

Facultat d'Economia i Empresa

External trade (Comerç Exterior)

Code: 102324
Academic year: 2017-2018
Track: ADE
Teaching hours:
Monday: 9:00-11:00 & Wednesday 11:30 -12:30

Grup 4
Fall term

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Office hours: Monday 11:00 -13:00; 18:00-20:00 Or upon appointment

Official webpage of the course: <http://rosellanicolini.com/exterioen17.htm>

- **OBJECTIVE**

This is an elective course. It aims at providing a general overview of the most common international practices in trade. The focus will be on the practical managing of the import-export operations at firm level under a competitive perspective. The course is introducing students to the knowledge and managing of the most salient tools to meet the requests of firms involved in the international transaction processes. Students will learn basic information about the importance of the international trade for the competitive consolidation process in Catalunya and Spain. They also will be able to deal with the most proper instruments to solve simple practical exercises simulating real case studies. Finally, they will be also able to search for the most relevant information to plan feasible internationalization strategies still at firm level.

No specific background is required to course this programme. Of course, students are expected to have a basic knowledge of the core courses in economics as principle of international economics, principle of macroeconomics and principles of microeconomics. Some basic notions in marketing could be also a useful plus.

- **Organization of the course**

This course will be fully taught in English. The structure of the course includes a number of theoretical lectures and a series of recitations dealing with practical case studies or examples of the topics discussed in the lectures. Furthermore, during the semester we are planning to organize one or two conferences of practitioners: they will help students to approach the everyday-life of local businesses in dealing with their internationalization processes. The course will also devote one or two sessions to some practical exercises in the computer room.

As a part of the grading policy, students are expected to work on a group project (according to the instructions that will be discussed in class). These projects have to be handled at the deadline defined in the schedule-calendar of the course. The last part of the course will be devoted to the group-presentations of the student's projects.

Finally students are also expected to turn in an individual project aiming at applying some of the concepts discussed in class. Again, the content of this document will be always discussed in class and the document has to be delivered at the end of the course.

- **Contents**

1. Definition of trade. Theoretical setting. Benefits from trade. Trade policies. Evaluation of the trade agreements.

2. Introduction to the international organization dealing with trade issues (IMF, WB, WTO, UNCTAD) and the experience of the European Union (from the Treaty of Rome onward),
3. Basic definitions of the practical concepts of external trade. Trade accounting. Trade balance. Exchange rate limitations.
4. Trade practices in the EU: TARIC codes, international transport practices, fiscal issues. Imports: tariff, custom value of imports, TVA in the international trade. Exports: export procedures and fiscal policies fostering exports.
5. Basic description of the INCOTERMS (2010). The international payment system.
6. The Spanish and Catalan current trade-flow directions and composition. Elements for a quantitative analysis. National and local public policies endorsing the firm internationalization process

Tutorials:

1. Tariff composition and import-partner selection.
2. A few case studies on the development of export-strategies for a selected sample of Spanish or foreign firms.
3. Statistical analysis of the trade composition and the consequences on the business internationalization strategies.
4. Videos.

• **References**

Basic textbooks

K.B. Chikwava (2012): *Sustaining contractual business: An Exploration of the New Revised International Commercial Terms. Incoterms2010*, Xlibris

B. Seyoum (2009 or 2013): *Export-Import Theory, Practices, and Procedures*, Routledge (2nd Edition or 3rd edition)

Additional textbooks for reviewing concepts in international economics:

Th. Pugel (2011): "International Economics", Mc Graw Hill.

D. Salvatore (2011): "International Economics. Trade and Finance", 10^a Ed., Wiley.

Sawer, C. W. and Sprinkle, R.L. (2015): "Applied International Economics", 4th Edition, Routledge

Other documents

- Papers on external trade: ICEX (<http://www.icex.es>).
- Papers on external trade: Cambra de Comerç de Barcelona (<http://www.cambrabcn.org/web/cambra/inicio>).
- Acc1ó-CIDEM-COPCA (<http://www.acc10.cat/ACC10/cat/internacionalitzacio/>).
- TARIC data (www.taric.es) and other statistical sources (OCDE, Banco Mundial, Eurostat...).
- "Doing business" (<http://www.doingbusiness.org/>).
- "Doing business in Catalonia" (<http://www.acc10.cat/catalonia/en/doingbusiness/index.jsp>).

• **Grading policy**

The assessment of the learning will be the weighted average of the following activities:

- **65 % Final exam:** the exam will cover ALL the material discussed in class (lectures, recitations, tutorials, videos etc..),
 - a) **Early (elective) exam: December 12th 2017 (12:00-14:00 or 18:00-20:00)**
Remark: taking this exam prevents you from presenting the exam at the official date.
 - b) **Official exam: January 08th 2018 (18:00-20:00)**
- **20 % Individual project,** (To be turned in on paper support in class on **December 18th 2017**: NO LATE DELIVERY WILL BE ADMITTED)

- **15%** Group project (including presentation) (To be turned in on paper support in class on **December 04th 2017**: NO LATE DELIVERY WILL BE ADMITTED). **Presentation will be scheduled according to a specific calendar fixed during class time in October 2017.**

PLEASE REMARK:

The minimum overall grade to pass the course is 5 with a minimum grade of 4 in the final exam.
The final overall grade is the weighted average of the scores of the all the activities proposed during the course.

If the final overall grade is less than 4, the student must repeat the whole course the next year.

Students whose final overall grade is between 4 and 5 and the grade of the exam in 4 are admitted to a re-take exam. The re-take exam grants at most 1 point. If a student passes the re-evaluation exam, her/his overall final grade will be 5.

The re-take exam will take place on January 22th 2018 at 18:00.

A student is considered as “Absent” for the final overall grade, whenever he/she did not participate to any evaluation activity. Therefore, a student participating to one or more single activities will be graded in accordance to the results of those activities even if he/she does not show up at the final exam.

Schedule (provisional)

13.09.2017	Introduction
18.09.2017	Theoretical framework
20.09.2017	Trade balance and trade limitations
25.09.2017	NO CLASS
27.09.2017	Index of competitiveness
02.10.2017	Trade policies+ trade practices
04.10.2017	Trade practices
09.10.2017	Executing the transactions
11.10.2017	Applied tools: tutorial in the computer room (TARIC + Custom data) – AULA 25 -
16.10.2017	Executing the transactions
18.10.2017	Applied tools: tutorial in the computer room (TARIC + Custom data) – AULA 25 -
23.10.2017	Payment terms and import procedures
25.10.2017	Methods of payment
30.10.2017	Export strategy
01.11.2017	NO CLASS
06.11.2017	Tutorial: INCOTERMS
08.11.2017	NO CLASS
13.11.2017	NO CLASS
15.11.2017	Tutorial: Custom value and TVA
20.11.2017	Tutorial: Custom value and TVA
22.11.2017	Tutorial: Managing custom duties
27.11.2017	Tutorial: Managing custom duties
29.11.2017	Tutorial: Export tax incentives
04.12.2017	Tutorial: Export tax incentives. (Delivery paper copy group essay)
06.12.2017	NO CLASS
11.12.2017	Group presentations
12.12.2017	(Elective) Early exam Tuesday: 12:00-14:00 or 18:00-20:00 (Room: 23)
13.12.2017	Group presentations
18.12.2017	Group presentations (Delivery paper individual report)
20.12.2017	Group presentations
14.11.2017 or 17.11.2017	TWO-HOUR MEETING SESSION TO BE DEFINED Topic: TUTORIAL INCOTERMS