



## Shanghai Jiao Tong University

### ET402 International Trade Practice

<b>Instructor:</b>	Dr. Danny Lo	<b>Email:</b>	dannylo8329@yahoo.com.hk
<b>Instructor's Home Institution:</b>	Delaware State University at Ningbo Campus	<b>Office:</b>	TBD
<b>Office Hours:</b>	TBD		
<b>Term:</b>	December 16, 2019-January 7, 2020	<b>Credits:</b>	4 units
<b>Classroom:</b>	TBD	<b>Teaching Assistant(s):</b>	TBD
<b>Class Hours:</b>	Monday through Friday, 160 mins per teaching day		
<b>Discussion Sessions:</b>	2 hours each week, conducted by teaching assistant(s)		
<b>Total Contact Hours:</b>	64 contact hours (1 contact hour = 45 mins, 2880 mins in total)		
<b>Required Texts (with ISBN):</b>	Jim Sherlock and Jonathan Reuvid (2008), The Handbook of International Trade: A Guide to the Principles and Practice of Export, 2nd Edition. ISBN 978-1-84673-034-4    E-book ISBN 978-1-84673-035-1		
<b>Prerequisite:</b>	N/A		



## Course Overview

The aim of this course is to introduce students to the various procedures and documentation required to facilitate an international trade transaction; the instruments of trade finance; and the various methods of financing/settling exports and imports transactions. In addition, students study international trade rules and terms and other basic international tools, mainly in the fields of commerce, finance, marketing and logistics.

## Learning Outcomes

On successful completion of this unit, students will be able to:

1. Apply explicit knowledge of international terms in the process of negotiating terms of delivery and payment;
2. Determine and generate the documents necessary to process a specific export/import transaction;
3. Evaluate risks in foreign exchange, international payments and trade settlements; and formulate risk mitigation strategies; and
4. Adapt the working knowledge to the digitization of trade transactions through group collaborations and in inter-cultural settings.

## Grading Policy

Mid semester exam	25%
Individual Assignment	30%
Final exam	45%

Grading Scale is as follows:

Number grade	Letter grade	GPA
90-100	A	4
85-89	A-	3.7
80-84	B+	3.3
75-79	B	3
70-74	B-	2.7
67-69	C+	2.3
65-66	C	2
62-64	C-	1.7
60-61	D	1
≤59	F (Failure)	0



### Class Schedule

Date	Lecture	Chapter
Day 1	Introduction to the course and Facts and figures on international trade	<b>The Handbook of International Trade</b>
Day 2	The rationale for international trade and its organization	Chapter 1
Day 3	The evolution of world trade	Chapter 1
Day 4	Balance of payments – measurement and management	Chapter 1
Day 5	International trade in the twentieth century	Chapter 1
Day 6	International Marketing - principles and practice	Chapter 2
Day 7	The Legal Environment for international trade	Chapter 3
Day 8	The export order process	Chapter 4
Day 9	International Transport practices	Chapter 5
Day 10	Mid exam	
Day 11	Customs Controls	Chapter 6
Day 12	Risk Management	Chapter 7
Day 13	International payment methods	Chapter 8
Day 14	Global trading trends	Chapter 9
Day 15	Revision Lecture	