



Shanghai Jiao Tong University

ET402 International Trade Practice

Instructor Information:	Danny Lo Home Institution: Delaware State University at Ningbo Campus Email: dannylo8329@yahoo.com.hk Office Hours: Determined by Instructor		
Term:	December 16, 2019 - January 7, 2020	Credits:	4 units
Class Hours:	Monday through Friday, 160 mins per teaching day		
Discussion Sessions:	2 hours each week, conducted by teaching assistant(s)		
Total Contact Hours:	64 contact hours (1 contact hour = 45 mins, 2880 mins in total)		
Required Texts (with ISBN):	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		
Prerequisite:	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	The Handbook of International Trade
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	N/A
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	N/A