **4.** employment **5.** exchange **6.** prices

ACTIVITY 2.3
1. The purpose of foreign trade education is to meet qualified employee needs in the sector.
2. It begins at vocational high schools.
3. Yes, it is. Because it promotes competitiveness and supports the economic growth of countries.

ACTIVITY 2.4
Export: 2, 3, 5 **/** **Import:** 1, 4

ACTIVITY 2.5
1. She studied foreign trade.
2. It produces drones.
3. No. He is from Germany.
4. Yes, he is.

ACTIVITY 2.6
Students' own answers.

ACTIVITY 2.7
Accounting Branch: 1, 3, 5 / **Foreign Trade Branch:** 2, 4, 6

ACTIVITY 2.8
1. True **2.** False **3.** True **4.** True

ACTIVITY 2.9
1. goods **2.** export **3.** trade **4.** economic growth **5.** competitive **6.** cost **7.** foreign exchange **8.** import

ACTIVITY 2.10
1. imported **2.** goods **3.** trade **4.** economic growth **5.** exported **6.** competitive **7.** foreign exchange **8.** cost

ACTIVITY 2.11
1. b, **2.** c, **3.** b, **4.** a, 5.a

ACTIVITY 2.12
Students' own answers.

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT

Students' own answers.

VOCABULARY

Students' own answers.

TEST YOURSELF

1. b **2.** c **3.** d **4.** a **5.** c

LESSON 2

SELF ASSESSMENT

Students' own answers.

VOCABULARY

Students' own answers.

TEST YOURSELF

1. c **2.** b **3.** a **4.** d **5.** c

UNIT 2 LESSON 1

ACTIVITY 1.1

1. Hi, Metin. What a nice fair, isn't it?
2. Have you exchanged books yet?
3. Of course. Here they are.
4. I haven't read it. Let's exchange our books, then.

ACTIVITY 1.3

1. People used to meet their needs by bartering.
2. Yes, they did.
3. The use of coins replaced the barter system.
4. People have begun to use paper money in commercial activities with the invention of writing.

ACTIVITY 1.4

1. Giresun Türkiye **2.** sunflowers **3.** 8 million dollars **4.** 1000 **5.** delivery

ACTIVITY 1.5

Students' own answers.

ACTIVITY 1.6

Students' own answers.

ACTIVITY 1.7

1. What does barter mean?
2. Definition of barter according to the United Nations Commission on International Trade Law
3. The process of bartering

ACTIVITY 1.8

1. business **2.** value **3.** barter **4.** deliveries **5.** transactions **6.** demand

ACIVITY 1.9

1. value **2.** transactions **3.** barter **4.** business **5.** demanded **6.** delivery

UNIT 2 LESSON 2

ACTIVITY 2.1

Currency is the money used in a specific country.
Exchange rate determines the value of one **currency** in terms of another.
Exchange rate impacts purchasing power when traveling abroad.
Each **currency** has its own name, design, and value.

ACTIVITY 2.2

1. e **2.** l **3.** b **4.** h **5.** a **6.** d **7.** g **8.** c **9.** f

ACTIVITY 2.3

a.

shifts: changes or movements.
economic power: having control because of money and resources.
trade: exchanging things like goods or services between people or places.
government spending: the money used by the government for things it needs.
global connectivity: being connected with people and things all around the world.

b.

1. International trade is described as an important aspect of many economies, contributing to the growth and economic power of nations. It affects the total economic output and is crucial for the prosperity of countries.
2. The value of a country's money compared to another's is important in international trade because it strongly impacts buying and selling between countries. Changes in these values can lead to imbalances in trade, affecting trade flows and economic relations.
3. The text mentions factors such as rising prices, the amount of money available, and how much interest is paid as influencers of the value of money when exchanged between countries.
4. Changes in the value of money can impact the buying and selling between countries by affecting the cost of goods and services. When a country's currency value changes, it can make imports more expensive or cheaper, influencing trade balances and trade volumes.
5. In today's interconnected world, it's important to carefully consider the factors that influence international trade because trade has become even more crucial with globalization.

ACTIVITY 2.4

1. Yes, Alex will receive more Turkish Lira using the buying rate than the selling rate for his 500 Dollars.
2. The exchange rates for USD to TRY are 26.9545 for buying and 27.0031 for selling.
3. According to Emma's calculation, Alex will get approximately 5,910.22 Turkish Lira for 200 Euros.
4. No, British Pounds do not have a lower exchange rate compared to Euros.
5. Alex will have approximately 18,829.02 Turkish Lira for his trip if he exchanges 500 Dollars, 200 Euros, and 100 British Pounds.
6. Yes, the exchange rate for British Pounds to Turkish Lira is higher than for Euros to Turkish Lira.
7. The buying rate represents what the bank pays when you exchange one currency for another.
8. Because it affects the total foreign currency that a traveller will have for a trip.

