



Shanghai Jiao Tong University

ET402 International Trade Practice (Online)

Instructor Information	Danny Lo Home Institution: Delaware State University Email: lodanny045@gmail.com		
Term	December 17, 2020 - January 8, 2021	Credits	4 units
Course Delivery	The class will be delivered in the format of online with mainly two parts: prerecord videos and real-time interactions. The method of instruction will be a combination of online lectures which are mainly to have problem discussions, recorded lecture videos, Youtube, narrated PPTs, weekly exercises, case study problems, individual assignment, group project presentation and exam.		
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

Participation in Discussion Board	20%
Individual Assignment	30%
Group Project Presentation	30%
Final Exam	20%
TOTAL	100%

Grading Scale is as follows

Number grade	Letter grade	GPA
90-100	A	4.0
85-89	A-	3.7
80-84	B+	3.3
75-79	B	3.0
70-74	B-	2.7
67-69	C+	2.3
65-66	C	2.0
62-64	C-	1.7
60-61	D	1.0
≤59	F (Failure)	0



Expected workload

1. Lectures + Readings = (3 hours per each lecture* x 4 lectures per week) x 4 weeks = 48 hours
2. Individual Assignment = 10 to 20 hours
3. Group Assignment = 10 to 20 hours
4. Synchronous Interactions per week = 3 to 6 hours x 4 = 12 to 24 hours
5. Exam = 1 hour

*including course readings and watching videos

Assessment Activities

1. Participation in Discussion Board at Blackboard (20%)

High frequency of participation in problem discussions at Blackboard may help students understand the course materials and solve problems after completion of each lecture as well as increasing interests on the course.

2. Individual assignment (30%)

Each student is required to submit an individual assignment (around 3,000 words) based on his/her research relevant to international trade practice on the selection of entry modes into particular country. Evidence of details of statistics in appendix and listed reference are required to support the arguments and conclusion. The due date is set on the 30th December to tutor's email address. Late submission will cause 50% marks deduction. Academic Dishonesty and cheating will not be tolerated, and may result in a failing grade for the course*.

3. Group Project Presentation (30%)

A group project presentation with depth analysis is required to be presented by each member at the end of the course. Each group is between 4 to 6 members to present a research topic on Australia Trade Issues with an Asian particular country/countries or particular issues related to Australia Trade/Economy. A copy of the Powerpoints is required to submit to the Instructor one day before the presentation. **The total marks are divided into two parts: 50% for the group marks and each member shares the same mark; the remaining 50% marks are assigned to individual presentation part.** The time allowed for the presentation is not more than 45 minutes for each group is scheduled such as 2 presentation will be scheduled on each date starting from 3rd of January until end of the course by Zoom or Blackboard delivery. The sequence of the presentation day will be decided by lucky draw among groups.

4. Exam (20%)

The exam consists of 50 multiple choices related to chapter readings and the course materials and the duration time is an hour for completion at the last day of the course, i.e. 8th of January.



Class Schedule

Date	Lecture	Chapter	Supplement Materials
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	Comparative advantage specialization and gains from trade https://www.youtube.com/watch?v=xx9xNJIPoJo
Day 3	The evolution of world trade	Chapter 1	Trading patterns: Global and regional perspectives https://www.wto.org/english/res_e/status_e/wts2017_e/WTO_Chapter_05_e.pdf
Day 4	Balance of payments – measurement and management	Chapter 1	Milton Friedman on Trade Balance and Tariffs https://www.youtube.com/watch?v=zv5SiQpG6sg
Day 5	International trade in the twentieth century	Chapter 1	Economic Policy and Theory - International trade theory: from trailblazers to twentieth-century professionals https://www.americanforeignrelations.com/E-N/Economic-Policy-and-Theory-International-trade-theory-from-trailblazers-to-twentieth-century-professionals.html
Day 6	International Marketing - principles and practice	Chapter 2	International Marketing https://businessjargons.com/international-marketing.html#:~:text=Definition%3A%20The%20International%20Marketing%20is,in%20more%20than%20one%20nation
Day 7	The Legal Environment for international trade	Chapter 3	The Legal, Political/Trade Environment http://www.fao.org/3/w5973e/w5973e08.htm



Day 8 – Day 12	The export order process	Chapter 4	Pricing, Quotations and Terms https://2016.export.gov/basicguide/eg_main_085586.asp
	International Transport practices	Chapter 5	Shipping Mark Guide http://freightfilter.com/shipping-mark-guide/
	Customs Controls	Chapter 6	EU Customs strategy Taxation and Customs Union https://europa.eu/rp44cu
Day 13 – Day 17	Risk Management / 2 Group Presentations per each day	Chapter 7	Marine Insurance Law Introduction University of London Postgraduate Laws https://www.youtube.com/watch?v=WnoWKQ5-W9U
	International payment methods / 2 Group Presentations per each day /	Chapter 8	International payment methods https://www.icontainers.com/help/international-payment-methods/
	Global trading trends / 2 Group Presentations per each day / Chapter Review before exam	Chapter 9	10 global trade trends we'll be watching in 2020 http://www.tradeready.ca/2019/featured-stories/10-global-trade-trends-well-be-watching-in-2020/
Day 18	Final Exam		

Academic Integrity

Academic Dishonesty and cheating will not be tolerated, and may result in a failing grade for the course. Student handbook has defined academic dishonesty and cheating as including, but not limited to: (a) use of any unauthorized assistance in taking tests; (b) dependence upon the aid of sources beyond those authorized by the instructor in completing assignments; (c) copying from another student or allowing another student to copy from you; or (d) plagiarism – use of published or unpublished work of another person without full and clear acknowledgement. Any student found cheating will be referred to the University's judiciary system for disciplinary actions.

The instructor reserves the right to supplement, withdraw or change this syllabus to meet changing circumstances if necessary. Students will be advised of changes and additional information will be announced in class.