

## Course Syllabus (International Trade Practice)

<b>Course Chinese Title:</b> 国际贸易实务		<b>Course Category (Compulsory/ Elective) :</b> Compulsory	
<b>Course English Title:</b> International Trade Practice			
<b>Total Hours/ Hours Per Week/ Credit(s):</b> 48/3/3		<b>Lab Practice/ Practical Hours:</b> 16	
<b>Prerequisites:</b> International Trade			
<b>Follow-up course:</b> English for International Business Communication			
<b>Time:</b> 单周 weeks1-16 Monday 1-2; Wednesday 3-		<b>Classroom:</b> 5208, Guancheng Campus	
<b>Class:</b> 2022 International Business (Industry-University International Program)			
<b>College:</b> School of Economics and Management			
<b>Instructor Name/ Academic Title:</b> Lu Xiaoqing/Associate Professor			
<b>Office Hour:</b> By Appt. at Room 3207, Guancheng Campus			
<b>Course Assessment Method:</b> Open book test () Close book test (✓) Report () Other (✓), see Assessment and Grading table below			
<b>Required Textbook:</b> Hua xin, Zhang xueying International Trade Practice (English Version Second Edition March, 2020) ,Tsinghua University Press			
<b>Supplementary Materials:</b> Guoji Maoyi Shiwu Shuangyu Jiaocheng(2nd Edition May 2019) By Fu Long hai etc. University of International Business and Economics Press			
<b>Course Description:</b> Practice of International Trade is a subject which studies the specific processes for international goods and services exchange as well as comprehensive practical technology which introduces knowledge about international business for import and export. It has been recognized as a compulsory primary professional course for all trade majors nationwide.			
<b>Course Learning Objectives and its supporting on the requirement for graduation:</b>			
<b>Course Learning Objectives</b>	<b>Measurements on Requirement for Graduation</b>	<b>Requirement for Graduation</b>	
<b>CO1:</b> To have a general idea of theories, modes and rules of international trade;  ● To have a deep understanding of international trade terms;	1.3 Students shall have abilities to analyze and solve the economic issues of Economics and Trade majors.	CG1. Students shall master the knowledge required by Applied Economics systemically.	

● To know how to sign and perform a contract for international trade.	1.4 Students shall have actual business handling abilities of economic and trade related business.	
<b>CO2:</b> To understand and be familiar with the relevant conventions, treaties and laws when dealing with international business. To have a good logical thinking and communication skills	5.1 Students shall have strong critical thinking skills and be able to identify problems, distill the crucial points and propose appropriate solutions.	CG5.Students shall have innovative consciousness and the ability to apply innovative spirit to solve diversified business problems.
<b>CO3:</b> To handle international trade with ethical and moral principles.	4.3 Students shall be able to consider the influence of behavior on others and society and guide own behavior according to ethical and moral principles.	CG4.Students shall observe the basic moral principles and provide the humanistic cares.
<b>CO4:</b> To have the global vision to deal with international trade affairs.	6.1 Students shall be familiar with International Economic Operation Practice and Rules, understand the complex global business environment.	CG6. Students shall have the global vision and localized spirit.

#### Lecturing Plan

Week	Topic	Instructor	Hours	Contents (Key point, Difficulty, Ethical and political learning)	Instructional Mode (Blending/ Offline)	Activities	Assignment	Supporting Course Objectives
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2	Introduction	Lu Xiaoqing	2	<b>Keypoints:</b> The importance of International Trade <b>EthicalandPolitical Learnings:</b> The effect of International Trade to our economy, especially 40 years' open to outside world	Offline	Lecture	Reading:P1-12	CO1
4	General Procedures of Imp.& Exp.	Lu Xiaoqing	3	<b>Keypoints:</b> Business Negotiation <b>Difficulties:</b> Contract	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO1
5	Name, Quality, Quantity And Package of Commodity	Lu Xiaoqing	3	<b>Keypoints:</b> Quality and Quantity <b>Difficulties:</b> More or Less Clause <b>Ethical and Political Learnings:</b> Brand awareness; Integrity	Offline	Lecture/PBL	Online Exercises	CO1
6	Trade Terms		3	<b>Keypoints:</b> Incoterms 2010 <b>Difficulties :</b> Appliance of 11 terms	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO1
7	InternationalCargo Transportation		3	<b>Keypoints:</b> OceanTransport and Container Transport <b>Difficulties :</b> B/L <b>EthicalandPolitical Learnings:</b> Implementation of One Belt And One	Offline	Lecture	Online Exercises	CO1