ACTIVITY 2.5

Bag: 120 € = **35,39 ₺**
Perfume: 70 £ = **2,392 ₺**
Watch: 150 $ = **4,050 ₺**
Trainers: 1200 ₽ = **338.88 ₺**
Coat: 5600 ¥ = **1,055 ₺**
Sunglasses: 50 kr = **1,533 ₺**

ACTIVITY 2.6

(Answers may vary. Here is an example.)
Student 1: I found this beautiful **bag** for **120 Euros**. Do you think it's a good price?
Student 2: Let's check. The exchange rate for Euro to Turkish Lira is 29.4979 for buying. So, **the bag** would cost approximately **35,39 Turkish Lira**.
Student 1: What about this **perfume** for **70 Pounds**?
Student 2: The exchange rate for Pound to Turkish Lira is 34.1825 for buying. **The perfume** would be around **2,392 Turkish Lira**.

ACTIVITY 2.7

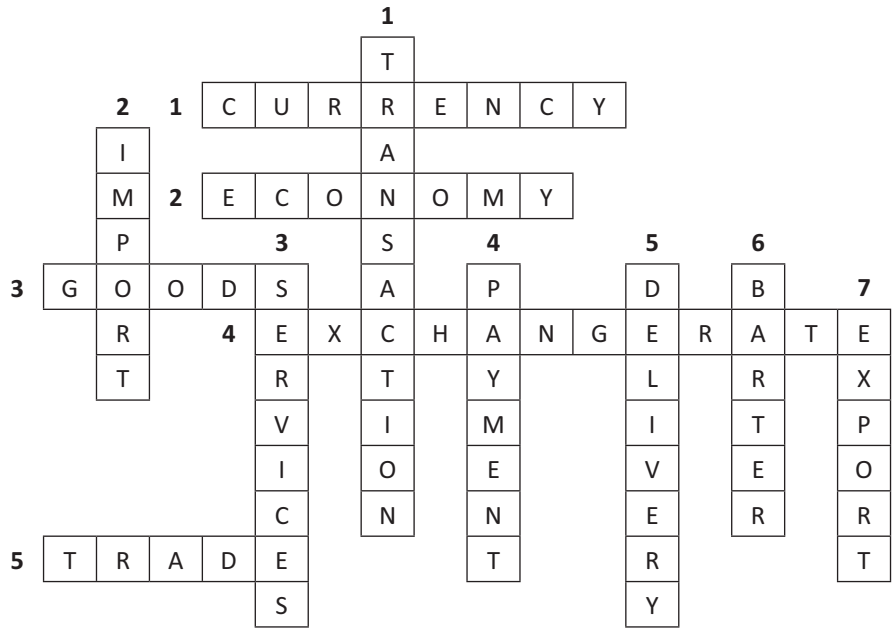
Money Policies ✓
Economic Situation ✓
Inflation ✓
Interest Rates✓
Supply & Demand Dynamics ✓
Imports ✓
Exports ✓
Exchange rate systems ✓
Investments ✓

ACTIVITY 2.8

1. Inflation impacts the value of a country's currency by making it worth less. High inflation reduces the purchasing power of the currency.
2. Central banks influence the value of a country's currency by changing interest rates. Increasing interest rates can make the currency more valuable, while decreasing interest rates can make it less valuable.

3. The value of the US dollar has a global influence on exchange rates because it serves as a benchmark currency and changes in its value can impact other currencies worldwide.
4. The three different exchange rate systems mentioned in the text are fixed exchange rate, flexible exchange rate, and floating exchange rate.
5. Understanding exchange rates is important for businesses engaged in international trade because it can impact the cost of imports and exports, affecting profitability and competitiveness in the global market.

ACTIVITY 2.9



ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. d **2.** a **3.** c **4.** b **5.** a

LESSON 2

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. a **2.** d **3.** b **4.** b **5.** c

UNIT 3 LESSON 1

ACTIVITY 1.1
1. b **2.** c **3.** c

ACTIVITY 1.3
1. d **2.** c **3.** f **4.** b **5.** e **6.** a **7.** h **8.** g **9.** j **10.** i

ACTIVITY 1.4
1. They work for foreign trade companies.
2. They specialize in foreign trade.
3. Mr Emre wants to learn the company's address for their records.
4. Quantity of sunflower seeds (3000 tons), preferred delivery date (October 31, 2024), and the company's address in Moscow.
5. Mr Ivan sees the partnership as promising and suggests proceeding with necessary paperwork and arrangements to ensure a successful import.

ACTIVITY 1.5
Students' own answers.

