

Foreign Trade**2014/2015**Code: 102324
ECTS Credits: 6

Degree	Type	Year	Semester
2501572 Administració i Direcció d'Empreses	OT	4	0

ContactName: Jordi Rosell Foxa
Email: Jordi.Rosell@uab.cat**Use of languages**Principal working language: català (cat)
Some groups entirely in English: Yes
Some groups entirely in Catalan: Yes
Some groups entirely in Spanish: Yes**Teachers**Oriol Roca Sagalés
Rosella Nicolini**Prerequisites**

No specific background is required to course this programme. Of course, students are expected to have a basic knowledge of the core courses in economics as principle of international economics, principle of macroeconomics and principles of microeconomics. Some basic notions in marketing could be also a useful plus.

Objectives and Contextualisation

This is an elective course. It aims at providing a general overview of the most common international practices in trade. The focus will be on the practical managing of the import-export operations at firm level under a competitive perspective. The course is introducing students to the knowledge and managing of the most salient tools to meet the requests of firms involved in the international transaction processes. Students will learn basic information about the importance of the international trade for the competitive consolidation process in Catalunya and Spain. They also will be able to deal with the most proper instruments to solve simple practical exercises simulating real case studies. Finally, they will be also able to search for the most relevant information to plan feasible internationalization strategies still at firm level.

Skills

- Capacity for adapting to changing environments.
- Capacity for independent learning in the future, gaining more profound knowledge of previous areas or learning new topics.
- Capacity for oral and written communication in Catalan, Spanish and English, which enables synthesis and oral and written presentation of the work carried out.
- Demonstrate initiative and work individually when the situation requires it
- Demonstrate knowledge of the structure of institutions and the state, their evolution and the consequences of possible changes, to be able to make a positive contribution to the debate about the role they play in current society.

- Identify the economic agents that make up an economy, understanding how they have been interrelated to date, how they are currently interrelated and forecast futures according to new circumstances and their influence on a specific company.
- Know how to handle the analytical framework and empirical knowledge that is offered by the economy on international relations and the most important economic areas.
- Organise the work in terms of good time management, organisation and planning.
- Select and generate the information necessary for each problem, analyse it and take decisions based on that information.
- Show motivation for carrying out quality work and sensitivity to the consequences for the environment and society.
- Value ethical commitment in professional practice.
- Work well in a team, being able to argue proposals and validate or reject the arguments of others in a reasoned manner.

Learning outcomes

1. A capacity of oral and written communication in Catalan, Spanish and English, which allows them to summarise and present the work conducted both orally and in writing.
2. Analyse the role of international institutions in the economy.
3. Assess ethical commitment in professional activity.
4. Assess the functioning and current situation of the Spanish economy.
5. Capacity to adapt to changing environments.
6. Capacity to continue future learning independently, acquiring further knowledge and exploring new areas of knowledge.
7. Demonstrate initiative and work independently when required.
8. Demonstrate motivation regarding the quality of the work performed and sensitivity regarding the consequences on the environment and society.
9. Describe the main economic agents making up the Spanish and Catalan economy.
10. Examine the influence and the role of Spanish public institutions in the economy.
11. Identify the role of the public sector in the Spanish economy.
12. Interpret the economic globalisation process and its consequences for the Spanish economy.
13. List the main characteristics of the labour market in Spain.
14. Organise work, in terms of good time management and organisation and planning.
15. Perform an economic analysis of integration processes, in general, and of the European integration process, in particular.
16. Select and generate the information needed for each problem, analyse it and make decisions based on this information.
17. Work as part of a team and be able to argue own proposals and validate or refuse the arguments of others in a reasonable manner.

Content

1. Definition of trade. Theoretical setting. Benefits from trade. Trade policies. Evaluation of the trade agreements.
2. Introduction to the international organization dealing with trade issues (IMF, WB, WTO, UNCTAD) and the experience of the European Union (from the Treaty of Rome onward),
3. Basic definitions of the practical concepts of external trade. Trade accounting. Trade balance. Exchange rate limitations.
4. Trade practices in the EU: TARIC codes, international transport practices, fiscal issues. Imports: tariff, custom value of imports, TVA in the international trade. Exports: export procedures and fiscal policies fostering exports.
5. Basic description of the INCOTERMS (2010). The international payment system.
6. The Spanish and Catalan current trade-flow directions and composition. Elements for a quantitative analysis. National and local public policies endorsing the firm internationalization process

Methodology

- Lectures
- Practical classes
- Tutoring and monitoring practices and readings
- Study and reading material
- Collection and processing of information by practical exercises

Activities

Title	Hours	ECTS	Learning outcomes
Type: Directed			
Lectures	30	1.2	2, 15, 4, 9, 13, 10, 11, 12
Practical classes	15	0.6	5, 1, 6, 7, 8, 14, 16, 17, 3
Type: Supervised			
Tutoring and monitoring practices and readings	12	0.48	5, 1, 6, 7, 8, 14, 16, 17, 3
Type: Autonomous			
Collection and processing of information by practical exercises	20	0.8	7, 14, 16, 17
Study and reading material	60	2.4	2, 15, 4, 9, 13, 10, 12

Evaluation

The assessment of the learning will be the weighted average of the following activities:

- 65 % Final exam: the exam will cover ALL the material discussed in class (lectures, recitations, tutorials, conferences etc..),
- 20 % Individual project,
- 15% Group project (including presentation).

PLEASE REMARK:

The minimum overall grade to pass the course is 5 with a minimum grade of 4 in the final exam. The final overall grade is the weighted average of the scores of the all the activities proposed during the course.

If the final overall grade is less than 4, the student must repeat the whole course the next year.

Students whose final overall grade is between 4 and 5 and the grade of the exam in 4 are admitted to a re-take exam. The re-take exam grants at most 1 point. If a student passes the re-evaluation exam, her/his overall final grade will be 5.

A student is considered as "Absent" for the final overall grade, whenever he/she did not participate to any evaluation activity. Therefore, a student participating to one or more single activities will be graded in accordance to the results of those activities even if he/she does not show up at the final exam.

Evaluation activities

Title	Weighting	Hours	ECTS	Learning outcomes
Final exam	65%	2	0.08	2, 15, 4, 5, 1, 6, 7, 9, 13, 10, 11, 12, 14, 16
Group project	15%	6	0.24	1, 7, 14, 16, 17
Individual project	20%	5	0.2	2, 15, 4, 5, 1, 6, 7, 9, 13, 10, 11, 12, 8, 14, 16, 17, 3

Bibliography

Basic textbooks

K.B. Chikwava (2012): Sustaining contractual business: An Exploration of the New Revised International Commercial Terms. Incoterms2010, Xlibris

B. Seyoum (2009): Export-Import Theory, Practices, and Procedures, Routledge (2nd Edition)

Additional textbooks:

Th. Pugel (2012): "International Economics", Mc Graw Hill.

D. Salvatore (2011): " International Economics. Trade and Finance", 10^a Ed., Wiley.

Other documents

- Papers on external trade: ICEX (<http://www.icex.es>).
- Papers on external trade: Cambra de Comerç de Barcelona
(<http://www.cambrabcn.org/web/cambra/inicio>).
- Acc16-CIDEM-COPCA (<http://www.acc10.cat/ACC10/cat/internacionalitzacio/>).
- TARIC data (www.taric.es) and other statistical sources (OCDE, Banco Mundial, Eurostat...).
- "Doing business" (<http://www.doingbusiness.org/>).
- "Doing business in Catalonia" (<http://www.acc10.cat/catalonia/en/doingbusiness/index.jsp>).