International Journal of Science and Research (IJSR)
ISSN: 2319-7064
SJIF (2019): 7.583

Strategies in International Trade

Assists. Professor Selminaz ADIGÜZEL

Harran University Siverek Faculty of Applied Sciences
International Trade and Logistics Department
sadiguzel © harran.edu.tr
ORCID NUMBER 0000-0002-6808-2888

Abstract: ***Every trade company has strategies. Strategies changing according to the conditions of the age are affected by the internal dynamics and external dynamics of companies. Before Covid 19, the first priority of trade companies was innovation, following technological innovations, bringing the highest quality product to the market, while after Covid 19, ensuring the continuity of technological infrastructure in the field of health, education, helping developing countries to eliminate technological inequality was to prevent social inequality. Strategy is a roadmap that determines the path of the company. The strategy determined in accordance with the vision is influenced by economic and social political factors. After the Second World War, there were various political and economic reasons for choosing import substitution when developing countries aimed at industrialization strategy. In 1950, countries tried to survive by exporting "export or die" became a national slogan. Economic growth in Japan defined a strategy of the government. This essay is dealing about international trade strategies in World. Industrialization and trade strategies were generally applied together and turned into a mixed strategy. Introductory (Import Substitution) ,Industrial Development Strategies. International trade companies continue to struggle for existence to get rid of the destructive traces of globalization by following certain strategies in the competitive environment. For this reason, it is important to know trade strategies by traders. In the research, it is tried to contribute to the understanding of today's economy by including what trade strategies are, what strategies are determined by developed countries such as America, Japan, and what they have determined. As a result of research though tensions have risen between China and the United States in the South China Sea and the potential for war on the Korean Peninsula casts a long shadow over the region, force is not the Chinese government's first choice to deal with these problems one of the core objectives of the China-Russia strategic partnership of coordination is to develop a new post-Cold War international order that contributes to peace and development. Trade improves labor productivity and boosts economic growth. Economic openness helps the United States indirectly advance a number of foreign policy goals: democratization, human rights, the rule of law, and global development. At the same time, freer trade is blamed for job losses, rising inequality, and career insecurity among working-class Americans. The current U.S. trade strategy for regionalism, called "competitive liberalization," treats regionalism and multilateralism as complementary and mutually reinforcing approaches to trade reform.***

Keywords: Trade Strategy, Market, Covid 19 Iindustrialization Strategy İmport, Export

1. Trade Strategies

During its evolution, all of today's developed and developing countries, with the exception of England and, more recently, Hong Kong, protected domestic production with import substitution policies at the beginning of their industrialization. The outward-oriented industrialization strategy, on the other hand, was developed in Denmark and Norway following the Second World War, in Southern European countries and in Japan with some shortcomings from the mid-1950s; It has been applied continuously in Korea, Singapore and Taiwan since the early 1960s. This strategy has been put into practice in Israel since 1961, in many Latin American countries, especially Brazil and Argentina, after the second half of 1960, at different intervals. Mixed Strategyhttps://www.altayli.net/alternatif-sanayilesme-dis-ticaret-stratejileri-ve-24-ocak-kararlari.html

Companies may be in need of internationalizing due to the factors related to market, costs, competition and politics. The reasons lying behind these general titles can be examined as the reasons to "attack" and reasons to "defend": (Taştan, 2004). Reasons to attack

• To search a new market,
• To aim to reach high profits by reducing costs,
• To satisfy the top management's growing and spreading ambition. Reasons to defend:
• To protect the owned local-original market,
• To protect the other markets,
• To guarantee the supply of raw materials
, • To obtain technology,
• Geographical differences.

International trade policy is one of the most ancient subject areas in economics, having generated serious debates at least since the classical period of ancient Greece, over two thousands years ago.

According to the Helen Milner and David Yoffie, increasing numbers of multinational firms that historically supported unilaterally opening their home market have publicly advocated a third type of policy a "strategic" trade policy of demanding trade barriers for the home market if foreign markets are protected. Governments can use trade policy instruments to shift profits from foreign to domestically owned firms, thereby raising national economic welfare at the expense of other countries. In practice, however, the impetus for government intervention is likely to come from a narrowly focused interest group that has a stake in a specific industry.

The standard model is set up as a two-stage game. In the initial stage, the home government is able to enact an export subsidy for the home firm's output of the homogenous product. In the second stage, the firm of each country chooses the quantity to produce and sell to the third country. Each firm takes the other's output as given when maximizing profit. The subsidy lowers the home firm's cost and makes it want to export more for any given export level of the rival. Since the home and foreign products are strategic substitutes, the foreign firm must reduce its output. As the domestic export subsidy increases, aggregate quantity rises, price falls, and the profits of the domestic firm rise while foreign profits decline. In effect, rents are shifted from the foreign firm to the home firm

(https://en.wikipedia.org/wiki/Strategic_trade_theory#cite_note-spencer5-4, 2020).

There are a number of different strategies for stock trading you can use. Let's take a look at some of the common trading strategies.

1.1. Mixed Strategy

The problem of developing countries isn't to choose one of the inward and outward looking industrialization strategies. In other words, it wouldn't be correct to make an absolute and absolute distinction between these two industrialization strategies. The main point here isnt to which strategy in industrialization will be given weight and priority, but to find a hybrid strategy that will enable the development of both inward and outward-looking industries at the same time that dont make a choice between these two strategies. Such an industrialization strategy has been implemented by Japan in the past, and recently by S. Korea. According to the common definition of ten global managers from four continents, global companies must have the following three characteristics: (Erbayindir, 2020). With the spread of the Internet, information has become digital started. Digitization, information storage, transmission and processing made easy. Virtual organizations, Value Partnership Model (Value Alliance Model) , Virtual Broker Model , Market Alliance Model, Cooperation Model (Coalliance Model) Central Satellite Model (Star Alliance Model) are mixed trade strategies.

1.1.1 Virtual organizations

Virtual organizations are structures that perform information transfer quickly and securely in the digital environment and ensure coordination between individuals and units (Onar, 2018).

Today, the rapid development of competition and international trade causes virtual organizations to gain importance. In the economy, as national borders gradually lose their importance, businesses have begun to adopt globalization. Competing with competitors in the international market In the period, businesses faced the necessity of reorganizing secondary functions such as human resources, accounting and finance as well as corporate functions such as procurement, production and sales (Aydinalp, 2012, s. 136).

1.1.2.Value Partnership Model (Value Alliance Model)

The virtual value chain model is defined as the combination of various products, services and activities to create a value or supply chain. This model is often encountered in virtual organizations established for project purposes and the layout of the project groups is provided by the project manager (Onar, 2018).

1.1.3.Virtual Broker Model

In the literature, virtual brokers are defined as dynamic network designers and they create opportunities as third party providers, such as in co-marketing situations, or as information brokers providing a virtual structure around specific commercial information services.