ACTIVITY 1.6
1. Differences in production
2. Variations in quality and utility of goods
3. Price differences
4. Consumer preferences

ACTIVITY 1.7
1. True **2.** True **3.** True **4.** True **5.** False **6.** True **7.** False **8.** True

ACTIVITY 1.8
1. Russia imported the most in 2022, with a percentage of 16.4% of the total imports.
2. Switzerland and the USA had the same percentage of imports, both with a percentage of 4.2%.
3. Among the top 5 importers, Switzerland and the USA had the smallest percentage of imports.
4. Students' own answers.

ACTIVITY 1.9
TABLE 1: D **TABLE 2:** A **TABLE 3:** C **TABLE 4:** E **TABLE 5:** B

ACTIVITY 1.10
1.B **2.**A **3.**C **4.** C **5.** A **6.** B **7.**D **8.** B

ACTIVITY 1.11
(Answers may vary. Here are some sample answers.)
Türkiye imported **$41.80 billion** worth of **mineral fuels, oils, and distillation products** from **Russia** in **2022.**
Türkiye imported **$700.04 million** worth of **electronic equipment** from **the United States** in **2022.**

The value of **organic chemicals** imports to Türkiye from **the United States** was **$1.02 billion** in **2022.**

The value of **Plastics** imports to Türkiye from **Germany** was **$1.96 billion** in **2022.**

In **2022,** Türkiye's imports of **pearls, precious stones, metals, and coins** reached **$870.26 million** from **Russia.**
In **2022,** Türkiye's imports of **electrical and electronic equipment** reached **$700.04 million** from **the United States.**

Russia supplied Türkiye with **iron and steel** valued at **$4.79 billion in 2022.**
The United States supplied Türkiye with **pharmaceutical products** valued at **$518.96 million** in **2022.**

ACTIVITY 1.12
1. Russia had the highest imports to Türkiye in 2022,with the total of $58.85 billion.
2. Russia was the primary supplier of "Mineral fuels, oils, distillation products" to Türkiye in 2022, with an import value of $41.80 billion.
3. Türkiye purchased "Plastics" from China, the United States, and Germany. Plastics are vital for various industries in Türkiye, including manufacturing and packaging.
4. From Russia, "Mineral fuels, oils, distillation products" for $41.80 billion. From China, "Machinery, nuclear reactors, boilers" for $9.03 billion. From the United States, "Mineral fuels, oils, distillation products" for $2.08 billion. From Switzerland, "Pearls, precious stones, metals, coins" for $13.57 billion. From Germany, "Vehicles other than railway, tramway" for $4.12 billion.
5. China supplied more machinery, nuclear reactors, and electrical/electronic equipment to Türkiye in 2022, with an import value of $9.03 billion.
6. Russia was Türkiye's largest import partner in 2022, with a total import value of $58.85 billion.
7. Türkiye imported more of "Mineral fuels, oils, distillation products" from Russia in 2022, ($41.80 billion) the United States ($2.08 billion).
8. Answers may vary, possible answer may be: Türkiye imported these products based on factors like cost, quality, availability and trade agreements, but the specific reasons may vary for each product and country.

UNIT 3 LESSON 2

ACTIVITY 2.1
1. Applicant **2.** Issuing **3.** the Beneficiary's **4.** Beneficiary

ACTIVITY 2.2
1. All actors, such as the importer, shipper, bank and customs consultant are responsible for the import process.
2. The imported goods are submitted to customs by the carrier.

3. Physical controls, tests, etc. are carried out.
4. No, there aren't.

ACTIVITY 2.3
1. d **2.** g **3.** c **4.** b **5.** f **6.** e **7.** a

ACTIVITY 2.4
1. True **2.** True **3.** False **4.** False **5.** True

ACTIVITY 2.5
Students' own answers.

ACTIVITY 2.6
1. b **2.** m **3.** a **4.** c **5.** j **6.** i **7.** g **8.** n **9.** h **10.** d **11.** k **12.** l **13.** e **14.** f

ACTIVITY 2.7
1. B **2.** C **3.** A

ACTIVITY 2.8
1. The Russian Federation ranks first in Türkiye's imports in 2022.
2. Germany ranks second in Türkiye's imports in 2020.
3. It was 2022.
4. Türkiye imported the lowest amount of goods in 2019.

ACTIVITY 2.9
1. No, he doesn't.
2. No, they aren't.
3. He doesn't know the challenges he might face and how he can overcome them.
4. According to David, finding the right exporter is crucial in international trade because you need a reliable partner who can deliver the goods on time and meet your quality standards.
5. David advises Michael to investigate thoroughly when finding an exporter. This includes checking the exporter's reputation, asking for references, and ensuring they meet all legal requirements.
6. It's essential to have everything in writing when signing a sales agreement to avoid misunderstandings later.
7. Two different types of imports mentioned in the dialogue are importing goods on credit and using a letter of credit.
8. Students' own answers.

