

# LOG223 Trade Operations

**Level:** 2

**Credit Units:** 5 Credit Units

**Language:** ENGLISH

**Presentation Pattern:** EVERY JAN

## Synopsis:

LOG223 Trade Operations is designed to provide students with the knowledge of and skills on how to conduct cross-border transactions. The course prepares students for the Export/Import Certificate (EIC) offered by the International Chamber of Commerce (ICC) Academy. Students will learn the fundamental principles of international trade processes and their related risks to successfully compete in foreign markets. At the end of the course, students would be able to trade effectively worldwide and manage an international business, from negotiating contracts to resolving cross-border disputes.

## Topics:

- The International Trade Landscape and Export/Import Transactions
- International Organisations and Incoterms Rules
- International Business Law and Sale Contracts
- Dispute Resolution, International Sales and Marketing Representatives
- International Payment Options and Documentary Credits
- Short-Term Trade Finance and Securing International Transactions
- International Transport
- Customs, Global Sourcing and Sustainability Compliance
- Global Marketing, Cross-Cultural Management and Communications
- E-commerce and Fair Trade
- Intellectual Property and International Business Expansion
- Case Studies

## Learning Outcome:

- Describe the dynamics between players in international trade and key contractual terms to enhance understanding of the expectations and responsibilities of parties involved.
- Illustrate the issues in international business and e-commerce to reduce misunderstanding and risks.
- Outline the common payment methods in international trade and how they are applied in various transactions.
- Show the procedures and issues in goods movement by ocean, land and multi-modal transport.
- Examine the rules, legal problems and documents involved in international businesses to mitigate disputes.
- Explain the importance of intellectual property, structures of international expansion as well as demonstrate understanding of trade operations.
- Compare exporting and importing processes and documentation terms in trade operations.
- Examine strategies to solve problems in trade operations while ensuring that risks are minimised.
- Execute international trade operations effectively while resolving cross-border disputes.

## Assessment Strategies (Evening Class):

<b>Components</b>	<b>Description</b>	<b>Weightage Allocation (%)</b>
Overall Examinable Components	Online Exam	100
<b>Total</b>		<b>100</b>