

1. BASIC DATA

Subject	Foreign Trade Instruments I
Program	Master's Degree in Trade and International Economic Relations
School	School of Business, Economy and Communication
Course	Module VII
ECTS	6 ECTS
Type	Elective
Language/s	English
Modality	On-campus/ Campus-based
Semester	Second Semester
Academic Year	2024/2025
Coordinator	Dr. Hongsong Wang

2. PRESENTATION

Foreign Trade Instruments I is the seventh module of the Master in Trade and International Economic Relations, in the professional itinerary, with a value of 6 ECTS, like the rest of the modules.

The main objective of this Module VII, together with the subsequent Module VIII, is for students to learn the tools of foreign trade and how to use them to achieve the best results in international negotiations. In this way, students will be able to optimise the company's resources by mastering the knowledge and practices of foreign trade instruments.

Specifically, this Module VII will analyse: foreign trade institutions and regulations, operational risks and document management. Students should be able to negotiate a project and draw up a contract, both internationally and with the support of foreign trade institutions and their regulations. In this context, it is important that they know how to analyse the risks associated with international contracts and the clauses that allow them to be avoided.

3. COMPETENCIAS Y RESULTADOS DE APRENDIZAJE

General Competences:

- GC.1. Capacity for Interrelation, perfecting the ability to perceive, analyse and interpret the environment in order to be able to integrate information and make decisions in new environments.
- GC.2. Integration of Knowledge, i.e. having an integrated vision of all the dimensions of the company or international organisation, in order to be able to analyse problems and look for solutions as a group.
- GC.3. Ability to understand and take advantage of cultural diversity, developing respect for diversity.
- GC.4. Ability to work as part of a team, innovative mentality and decision-making.
- GC.5. Communication skills (in both Spanish and English) to debate and present their ideas and

- business projects in each area of the programme to a specialised or non-specialised forum.
- GC.7. Critical and self-critical sense.

Specific Competences:

- SC.1. Lead projects and teams from an integral ethical and socially responsible approach, assessing the impact of their decisions on profits, the market, people and society.
- SC.2. Master the keys to the major world economic areas in order to convert them into competitive advantages for the company.
- SC.3. Identify the international legal, fiscal, business and technological environment of the company and its importance in business activity when undertaking international projects.
- SC.4. Analyse the international economic environment. Carry out medium- and long-term strategic assessment and planning using existing tools.
- SC.5. Develop the competences of a manager: leadership, emotional intelligence, communication skills, team management, group work, planning, conflict resolution, negotiation and results orientation, always from a multicultural perspective and respecting diversity.
- SC.8. Manage the resources needed to implement a successful internationalisation plan for the company, the launch of a new activity or the opening up of the company to new markets.
- SC.9. Detect the risks of a business internationalisation operation and recommend the tools and instruments to cover the company against them.
- SC.10. Proactively promote the use of technology in the processes that affect the different decision-making areas to facilitate efficiency, innovation and the generation of knowledge for companies immersed in internationalisation processes

Learning Outcomes:

- LO1. Know the institutions that favour foreign trade, their functions and existing regulations.
- LO2. Detect the risks of foreign trade operations and be able to assess the situation and propose hedging alternatives.
- LO3. Know the best practices in foreign trade.
- LO4. Master the processes of document management at international level for foreign trade in all sectors and especially in regulated activities with special characteristics.
- LO5. Manage foreign trade operations responsibly and ethically.

The table below shows the relationship between the competences developed in the module and the learning outcomes pursued.

Competencias	Resultados de aprendizaje
GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC3, SC4, SC10	LO1. Know the institutions that favour foreign trade, their functions and existing regulations.
GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC8, SC9	LO2. Detect the risks of foreign trade operations and be able to assess the situation and propose hedging alternatives.

GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC3, SC8, SC9, SC10	LO3. Know the best practices in foreign trade.
GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC3, SC4, SC8, SC9, SC10	LO4. Master the processes of document management at international level for foreign trade in all sectors and especially in regulated activities with special characteristics.
GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC3, SC4, SC5, SC7, SC8, SC9	LO5. Manage foreign trade operations responsibly and ethically.