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. a **2.** c **3.** c **4.** b **5.** d

LESSON 2

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. c **2.** d **3.** a **4.** c **5.** d

UNIT 4 LESSON 1

ACTIVITY 1.1
1. True **2.** False **3.** True **4.** True **5.** False **6.** True

ACTIVITY 1.2
1. e **2.** a **3.** g **4.** f **5.** b **6.** h **7.** d **8.** c

ACTIVITY 1.3
1. Shall we discuss the details?
2. What is the proposed delivery date for the exports?
3. What is the unit price for the cars?
4. What is your current annual revenue?
5. I'm looking forward to this collaboration.

ACTIVITY 1.4

1. He works at TRN Foreign Trade Inc.
2. His company plans to export cars.
3. She works at KZB Foreign Trade Inc.
4. It is 1,000.
5. It is November 23, 2024.
6. The unit price set for the cars is €42,000.
7. The annual revenue of Ahmet's company (TRN Foreign Trade Inc.) is 250 million Euros.

ACTIVITY 1.5

Students' own answers.

ACTIVITY 1.6

1. More Jobs
2. Trade Balance
3. More Income
4. Growing Profits
5. Varying Markets
6. More Production, Less Spending

ACTIVITY 1.7

1. Advantages of exporting are creating jobs, balancing trade (trade surplus), increasing income, expanding businesses, and reducing production costs.
2. Exporting creates new job opportunities by driving companies to hire more workers to meet international demand.
3. A trade surplus occurs when a country sells more than it buys, providing extra funds for economic growth and investment.
4. Exporting brings in revenue to support economic growth, fund public services, and invest in domestic industries.
5. Exporting helps companies expand and make more money by reaching a larger customer base in different markets.
6. Relying on one market during economic downturns is risky as a downturn in that market could significantly impact the company's sales and revenue.
7. Increasing production for international markets can lower production costs per unit through economies of scale, ultimately increasing profits.
8. Exporting connects countries and businesses worldwide by promoting international trade, economic growth, and collaboration in the global marketplace.

ACTIVITY 1.8

Students' own answers.

ACTIVITY 1.9

1. a **2.** b **3.** c **4.** a

ACTIVITY 1.10

TABLE 1: D **TABLE 2:** A **TABLE 3:** E **TABLE 4:** B **TABLE 5:** C

ACTIVITY 1.11

1. b **2.** c **3.** d **4.** b **5.** c **6.** a **7.** c **8.** d **9.** d **10.** a

ACTIVITY 1.12

(Answers may vary. Here are some sample answers.)

1. Türkiye exported **$2.22 billion** worth of **articles of apparel, knit or crocheted** to the **United Kingdom** in **2022**.
2. The value of **pearls, precious stones, metals, coins** exports from Türkiye to **Iraq** was **$1.72 billion** in **2022**.
3. In **2022**, Türkiye's exports of **pearls, precious stones, metals, coins** reached **$1.74 billion** to **the United States**.
4. The United Kingdom received exports of **articles of apparel, knit or crocheted** from Türkiye at **$2.22 billion** in **2022**.

ACTIVITY 1.13

1. Germany received the most exports from Türkiye in 2022, worth $21.14 billion.

2. The top three products Türkiye sent to Germany in 2022 were:
"Vehicles other than railway, tramway" worth $3.17 billion.
"Machinery, nuclear reactors, boilers" worth $2.93 billion.
"Articles of apparel, knit or crocheted" worth $2.22 billion.

3. The main product Türkiye sent to the United States in 2022 was "Pearls, precious stones, metals, coins" worth $1.74 billion.

4. The product "Articles of iron or steel" was exported by Türkiye to both Iraq and the United Kingdom. However, Türkiye exported this product more to the United Kingdom with a value of $695.61 million compared to Iraq's value of $542.62 million.

