



ET402 International Trade Practice (Online)

Instructor Information	Instructor: Chenxing Yang Home Institution: Shanghai Ocean University Email: cxyang@shou.edu.cn		
Term	December 13, 2021 - January 7, 2022	Credits	4 units
Course Delivery	The class will be delivered in the format of online. Other than recorded lecture videos, the instructor will arrange 2-6 hours' real-time interactions with students per week (via Tencent meeting, zoom meeting, or WeChat). The workload students are expected to complete to properly pass this course is about 10-15 hours per week.		
Required Texts (with ISBN)	International Trade Practice by Sun Zhihui, UIBE Press, 2018 ISBN: 978-7-5663-1866-4		
Prerequisite	N/A		



Course Overview

This course introduces the students to the key elements and main procedures in international trade, related international business knowledge and skills, and relevant laws and practices. After a brief introduction on the basic concepts and policies on international trade, the general procedures of import and export will be explained, including the main clauses in an international sales contract, e.g. quantity and quality of goods, price terms, transportation, cargo insurance, international payment, dispute settlement, etc.

Learning Outcomes

By the end of this course, students are expected to:

1. Understand how to specify the name, quantity, quality and package of commodities in international contract of goods;
2. Understand the international trade terms most frequently applied in international business practices, including FOB, CFR, CIF, FCA, CPT and CIP.
3. Identify different transport modes for international cargo and insurance for international cargo.
4. Recognize the similarities and differences of main international payment instruments and modes.
5. Know the basic procedures in import and export.

Course Procedure

1. Learning lessons: In each less, students are required to watch carefully the pre-recorded video. After that, online interaction will be organized in order to answer questions raised by students.
2. Discussion lesson: Case study can facilitate students' understanding of this course. Discussion lessons will be organized during this course. Materials will be distributed in advance.
3. Examination: Please refer to 'Exams' and 'Course Schedule' below.

Lecture Materials

Required textbook: Please refer to the form above.

Supplementary materials:

Jianlin Shuai et al. International Trade Practices (English Edition), 2020.

INCOTERMS@ 2020.

Chow and Schoenbaum. International Business Transactions: Problems, Cases and Materials (Aspen 3d ed. 2015).



Grading Policy

Attendance	15%
Mid-term examination (open book)	30%
Final examination (open book)	40%
Discussion (group presentation)	15%

Exams

Mid-term examination and final examination are supposed to be held on the 7th and last day, respectively. The scope of mid-term examination covers the first five topics; while the final examination covers all of them.

Assignments

1. Students are required to pre-review the textbook prior to each lesson, and review after each lesson.
2. Prior to the discussion lesson, case study materials will be distributed. Students are required to read and search for additional information, which will be presented in discussion lesson.

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	Online Teaching Arrangement
Day 1	Introduction to International Trade: Basic Concepts	Textbook Chapter 1 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 2	Overall Introduction to Procedures of Import and Export	Textbook Chapter 2-4 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 3	Overall Introduction to Procedures of Import and Export	Textbook Chapter 2-4 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 4	Name, Quality, Quantity and Packing of Commodity	Textbook Chapter 7 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 5	International Trade Terms: I	Textbook Chapter 5 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 6	International Trade Terms: II	Textbook Chapter 5 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 7	Price and Cost Calculation	Textbook Chapter 6 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 8	Mid-term Examination		Duration: 120 minutes
Day 9	International Cargo Transportation	Textbook Chapter 8 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 10	International Cargo Transportation	Textbook Chapter 8 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 11	International Cargo Transport Insurance: I	Textbook Chapter 9 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 12	International Cargo Transport Insurance: II	Textbook Chapter 9 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom



Day 13	International Cargo Transport Insurance: III	Textbook Chapter 9 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 14	International Payment Instruments	Textbook Chapter 10 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 15	International Payment Modes	Textbook Chapter 10 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 16	Disputes prevention and settlement	Textbook Chapter 12 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 17	Export documents	Textbook Chapter 11 and supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 18	International Trade Forms	Supplementary materials	approximately 50-80 minutes pre-recorded video lectures plus 40 minutes online interaction via Zoom
Day 19	Case study and Discussion	Supplementary materials	120 minutes online interaction via Zoom
Day 20	Final examination		Duration: 120 minutes

* Fee-paying (non-exchange) program held by School of Continuing Education, SJTU.

* 此课程由上海交通大学继续教育学院开设，所提供课程不包括在上海交通大学与海外高校校级合作的学分互认范畴之内。