

**122040039 - Bachelor of Business Administration (face to face and online)****0039021 - International Trade****General information**

Id:	0039021
Type:	OB
Semester:	5
Credits:	6.0
Language of instruction:	English

Professor(s)**Professor(s) in charge**

Llorente Herrero, Javier

Pallas Latorre, Astrid

Professor(s)

Pallas Latorre, Astrid

Information**Presentation of the subject:**

This subject offers a detailed exposition of the global standards of international trade, both from a theoretical and practical point of view.

Future business professionals will learn the specifics of an internationalization process as well as how to deal with the import-export operations in an international competitive environment.

The course deals with the origins and evolution of the main theories of International trade, legal issues, International logistics, trade documentation and common payment methods used in the global market.

Objectives:

- Learn the basics to operate in foreign markets.

- Distinguish and evaluate geographical areas according to different kind of goods.
- Recognise the main international trade barriers and the institutions that work to promote free trade.
- Acquire strategies to enter foreign markets.
- Undertake a deep analysis of the Incoterms 2010.
- Familiarise oneself to the import-export operations and their corresponding documents
- Attain a proper knowledge of the main payment and collection methods
- Be able to recognize the main Forex market operations as well as to point out its characteristics.

Methodology:

In Face-to-face classes:

Face-to-face classes will consist of wide expositions of the main concepts, tools and methods of international trade. Real-life examples, study cases and paper discussions will also be used to help students better understand the course contents

The structure of the sessions will enable students to clarify doubts through a bidirectional discussion between students and professor.

Students will also be given orientation on how to analyze International business problems will be also given in class.

Online students:

Online students should follow and take into account the professor's uploaded notes and solved exercises in order to guide their study of the main materials of the subject.

Continuous assessment:

The mechanics of continuous assessment will meet the following criteria:

A. During the semester, students will face three attendance exams (CP). The resulting weighted average grade of these three exams will provide a continuous assessment grade (QP):

- Attendance exams will consist in a multiple-choice test questions which may ask for both theoretical and practical questions. Each part will have a weight of 50% of the grade.
- In those questions asking for practical content, the student will be able to use separate paper sheets or spreadsheets to make its own calculations. Then, she/he will have to select the proper answer in the test.
- Each question in the test will have four possible answers. Only one answer is correct. Right answers will score 1 point. Wrong answers will subtract 0,5 points.
- In order to pass the exam and to make the average of the theoretical and practical part students will need to have at least 40 per cent of right answers in each part. If the grade in one part is lower than 4, the final grade of the attendance exam will be that of the part with a lower grade.

B. During the semester, three online voluntary assignments will be proposed (TV). Those assignments should be delivered online following the professor's guidelines, in a delivery point set on the online campus. The resulting weighted average qualification of these three online assignments will provide an online assignment grade (QV).

- In order to consider voluntary assignments, grades have to be >4 .
The global continuous assessment grade (QAC) will be:
QP; if $QP < 4/10$
Maximum grade from QP or $(QP*0,7+QV*0,3)$; if $QP \geq 4/10$
Students are required to have an equal or higher 5/10 to pass the subject.

Attendance and participation in class will be considered in the continuous evaluation.

Final assessment:

Alternatively, students can choose an examination-based assessment consisting of an end-of-semester exam on all of the course content (QF). This exam will have the same structure and grading criteria than those on the continuous assessment.

This option is also available for those students who failed or want to improve the prior continuous assessment grade.

Students seeking to improve their continuous assessment grade with the end-of-semester exam must note that taking this option implies to accept the latter grade. No averages between the QP and the QF will be done.

Additionally, those students can also deliver the online assignments in order to have an online assignment grade (QV).

The global final grade (QAF) will be:

- Absent; if he/she does not attend the end-of-semester exam.
- QF; if $QF < 4/10$
- Maximum grade of $\{QF; (QF*0,7+QV*0,3)$ if $QF \geq 4/10$

Students are required to have an equal or higher 5/10 to pass the subject.

- The final exam will consist in a multiple-choice test questions which may ask for both theoretical and practical questions. Each part will have a weight of 50% of the grade.
- In those questions asking for practical content, the student will be able to use separate paper sheets or spreadsheets to make its own calculations. Then, she/he will have to select the proper answer in the test.
- Each question in the test will have four possible answers. Only one answer is correct. Right answers will score 1 point. Wrong answers will subtract 0,5 points.
- In order to pass the exam and to make the average of the theoretical (50%) and practical part (50%) students will need to have at least 40 per cent of right answers in each part. If the grade in one part is lower than 4, the final grade of the attendance exam will be that of the part with a lower grade.

Basic bibliography:

Jiménez, Guillermo. (2018): ICC Guide to Export/Import. Global Business Standards & Strategies. 5th Edition. ICC International Chamber of Commerce. ICC Publication No.

790E.

Additional bibliography:

Sherlock, J & Reuvid, J. (Eds). (2008). The Handbook of International Trade. A Guide to the Principles of and Practice of Export. 2nd Edition. GMB Publishing Ltd. (Online pdf)

Arteaga, Jesús. (Coord).(2013): Manual de internacionalización. 1st Edition. ICEX-CECO.

Crespo, B. & Leal, A. (Coords). (2012): Manual de Comercio Internacional. Agencia andaluza de promoción exterior S.A. (Online pdf)

Comments:

- Office hours: All students may ask for resolving doubts appointments agreed in advance with the professor by email. Bear in mind that office hours are not private lessons. So, students must show up with specific issues to be solved. Regarding to this, no group appointments will be permitted.
- Attendance exams will not be repeated.
- Students' e-mails will be answered in a maximum deadline of two working days.
- No assignment will be accepted behind deadline date.
- Every missed exam and/or assignment delivery will be rated as a 0 out of 10.

Specific competences (1)

Id - Specific competences

BAE07 - Gestió d'activitats internacionals de l'empresa

Transversal competences (1)

Id - Transversal competences

UdA10 - Comunicació i expressió oral i escrita

Area

Comunicació

Contents (24)

- 0.0. Introduction
- 0.1. Last Events Impacting International Trade
- 0.2. Global Issues and Trends
- 0.3. Introduction to Trade and Related Theories
- 1. International Sales Operations
 - 1.1. Overview of International Trade
 - 1.2. Phases of Export-Import Transaction and Key Documents
 - 1.3. Incoterms 2020: Global Standard Trade Terms
 - 1.4. International Transport: Carriers, Documents and the Law
 - 1.5. Customs and ATA Carnets

- 1.6. International Trade Law
- 1.7. Focus on International Sales: The ICC Model International Sale Contract
- 1.8. Digital Trade
- 2. Currency and International Trade
 - 2.1. Introduction to International Payments
 - 2.2. Documentary Credits and UCP 600
 - 2.3. Short Term Trade Finance: Factoring and Forfaiting
- 3. The Internationalization Process
 - 3.1. The Internationalization Process Stages
 - 3.2. Strategies for Foreign Market Selection
 - 3.3. International Business Strategies
 - 3.4. International Business Transactions: The ICC Model Contracts
 - 3.5. International Business and Intellectual Property
 - 3.6. Global Sourcing and Sustainability Compliance

Activities (2)

Id - Activity	Description	Competences	Percentage
TV - Online assignments	Study cases		30,00%
CP - Attendance exam	continuous assessment		70,00%