UNIT 4 LESSON 2

ACTIVITY 2.1

1. Applicant **2.** Issuing Bank **3.** Beneficiary **4.** Beneficiary's Bank

ACTIVITY 2.2

1. False **2.** True **3.** False **4.** False **5.** True

ACTIVITY 2.3

1. f **2.** a **3.** b **4.** c **5.** d

ACTIVITY 2.4

1. h **2.** g **3.** b **4.** l **5.** d **6.** m **7.** f **8.** n **9.** k **10.** j **11.** a **12.** i **13.** e **14.** c

ACTIVITY 2.5

1. C **2.** A **3.** B

ACTIVITY 2.6

1. Germany **2.** 2022 **3.** France **4.** Spain **5.** 2021

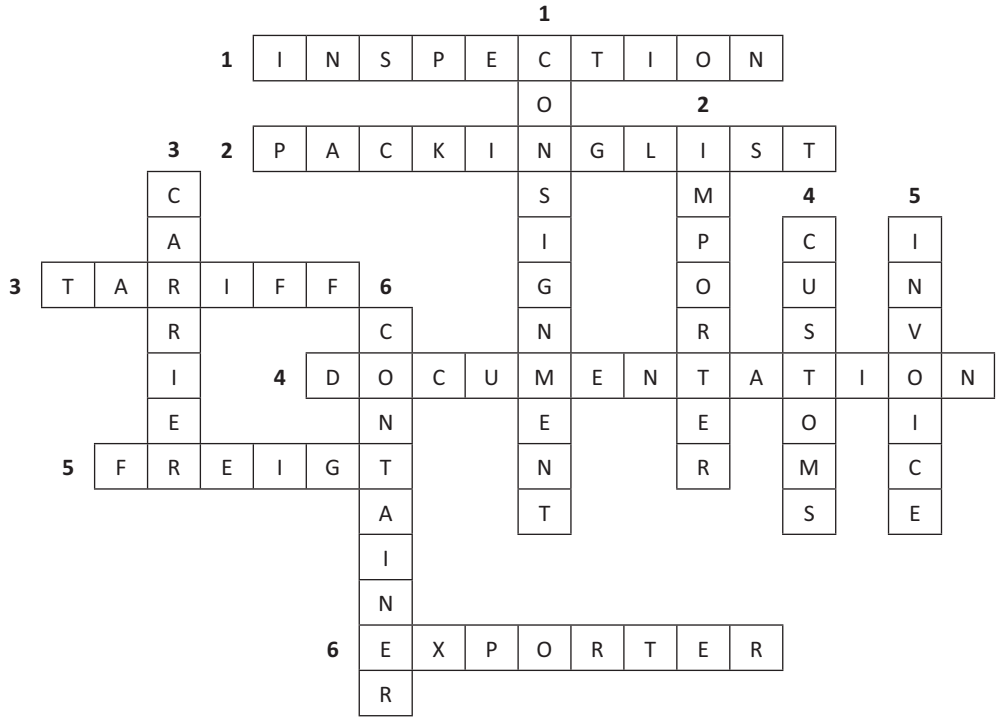
ACTIVITY 2.7

1. F **2.** F **3.** T **4.** T **5.** T

ACTIVITY 2.8

Students' own answers.

ACTIVITY 2.9



ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. b **2.** c **3.** a **4.** b **5.** d

LESSON 2

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. a **2.** c **3.** c **4.** b **5.** b

UNIT 5 LESSON 1

ACTIVITY 1.1
1. B **2.** C **3.** B **4.** C **5.** A **6.** A **7.** C **8.** A **9.** C

ACTIVITY 1.2
(Answers may vary. Here are the possible answers.)
Fresh fruits and vegetables:
Best Transportation Method: Air
Reason: Air is fast and keeps produce fresh during transit.
Petroleum products:
Best Transportation Method: Sea (Tanker ships)
Reason: Ships are efficient for carrying large liquid cargo like oil.
Furniture and heavy machinery:
Best Transportation Method: Land (Trucks, trains, heavy haulage vehicles)
Reason: Trucks and trains can handle heavy and large items on land.
Raw materials for manufacturing:
Best Transportation Method: Sea (Bulk carriers, container ships)
Reason: Ships are great for moving a lot of raw materials at once.
Perishable goods like flowers:
Best Transportation Method: Air
Reason: Airplanes deliver quickly and keep perishables fresh.
Laptops and smartphones:
Best Transportation Method: Air
Reason: Air is fast and secure for electronic devices.
Frozen seafood:
Best Transportation Method: Sea (Reefer ships)
Reason: Ships with refrigeration keep seafood frozen during transit.
Medical supplies and vaccines:
Best Transportation Method: Air
Reason: Airplanes ensure quick delivery of critical medical items.
Timber and logs:
Best Transportation Method: Sea (Cargo ships, specialized lumber transport vessels)
Reason: Ships handle heavy timber and logs efficiently.

ACTIVITY 1.3
1. When goods are bought and sold between different countries is called international trade. It's important because countries have different strengths in producing certain goods, so they rely on each other for various products.
2. "Incoterms" stands for "International Commercial Terms." They are a set of rules created to help businesses understand their roles and responsibilities during international trade.
3. The rules known as INCOTERMS are created by the International Chamber of Commerce (ICC). They explain how goods are delivered in trade deals and show who is responsible for different aspects and how costs are shared between the seller and the buyer.
4. INCOTERMS help prevent problems and save time and money in trade by providing clear guidelines for trade deals. They outline responsibilities, avoid misunderstandings, and ensure smoother transactions.
5. The INCOTERMS were first introduced in 1936 and have been updated in 2010 and 2020. The latest version, INCOTERMS 2020, began on January 1, 2020.

