



CATALOG YEAR 2014-2015

COLLEGE/SCHOOL/SECTION: A.R. Sanchez, Jr. School of Business

Course: Add: Delete:
(check all that apply) Change: Number Title SCH Description Prerequisite

Response Required: New course will be part of major minor as a required
or elective/concentration course

Response Required: New course will introduce , reinforce or apply concepts

If new, provide Course Prefix, Number, Title, **Measurable** Student Learning Outcomes, SCH Value, Description, prerequisite, and lecture/lab hours if applicable. If in current online catalog, provide change and attach text with changes in red and provide a brief justification.

Course Prefix, Number, and Title: TIL 5312 Export Operations and Practice

SCH: Three Semester Hours

Course Description: This course will provide students with the fundamental and profound understanding of export operations in international trade, emphasizing on basic terminology used, learning about documentation required and all parties involved in the export process, related operations management needed, reviewing global governments' controls and customs clearance, international commercial terms, logistics procedures, and main responsibilities for export official and agencies.

Prerequisite: Graduate Standing

Student Learning Outcomes:

Upon completion of this course the student should be able to:

1. To demonstrate knowledge and comprehension of the basic concepts and terminology of export operations and technological trends.
2. To evaluate and apply the practical aspects of export management (shipping and documentation procedures) by and for international businesses.
3. To demonstrate knowledge of key operations research methods for planning and controlling export transactions.
4. To demonstrate and communicate basic knowledge of export operations in a field project report to be developed individually during the semester.

These objectives are measurable through exams, assignments, research projects and reports, and class participation.

Approvals:

Signature

Date

Chair
Department Curriculum Committee



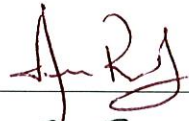
02/25/14

Chair
Department



2/24/14

Chair
College Curriculum Committee



02/25/14

Dean

R. Stephen Sears

2/25/2014

Provost

ACC 5345	<u>International Accounting</u>
ACC 5355	<u>International Taxation</u>
BA 5320	<u>Global Environment of Business</u>
BA 5330	<u>International Commercial Law</u>
BA 5398	<u>Business Internship</u>
BA 5399	<u>Special Issues in Business Administration</u>
ECO 5320	<u>International Trade Theories and Policies</u>
ECO 5350	<u>International Economic Geography</u>
FIN 5320	<u>International Financial Markets and Institutions</u>
FIN 5330	<u>International Investments</u>
FIN 5340	<u>International Working Capital Management</u>
FIN 5370	<u>Global Bank Management</u>
FIN 5380	<u>International Finance</u>
FIN 5390	<u>Seminar in International Banking</u>
FIN 5399	<u>Special Issues in International Banking</u>
MGT 5312	<u>International Management</u>
MGT 5390	<u>Global Management Simulation</u>
MGT 5399	<u>Special Issues in Management</u>
MKT 5320	<u>International Marketing</u>
MKT 5399	<u>Special Issues in Marketing</u>
POM 5310	<u>International Production Management</u>
TIL 5310	<u>Transportation and Logistics Management</u>
TIL 5312	Export Operations and Practice
TIL 5370	<u>International Logistics</u>
TIL 5399	<u>Special Issues in Logistics</u>

Web Link: <http://www.tamtu.edu/catalog/current/concentration.shtml#intbus>

**TEXAS A&M INTERNATIONAL UNIVERSITY
COLLEGE OF BUSINESS ADMINISTRATION
DIVISION OF INTERNATIONAL BUSINESS AND TECHNOLOGY STUDIES
COURSE SYLLABUS — FALL 2014**

Course:	TIL 5312-180: Export Operations and Practice
Instructor:	Rodolfo Portillo,
Office Hours	Pellegrino Hall, room 304, (956) 326-2486
Teaching	On-line
Email:	rodolfo.portillo1@tamiu.edu
Required Text:	Export-Import Theory, Practices, and Procedures. Third Edition (2014), by Belay Seyoum, Routledge. ISBN 978-0-415-81837-7
Recommended	Selected Industry Journals
Prerequisites:	Graduate standing

Course Description: Three semester hours. (FL/SP/SS). This course will provide students with the fundamental and profound understanding of export operations in international trade, emphasizing on basic terminology used, learning about documentation required and all parties involved in the export process, related operations management needed, reviewing global governments' controls and customs clearance, international commercial terms, logistics procedures, and main responsibilities for export official and agencies.

