

1. BASIC DATA

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

2. PRESENTATION

Instruments of Foreign Trade II is the eighth 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 VIII, together with the previous Module VII, is for students to learn what the instruments of foreign trade are and how to use them in order to achieve the best results. 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 VIII analyses: international contracting, insurance and guarantees in foreign trade, and information and reporting systems. The content of this module is designed to enable students to differentiate between the different types of international contracts - sales, distribution and agency - and the creation of joint ventures. It also examines the logistics of foreign trade, which are essential to minimise risk and manage all foreign trade operations efficiently. In particular, the concept of the 'supply chain', the various means of transport, the protection of consignments and the insurance of goods will be examined.

Finally, this module analyses one of the key figures in a country's foreign trade: the Authorised Economic Operator (AEO). In particular, the requirements and benefits for the AEO will be analysed.

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.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.7. Define, implement the marketing, sales and communication strategies of a multinational company opening up to new markets.
- SC.8. Manage the resources needed to implement a successful internationalisation plan for the company, to launch a new activity or to open up 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. Master the techniques for international contracting.
- LO2. Successfully negotiate an international project taking into account strategic analysis and planning.
- LO3. Know the characteristics of insurance and existing guarantees.
- LO4. Be able to choose and negotiate the best insurance for each type of international operation.
- LO5. Assess existing information systems and be able to incorporate improvements.
- LO6. Define a plan to design an information system for foreign trade and the processes to guarantee the efficiency of reporting.

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, GC7 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO1. Master the techniques for international contracting.

GC1, GC2, GC3, GC4, GC5, GC7 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO2. Successfully negotiate an international project taking into account strategic analysis and planning.
GC1, GC2, GC3, GC7 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO3. Know the characteristics of insurance and existing guarantees.
GC1, GC2, GC3, GC7 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO4. Be able to choose and negotiate the best insurance for each type of international operation
GC1, GC2, GC5 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO5. Assess existing information systems and be able to incorporate improvements.
GC1, GC2, GC5 SC1, SC2, SC3, SC5, SC7, SC8, SC9, SC10	LO6. Define a plan to design an information system for foreign trade and the processes to guarantee the efficiency of reporting.

4. CONTENTS

The module is divided into three themes:

1. International Contract Law.
2. Insurance and guarantees in foreign trade.
3. Information systems and reporting.

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	24-27
Activity 2	26-27
Activity 3	27
Activity 4	27-28

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:

- Coll, P. (2012). Regímenes aduaneros y procesos logísticos en el comercio internacional. Barcelona: Marge Books.
- 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.
- Romero, R. (2017). El transporte marítimo. Barcelona: Marge Books.
- Vila, C. (2015). Logística de la carga aérea. Barcelona: Marge Books.

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

- CEX 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.