ACTIVITY 1.4

a. EXW - G **FCA -** E **FAS -** K **FOB -** A **CFR -** B **CPT -** H **CIF -** I **CIP -** C **DAP -** F **DPU -** J **DDP -** D

b. 1. C **2.** G **3.** K **4.** I **5.** H **6.** B **7.** J **8.** A **9.** D **10.** E **11.** F

ACTIVITY 1.5

1. True **2.** False **3.** False **4.** True **5.** True **6.** True **7.** False **8.** False

ACTIVITY 1.6

SELLER'S RESPONSIBILITIES

- They will carry out production, inspection, packaging, and labeling of the goods.
- They will obtain necessary permissions for export, complete customs procedures and pay taxes.
- They will deliver the goods by unloading them from the transport vehicle at the location specified by the seller.
- They will cover insurance costs from Çorum to the Istanbul Kapıkule border gate.
- They will arrange a road transport contract for the delivery of goods in empty condition to the buyer's address at the seller's location.

BUYER'S RESPONSIBILITIES

- The goods will pass through the customs of Türkiye, Bulgaria, Croatia, Serbia, and Slovenia in sequence. The buyer will cover insurance costs from the Kapıkule border gate onwards.
- They will obtain necessary permissions for import and complete customs procedures, including Bulgaria, Croatia, Serbia, and Slovenia customs and pay taxes.
- They will receive the goods at B** Machinery Import Trade Limited Company / S.S. 9** KM 78** ALTAMURA – ITALY address, unloaded from the transport vehicle.

ACTIVITY 1.7

1. b **2.** c **3.** b **4.** a **5.** d **6.** c **7.** b **8.** a

ACTIVITY 1.8

1. seller **2.** seller **3.** buyer **4.** buyer **5.** buyer **6.** buyer **7.** buyer **8.** buyer **9.** buyer **10.** buyer **11.** buyer

ACTIVITY 1.9

THE SELLER : 10 11

THE BUYER: 1 2 3 4 5 6 7 8 9

ACTIVITY 1.10

1. i **2.** g **3.** e **4.** h **5.** f **6.** d **7.** a **8.** c **9.** j **10**. b

UNIT 5 LESSON 2

ACTIVITY 2.1

a. 1. G **2.** B **3.** C **4.** A **5.** D **6.** E **7.** H **8.** F **9.** I **10.** J

b. 1. C, **2.** C, **3.** C

ACTIVITY 2.2

1. M Machinery Ltd. Company (Exporter)
2. K Trade Company (Importer)
3. Muratbey Customs Office (Customs Office)
4. AB** Bank (Exporter's Bank)
5. CD** Bank (Importer's Bank)

ACTIVITY 2.3

1. True **2.** False **3.** False **4.** True **5.** False

ACTIVITY 2.4

1. Hi Sophia. You are studying at the Foreign Trade Department, aren't you?
2. I wonder what exactly advance payment is. Can you explain it to me?
3. What are the advantages of the advance payment method?
4. Does it have advantages for the buyer, too?
5. You said there were also some risks, didn't you?
6. Which industries use the advance payment method most frequently?
7. Can it be used in international trade transactions?

ACTIVITY 2.6

1. Cash against goods was the most used type of payment in May 2023.
2. The value of payments made through private barter in June 2023 was $195.000.
3. The total value of imports for which cash against documents was used as a payment method was $2.690.990.000.
4. The least preferred payment method used for imports was counter purchase.

ACTIVITY 2.7

1. Advance payment was used most after cash against goods in total.
2. The value of payments made through letters of credit with acceptance credit in April 2023 was $437.000.
3. The total value of exports for which documents with acceptance credit were used as a payment method was $56.987.000.
4. The two payment methods that were used the least were counter purchase and private barter.