Virtual Face Model The virtual face is defined as the place where non-virtual organizations come into existence in cyber space. Businesses also carry out their transactions via the internet in order to add value to their organizations. For example, companies Dell, Fleurop (Canadian-based international flower sales site) and Travelocity (tour and travel company) carry out their transactions via the internet.

Jane Brook Winery company established in Australia is one of the companies using the virtual face model. Jane Brook Winery was founded in Australia in 1972 as a family business and is managed by two people. The firm produces 10,000-15,000 cases of wine annually for the Australian wine market and the North East Asian market. The company created its web pages in 1995, information is given about sales points. In the virtual face model, internet-based organizations can collaborate with traditional organizations.

Established information about the business and the market, electronic automation system placed (Onar, 2018).

1.1.4. Market Alliance Model

Market alliance, existing in the cyber space, It is defined as the organizations that manage the electronic market for which it is responsible for the provision of services.

A trading style is a set of preferences that determine how often you'll place a trade and how long you will keep those trades open for. It will be based on your account size, how much time you can dedicate to trading, your personality and your risk tolerance (Çarikçi, 2020).

1.1.5 Cooperation Model (Coalliance Model)

In the cooperation model, partners involved in the virtual organization have equal amounts of liabilities. The collaboration strategy also helps organizations to develop their existing strong relationships. In the cooperation model, global companies come together for the project.

They are coming. in the cooperation model, for companies to realize the project.

It must have the necessary skills and resources. Marketing organizations to respond to mixed global market opportunities. forms associations and consortia with expertise such as IBM, Sun and Hewlet Packard computer brands have chosen to establish partnerships while developing the programming language JAVA. In the collaborative model, partners need speed and competence to perform their tasks and communicate effectively.

1.1.6.Central Satellite Model (Star Alliance Model)

Global companies maintain their relations with the satellite model marketing companies.

In this model, global companies will be able to more effectively address market opportunities.

Many companies such as advertising offices, wholesalers, retailers, etc. Establishes a link with the organization. This model is generally managed by satellite organizations with high marketing skills and expertise.

2. Common Active Trading Positionss

Active trading is the act of buying and selling securities based on short-term movements to profit from the price movements on a short-term stock chart. The mentality associated with an active trading strategy differs from the long-term, buy-and-hold strategy found among passive or indexed investors.

- Although your trading style will be unique to you and the aims set out in there are four popular styles you can choose from. In order of duration, these are:
- Position trading
- .Swing trading
- Day trading
- Scalp trading
- High-frequency trading
- Range trading
- Momentum trading strategies (https://www.ig.com/en/trading-strategies/how-to-create-a-successful-trading-plan-02.10 2020)

2.1. Position trading

Position trading involves holding a trade for a long period of time, whether this is weeks, months or even years. Position traders are unconcerned with short-term market fluctuations – instead they focus on the overarching market trend. Typically, position traders will rely on technical analysis using tools such as a Fibonacci retracement which allows them to identify periods of support and resistance. Some actually consider position trading to be a buy-and-hold strategy and not active trading. However, position trading, when done by an advanced trader, can be a form of active trading. Position trading uses longer term charts – anywhere from daily to monthly in combination with other methods to determine the trend of the current market direction. This type of trade may last for several days to several weeks and sometimes longer, depending on the trend (2020).

2.2. Swing trading

Swing trading is a style that focuses on taking a position within a larger move. It involves holding a trade over several days or weeks, in order to take advantage of short- to medium-term market movements. There is no given timeframe for swing trading, as it is completely dependent on how long each trend lasts. This could be as short as an hour or as long as a week. Swing trades will only be exited when a profit target is reached, or the position is stopped out. It is the preferred method for traders who don’t want to spend all day monitoring the market, but don’t want to enter a longer-term position. When a trend breaks, swing traders typically get in the game. At the end of a trend, there is usually some price volatility as the new trend tries to establish itself. Swing traders buy or sell as that price volatility sets in. Swing trades are usually held for more than a day but for a shorter time than trend trades. Swing traders often create a set of trading rules based on technical or fundamental analysis.When a trend breaks, swing traders typically get in the game. At the end of a trend, there is usually some price volatility as the new trend tries to establish itself. Swing traders buy or sell as that price volatility sets in. Swing trades are usually held for more than a day but for a shorter time than trend trades. Swing traders often create a set of trading rules based on technical or fundamental analysis.

Your trading plan can include anything you would find useful, but it should always cover:

- Your motivation for trading
- The time commitment you want to make
- Your trading goals
- Your attitude to risk
- Your available capital for trading
- Personal risk management rules
- The markets you want to trade
- Your strategies
- Steps for record keeping

A trading plan is different to a trading strategy, which defines precisely how you should enter and exit trades. An example of a simple trading strategy would be ‘buy bitcoin when it reaches $5000 and sell when it reaches $6000' (https://www.ig.com/en/trading-strategies/how-to-create-a-successful-trading-plan-181210, 2020).

Since the advent of the century, China and Russia have developed such strong ties that there has been a growing call from the policy and academic circles in both countries for a bilateral military alliance, especially in a time of greater complexity in the international situation and rising security challenges facing both countries.

2.3. Day trading

Day trading is perhaps the most well-known active trading style. It's often considered a pseudonym for active trading itself. Day trading, as its name implies, is the method of buying and selling securities within the same day. Positions are closed out within the same day they are taken, and no position is held overnight. Traditionally, day trading is done by professional traders, such as specialists or market makers. However, electronic trading has opened up this practice to novice traders

(https://www.investopedia.com/articles/active-trading/11/four-types-of-active-traders.asp#1-day-trading, 2020)

Day trading is a style that specifies a trader will open and close all their positions before the markets close each evening. Day traders will buy and sell multiple assets within the trading day, or sometimes multiple times a day, to take advantage of short-term market movements. In doing so, they avoid some of the risks and added costs associated with holding a position overnight.

2.4.Scalping

Scalping is a trading style that involves opening and holding a position for a very short amount of time, from a few seconds to a few minutes at most. The idea is to open a trade and exit it as soon as the market moves in your favour – taking small but frequent profits.

2.5.High-frequency trading

As some of these styles require traders to have extremely fast reactions, there has been a growing interest in high-frequency trading (HFT). This is an algorithmic method of trading that large organisations use to execute a huge number of orders in a matter of seconds.

A trading strategy will use analysis to identify specific market conditions and price levels. While fundamental analysis can be used to predict price movements, most strategies focus on specific technical indicators.

Although there is a lot of confusion between ‘style’ and ‘strategy’, there are some important differences that every trader should know. While a style is an overarching plan for how often you will trade, and how long you will keep positions open for, a strategy is a very specific methodology for defining at which price points you will enter and exit trades.

