

Course Syllabus (International Trade Practice)

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: International Trade			
Follow-up course: English for International Business Communication			
Time: 单周 Monday 1-2; Wednesday 3-4		Classroom: 5208, Guancheng Campus	
Class: 2022 International Business (Industry-University International Program)			
College: School of Economics and Management			
Instructor Name/ Academic Title: Lu Xiaoqing/Associate Professor			
Office Hour: By Appt. at Room 3207, Guancheng Campus			
Course Assessment Method: Open book test () Close book test (✓) Report () Other (✓), see Assessment and Grading table below			
Required Textbook: Hua xin, Zhang xueying International Trade Practice (English Version Second Edition March, 2020) ,Tsinghua University Press			
Supplementary Materials: Guoji Maoyi Shiwu Shuangyu Jiaocheng(2nd Edition May 2019) By Fu Long hai etc. University of International Business and Economics Press			
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.			
Course Learning Objectives and its supporting on the requirement for graduation:			
Course Learning Objectives		Measurements on Requirement for Graduation	Requirement for Graduation
CO1: 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. 1.4 Students shall have actual business handling	CG1. Students shall master the knowledge required by Applied Economics systemically.

● To know how to sign and perform a contract for international trade.	abilities of economic and trade related business.	
CO2: 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.
CO3: 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.
CO4: 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
1	Introduction	Lu Xiaoqing	2	Keypoints: The importance of International Trade EthicalandPolitical Learnings: The effect of	Offline	Lecture	Reading:P1-12	CO1

				International Trade to our economy, especially 40 years' open to outside world				
2	General Procedures of Imp.& Exp.	Lu Xiaoqing	3	Keypoints: Business Negotiation Difficulties: Contract	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO1
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	Offline	Lecture/PBL	Online Exercises	CO1
4	Trade Terms	Lu Xiaoqing	3	Keypoints: Incoterms 2010 Difficulties : Appliance of 11 terms	Offline	Lecture/TBL	Difficulties review/Online Exercises	CO1
5	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	Offline	Lecture	Online Exercises	CO1
6	Cargo Transportation	Lu	2	Keypoints: Contents of CIC	Offline	Lecture	Online Exercises	CO1

	Insurance	Xiaoqing		Difficulties: Insurance Clause in S/C				
7	Means of Payment in International Trade	Lu Xiaoqing	2	Keypoints: Tools of Payment Difficulties: Draft	Offline	Lecture	None	CO1
7or 8	Midterm Exam		2		Online (https://dgut.ulearning.cn/)	Exam	None	CO2
9	Remittance, Collection	Lu Xiaoqing	2	Keypoints: Modes of Payment Difficulties: D/P,D/A	Offline	Lecture/TBL	None	CO1
9or 10	L/C,International Factoring	Lu Xiaoqing	3	Keypoints: Modes of Payment Difficulties: L/C EthicalandPolitical Learnings: Do business with the spirit ofIntegrity andCompliance Management	Offline	Lecture/PBL	Online Exercises	CO1
11	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	CO1
11or 12	Customs Formalities and Commodity	Lu Xiaoqing	2	Keypoints: Customs Formalities	Blending	Lecture	None	CO1

	Inspection			Difficulties: Commodity Inspection				
13	Claim, Force Majeure and Arbitration	Lu Xiaoqing	2	Key points and Difficulties: Claim, Force Majeure	Blending	Lecture/TBL	Online Exercises	CO1
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	
2-16	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 th 2024
School Reviewal: Agree
<div>Signature: 范明强</div> <div>Date: 2024.2.29</div>

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