ACTIVITY 2.8

1. Non-delivery of the goods
2. Late delivery of the goods
3. Receiving goods of poor quality
4. Receiving different goods
5. Currency fluctuations

ACTIVITY 2.9

1. False 2. True 3. True 4. False

ACTIVITY 2.10

1. B 2. C 3. D 4. A 5. C

ASSESSMENT AND EVALUATION

LESSON 1

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. b **2.** b **3.** c **4.** a **5.** d

LESSON 2

SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. c **2.** b **3.** d **4.** d **5.** a

UNIT 6 LESSON 1

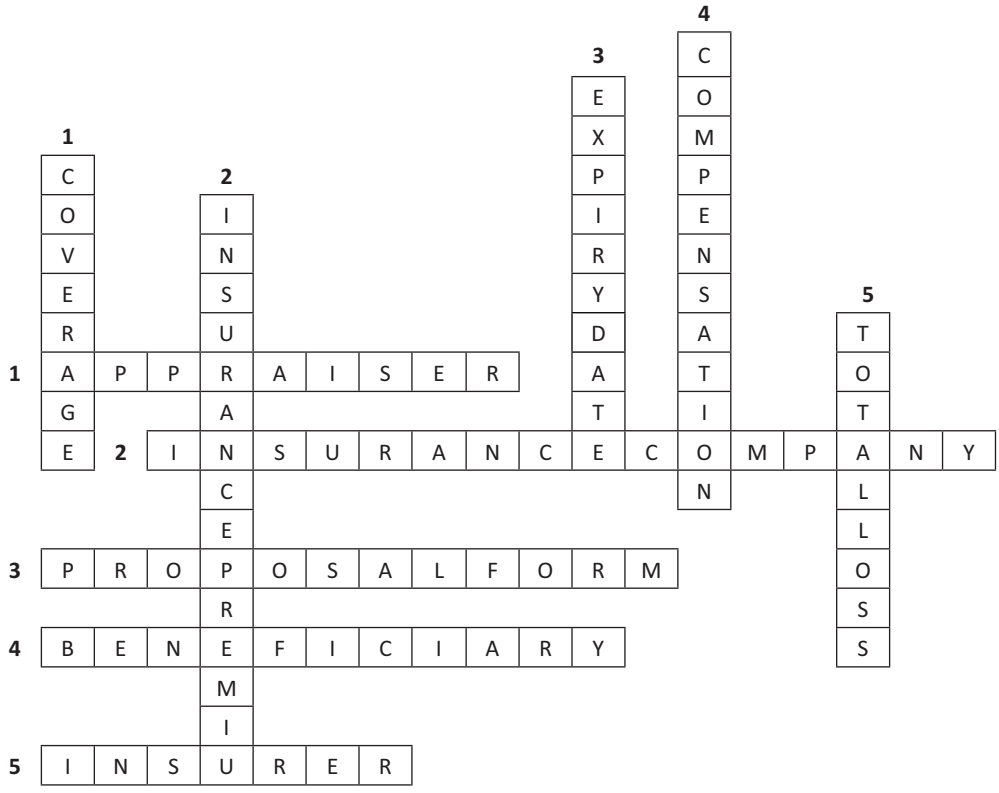
ACTIVITY 1.1

1. It works like a safety net and protects us from unexpected troubles.
2. A heavy snowstorm caused a tree branch to damage the roof of Antonio's bakery.
3. The regular payment to the insurance company is called a premium.
4. The insurance company sent someone called appraiser to assess the damage and agreed to pay for the repairs.
5. Students' own answers.
6. Students' own answers.

ACTIVITY 1.2

1. A **2.** G **3.** D **4.** B **5.** F **6.** E **7.** C **8.** H

ACTIVITY 1.3



ACTIVITY 1.4

Health Issues (√): Health insurance helps cover the cost of medical treatment if you get sick or hurt. For example, if you need to go to the hospital, your insurance can help pay for the bills.

High-Risk Activities (X): Injuries or damages resulting from high-risk activities like extreme sports might not be covered by regular health or life insurance policies.

Property Damage (√): If a storm damages your house, home insurance can help pay for the repairs, so you don't have to pay all the money yourself.

Cosmetic Damage (X): Minor cosmetic damages to property, like small scratches on a car, might not be covered as they usually don't significantly affect functionality.

Currency Changes (√): Currency risk insurance can protect companies from losses when the value of money changes. For example, if you buy something in a foreign currency and it becomes more expensive, the insurance can help cover the extra cost.

Loss of Value (X): If the value of your property decreases over time due to market changes, insurance typically won't cover that loss.

Business Interruption (√): If you own a business and a fire makes you close for a while, business interruption insurance can cover the money you would have earned during that time.

Personal Negligence (X): If you're found legally liable for an accident due to reckless behaviour or negligence (like causing a car accident while under the influence of alcohol), the resulting damages might not be covered.

Travel Problems (√): Travel insurance can help if your flight gets canceled or your luggage gets lost. It can pay for new tickets or help you replace your things.

Pre-Existing Conditions (X): Health insurance might not cover pre-existing medical conditions that were present before the insurance was taken out.