3. Other Trade Strategies

3.1.Price-Momentum

The price-momentum strategy is based on buying the best-performing stocks and selling the worst-performing stocks, according to a predefined criterion. The performance criterion can be cumulative return, mean return, or risk-adjusted return.

3.2.Earnings-Momentum

The earnings-momentum strategy follows the same logic as the price-momentum strategy above - buying or selling the top/bottom 10% stocks according to their performance. What is different is the performance criteria.

3.3.Book-To-Price Value

This strategy is also based on buying the top winners and selling the bottom losers, like the price-momentum and the earnings-momentum strategies above.

3.4.Low-Volatility Anomaly

The low-volatility anomaly trading strategy relies on the observation that the future returns of low-return-volatility portfolios outperform the returns of high-return-volatility portfolios.

3.5.Implied Volatility

The implied volatility strategy is based on an observation on the put/call implied volatility of stock options.

3.6 Multifactor Portfolio

The multifactor strategy relies on buying and selling short stocks based on more than one factor. The observed factors can be value, momentum, volatility, etc.

3.7.Pairs Trading Strategies

Pairs trading is a classic example of a mean-reversion strategy. The first step in the pairs trading strategy is based on identifying a pair of stocks with highly correlated historical performances.

3.8 Single Moving Average

The single moving average is one of the very basic trading strategies. It is based on the price of an asset (stock, futures contract, currency pair, etc.) crossing up or down a moving average.

3.9 Moving Averages Crossover

The moving averages crossover is another very popular trading strategy. It relies on two moving averages – a fast one (short period) and a slow one (long period).

3.10 Multiple Moving Averages Crossover

The multiple moving averages crossover strategy adds additional moving averages with different durations in addition to the fast and the slow moving averages in the strategy above.

3.11.Pivot Points Support And Resistance

The pivot points support, and resistance strategy is based on the pivot points trading indicator.

3.12 Channel Trading Strategies

There are several trading indicators that consist of channels, with the most popular being Donchian channel, Bollinger bands, and Keltner channel.

3.13.Merger Arbitrage

Merger arbitrage or also known as risk arbitrage is a trading strategy aiming to capture an excess return that is occurring due to corporate actions such as mergers and acquisitions.

3.14 Market Making

The market making strategy is one of the most popular ones in algorithmic and quantitative trading.

3.15 Alpha Trading Strategies Generation

The alpha generation is a strategy where the traders are trying to gain an edge by data mining and machine learning methods.

3.16 Carry Trade

The carry trade is one of the most popular FX trading strategies. It is based on gaining from the interest rate differentials between two currencies.

3.17 Forex Triangular Arbitrage

The Forex triangular arbitrage is a trading strategy based on opening positions in 3 currency pairs. For example, EURUSD, USDJPY, and EURJPY. The system is relying on catching discrepancies (arbitrage opportunities) occurring by opposing positions where the rate of one currency pair diverges from the cross rate between, the other two.

3.18 Commodity Futures Contracts Roll Yields

Commodity futures contracts roll yields is a strategy that aims to gain from the natural backwardation or contango occurring between the different futures contracts' maturities. Roll yields occur from rebalancing futures positions. When a futures contract is about to expire, it needs to be replaced with another futures contract with longer expiration.

3.19 Calendar Spread

In commodity futures markets the near-month contracts react to supply and demand changed quicker than further-month contracts most of the time.

3.20 Convertible Arbitrage

The convertible arbitrage strategy is based on convertible bonds. A convertible bond is a security with hybrid properties that gives the investor the option to convert the bond from a fixed-income instrument to equity (https://www.investopedia.com/terms/c/convertiblearbitrage.asp, 2020).

3.21.Sentiment Analysis

The sentiment analysis strategy is based on extracting trading signals using machine learning algorithms applied to social media data. The process starts with the collection of social media posts (most frequently tweets) that are containing at least one keyword listed in vocabulary over a predefined time frame.

3.22 Common Arguments of the Institutionalist Approach

Studies which are based on an institutionalist approach commonly agree that core institutions of the EU -namely the European Commission and the Council of Ministers- are the major determinants of EU trade policy decisions in general and trade strategies in particular. They share two basic arguments with respect to the trade policymaking process of the EU.

First of all, they all point that core institutions of the EU which are authorized by the founding treaties enjoy a certain degree of autonomy from the societal actors with specific interests. In order to demonstrate this, they either deploy a principal. Aggarwal and Fogarty (2004) alternatively refer to the institutionalist approach as "bureaucratic politics hypothesis" in their review Pluralist approach provides a significant alternative to institutionalist explanations with respect to the determination of EU trade policy outcomes and strategies EU's external trade policy can even reflect the specific foreign policy and security motivations of the individual Member States as pointed out by various authors such as Meunier and Nicolaidis (2006), Leal- Arcas (2008), and Brenton (2000). Former EU Trade Commissioner, Pascal Lamy (2002) draws attention to the post of rotating Presidency of the Council in order to illustrate how geopolitical and security-related interests of the Member States played a role in entering into trade relations with various countries/regions from distinct parts of the world. For instance, while Germany and Austria actively supported Europe Agreements with Central and East European Countries, Spain and Portugal pressed for strengthening relations with the Latin American nations (Lamy, 2002). In brief, EU trade strategies are not solely determined according to the commercial interests of the domestic groups but also reflect broader considerations of the EU institutions and the Member States In fact, both the institutionalist and plüralist explanations generally focus on the endogenous dynamics involved in the policymaking process. They are good at explaining the general tendencies inherent in the institutions and domestic groups with regard to the choice of EU trade strategies. For instance, as it has already been mentioned, institutionalists depict the Commission as the general supporter of multilateralism while pluralist approach suggests that import-competing sectors are in favour of protectionism Member State governments and EU institutions shared unified positions in supporting global liberalization (De Bievre & Dür, 2005; Badwin, 2006).

4. Trade Strategies Exampels in the World

Despite the Ukrainian crisis, Russia's security situation along its western border has significantly improved since the Cold-War years marked by acute military standoff between NATO and the Warsaw Pact. And according to its latest report on national security released at the end of last year, the Russian government doesn't see Russia under any threat of large-scale military invasion, though the country does face diplomatic containment imposed by the United States. Though tensions have risen between China and the United States in the South China Sea and the potential for war on the Korean Peninsula casts a long shadow over the region, force is apparently not the Chinese government's first choice to deal with these problems one of the core objectives of the China-Russia strategic partnership of coordination is to develop a new post-Cold War international order that contributes to peace and development. The two countries co-initiated the Shanghai spirit, calling for joint efforts to achieve lasting peace and stability through cooperation, consultation, compromise, dialogue, respect for cultural diversity and pursuit of common developmentt (Yu, 2016).

