



Shanghai Jiao Tong University
ET402 International Trade Practice

Instructor Information	<p align="center">Samuel Kwok Home Institution: Xi'an Jiaotong-Liverpool University Email: Samuel_kwok18@hotmail.com Office Hours: Determined by Instructor</p>		
Term	December 17, 2020 - January 8, 2021	Credits	4 units
Class Hours	Sunday through Friday, 135 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)	<p align="center">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</p>		
Prerequisite	N/A		
<p align="center">The course might be moved to online delivery due to COVID-19 pandemic. The anticipated date is November 6, 2020.</p>			



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	4.0
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



Class Schedule

Date	Lecture	Readings
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 I	Chapter 7
Day 13	Risk Management II	Chapter 7
Day 14	International payment methods	Chapter 8
Day 15	Global trading trends	Chapter 9
Day 16	A Case study on International Trade Practice	N/A
Day 17	Revision Lecture	N/A
Day 18	Final Exam	N/A