

Teaching guide

IDENTIFICATION DETAILS

Degree:	International Relations
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Field of Knowledge:	Social and Legal Science
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Faculty/School:	Law, Business and Governance
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Course:	INTERNATIONAL BUSINESS
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Type:	Optional
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ECTS credits:	6
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Year:	4
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Code:	7056
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Teaching period:	Seventh semester
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Area:	Law
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Module:	Tools of Communication and Legal-Business Management
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Teaching type:	Classroom-based
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Language:	English
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Total number of student study hours:	150
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Teaching staff	E-mail
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SUBJECT DESCRIPTION

Welcome to INTERNATIONAL BUSINESSES. Nowadays, a company anywhere is affected by a huge number of factors not only domestic but also international. More frequently, the vast majority of firms import and export goods or services from any part of the globe.

Globalisation of Business is a truly crucial concern our companies and ourselves live time and time again. As a result of that, we are being affected by the fluctuation of foreign currencies especially USD, EUR, GBP and JPY, the rise or cut of interest rates made by the Federal Reserve in the USA or our ECB European Central Bank, embargoes on specific countries which ban our exports and so on. Therefore, we must consider multiple facts and external issues which will impact on our business.

In addition to this, this course introduces students to a cross section of practical topics relevant to International Trade in general and international contracts, setting up companies abroad, international payment and income terms, long and short term financing including those with Export Credit Agencies (ECAs).

Furthermore, we will learn how to detect illegal or anti money laundering transactions which stem from the international and how to act and tackle them.

Class meeting days and times: Tuesdays at 19:00.

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Class meeting days and times: Mondays at 19:00.

GOAL

Upon completion of this course, students will be able to:

Provide students with a comprehensive view and exposure to a cross section of theoretical but above all practical subjects relevant to International Business and its practices. Moreover, this course will let students think about, understand and discuss these issues in a broad, critical, open-minded and interdisciplinary context.

Explore current debates in related areas of International Business such as Global Politics, International Political Economy, Social Crisis, Covid-19 pandemic and other international concerns.

Help students develop their ability to analyse real international transactions and work from a practical perspective to answer these issues, both individually and in groups.

Develop students' ability to organize and present information in a useful way.

The specific aims of the subject are:

Contribute to:

Be able to adopt decisions when dealing with contracts or international payment terms.

Be able to adopt effective measures to sort setbacks out.

Gain confidence in the International Business making-decision process.

PRIOR KNOWLEDGE

An intermediate knowledge of Fundamentals of International Trade and International Economy will help to a better understanding of this course.

COURSE SYLLABUS

TOPICS:

Lesson 1: The environment of International Trade
Lesson 2: More common contracts in International Trade
Lesson 3: Risk in International Trade and How to mitigate them
Lesson 4: Intermediaries and traders in International Trade and How they operate
Lesson 5: More common documents in International Trade
Lesson 6: International payment terms
Lesson 7: Documentary transactions
Lesson 8: Letter of Credit: Types and main uses
Lesson 9: Short and long-term international financing
Lesson 10: International bank guarantees
Lesson 11: Export Finance and Export Credit Agencies (ECA)
Lesson 12: How to prevent from international financial crime

EDUCATION ACTIVITIES

Discussion and resolution of practical and real cases: These activities will be solved in in-class participation or virtual class participation.

Class participation and interaction: This course will take into account students' active participation which includes providing critical analysis and discussion of topics, asking questions, interacting with the teacher and other classmates.

Public speaking when presenting the final project.

Important: Training activities and working schedule could be modified following the instructions of our National Health Service owing to the potential scenarios we could face.