Companies should take a hard look at their confidential information and decide what would be really harmful in the hands of a competitor. Employers must then take the steps necessary to ensure that they in fact treat that information as a trade secret. The starting point is to conduct a professional review of employment contracts and personnel policies. It is important to identify in those documents the types of information the company considers trade secrets. Companies also should take action to create a culture of data security, and train their employees to safeguard trade secrets. It's a good practice to conduct comprehensive exit interviews to identify potential issues and to remind departing employees of their confidentiahty obligations to the company. In the event a company is a victim of trade secret theft, it should marshal and preserve any electronic and physical evidence and investigate immediately. If you have good evidence that your trade secrets have been taken, consider requesting a temporary restraining order, and moving for a preliminary injunction to prohibit the former employee and new employer from using the information. In some cases, you can recover double damages, as well as your attomey's fee (SMoi, 2020).

5. Trade Strategies of the US

Trade now accounts for nearly a quarter of America's gross domestic product, double what it was twenty-five years ago. Trade lies at the intersection of two prominent concerns facing America: its economy and its foreign policy. Increasingly, foreign economic policy is also being interwoven into a variety of other important concerns such as national security, employment stability, environmental protection, labor standards, globalization, health issues, immigration, and monetary policy. Today, trade policy affects more decisions and more issues on the U.S. agenda and will have a greater impact on Americans and foreigners than ever before Trade benefits the United States in many ways. Imports keep prices low and increase the variety of goods available for American consumers. Exports provide high-paying jobs for American workers and higher profits for American firms. Trade improves labor productivity and boosts economic growth. Economic openness helps the United States indirectly advance a number of foreign policy goals: democratization, human rights, the rule of law, and global development. At the same time, freer trade is blamed for job losses, rising inequality, and career insecurity among working-class Americans (Drezner, 2006) The United States reaps significant economic and political advantages from expanding international trade opportunities. Adopting a free trade orientation toward China and the WTO would allow the United States to increase the size of these benefits. The Economic Case for Freer Trade Trade expansion produces four significant economic benefits for the United States. The principle of comparative advantage generates the most obvious benefit from trade greater specialization. The idea behind comparative advantage is that even if one country is more productive at making every single good than another country , both economies would benefit from trade,because of improved division of labor. Trade allows the United States to specialize in making the goods in which it is the most productive, relative to other possible uses of resources. Economists from Adam Smith onward have pointed out that the bigger the market created from trade liberalization, the greater the benefits from specialization in areas of comparative advantage. Freer trade permits other countries to specialize as well. With freer trade, economies can increase economic output while holding inputs constant—in other words, trade creates a win-win arrangement for all participating economies. The second benefit comes from increased competition within the same sector of production. The dynamic effect on economic growth is the third and perhaps most significant benefit from trade expansion. As available markets expand, the rate of return gained from technological and organizational innovations increases. Economists have long recognized that innovation is the single most important contributor to economic growth.

The United States is engaged in agricultural trade liberalization in two different types of venues. At the multilateral level, the U.S. is an active participant in the current round of world trade negotiations, called the Doha Development Agenda or Doha Round, at the World Trade Organization (WTO). The Doha Round opened in 2001 and is scheduled to conclude in 2005

(https://www.ers.usda.gov/amber-waves/2003/september/multilateralism-and-regionalism-dual-strategies-for-trade-reform/#box1).

At the regional level, the U.S. hopes to build upon the North American Free Trade Agreement (NAFTA) with Canada and Mexico by creating a Free Trade Area of the Americas (FTAA) that will include 34 countries in the Western Hemisphere. In addition, the U.S. has concluded free-trade negotiations with Chile and Singapore; is

Paper ID: SR201023090036 DOI: 10.21275/SR201023090036

pursuing similar agreements with Morocco, Australia, Bahrain, and countries in Central America and Southern Africa; and has proposed an agreement with the countries of the Middle East. (https://www.ers.usda.gov/amber-waves/2003/september/multilateralism-and-regionalism-dual-strategies-for-trade-reform/) **.**

5.1. Regionalism and Multilateralism: Mutually Reinforcing Strategies

Why then continue with RTAs? The current U.S. trade strategy for regionalism, called “competitive liberalization,” treats regionalism and multilateralism as complementary and mutually reinforcing approaches to trade reform. By partnering with countries that are ready to liberalize their markets through an RTA, the U.S. hopes to motivate other countries to seek additional trade reforms at both the regional and multilateral levels. Moreover, RTAs have been linked to increased investment and productivity gains in developing economies. These favorable developments contribute over the long term to the economic growth and stability of our trade partners and directly support growth in the demand for U. (Zahniser, 2003).

For the past 50 years, the United States pursued the global liberalization of trade barriers and the development of global, multilateral trade rules based on market principles for security as well as economic reasons. In fact, during the earlier postwar period, the United States frequently overrode its narrow commercial interests for security reasons. As other countries gained a competitive edge and became more equal trading partners, the United States became less willing to sacrifice its commercial interests for security objectives. Nevertheless, trade agreements still play an important role in achieving broad strategic goals The United States is currently in an excellent position to take advantage of a proactive trade negotiating strategy. After a period when it had lost its competitive edge in many industries, the country has regained a strong competitive position in world markets. Surveys of the relative competitiveness of various countries have placed U.S. industries on top or close to the top. Many industries that suffered a deterioration in productivity in the 1970s and 1980s have made major productivity gains in the 1990s. These improvements have enabled U.S. producers to regain foreign markets in key niches of major industries, such as textiles, steel, and glassware--industries previously thought to have been lost to American producers. The American economy has demonstrated an unparalleled capacity to generate new jobs and new businesses, and has outperformed most other developed countries in the last few years. This makes the American economy appear strong and vigorous to many other countries, even though Americans themselves do not necessarily see their economy in the same light (Stokes, 1998).

5.2. Foreign Investment

Foreign investment traditionally was seen as an alternative to trade, and governments pursued agreements on investment independently of trade agreements. It has become increasingly clear, however, that in the case of certain high-value or highly complex and customized products, investment in local distribution, research, customizing, and service facilities is a prerequisite for effective market access. This relationship was considered central in the negotiations that led to the General Agreement on Trade in Services (GATS) during the Uruguay Round. Commitments on investment were made a key component of the GATS because it was quite obvious that the freedom to trade a service would be of limited economic value if firms did not have the right to establish themselves in foreign markets. In the new global economy, production, trade, and investment are generally not substitutes but complementary means for achieving the most efficient production and distribution of goods and services. It is generally recognized that competition policy is a difficult area for achieving international agreement, due to sharp differences in policy among OECD countries and the absence of competition laws in many developing economies. Tackling the practices that most distort trade and international competition, however, does not require across-the-board harmonization of antitrust laws. Since the most egregious anticompetitive practices tend to be concentrated in certain industries and types of practices, a focused approach addressing those practices and industries should prove more feasible.

