

Course Title	Global Trade Regulations and Practice				
Course Code	ITSM 515				
Course Type	Elective				
Level	MSc (Level 2)				
Year / Semester	1 st Year / 1 st Semester				
Teacher's Name	Dr Zouheir El-Sahli				
ECTS	6	Lectures / week	3	Laboratories/week	NONE
Course Purpose	<p>The aim of the course is to provide students with a broad understanding of the rationale driving the development of international trade together with the International Bodies which have evolved in order to exercise control over these developments.</p> <p>Additionally, students learn of internationally agreed procedures which have grown up in compliance with both national and international requirements. At this level, the course gives shipping management students an appreciation of the pressures their customers will be considering.</p>				
Learning Outcomes	<p>By the end of the course, the students should be able to:</p> <ul style="list-style-type: none">• Appraise the fundamental roles of the main organisations which regulate world trade;• Analyse the contribution of the established methodology used for international payments for its value in mitigating financial risk;• Critically evaluate the impact of UN and Trading Bloc political actions on international corporate trading practices.				
Prerequisites	NONE		Corequisites	NONE	
Course Content	<p>Indicative Course Content</p> <ul style="list-style-type: none">• Strategic overview of control of world trade: Role of WTO, control and membership of ICC, influence of WCO & development of 'SAFE' concept, development and principles of Commodity trading;• Market analysis and segmentation: profitability and cost relationships, international pricing, market entry methods;• Modes of Transport: advantages and disadvantages of each, relationship with corporate objectives;• Payment methods: different payment systems used in international trade, corporate concerns attached to each, construction of a 'risk spectrum' associated with payments;				

	<ul style="list-style-type: none"> • Insurance against international trading risks, methods and management of foreign exchange risks; • Incoterms®: corporate and contractual requirements arising out of their use, risks associated with each term; • Role of customs in international trade: standard actions of customs regimes, international standardisation, export controls; • Trading under sanctions and embargoes.
Teaching Methodology	The course will be delivered through lectures, discussions, and power point presentations augmented by consultations with staff during office hours, home and library study. Case studies regarding selected countries trade profile will be elaborated and presented by the students.
Bibliography	<p><u>Textbooks:</u></p> <p>Alistair Dieppe, "Global productivity: Trends, Drivers, and Policies", World Bank Publications, 2021</p> <p>Belay Seoum, "Export–Import Theory, Practices, and Procedures", Routledge, 2021, 4th Edition</p> <p>Van den Bossche and Zdouc "The Law and Policy of the World Trade Organization: Text, Cases, and Materials", Cambridge University Press, 2021</p> <p><u>References:</u></p> <p>AE Branch: "Import and Export Documentation".</p> <p>Catherine Truel: "A Short Guide to Customs Risk".</p> <p>Daniels, Radebaugh, & Sullivan: "International Business Global Edition: Environments and Operations".</p> <p>International Chamber of Commerce (2020). Incoterms®2020. ICC publication No 723E. Paris: ICC.</p> <p>Bennett & Blythe: "International Marketing: Strategy, Planning, Market Entry & Implementation". 3rd Edition</p> <p>Clarksons Research Database: Shipping Intelligence Network.</p>
Assessment	Written Assignment (2 @ 20% each) Final Exam 60%
Language	English