The goals of this course are to provide students with a fundamental and understanding of export operations, and as well as the best practices of shipping and documentation procedures for international transactions.

Learning Objectives

1. To demonstrate knowledge and comprehension of the basic concepts and terminology of export operations and technological trends
2. To evaluate and apply the practical aspects of export management (shipping and documentation procedures) by and for international businesses.
3. To demonstrate knowledge of key operations research methods for planning and controlling export transactions.
4. To demonstrate and communicate basic knowledge of export operations in a field project report to be developed individually during the semester.

These objectives are measurable through exams, assignments, research projects and reports, and class participation.

Note. The project report must comply with the essentials of academic writing, and must be reviewed by TAMIU Writing Center before it is submitted.

Grading Policy:

Grades will be determined with the following weights for components:

10 Assignments	20 points
First Exam	20 points
Second Exam	20 points
Final Field Project	15 points
Final Exam	25 points

Total	100 points

Total Percentage	Grading
90- 100%	A
80- 90%	B
70- 80%	C
below 70%	not passing

Classroom Behavior

The A.R. Sanchez, Jr. School of Business encourages classroom discussion and academic debate as an essential intellectual activity. It is essential that students learn to express and defend their beliefs, but it is also essential that they learn to listen and respond respectfully to others whose beliefs they may not share. ARSSB will always tolerate diverse, unorthodox, and unpopular points of view, but it will not tolerate condescending or insulting remarks. When students verbally abuse or ridicule and intimidate others whose views they do not agree with, they subvert the free exchange of ideas that should characterize a university classroom. If their actions are deemed by the professor to be disruptive, they will be subject to appropriate disciplinary action, which may include being involuntarily withdrawn from the class.

Copyright Restrictions

The Copyright Act of 1976 grants to copyright owners the exclusive right to reproduce their works and distribute copies of their work. Works that receive copyright protection include published works such as a textbook. Copying a textbook without permission from the owner of the copyright may constitute copyright infringement. Civil and criminal penalties may be assessed for copyright infringement. Civil penalties include damages up to \$100,000; criminal penalties include a fine up to \$250,000 and imprisonment.

Copyright laws generally do not allow students and professors to make photocopies of copyrighted materials, except they may copy a limited portion of a work, such an article from a journal or a chapter from a book for their own personal academic use or, in the case of a professor, for personal, limited classroom use. In general, the extent of such copying should not suggest that the purpose or the effect of your copying is to avoid paying for the materials. And, of course, these copies may not be sold for a profit. Thus, students who copy textbooks to avoid buying them or professors who provide photocopies of textbooks to enable students to save money are violating the law.

Plagiarism and Cheating

Plagiarism is the presentation of someone else’s work as one’s own. Recently, the Internet has complicated the picture. Getting something from the Internet and presenting it as one’s own is still plagiarism. Copying another student’s paper or a portion of the paper - is usually called “copying”. Neither plagiarism nor copying will be tolerated. Should a faculty member discover that a student has committed plagiarism, the students will be subject to discipline, and may receive a grade of ‘F’ in that course and the matter may be referred to the TAMU Honor Council for possible disciplinary action.

Students with Disabilities

Texas A&M International University seeks to provide reasonable accommodations for all qualified persons with disabilities. This University will adhere to all applicable federal, state, and local laws, regulations and guidelines with respect to providing reasonable accommodations as required to afford equal education opportunity. It is the student's responsibility to register with the Disabilities Services Coordinator located in the Student Counseling Center and to contact the faculty member in a timely fashion to arrange for suitable accommodations.

Safety and Security: You Are the Difference

Your safety and security are of prime concern here at Texas A&M International University, and the University police department work hard to ensure the campus is a safe place to live, learn, work and play. TAMIU is not, however, exempt from crime. To be safe and secure, you must take common sense precautions. Be alert and aware of those around you; look out for the safety of others. Do not leave valuables unattended; do not attempt to touch or interfere with our wildlife.