Trade Agreement Negotiations, WTO agreements have stalled, bilateral and regional trade agreements have proliferated with over 300 in force globally. The United States has 14 free trade agreements (FTAs) with 20 countries in force, covering market access and rules, usually exceeding WTO commitments. U.S. trade agreements have been a focus of President Trump, who argues that past U.S. FTAs disadvantaged the United States. After withdrawing from the Trans-Pacific Partnership (TPP) negotiated with 11 trading partners under President Obama the Trump Administration made minor modifications to the existing U.S.-South Korea FTA and enacted a new mini-deal with Japan covering about 5% of bilateral trade By statute, the U.S. Trade Representative (USTR) is the lead U.S. trade negotiator and coordinates trade policy through an interagency process, with formal public and private advisory input. Key policy components include:

- Trade rules-setting, liberalization, and enforcement. Negotiation of trade agreements to open markets and set rules on trade and investment; enforcement of commitments via dispute settlement and U.S. trade laws.
- Export promotion and controls. U.S. support for export financing, market research, advocacy, and trade missions; licensing and control of strategic exports.
- Customs, trade remedies, trade adjustment. Regulation of borders; laws to address adverse effects of imports on U.S. industries, national security threats, balance of payments, and “unfair” barriers to U.S. exports; assistance for dislocated workers and firms.
- Trade preferences. Duty-free access to U.S. markets for eligible developing countries and products, intended to encourage trade and spur their economic growth.

- Investment. Protection and promotion (through investment treaties and trade agreements); examination of inbound FDI for national security implications. (FOCUS, 2020).

The Trump administration has taken U.S. foreign economic policy in directions not seen since the establishment of the postwar liberal regime for international trade. The US has been unprecedentedly critical of the WTO, sought to replace NAFTA with a new US-Mexico-Canada agreement, and cast the EU as a foe in trade relations while halting progress on the Trans-Atlantic Trade and Investment Partnership. But the most significant trade moves have targeted China and focused on the Asia-Pacific: opting out of the Trans-Pacific Partnership, criticizing Chinese policies and practices as unfair on issues ranging across market access, currency manipulation, coerced or illicit intellectual property transfers, industrial policy, import duties, government subsidies, and Chinese firms' violations of US sanctions on third countries. Initial rounds of tariffs from both sides and threats to escalate portended a possible full-blown US-China trade war as negotiations failed to move expeditiously toward a mutually acceptable deal. The TPP has moved forward without the US, as the CPTPP with (Dollar, 2019).

.**Table 1:** U.S. Engagement in Regional Trade Agreements

Agreements and/or Members (in addition to the U.S.)	Status
Israel	Entered into force, 1985. Agricultural provisions subject to further negotiation.
Canada-U.S. Free Trade Agreement (CUSTA)	Entered into force, 1989. Incorporated into NAFTA, 1994. Fully implemented, 1998.
North American Free Trade Agreement (NAFTA). Canada, Mexico	Entered into force, 1994 Full implementation scheduled, 2008.
Jordan	Entered into force, 2001.
Chile	Signed, 2003.
Singapore	Negotiations concluded.
Free Trade Area of the Americas (FTAA) Antigua and Barbuda, Argentina, Bahamas, Barbados, Belize, Bolivia, Brazil, Canada, Chile, Colombia, Costa Rica, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Suriname, Trinidad and Tobago, Uruguay, and Venezuela	Negotiations underway.
Central American Free Trade Agreement (CAFTA) Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua	Negotiations underway.
Morocco	Negotiations underway.
Australia	Negotiations underway.
South Africa Free Trade Agreement (SACU) Botswana, Lesotho, Namibia, South Africa, and Swaziland	Negotiations underway.
Middle East region Countries not yet specified	Proposed.
Bahrain	Proposed.

(Agricultural Policy Reform in the WTO--The Road Ahead , USDA, Economic Research Service, May , 2001)

Traditionally, American economic strategy has closely reflected the state of its political relationship with the Soviet Union. During the I950's and 1960's, economic warfare complemented the confrontational political approach taken by Washington. Not surprisingly, economic liberalization accompanied the political relaxation known as detente. After the Soviet invasion of Afghanistan, economic warfare re-emerged as U.S. strategy, in the wake of renewed political hostility between the super- powers. Economic warfare appeared particularly attractive to those officials in the Reagan administration who perceived a "window of opportunity" with regard to the Soviet economy. Their analysis suggested that for the foreseeable future, the Soviets would experience severe economic distress, characterized by slow growth, trade deficits, and shortages of hard currency. They expected that these problems would be exacer bated by the denial of Western technology and credits, which, they believed, have made a significant contribution to Soviet economic growth, particularly since the early I970s. Further, in view of the existing consumption and investment commitments of the Soviet leadership, a reduction in the growth potential of the economy through trade denial would make it difficult for the Soviets to maintain the pace of the arms race that has been accelerated by the United States. Thus, American officials came to view economic warfare as a promising strategic weapon, designed to force the Soviets to recognize their inability to compete militarily with the U.S. over the long run (Mastanduno, 1985). Strategies Of Economic Containment: U.S. Trade Relations With The Soviet Union By Michael Mastanduno Countries like Hong Kong and Singapore have pursued an export-oriented growth strategy maintaining a free-trading regime almost from the beginning. Countries like Korea, Taiwan, and Japan, however, have pursued the export promotion (EP) strategy, maintaining a protectionist import regime for a long period of time. Japan eliminated the bulk of its formal quantitative restriction (QR) of imports regime by the early 1960s: the nominal import liberalization ratio (by items) expanded from less than 70 percent in 1960 to about 93 percent in 1964 (and the ratio became 97 percent by 1976). On the other hand, Taiwan eliminated the bulk of its formal QR regime by the early 1970s: the nominal import liberalization ratio (by items) increased from 61.5 percent in 1970 to 96.5 percent in 1973. Both in Japan and in Taiwan, however, imports have been very much restricted until recently through special laws and other invisible unofficial means. Korea eliminated the bulk of its tariff protection (TP) and QR regime during 1984-88, and achieved a substantial import liberalization during the latter half of the 1980s.

5.3.Protection of Intermediate and Investment Good Sectors

Until the mid-1970s, Korea's industrial production and exports were dominated by final consumption goods whose production depended heavily on the imported intermediate and investment goods. Hence, the protection mostly implied the import restrictions of consumption goods at the expense of final consumers, which apparently was not fatal to the growth performance of the economy. However, with the beginning of the Third Five-Year Economic Development Plan (1972-76), the Korean government started to emphasize the promotion of heavy and chemical industries and actually implemented various tax-cum-finan- cial incentives for these industries. As a result, extensive domestic production of intermediate and investment goods emerged by the late 1970s. Unfortunately, many of the so-called heavy and chemical industries promoted by the government were excessively capital-intensive, and Korea could not have comparative advantage to compete successfully against foreign products. Thus, the protection came to imply a somewhat extensive import restriction of these capital-intensive intermediate and investment goods (Wontack, 2020)

The different instruments used today in the trade regime of Argentina are the result of past decisions taken either on a national level or through multilateral (bilateral) arrangements. At the beginning of the 1964-88 period, the mix of instruments used to control imports or tax (promote) exports was complex, but except for differences in levels and degrees of transparency it was similar to the present situation. In addition, during that period two import liberalization ex periments were started (1967 and 1979) and later reversed.