In the event that it may be necessary to request an exemption of class attendance for medical reasons, internship or repeating the subject, it will be necessary to notify the Director of the degree during the first 15 days of the beginning of the course or 15 days from the accrual of the situation giving rise to the request for dispensation

DISTRIBUTION OF WORK TIME

CLASSROOM-BASED ACTIVITY	INDEPENDENT STUDY/OUT-OF-CLASSROOM ACTIVITY
60 hours	90 hours
Presential classes: 60 hours. Virtual seminars: 5 hours. Each virtual seminar will last between one and a half and a couple of hours depending on the issue . 60h	Personal study hours: Not memorising but reading and understanding the amount of information we will deal with along this course. 90h

SKILLS

Basic Skills

Students must have demonstrated knowledge and understanding in an area of study that is founded on general secondary education. Moreover, the area of study is typically at a level that includes certain aspects implying knowledge at the forefront of its field of study, albeit supported by advanced textbooks

Students must be able to apply their knowledge to their work or vocation in a professional manner and possess skills that can typically be demonstrated by coming up with and sustaining arguments and solving problems within their field of study

Students must have the ability to gather and interpret relevant data (usually within their field of study) in order to make judgments that include reflections on pertinent social, scientific or ethical issues

Students must have developed the learning skills needed to undertake further study with a high degree of independence

General Skills

To acquire critical, analytical, synthetic, reflective, theoretical and practical thought to be able to understand, analyse, interpret and rigorously and independently sum up international reality from a multidisciplinary standpoint.

To acquire the ability to present and discuss conflicting ideas, thereby generating meeting forums for individuals or social groups from different countries and cultures.

To develop personal leadership focussing on communication and mediation in the context of international relations.

To be able to apply group work with common objectives, fostering the analysis and pooling of various approaches.

To develop communication skills allowing for accurate written and oral expression, as well as rigorous discourse and suitable reasoning in public.

To suitably use all possible sources that make it possible to be familiar with the international reality in the historical, political, economic, legal and social spheres, in all formats, in order to organise and plan the study and analysis of the international reality.

To be able to carry out projects and work using the pertinent techniques and methodology.

Specific skills

To discover the anthropology implicit in all human actions and sciences and to analyse it critically: what is the underlying concept of mankind existing in the various theories and what are the practical, personal and social implications?

To identify the various political, legal, economic and philosophical aspects that have led to the creation and development of the international society, and to discover the interdependence that characterises it at present.

To understand the meaning and foundations of human dignity and the fundamental dimensions of the human being in the context of international relations.

To be familiar with and assess the current world scenario with regard to decision-making bodies, stakeholders and institutions.

To be familiar with and apply the foremost concepts and terminology used in international relations from a range of multidisciplinary approaches.

To be familiar with the international treaties and agreements governing the operation of the international community.

To acquire the ability to express oneself fluently and effectively in Spanish and English, to analyse and study the various processes involved in international relations.

LEARNING RESULTS

Teacher's presentation of the main theoretical and practical issues of International Business.

Class pragmatism will provide the students with essential knowledge and tools which will help them to face any making-decision process of International Business in their careers.

Case studies will consist of real cases extracted from teacher's professional experience in International Business.

Presentation of final decisions about the real cases presented and discussed.

Human interaction and critical analysis.

Identification of political, judicial, economic and philosophical issues which contributes to the creation and evolution of the International Society.

Acknowledge of the human dignity aim and mankind dimensions in the International Relations arena.

LEARNING APPRAISAL SYSTEM

In-class participation and interaction: 30%

Practical cases development and exposure: 10%

Exam: 60% (open book assessment): Answering space-limited short questions and solving of a real case.

Assessment in case of Emergency State: It will remain the same considering virtual in-class participation and interaction through Canvas.

Different means of assessment could be used depending on external factors such as an emergency situation:

Ordinary (in-class assessment).

Alternative (online assessment).

In both cases the structure of the exam is the same.

Requisites to pass the subject: Be able to comment, give opinion and analysis graphs, statements from scholars or relevant people in a proper manner using specific theoretical and practical terms.

Plagiarism and cheating will be punished according to the settlement of Assessment and Harmony Norms of the UFV University.

BIBLIOGRAPHY AND OTHER RESOURCES

Basic

"Guide to International Trade and Finance". Cowdell, Paul and McGregor, Peter: IFS University College. United Kingdom. 2014.

"ICC Uniform Rules for Demand Guarantees". ICC Services Publications Department. Paris. 2010. Comité Español de la Cámara de Comercio Internacional.

"ICC Uniform Customs and Practice for Documentary Credits". ICC Services Publications Department. Paris. 2006. Comité Español de la Cámara de Comercio Internacional.

Additional

"Guía teórica y práctica del exportador". Moreno Gormaz, José Eladio: 6ª Edición. Madrid, 2014.