4. CONTENTS

The module is organised into three subjects:

1. Foreign trade institutions and regulations.
2. Operational risks of foreign trade.
3. Documentary management.

5. TEACHING-LEARNING METHODOLOGIES

The following are the types of teaching-learning methodologies to be applied:

- Presentations.
- Seminars.
- Case studies.
- Discussion of practical examples and real cases.
- Cooperative learning.

6. TRAINING ACTIVITIES

The following table shows the types of training activities to be carried out and the number of hours the student will spend on each:

Training activities	Hours
Presentation of knowledge in the classroom using the seminar method.	37,5
Seminar method.	25
Case classroom: teamwork for CASE analysis.	12,5

Group coaching on the developed competences.	7,5
Collaborative learning.	25
Integrative work on the module.	7,5
Presentation in the virtual classroom of knowledge. Students will carry out readings and analyses, as well as participate in virtual forums to demonstrate their ability to discuss and debate.	5
Virtual forums where they will demonstrate their ability to discuss.	5
Individual activities in the virtual classroom related to the content.	25
TOTAL	150 h

7. EVALUATION

The following is a list of the assessment systems and their weighting in the total grade for the module:

Sistema de evaluación		Pesos
Activity 1	<ul style="list-style-type: none"> Carrying out and participating in classroom activities and cases. 	25%
Activity 2	<ul style="list-style-type: none"> Completion of virtual classroom activities. 	15%
Activity 3	<ul style="list-style-type: none"> Teacher's report on participation in the seminar. 	25%
Activity 4	<ul style="list-style-type: none"> Presentation of a comprehensive team work of the module. 	35%

On the Virtual Campus, when you access the module, you will be able to consult in detail the assessment activities to be carried out, as well as the delivery dates and assessment procedures for each of them.

7.1. Ordinary Call

In order to pass the module in the ordinary exam, you must obtain a mark of 5 out of 10 in the final grade (weighted average) of the module

7.2. Extraordinary Call

In order to pass the module in the extraordinary call, it is necessary to obtain a grade higher than or equal to 5 out of 10 in the final grade (weighted average) of the module.

The activities that have not been passed in the ordinary call must be submitted, after having received the appropriate corrections from the teacher, or those that have not been submitted..

8. TIMETABLE

This section provides an approximate timetable with delivery dates (weeks) for the evaluable activities of the module:

Assesments	Weeks
Activity 1	21-24
Activity 2	23-24
Activity 3	24
Activity 4	24-25

This timetable may be subject to modifications for logistical reasons. Any modification will be notified to the student in due time and form.

9. BIBLIOGRAPHY:

The reference works of the module are as follows:

- Cabello Pérez, M. y Cabello González, J.M. (2009). Las aduanas y el comercio internacional. Madrid: ESIC.
- Coll, P. (2012). Regímenes aduaneros y procesos logísticos en el comercio internacional. Barcelona: Marge Books.
- Hernández, L. (2003). Los riesgos y su cobertura en el comercio internacional. Madrid: FC Editorial.
- Llamazares, O. (2009). Guía práctica de los Incoterms. Madrid: Global Marketing Strategies.
- Peña, C. (2016). Manual del transporte para el comercio internacional. Barcelona: Marge Books.

Internet resources: Databases (links to Spanish, European and world statistics on foreign trade)

- ICEX España Exportación e Inversiones: <https://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/informacion-de-mercados/estadisticas/index.html>

10. DIVERSITY CARE UNIT

Students with specific educational support needs:

Curricular adaptations/adjustments for students with specific educational support needs, in order to guarantee equal opportunities, will be guideline by the Diversity Attention Unit (UAD).

It is an essential requirement that a report on curricular adaptations/adjustments be issued by this Unit, so students with specific educational support needs should contact: unidad.diversidad@universidadeuropea.es at the beginning of each semester.

11. SATISFACTION SURVEYS

Your opinion matters!

Universidad Europea encourages you to participate in satisfaction surveys to identify strengths and areas for improvement regarding the teaching staff, the degree and the teaching-learning process.

The surveys will be available in the survey area of your Virtual Campus or through your email.

Your evaluation is necessary to improve the quality of the programme. Thank you for your participation.