

(International Trade Practice) Course Syllabus

Course Chinese Title: 国际贸易实务	Course Category (Compulsory/ Elective) : Compulsory
Course English Title: International Trade Practice	
Total Hours/ Hours Per Week/ Credit(s): 48/3/3	Lab Practice/ Practical Hours: 16
Prerequisites: Theory of International Trade	
Teaching Time: Monday 14:30-15:10	Classroom: 3302 Guancheng Campus
Class: 2018International Business (Industry-University International Program)	
College: Economy and Management	
Instructor Name/ Academic Title: Lu Xiaoqing/Associate Professor	
Office Hour: By Appt.	
Course Assessment Method: Open book () Close book (✓) Report () Other ()	
<p>Required Textbook: Hua xin, Zhang xueying International Trade Practice (English Version Second Edition March, 2020)</p> <p style="text-align: center;">Tsinghua University Press</p> <p>Supplementary Materials: Guoji Maoyi Shiwu Shuangyu Jiaocheng(2nd Edition May 2019) By Fu Long hai etc.</p> <p style="text-align: center;">University of International Business and Economics Press</p>	
<p>Course Description: 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.</p>	
<p>Course Objectives</p> <ul style="list-style-type: none"> ● To have a general idea of theories, modes and rules of international trade (CO1) ● To have a deep understanding of international trade terms.(CO2) ● To know how to sign and perform a contract for international trade.(CO3) 	<p>本课程与学生核心能力培养之间的关联(授课对象为理工科专业学生的课程填写此栏)：</p> <p>□LOs 1.</p> <p>□LOs 2.</p> <p>□LOs 3.</p> <p>□LOs 4.</p>


<ul style="list-style-type: none"> ● To understand and be familiar with the relevant conventions, treaties and laws when dealing with international business. (CO4) ● To cultivate international view and logical thinking ability to deal with international business transactions (CO5) ● To be good awareness of cooperation, and do all business with the spirit of integrity and compliance management(CO6) 	<input type="checkbox"/> LOs 5. <input type="checkbox"/> LOs 6. <input type="checkbox"/> LOs 7. <input type="checkbox"/> LOs 8.
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Course Plan

Week	Topic	Instructor	Hours	Expected Learning Outcomes	Instructional Mode (Online/Blending/Offline)	Activities	Assignment	Supporting Course Objectives
1	A Introduction to International Trade	Lu Xiaoqing	2	Keypoints: The importance of International Trade Ethical and Political Learnings: The effect of International Trade to our economy, especially 40 years' open to outside world	Blending	lecture	Reading:P1-12	CO1 CO5
2	General Procedures of Imp.& Exp.	Lu Xiaoqing	3	Keypoints: Business Negotiation Difficulties: Contract	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO3 CO5
3	Name, Quality, Quantity And Package of Commodity	Lu Xiaoqing	3	Keypoints: Quality and Quantity Difficulties: More or Less Clause Ethical and Political Learnings: Brand awareness; Integrity	Online (https://dgut.ullearning.cn/)	Lecture/PBL	Online Exercises	CO1 CO4 CO6

				management				
5	Trade Terms	Lu Xiaoqing	3	Keypoints: Incoterms 2010 Difficulties: Application of 11 terms	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO2 CO6
7	International Cargo Transportation	Lu Xiaoqing	3	Keypoints: Ocean Transport and Container Transport Difficulties: B/L Ethical and Political Learnings: Implementation of One Belt And One Road, and Its Importance to the Foreign Trade	Blending	Lecture	Online Exercises	CO1 CO4
8	Cargo Transportation Insurance	Lu Xiaoqing	2	Keypoints: Contents of CIC Difficulties: Insurance Clause in S/C	Online (https://dgut.ulearning.cn/)	Lecture	Online Exercises	CO4
9	Means of Payment in International Trade	Lu Xiaoqing	2	Keypoints: Tools of Payment Difficulties: Draft	Blending	Lecture	Online Exercises	CO4 CO5 CO6
10	Midterm Exam	Lu Xiaoqing	2		Online (https://dgut.ulearning.cn/)			
11	Remittance, Collection	Lu Xiaoqing	2	Keypoints: Modes of Payment Difficulties: D/P, D/A	Blending	Lecture/TBL	Online Exercises	CO4 CO5 CO6

12	L/C,International Factoring	Lu Xiaoqing	3	Keypoints: Modes of Payment Difficulties: L/C EthicalandPolitical Learnings: Do business with the spirit ofIntegrity andCompliance Management	Blending	Lecture/PBL	Online Exercises	CO4 CO5 C06
13	The Methods to Price the Imports and Exports	Lu Xiaoqing	3	Keypoints: Price Principles, Commission and Discount Difficulties: TheCalculationofExports' Price	Offline	Lecture	Difficulties review: P160-166	CO3 CO5
14	Customs Formalities and Commodity Inspection	Lu Xiaoqing	2	Keypoints: Customs Formalities Difficulties: Commodity Inspection	Blending	Lecture		CO4
15	Claim, Force Majeure and Arbitration	Lu Xiaoqing	2	Keypointsand Difficulties: Claim, Force Majeure	Blending	Lecture/TBL	Online Exercises	CO4 CO5 CO6
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	

4-1 6	English Case Study	Lu Xiaoqin g	16	English Case Study of Chapter2,3,4,5,6,7,8,11 According to the Required Textbook	Integrated	Lecture/TBL/PBL	CO2.CO4. CO5.CO6
Total:			16				
Assessment and Grading							
Assessment Method				Evaluation Criteria		Percentage (%)	Supporting Course Objectives
Online Exercises				See the answer for more details		20%	CO1.CO2. CO4
English Case Study				See the answer for more details		20%	See above
Midterm Exam.				See the answer for more details		10%	CO4.CO5
Final Exam.				See the answer for more details		50%	CO1-CO5
Syllabus Submission Date: Aug. 25, 2020							
School Reviewal:							
Approved							
Signature: 							
Date: 2020.09.10							

备注：本课程共 12 章，只有 2 个相对容易理解的章节采用 online 形式教学。优学院平台已有 300 分钟的本人视频教学资料，从上学期学生使用情况来看，评价优良。