

ITB 405 – Essentials of Exporting and Importing

Course Description

This course covers the legal, regulatory, and practical issues involved in merchandise exportation and importation. It discusses government regulation of international movement of goods and services, legal issues between commercial entities and public regulatory agencies, and the structuring of export and import transactions in order to avoid tariff liability and legal problems.

Instructional Materials

Cook, T. A., Alston, K., & Raia, K. (2012). *Mastering import and export management* (2nd ed.). New York, NY: American Management Association.

Course Learning Outcomes

1. Assess the purchasing and risk management skill sets required for international trade environments.
2. Determine selection criteria for freight, logistics, and specialized transportation issues.
3. Evaluate the risk exposure associated with import / export operations and determine the best way to manage those risks.
4. Examine the usefulness of technology to supply chains, plans for import / export operations, and globalization.
5. Plan for the required human resources to support international trade operations.
6. Analyze the trade assistance typically provided by government, universities, and business organizations.
7. Examine the impact of import / export compliance and security management post 9/11.
8. Evaluate export management in terms of INCO, documentation, and export supply chain management skills set.
9. Analyze current trends that will eventually shape future import issues.
10. Analyze the import supply chain skills: purchasing, operations, documentation, and compliance management.
11. Determine how customs and border protection affects import / export trade operations.
12. Use technology and information resources to research issues in exporting and importing.
13. Write clearly and concisely about exporting and importing using proper writing mechanics.