				Road, and Its Importance to the Foreign Trade				
8	CargoTransportation Insurance		2	<b>Keypoints:</b> Contents of CIC <b>Difficulties:</b> Insurance Clause in S/C	Offline	Lecture	Online Exercises	<b>CO1</b>
9	Means of Payment in International Trade		2	<b>Keypoints:</b> Tools of Payment <b>Difficulties:</b> Draft	Offline	Lecture	None	<b>CO1</b>
10	<b>Midterm Exam</b>		2		Online ( <a href="https://dgut.ulearning.cn/">https://dgut.ulearning.cn/</a> )	Exam	None	<b>CO2</b>
11	Remittance, Collection		2	<b>Keypoints:</b> Modes of Payment <b>Difficulties:</b> D/P,D/A	Offline	Lecture/TBL	None	<b>CO1</b>
12	L/C,International Factoring		3	<b>Keypoints:</b> Modes of Payment <b>Difficulties:</b> L/C <b>EthicalandPolitical Learnings:</b> Do business with the spirit ofIntegrity andCompliance Management	Offline	Lecture/PBL	Online Exercises	<b>CO1</b>
13	The Methods to Price the Imports and Exports		3	<b>Keypoints:</b> Price Principles, Commission and Discount	Offline	Lecture	Difficulties review: P160-166	<b>CO1</b>

				<b>Difficulties:</b> The Calculation of Exports' Price				
14	Customs Formalities and Commodity Inspection		2	<b>Key points:</b> Customs Formalities <b>Difficulties:</b> Commodity Inspection	Blending	Lecture	None	<b>CO1</b>
15	Claim, Force Majeure and Arbitration		2	<b>Key points and Difficulties:</b> Claim, Force Majeure	Blending	Lecture/TBL	Online Exercises	<b>CO1</b>
Total:			32					

#### Practice Plan

Week	Topic	Instructor	Hours	Contents (Key point, Difficulty, Ideological and political learning)	Practice Type (Verified / Integrated / Designed)	Activities	Supporting Course Objectives
5-17	English Case Study and Practice	Lu Xiaoqing	16	English Case Study of Chapter 2, 3, 4, 5, 6, 7, 8, 11 According to the Required Textbook	Integrated	Lecture/TBL/PBL	CO2 CO3 CO4
Total:			16				

#### Grading

Course Learning Objectives	Supported Measurements	Assessments and grading Percentage (%)				Supporting Course Objectives
		Homework	English Case Practice	Midterm Exam.	Final Term Paper	

CO1	1.3 1.4	30	0	0	20	50
CO2	5.1	0	10	10	20	40
CO3	4.3	0	5	0	0	5
CO4	6.1	0	5	0	0	5
Total		30	20	10	40	100

**Syllabus Submission Date:** Feb. 25<sup>th</sup> 2024

**School Reviewal:** Agree

Signature: 范鹏

Date: 2024.2.29

**Note:**

## Appendix: Rubrics

### Homework

Measurement	Criteria			
	A (100)	B (85)	C (60)	D (0)
Understanding and Answer (40%)	Shows a full understanding of class concepts.	Shows a good understanding of class concepts.	Shows an average understanding of class concepts	Shows no understanding of class concepts
Accuracy and Logical Thinking (40%)	Very strong supporting material, logical explanations, and elaboration	Moderately strong supporting material, logical explanations, and elaboration	Average strong supporting material, logical explanations, and elaboration	Very weak supporting material, logical explanations, and elaboration.
Attitude to Homework (20%)	Takes homework seriously	Takes a better attitude to homework	Takes an average attitude to homework	Takes a bad attitude to homework

### English Case Practice

Measurement	Criteria			
	A (100)	B (85)	C (60)	D (0)
Case Analysis (100%)	Show a full understanding of class concepts, and apply them correctly.	Show a good understanding of class concepts, and apply them well .	Show an average understanding of class concepts, and apply them just so so .	Show no understanding of class concepts