COURSE DESCRIPTION

This course will focus primarily on global trade and the logistical challenges multi-national enterprises encounter sourcing and selling to foreign countries. How is a market supported once a company has decided to sell its products in that market? How are goods imported into a country, whether those goods be raw materials for manufacturing or finished goods? How do international conventions and border processes affect how a company does business? What are some of the risks of global business? Modern managers need to understand not just the challenges but also the complexities.

Objectives

The objective of this course is to provide a foundation in international operations to students planning supply chain or general management careers in multi-national enterprises.

Prerequisites

Students should have taken introductory courses in marketing, finance and supply chain management.

Supply Chain Management (22:799:654)

COURSE SCHEDULE

1. INTRODUCTION
   a. What is global trade?
   b. How are nations economically interdependent?
   c. What are the trade statistics and flows?
   d. What models do MNE’s use to manage complex global supply chains?

2. GLOBAL SUPPLY CHAINS
   a. What does a supply chain look like from raw material to end customer?
   b. What factors make SCM different in a global environment?
   c. How are sourcing and procurement different internationally?
   d. What are the risks of manufacturing or sourcing on global basis?
   e. How are global markets different from a risk, sales and operations point of view?

3. MAJOR CONVENTIONS AND ORGANIZATIONS THAT IMPACT TRADE
   a. The World Trade Organization
b. The World Customs Organization
   c. The SAFE Framework and Revised Kyoto Convention

4. BORDER MANAGEMENT ISSUES
   a. How do countries secure borders?
   b. What departments of national governments manage borders?
   c. How trade processes are impacted by trade and security programs?

5. ELEMENTS OF A CONTROL ENVIRONMENT
   a. What measures must companies take to demonstrate compliance with applicable regulations?

6. BASIC ELEMENTS OF CUSTOMS COMPLIANCE
   a. What is a tariff for trade purposes?
   b. The concept of value.
   c. How are goods classified for tariff purposes?
   d. What is a trade preference?
   e. What role is played by departments of governments other than customs?

7. INCOTERMS
   a. What are they, and what do they mean when selling or buying goods internationally?

8. INTERNATIONAL TRANSPORTATION OF GOODS
   a. What are the characteristics of the different modes of transport?
   b. Security programs related to transportation.
   c. Authorized economic operators and C-TPAT

9. U.S. REGULATIONS APPLICABLE TO EXPORTS
   a. What are the export administration regulations?
   b. How do businesses manage global compliance?