ACTIVITY 1.5

1. False **2.** True **3.** True **4.** False **5.** False **6.** True **7.** True

ACTIVITY 1.6

1. Funds **2.** Insure **3.** Tax Revenue **4.** Investments **5.** Coverage **6.** Insurance **7.** Risks **8.** Pension System **9.** Welfare **10.** Economic Loss

ACTIVITY 1.7

1. Insurance safeguards against possible damage or loss during shipping, ensuring financial protection for both exporters and importers.
2. Insurance lets people manage future uncertainties confidently, as it provides financial support when unexpected events occur.
3. Insurance stabilizes economic activities by reducing the impact of unforeseen losses, promoting business continuity and entrepreneurship.
4. Insurance covers unintended harm costs, like legal claims, shielding individuals and businesses from severe financial setbacks.

UNIT 6 LESSON 2

ACTIVITY 2.1

1. Hello, Mr Price. Our company is buying machine parts from a Russian company. I was just wondering if it's worth taking out an insurance policy.
2. What are the advantages of taking out this policy?
3. Does cargo insurance provide coverage against all the risks?
4. Is it possible to take out an insurance policy against all the risks?

ACTIVITY 2.2

1.The name of the insured is M*** BİLİŞİM SAN. TİC. AŞ.
2. The number of packages to be transported is 500.
3. The goods will arrive in Kadıköy, İstanbul.
4. USD will be used in the import transaction.
5. The amount to be paid for the insurance policy is 206,25 TL.

ACTIVITY 2.3

1. False **2.** False **3.** True **4.** True

ACTIVITY 2.4

Y*** SİGORTA
C*** İŞ MERKEZİ NO: 10/1 KADIKÖY / İSTANBUL
TEL: +90 XXX******
mail: **@**mail.com

Policy Date : 22.11.20**

Policy No : 20**/456789

SHIPPING AND COMMODITY TRANSPORT INSURANCE POLICY

INSURED'S			
Name Surname / Title	: Z*** ELEKTRONİK SAN. TİC. AŞ		
Address	: D*** CAD. NO: 1/3 BAKIRKÖY / İSTANBUL		
Customer No	: NETNS-123456		
Tax ID No	: BAKIRKÖY VD 001******		
COMMODITY COVERED BY INSURANCE / SHIPPING			
Commodity Type	: Automobile and Spare Parts	Place of Departure	: Beijing / CHINA
Gross Amount	: 16.000 Kg	Place of Destination	: Bakırköy / İSTANBUL
Net Amount	: 16.000 Kg	Vehicle Registration No	: CJ13**C**
Number of Packages	: 1.500 Packages	Shipping Date and No	: 20.03.20**/789678
Form of Sale	: FOB	Invoice Date and No	: 19.11.20**/123456
Letter of Credit No	: B/L No: 75***		
FOREIGN EXCHANGE			
Type of Currency	: USD	Exchange Rate Date	: 19.11.20**
Exchange Rate	: 6,3628	Bank Name	Central Bank of the Republic of Türkiye

INSURANCE COVERAGE	**SUM INSURED (USD)**	**SUM INSURED (TL)**	**PREMIUM RATE %**	**PREMIUM (TL)**
Commodity to be transported	$ 40.000	254.512,00	0,0005	127,25

PREMIUM	**AMOUNT (TL)**	**TYPE OF PAYMENT**	**PAYMENT DATE**	**AMOUNT (TL)**
Net Premium	: 127,25	Advance payment	19.11.20**	133,61
Expenditure Tax	: 6,36			
Amount to be Paid	: 133,61			

QR CODE

ACTIVITY 2.5

1. Tradable goods are delivered to different countries with different means of transport.
2. Perils such as weather events, pirate attacks, strandings, and fires on ships may occur during sailing.
3. Shipping is carried out via roads, railways, seaways, and pipelines, or through the combined use of them in foreign trade.
4. The insurance industry can compensate for financial losses.

ACTIVITY 2.6

1. warehousing **2.** compensating **3.** perils **4.** reputational **5.** profitability **6.** tradable **7.** extracted

ASSESSMENT AND EVALUATION

LESSON 1
SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. b **2.** d **3.** a **4.** d **5.** c

LESSON 2
SELF ASSESSMENT
Students' own answers.

VOCABULARY
Students' own answers.

TEST YOURSELF
1. b **2.** d **3.** a **4.** c **5.** b

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LEGISLATION

- 213 Sayılı Vergi Usul Kanunu
- 5684 Sayılı Sigortacılık Kanunu
- 3065 Sayılı Katma Değer Vergisi Kanunu
- 4458 Sayılı Gümrük Kanunu
- 6102 Sayılı Türk Ticaret Kanunu
- 6361 Sayılı Finansal Kiralama, Faktoring, Finansman ve Tasarruf Finansman Şirketleri Kanunu
- Geçici ithalat sözleşmesi

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