5.4 Import Protection

Imports were protected by tariff as well as by nontariff instruments.

6. EU Trade Politicy and Strategies

6.1. Protectionism in the EU as a Strategy to Temporarily Restrict Trade

Certain protectionist practices deployed by both the EU and its competitors were briefly touched upon during the analysis of the ‘multilateralism first’ approach in the previous section. This section aims to elaborate on EU protectionism as a strategy to temporarily restrict trade as a response to the pressures of the domestic groups demanding protection under external constraints (Güner, 2012).

According to the second annual report about the implementation of trade agreements issued today, these agreements – covering nearly 70 markets all over the world – are proving effective in removing barriers to trade and promoting high standards of labour and environment protection. However, European exporters could make even more out of the opportunities offered by the agreements in place.

6.2 Sustainable Development

Sustainab**le** development means meeting the needs of the present whilst ensuring future generations can meet their own needs it has three pillars: economic, environmental and social. To achieve sustainable development, policies in these three areas have to work together and support each other.in 2015, world leaders agreed on Agenda 2030, a set of 17 Sustainable Development Goals and 169 targets proposed by the United Nations. The EU was instrumental in shaping Agenda 2030. The EU and its member countries are fully committed to implementing Agenda 2030 and its Sustainable Development Goals into EU policies.

6.3 EU Trade policy and sustainable development

EU law requires all relevant EU policies, including trade policy, to promote sustainable development. EU trade policy aims to ensure that economic development goes hand in hand with:social justice;,respect for human rights; high labour standards, and; high environmental standards. The EU strives to ensure trade policy helps promote sustainable development through: EU trade agreements; special incentives for developing countries, and; trade and development policy.

The EU promotes sustainable development by addressing specific issues in EU trade policy:

Economic Partnership Agreements focusing on development needs of African, Caribbean and Pacific regions (https://trade.ec.europa.eu/doclib/press/index.cfm?id=1933).

Agreements, environment human rights labour rights responsible business.

Sustainable development in EU trade agreements

It is possible to open the Mexican market to European health products, while also opening the Chilean and Peruvian markets to some EU agri-food exports, and paved the way for EU companies to bid in public tenders in Georgia, Moldova and Ukraine.When it comes to the promotion of EU standards and sustainable development, thanks to specific provisions in EU trade agreements, partners such as Canada and Mexico ratified International Labour Organisation Conventions last year, offering greater protection to workers. Today's report about the implementation of EU trade agreements is the second annual report of this type, covering the year 2017. The report details developments as regards 35 EU trade agreements (out of 39 in total). These include: "First generation" agreements, before 2006, that focus on tariff elimination;"Second generation" agreements, like those with South Korea, Colombia, Peru and Ecuador, Central America and most recently, Canada, that extend to new areas, including intellectual property rights, services and sustainable development Deep and Comprehensive Free Trade Areas (DCFTAs) that create stronger economic links between the EU and its neighbouring countries

Table 2: Overview of FTA and other Trade Negotiations

Country	Negotiating Directives	Current Status Next Steps	Next Steps
USA	Negotiating directives obtained in April 2019 approved two mandates on 15 April 2019 for an agreement on (1) the elimination of tariffs for industrial goods and on (2) conformity	The Council of the EU	USA assessment. Further steps to be determined.
CANADA	Negotiating directives obtained in April 2009 The European Commission has adopted on 5 July 2016 draft proposals for Council Decisions on the signature, provisional application and conclusion of the	Comprehensive Economic and Trade Agreement (CETA) and submitted this to the Council for adoption. The Council has adopted the CETA proposal on 28 CETA will enter into force fully and definitively when all EU Member States parliaments have ratified the Agreement	
AERMENİA	Directives for the negotiation of a Framework Agreement between the EU and Armenia were adopted by the Council on 12 October 2015.	No mandate/negotiations for an FTA. Negotiations to enhance and replace the current Partnership and Cooperation Agreement (PCA) in force, including its trade related provisions were concluded on 27th February and initialled on 21 March 2017. The Agreement was signed on 24 November 2017 in the margins of the Eastern Partnership summit	The Agreement applies provisionally since 1 June 2018.
JAPAN	Negotiating Directives adopted on 29 November Negotiations continue separately for an Investment Protection Agreement (IPA) with Japan. While the substantive provisions have been agreed, the procedural ones (ICS) are still not accepted by Japan. The last discussions on the IPA took place on 20-22 March 2019 in Tokyo. For t	The EU-Japan Economic Partnership Agreement came into force on 1 February 2019. The EPA removes the vast majority of duties paid by EU companies, which sum up to €1 billion annually, opens the Japanese market to key EU agricultural exports and increases opportunities in a range of sectors. It sets the highest standards of labour, safety, 2012 environmental and consumer protection, data protection, fully safeguards public services and has a dedicated chapter on sustainable development. For the first time, an agreement includes a specific commitment to the Paris climate change.	
ASEAN	ASEAN More on each particular country below Negotiating directives obtained in April 2007 Negotiations for a trade agreement with a regional grouping of 7 ASEAN Member States started in July 2007 and were suspended in December 2009. In March 2017, an EU-ASEAN Joint Working Group was created to discuss the parameters of a future ASEAN-EU region-to-region agreement. The Joint Working Group so far met three times		
Vietnam	Based on 2007 ASEAN negotiating directives (see above) The Free Trade Agreement with Vietnam will enter into force on 1 August 2020.	The Investment Protection Agreement will further need to be ratified by all EU Member States according to their own national procedures before it can enter into force	

Updated August 2020

Source: https://trade.ec.europa.eu/doclib/docs/2006/december/tradoc_118238.pdf

EU trade policy and sustainable development . EU law requires all relevant EU policies, including trade policy, to promote sustainable development. EU trade policy aims to ensure that economic development goes hand in hand with:

- Social justice;
- Respect for human rights;
- High labour standards, and;
- High environmental standards.

