



Universidad de  
**La Sabana**

**SUBJECT SYLLABUS**

**ACADEMIC OVERVIEW**

**INTERNATIONAL SCHOOL OF ECONOMIC & ADMINISTRATIVE SCIENCES**

**SUBJECT NAME AND CODE:** International Trade (1464504)  
**PROGRAM:** Bachelor of International Business (BIB)  
**LEVEL OF STUDY:** Undergraduate Program

<b>GENERAL ACADEMIC INFORMATION</b>			
<b>LATEST UPDATE</b>	2016-2		
<b>ACADEMIC AREA</b>	Negotiation & International Trade		
<b>SEMESTER</b>	Fifth		
<b>SUBJECT TYPE</b>	Mandatory		
<b>CREDIT POINTS</b>	3		
<b>CLASSROOM HOURS PER WEEK</b>	3		
<b>PRE-REQUISITES</b>	None		
<b>LANGUAGE</b>	Spanish & English		
<b>INTERNATIONAL CONTENT</b>	<ul style="list-style-type: none"><li>• Reading materials include international journal articles</li><li>• Reading materials in English</li><li>• Development of projects with international or intercultural focus</li><li>• International cases are used and compared against national reality</li><li>• International bibliography is used</li></ul>		
<b>COURSE DETAILS</b>			
<b>COURSE DESCRIPTION</b>	To develop the skills to determine the tariff classification of goods and the management of foreign trade, subject matter of import and export, through the correct use of the Customs Tariff under the trade concepts in different countries. To know legal standards and regulatory status, jurisprudence and doctrine relating to foreign trade and management with trade agreements framed in the financial situation of organizations, and their customs, trade, fiscal and exchange rate management		
<b>COMPETENCES DEVELOPED</b>	<b>Competence</b>	<b>Emphasis</b>	<b>Intended Learning Outcome (ILO)*</b>
	Managing tax rate obligations produced by different businesses involving either imports or exports in commercial and civil	Knowledge	ILO01 ILO05

	companies operating in different sectors of the economy.		
	Developing skills to act independently as a consultant to taxpayers for the proper fulfillment of the obligations inherent in taxes generated from foreign trade.	Skill	ILO01
	Considering and making proposals for standards or amending current standards, in pursuit of a more efficient system that meets the needs of business trade at a particular time.	Skill	ILO02 BIB08
	<p><b>* Intended Learning Outcome</b></p> <p>ILO01: Global Vision: Demonstrate an understanding of multicultural environments both in local and global contexts.</p> <p>ILO02: Critical Thinking: Evaluate information using critical and analytical reasoning to address changing economic and business situations.</p> <p>ILO05: Understand principles and concepts of administration: Demonstrate specific knowledge in the field according to the level of study (Bachelor).</p> <p>BIB ILO08: Communication: Communicate effectively in written and spoken manner in Spanish, English, and a third language</p>		
<b>COURSE CONTENTS</b>	<p>All classes include practical cases of trade activities, ports, and transport in general and customs and exchange procedures.</p> <p>Commercial relations with the supplier- Incoterms to be used in the operation</p> <p>Application of the Customs Statute in the management of the exterior trade in the framework of exports and imports.}</p> <p>Logistic handling of the arrival of the cargo to the ports</p> <p>Study of the Port Societies in Colombia.</p> <p>Exchange management of international operations between IMC (Foreign Exchange Market Intermediaries and Bank of the Republic).</p>		
<b>METHODOLOGY</b>	<p>Lecture and Case Method</p> <p>Active Learning</p> <p>Theoretical classes</p> <p>Participative classes: Small Groups Discussion and Course Discussions</p> <p>Workshops</p> <p>Practical Exercises</p> <p>Written tests, essays, presentations and integral projects</p>		
<b>ASSESSMENT</b>	<p>Project Based Learning</p> <p>First Term 30%; Second Term 30%; Third Term 40%.</p>		