



Course Description

Course No.	1900823W	College	College of Economics and Management	Dept.	Department of Economics
Teacher	Wang Ying				
Time	2017.12.18-2018.01.12				
Course Name	English	International Trade			
	Chinese	国际贸易			
Course hours	Total	Theory	Experiment	Practice/Self-study	Credits
	68	60		8	6.0
Course description : Describe the nature, academic status, and aims of the course (theory, ability and technique)					
1. Course nature and academic status					
International trade is the core major course of the economics and management profession, such as economics, international economics and trade, international business and international finance. It is both theoretical and practical, which studies related theories and practices of international trade in commodities. There are two parts in this course, principle of international trade and practice of international trade. Principle of international trade is the integral part of international economics, which focuses mostly on trade theories and trade policies. Practice of international trade has strong practicality and studies the general procedure of international commodity exchange and the related terms and conditions.					
2. Course aims (theory, ability and technique)					
Trade is a topic of increasing importance and students need to have a better grasp on the history and development of international trade theories and rules, as well as the basic knowledge and skills in negotiation and performance of commodity trade. There are three main aims in this course. Firstly, it helps students to know the basis, modes and benefits of international trade, understand the various economic effects and the conflicts and coordination in international trade. Secondly, it helps the students to master the basic link of import and export business, understand the international trade contract terms, command the terms of the contract negotiation, and sign and implement international trade contracts scientifically. Thirdly, it provides the students with basic methods and abilities for analyzing and solving problems in international trade.					
Requirements for courses; ability and knowledge in advance					



There are two basic parts in this course: principle of international trade and practice of international trade. In the first part, students should master international trade theories and international trade policies, follow recent development in international trade, and use the basic theories in this course to analyze and solve practical problems. In the second part, students should understand main terms in business contract, master procedure of export trade and import trade, and cultivate basic business skills and develop hands-on ability of doing international trade. Good English communicating skills and solid knowledge on Economics are needed for this course.

Course structure explanation:

Make clear the necessary parts, optional parts, distribution of hours. Courses with experiments or practice are expected to explain hours needed, content, scheme and functions.

Necessary parts: * Optional parts:

Chapter 1 Introduction to international trade

- 1.1 The reasons for international trade
- 1.2 The differences between international trade and domestic trade
- 1.3 Basic concepts relating to international trade

Chapter 2 International trade theory

- 2.1 Classical trade theory
- 2.2 Neoclassical trade theory
- 2.3 Post-Heckscher-Ohlin trade theory

Chapter 3 International trade policy

- 3.1 Import tariffs
- 3.2 Non-tariff barriers to imports
- 3.3 Export promotion and other policies
- 3.4 Arguments against free trade

Chapter 4 Issues in international trade world

- 4.1 Regional economic integration
- 4.2 GATT & WTO

Chapter 5 International trade terms

- 5.1 Trade terms and International Trade Usages
- 5.2 Trade terms under Incoterms 2010
- 5.3 Choices of international trade terms

Chapter 6 Trade negotiation and formation of the contract

- 6.1 Trade negotiation
- 6.2 Formation of the contract of international sale of good

Chapter 7 Main term of contract

- 7.1 Quality, quantity, packing and pricing



7.2 International cargo transportation
 7.3 International cargo transportation insurance
 7.4 International trade payment
 7.5 Inspection, claim, force majeure and arbitration
 Chapter 8 International trade procedure
 8.1 Procedure of export trade
 8.2 Procedure of import trade
 Practice/Self-study

Teaching methods (Lectures, practice, etc)

Lectures, Report and Presentation, Case Study, Discussion

Forms of examination and requirements

Structure of the final grade(including presence, class performance,), focus of exam, forms of exam(test, interview, final report, etc)

Structure of the final grade: (1) Class performance (10%); (2) Report and presentation (20%); (3) Case study and discussion (10%); (4) Final exam (60%).

Focus of exam: (1) International trade theories; (2) International trade policies; (3) Regional economic integration and WTO; (4) International trade terms under Incoterms 2010; (5) Main terms in contract of international sale of good ; (6) Procedure of export trade and import trade.

Form of exam: test

	Name	Publisher	Author	Year	Price
Textbook	International trade theory and practice	对外经贸大学出版社	张素芳	2014	43 元
References					
Website	www.wto.org , www.unctad.org , www.mofcom.gov.cn , www.worldbank.com				
Course members	Students who are majored in international business, economics or management, or students who are interested in international trade.				
College	College of International Education				



南京航空航天大学

Nanjing University of Aeronautics and Astronautics

	College of Economics and Management Others
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