The EU strives to ensure trade policy helps promote sustainable development through:

- Eu trade agreements;
- Special incentives for developing countries, and;
- Trade and development policy.
- What's in the new strategy ?
- Modern eu trade agreements contain rules on trade and sustainable development. The eu and its trade partners must:
- Follow international labour and environment standards and agreements;
- Effectively enforce their environmental and labour laws;
- Not deviate from environmental or labour laws to encourage trade or investment, and thereby preventing a 'race to the bottom';
- Sustainably trade natural resources, such as timber and fish;
- Combat illegal trade in threatened and endangered species of fauna and flora;
- Encourage trade that supports tackling climate change, and;
- Promote practices such as corporate social responsibility.
- The eu also uses its trade agreements to: promote sustainable public procurement, and; remove barriers to trade and investment in renewable energy.

EU trade agreements with the following countries include rules on trade and sustainable development:

Today's report covers developments in 2017 and shows that trade under existing EU trade agreements keeps growing. To give a few examples, exports to South Korea increased by over 12% last year, exports to Colombia by more than 10%, and EU exports to Canada rose by 7% in the nine months following the entry into force of the EU-Canada agreement. EU agri-food producers are among the main beneficiaries of scrapped customs duties, with strong export increases last year especially to Ecuador (+34%), Chile (+29%), Serbia (+23%), Turkey and Costa Rica (both +14%).

The communication announces a range of initiatives under the headings of effectiveness, transparency, values, and the EU's programme of negotiations. The top 12 are as follows:

A more **effective** policy that tackles new economic realities and lives up to its promises by:

- Updating trade policy to take account of the new economic realities such as global value chains, the digital economy and the importance of services.
- Supporting mobility of experts, senior managers, and service providers.
- Setting up an enhanced partnership with the Member States, the European Parliament and stakeholders to implement trade and investment agreements better.
- Including effective SME provisions in future trade agreements.
- A more transparent trade and investment policy by:
- Extending the TTIP transparency initiative to all the EU's trade negotiations. Are Some new negotiating texts already available on the Commission's website.
- A trade and investment policy based on **values** by:
- Responding to the public's expectations on regulations and investment: a clear pledge on safeguarding EU regulatory protection and a strategy to lead the reform investment policy globally.
- Expanding measures to support sustainable development, fair and ethical trade and human rights, including by ensuring effective implementation of related FTA provisions and the Generalised Scheme of Preferences.
- Including anti-corruption rules in future trade agreements.
- A programme of negotiations to shape globalisation by:
- Reenergising multilateral negotiations and designing an open approach to bilateral and regional agreements, including TTIP.
- Strengthening our presence in Asia and the Pacific:
  - Setting ambitious objectives with China
  - Requesting a mandate for FTA negotiations with Australia and New Zealand
  - Starting new ASEAN FTA negotiations with the Philippines and Indonesia, when appropriate.
- Ensuring epas are implemented effectively and deepening relationships with African partners that are willing to go further and with the African Union.
- Modernising existing agreements with Turkey, Mexico and Chile and the Customs Union with Turkey.
- The new trade strategy is focused on making sure as many people as possible have access to the benefits of trade.
- *Consumers:*
- Consumers already have a wider choice of products at lower prices thanks to the EU's open trade policy. The new trade agreements planned in the strategy will expand this while protecting consumer safety. The Commission will also analyse more closely the impact of trade on prices and choice. :
- The new strategy will support jobs in Europe by making trade agreements more effective at creating economic opportunities. As 90% of future global growth will

happen outside Europe's borders, that means supporting jobs in Europe. More than 30 million jobs - almost one in seven - already depend on exports outside the EU. Completing negotiations with, for example, the US and Japan and launching new negotiations in the Asia Pacific region and in Latin America will help create more jobs like these.

- Free trade
- Citizens:
- The new strategy will help the public engage with trade policy-making by making the negotiations more transparent.
- The Commission will, for example, request that the Council publish negotiating mandates and publish EU text proposals online for all negotiations, following the practice in TTIP.
- *Small and medium-sized enterprises:*
- The new strategy seeks to make it easier for smes to take advantage of the opportunities provided by trade agreements by proposing dedicated provisions on smes in all negations, trade has reached a dynamic performance with the effect of globalization. With the strong effect of technological innovations, removal of borders, logistics 4.0 industry 4.0, traditional approaches in international trade have been replaced by contemporary approaches. Period in which supranational organizations have more authority in global trade. World Trade Organization (WTO) World Bank, IMF, international and regional organizations facilitate trade with strategies against unions that see trade as sanctions. In the number of bilateral or multilateral agreements signed by states in the last 10 years. To increase has significantly helped to remove barriers to trade. Free trade agreements signed between states have been one of the most important developments in this direction. These developments caused the trade to grow rapidly.

The open trade strategy provides positive effects on the static and dynamic effects of foreign trade, development and industrialization In order to be stronger in the competitive environment, international trade companies have aimed to be successful with the -Expansion Strategy: Innovation Improvement Strategy. South Korean automotive manufacturer Hyundai entered the American market with the $ 5000 Excel model and then the Sonata model. Innovative Sony has introduced a new product to the market, and starts research and development with another developed product. In order to be assertive in exports, it is imperative to give importance to R & D studies. Lotus company, which dominates the individual computer market with its "1-2-3" software package, released a brand new program "Jazz" and failed. Thereupon, it started to add various features and capabilities to the new versions of “1-2-3” and regained its old power in the market to some extent. Competition and innovative production conditions make you feel the need to constantly renew the features of the product. Managers who know what to focus on determine the strategy that suits their vision. According to the results of a study conducted among 170 companies in the USA, it has been observed that the profits of companies focusing on a certain purpose are high. Companies that adopt the theory of advantages, which focus on areas where they are superior in competition, move forward by realizing their strategies The Japanese Sogo Shoshas focus entirely on exports. Foreign Trade Capital Companies asogo Examples Sosa Mitsui Maruebn and Mitsubishi as firms Given that found among the world's 10 largest companies based on 1986 sales figures would have understood better that this model of how successful. Priorities in Turkey's foreign trade strategy. Developing foreign trade infrastructur, development of existing companies Increasing foreign direct investments, development of cross-border cooperation, opening to new markets The new strategy will help the public engage with trade policy-making by making the negotiations more transparent, reenergising multilateral negotiations and designing an open approach to bilateral and regional agreements, including TTIP. Strengthening our presence in Asia and the Pacific setting ambitious objectives with China. The new trade strategy is focused on making sure as many people as possible have access to the benefits of trade Internationally, there has been support for the end goal of the Trump administration's trade war of trying to change China's trade policies, while there has also been criticism of the use of tariffs and the trade war's negative economic impact. Among American industries, U.S. businesses and agricultural industries have opposed the trade war, though most farmers continued to support Trump. Among U.S. politicians, some have disagreed with the tactics. One-to-one meetings with foreign industry executives and government officials, pre-screened to match your specific business objectives whether for representation, direct sales or joint ventures in the local market. Networking events with guests from local industry multipliers including chambers of commerce, associations and business councils influential in the business community. Briefings and roundtables with the legal and business community on local business practices and opportunities. Site visits to local facilities where your technologies/services may be applied. Media coverage. On December 13, 2018, U.S. National Security Adviser John Bolton gave a speech in the conservative Heritage Foundation about the Trump administration’s new “Africa strategy,” based on Trump’s ‘America First’ foreign policy doctrine.In the United States, the media focus was on Bolton’s attack against U.S. adversaries and American aid. Specifically, Boston accused Russia and China of “predatory practices” in Africa. In practice, the Trump administration’s Africa strategy implies militarization of U.S. activities in Africa to undermine Chinese economic contribution, which has effectively supported modernization and growth in the continent.

