

Facultat d'Economia i Empresa

External trade (Comerç Exterior)

Code: 102324
Academic year: 2023-2024
Track: ADE
Teaching hours:
Tuesday: 11:15-13:15 & Thursday 9:00 -11:00: ROOM AULA 11

Grup 4
Fall term

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Office hours: Tuesday 13:15-14:45; Thursday: 13:15-14:45 Or upon appointment

Official webpage of the course: <http://rosellanicolini.com/exterioren23.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. We are planning to organize a few tutorials with real evidence to help students to approach the everyday-life of local businesses in dealing with their internationalization processes. The course will also devote a session 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 (2020). 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.

• References

Basic textbooks

Bade, D. L. (2015): *Import/Export procedures and documentation* Amacom, 5th ed.

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

International Chamber of Commerce (2020): “Incoterms 2020”, ICC

B. Seyoum (any edition): *Export-Import Theory, Practices, and Procedures*, Routledge (A free edition in pdf is available at: <http://rafael.glendale.edu/poorna/ib/seyoum%20book.pdf>)

Additional textbooks for reviewing concepts in international economics:

Pugel, Th. (2019): “International Economics”, Mc Graw Hill.

(E-book version for UAB members:

<https://ebookcentral-proquest-com.are.uab.cat/lib/uab/detail.action?pq-origsite=primo&docID=6007400>)

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

Nicolini, R. (2019): “Tools in Applied Economics”, available at: <https://ddd.uab.cat/record/203608>

Other documents

- Papers on external trade: ICEX (<http://www.icex.es>).
- Papers on external trade: Cambra de Comerç de Barcelona (<http://www.cambracn.org/web/cambra/inicio>).
- AccIó-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:

- **20% Midterm exam:** The exam will cover the material discussed in class (lectures, recitations, tutorials, etc..) up to the meeting on October 10th 2023 included. **The Midterm exam is organized on October 30th 2023 at 12:30.**

Remark: according to the rules settled by the School please consider that

a) This exam *cannot be retaken* as an individual proof

b) Be aware that a grade for the midterm exam *below 3.5 implies that your result will be discarded in the weighted average for the computation of the final grade that is 20% of your final grade will be weighted with a zero.*

- **45 % Final exam:** the exam will cover the material discussed in class (lectures, recitations, tutorials, etc..), from October 17th 2023 on. There are two options to take this exam

a) Early (elective) exam: December 14th 2023 (09:00 – 11:00)

Remark: taking this exam prevents you from presenting the exam at the official date.

b) Official exam: January 23rd 2024 (15:00-17:00)

Remark: according to the rules settled by the School please consider that

- a) This exam *cannot be retaken* as an individual proof
 b) Be aware that a grade for the final exam *below 3.5 implies that your result will be discarded in the weighted average for the computation of the final grade that is 45% of your final grade will be weighted with a zero.*
- **15% Group project** (including presentation) (To be turned in on Moodle platform by **November 30th 2023 at 9:00 am**; NO LATE DELIVERY WILL BE ADMITTED). **Presentation will be scheduled according to a specific calendar elaborated in October 2023.**
 - **20 % Individual project**, (To be turned in on Moodle platform by **December 12th 2023 at 9:00 am**; NO LATE DELIVERY WILL BE ADMITTED)

SINGLE ASSESSMENT OPTION: persons interested in the single assessment option, please refer to the instruction in the teaching guide jointly with the calendar for applications released by the School. The single assessment will take place on January 23rd 2024 from 15:00 to 20:00.

PLEASE REMARK:

The minimum overall grade to pass the course is 5. The final overall grade is the weighted average of the scores of the all the activities proposed during the course. Please refer to the grading policy for the midterm and final exams.

If the final overall grade is less than 3.5, the student must repeat the whole course the next year.
Students whose final overall grade is between 3.5 and 4.9 are admitted to a re-take exam. The re-take exam covers all the material and grants at most 1.5 points. If a student passes the re-evaluation exam, her/his overall final grade will be 5. **The re-take exam will take place on February 05th 2024 at 09:00.** 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):

Please consider that we need to schedule two extra meetings to recover a couple of missed meetings (no bank holidays or fall break) according to the slots made available by the official calendar of the School:

12.09.2023	Introduction; Theoretical framework
14.09.2023	Trade balance and trade limitations
19.09.2023	Index of competitiveness; trade policies
21.09.2023	Trade policies
26.09.2023	Trade policies+ trade practices
28.09.2023	Trade practices
03.10.2023	NO CLASS (Comunitaria)
04.10.2023 (Extra meeting)	Executing the transactions
05.10.2023	Applied tools: tutorial with personal laptop/tablets (TARIC + Custom data) AULA 25
10.10.2023	Executing the transactions
12.10.2023	NO CLASS (Bank Holiday)
17.10.2023	Payment terms and import procedures
19.10.2023	Payment terms and import procedures
24.10.2023	NO CLASS (Fall break)
26.10.2022	NO CLASS (Fall break)
30.10.2023	MIDTERM EXAM (12:30- 14:00)
31.10.2023	Export strategy
02.11.2023	Tutorial: INCOTERMS
07.11.2023	NO CLASS
09.11.2023	Tutorial: INCOTERMS
14.11.2023	Tutorial: INCOTERMS
16.11.2023	NO CLASS
21.11.2023	Tutorial: Custom value and TVA
23.11.2023	Tutorial: Custom value and TVA
28.11.2023	Tutorial: Managing custom duties
29.11.2023 (Extra meeting)	Tutorial: Export tax incentives
30.11.2023	Tutorial: Export tax incentives (Delivery group essay: moodle platform)
05.12.2023	Group presentations
07.12.2023	NO CLASS (Bank Holiday)

12.12.2023	Group presentations (Delivery individual report: moodle platform)
14.12.2023	(Elective) EXAM (II part)
19.12.2023	Group presentations
21.12.2023	Group presentations