Student Responsibility for Dropping a Course

It is the responsibility of the STUDENT to drop the course before the drop date. Faculty members are not responsible for dropping students who suspend class attendance.

Attendance Policy:

Students are expected to attend and be prepared for all classes. Missing classes without prior permission for valid and acceptable excuses (such as family emergencies /interviews /representing the university at events) will result in loss of class participation points.

Administrative Policies:

Class policies focus on involvement and integrity. Involvement refers to being prepared before class, attending, and participating. Be sure to read all class assignments. You are still responsible for assigned material whether it is discussed in class or not. Do not hesitate to come to office hours with any questions about course material. I encourage such inquiry. However, as a standard practice I will not provide guidance/ help with homework assignments on the day they are due (you must plan your work ahead of time and seek help prior to the day an assignment is due). Involvement also refers to attendance and active listening. These two behaviors should help you to learn the material better and to succeed in exams, cases, and a number of unannounced quizzes and exercises that will be given during the semester (some of them for extra credit).

TAMIU Administrative Policies

1. Should a faculty member discover that a student has committed plagiarism, the student will receive a grade of "F" in that course and the matter will be referred to the Executive Director of Student Life for possible disciplinary action.
2. The Copyright Act of 1976 grants to copyright owners the exclusive right to reproduce their work and distribute copies of their work. Works that receive copyright protection include published works such as a textbook. Copying a textbook without permission from the owner of the copyright may constitute copyright infringement. Civil and criminal penalties may be assessed for copyright infringement. Civil penalties include damages up to \$100,000; criminal penalties include a fine of up to \$250,000 and imprisonment.
3. The university is composed of a diverse student body that has a number of different religious beliefs. Reasonable accommodations will be made to allow students to practice their beliefs. It is the responsibility of the student to inform the instructor in advance when there is a conflict between scheduled classroom activities (examinations, quizzes, etc.) and religious holidays.
4. Students diagnosed with ADA recognized problems should contact [the] Director of Counseling (CH 312A - 326-2230). Students who have not been diagnosed with an ADA condition but feel that they might be eligible for assistance under the provisions of ADA are encouraged to contact [the Director of Counseling]. Policies provided by TAMIU Administration

Course Calendar

TOPICAL OUTLINE

Week	TOPIC	READINGS & ASSIGNMENTS	Learning Objectives
1	Growth and Direction of International Trade	Chapter 1	1
2	International and Regional Agreements Affecting Trade	Chapter 2 Assignment 1 due	1
3	Setting Up the Business (for Export)	Chapter 3	2 & 3
4	Planning and Preparation for Export	Chapter 4 Project proposals due	2 & 3
5	Export Channels of Distribution	Chapter 5. Assignment 2 due	3
	First Exam Chapters 1-5.		
6	International Logistics, Risk and Insurance	Chapter 6 Assignment 3 due	2, 3 & 4
7	Pricing in International Trade	Chapter 7 Assignment 4 due	1, 2 & 3
8	Export Sales Contracts	Chapter 8	2
9	Trade Documents and Transportation	Chapter 9. Assignment 5 due	2, 3 & 4
10	Exchange Rates and International Trade	Chapter 10. Assignment 6 due	1, 2 & 3
11	Second Exam Chapters 6-10	Assignment 7 due	
12	Methods of Payment	Chapter 11 Assignment 8 due	1 & 3
13	Capital Requirements and Private Sources of Financing	Chapter 13 Assignment 9 due	1, 2 & 3
14	Government Export Financing Programs	Chapter 14	3
15	Regulations and Policies Affecting Exports and Intellectual Property Rights	Chapters 15 & 20. Assignment 10 due	2 & 3
11/27	Thanksgiving Holidays. No class		
12/4	Final Exam Chapters 11-15 and 20	Field Project Paper due	3 & 4

Instructor reserves the right to adjust the syllabus during the course of the semester.

Assignments should be completed before the class meeting on that date. Reading assignments refer to Export-Import Theory, Practices, and Procedures, Third Edition (2014), by Belay Seyoum, Routledge.