Militarization of U.S. Africa Strategy

(https://www.foreignpolicyjournal.com/2019/01/11/americas-new-africa-strategy-us-china-and-economic-development/, 2020) China is the third biggest market for US exporters, accounting for 8.4% of the country’s total. Only its two major geographical neighbours purchase more goods, with Canada taking 18.3% of all US exports followed by Mexico at 15.7%, while Japan takes 4.4% Developing export infrastructure. Setting up infrastructure like export industrial estates, export processing zones, and bonded production centres can provide a real boost to export development. In the least developed countries (LDCs) the problems are at a more basic level such as electrical power, water, roads, ports, shipping and telecomunication, improving financing conditions, restricted access to finance for small firms which lack collateral and are considered high-risk borrowers puts a cap on production expansion. A recent ITC survey revealed that SMEs think of financing as their most critical problem. Strengthening marketing channels, Many small enterprises are unable to market their goods effectively in existing markets. Small firms continue to lack knowledge of marketing channels and fail to establish marketing networks, or have not entered into strong market relationships with existing customers. Setting up infrastructure like export industrial estates, export processing zones, and bonded production centres can provide a real boost to export development. In the least developed countries (LDCs) the problems are at a more basic level such as electrical power, water, roads, ports, shipping and telecomunication. Improving financing conditions. Restricted access to finance for small firms which lack collateral and are considered high-risk borrowers puts a cap on production expansion. A recent ITC survey revealed that SMEs think of financing as their most critical problem. Strengthening marketing channels. Many small enterprises are unable to market their goods effectively in existing markets. Small firms continue to lack knowledge of marketing channels and fail to establish marketing networks, or have not entered into strong market relationships with existing customers

References

[1] Agricultural Policy Reform in the WTO--The Road Ahead , USDA, Economic Research Service, May . (2001).

[2] Aydinalp, I. G. (2012). *The Virtual Organizations and TheirCommunications.* İİB International Refereed Social Sciences Journal, 3 (6), 1-25.

[3] Çarikçi, E. (2020). Alternatif Sanayileşme, Diş Ticaret Stratejileri Ve 24 Ocak Kararlari. *https://www.altayli.net/alternatif-sanayilesme-dis-ticaret-stratejileri-ve-24-ocak-kararlari.html*.

[4] Dollar, D. (2019). *EVENT SPONSORS.* https://www.wilsoncenter.org/event/the-evolution-us-trade-strategy-causes-and-consequences-for-asia.

[5] Drezner, D. W. (2006). *U.S. Trade Strategy Free Versus Fair.* US Council on Foreign Relations.

[6] Erbayindir, E. G. (2020). *Two Sides of Globalization Medal* . https://dergipark.org.tr/tr/download/article-file/179108: Journal of Yasar University.

[7] FOCUS, I. (2020). *U.S. Trade Policy: Background and Current Issues.* https://fas.org/sgp/crs/row/IF10156.pdf.

[8] Güner, S. N. (2012). *Towards A More Interactionist Approach On The Changing.* Dynamics And Determinants Of Eu Trade Strategies A Thesis Submitted To The Graduate School Of Social Sciences Of Middle East Technical University By .

[9] Mastanduno, M. (1985). *Strategies Of Economic Containment: U.S. Trade Relations With The Soviet Union.* Cambridge University Presshttps://www.jstor.org/stable/pdf/2010342.pdf.

[10] Onar, A. (2018). *Çankaya Üniversitesi Sosyal Bilimler Enstitüsü İnsan Kaynaklari Yönetimi Bölümü Yüksek Lisans Tezi Sanal Organizasyonlarda Elektronik Ticaret Stratejileri ve Uygulamalar* . Çankaya Üniversitesi.

[11] Özdemir Ü Kantürk G Yiğit, M. O. (2020). https://dergipark.org.tr/tr/download/article-file/224169. *Turkish Foreign Trade Development In The Context Of Economical Policies From The Foundation Of Turkish Republic To Today Eastern Geographical Review - 35 ● 149*

[12] *Cumhuriyetten Günümüze Ekonomi Politikalari Bağlaminda Türk Diş Ticaretinin Gelişimi Turkish Fo*, https://dergipark.org.tr/tr/download/article-file/224169.SMoi, O. (2020). *Companies Need Strategies to Protect Trade Secrets.* http://eds.a.ebscohost.com/eds/pdfviewer/pdfviewer?vid=12&sid=b525cb60-b41b-43c2-9a7a-f7ee34871467%40sessionmgr4006.

[13] Stokes, B. (1998). *Excerpt: Trade Strategies for a New Era. Leadership in a Global EconomyEnsuring U.S. Leadership in a Global Economy.* https://www.cfr.org/excerpt-trade-strategies-new-era.

[14] Yu, Z. (2016). *China and Russia: Alliance or No Alliance?* https://www.chinausfocus.com/foreign-policy/china-and-russia-alliance-or-no-alliance.

[15] Zahniser, M. E. (2003). *Multilateralism and Regionalism: Dual Strategies for Trade Reform.* https://www.ers.usda.gov/amber-waves/2003/september/multilateralism-and-regionalism-dual-strategies-for-trade-reform/#box2.

[16] (2020). https://www.ig.com/en/trading-strategies/how-to-create-a-successful-trading-plan-181210. adresinden alindi

[17] √2020). https://www.ig.com/en/trading-strategies/how-to-create-a-successful-trading-plan-181210. adresinden alindi

[18] https://en.wikipedia.org/wiki/Strategic_trade_theory#cite_note-spencer5-4. (2020).

[19] *https://trade.ec.europa.eu/doclib/press/index.cfm?id=1933.* (tarih yok).

[20] *https://www.altayli.net/alternatif-sanayilesme-dis-ticaret-stratejileri-ve-24-ocak-kararlari.html*. (2020).

[21] *https://www.ers.usda.gov/amber-waves/2003/september/multilateralism-and-regionalism-dual-strategies-for-trade-reform/.* (tarih yok).

[22] *https://www.investopedia.com/articles/active-trading/11/four-types-of-active-traders.asp#1-day-trading*. (tarih yok).

[23] https://www.investopedia.com/terms/c/convertiblearbitrage.asp. (2020)