



Universidad de
La Sabana

SUBJECT SYLLABUS

ACADEMIC OVERVIEW

INTERNATIONAL SCHOOL OF ECONOMIC & ADMINISTRATIVE SCIENCES

SUBJECT NAME AND CODE: Export-Import Costing
PROGRAM: Bachelor of International Business (BIB)
LEVEL OF STUDY: Undergraduate Program

GENERAL ACADEMIC INFORMATION			
LATEST UPDATE	2016-2		
ACADEMIC AREA	Negotiation & International Trade		
SEMESTER	Fifth		
SUBJECT TYPE	Mandatory		
CREDIT POINTS	3		
CLASSROOM HOURS PER WEEK	3		
PRE-REQUISITES	None		
LANGUAGE	Spanish & English		
INTERNATIONAL CONTENT	<ul style="list-style-type: none">• Reading materials include international journal articles• Reading materials in English• Research tasks on intercultural contexts• Development of projects that integrate national and international students, or collaborative projects, as well as on-site or online teamwork• Development of projects with international or intercultural focus• International cases are used and compared against national reality• International bibliography is used		
COURSE DETAILS			
COURSE DESCRIPTION	To understand the definition of DFI (International Physical Distribution) its basic concepts, Incoterms 2000, international sales contract, legislation and practical theoretical issues of national and international transport among other issues related to the process of exporting and importing a product or service in a globalized world ruled by international conventions and treaties.		
COMPETENCES DEVELOPED	Competence	Emphasis	Intended Learning Outcome (ILO)*
	Analyzing the different methods of exports and imports in order to decide the most	Knowledge	ILO01 ILO02 ILO03

	convenient one for the distribution process of a product or service.		
	Designing aerial or terrestrial import and export strategies that comply with the different international agreements and determining the final commercial value of the product or service.	Skill	ILO01 ILO02
	<p>* Intended Learning Outcome</p> <p>ILO01: Global Vision: Demonstrate an understanding of multicultural environments both in local and global contexts.</p> <p>ILO02: Critical Thinking: Evaluate information using critical and analytical reasoning to address changing economic and business situations.</p> <p>ILO03: Teamwork: Understand and work with others of different backgrounds to solve problems, develop meaningful relationships, and share knowledge.</p>		
<p>COURSE CONTENTS1</p>	<ol style="list-style-type: none"> 11. Introduction to supply chain and logistics issues 2. DFI and Logistic Indicators 3. Definition of DFI, basic concepts. Incoterms 2000. 4. International sales contract 5. Costing and pricing 6. RFID 7. Technological systems in transportation like GPRS among others, Project Yuma and the development of the railroads in Colombia. 8. Export Modalities according to Colombian legislation (part 1) and General of the legislation of samples with no commercial value 9. "Exportafácil" y OEA. Modalities of Import in accordance with Colombian legislation (part 2) 10. DFI chain in Documentation 11. Handling pre-shipment, Handling shipment and landing, ports, port costs and times. International Transport - Shipping, demands, decrees, norms and international agreements 12. Banking Legislation and international payment modalities. Bank Payment Workshop International Insurance, legislation, coverage and policies. 13. Cost matrix of "Proexport" page and will be elaborated based on the costs that students have worked on during the semester. 14. International Transport - Air and land transport, requirements, decrees, norms and international 		
<p>METHODOLOGY</p>	<p>Lecture and Case Method</p> <p>Active Learning</p> <p>Theoretical classes</p> <p>Participative classes :Small Groups Discussion and Course Discussions</p> <p>Workshops</p> <p>Practical Exercises</p> <p>Written tests, essays, presentations and integral projects</p>		

ASSESSMENT	<p>Practical case. Consulting a company on costing. Practical workshops in class. International business proposal. Final work.</p> <ol style="list-style-type: none">1. First submission: The product and market of export or import; market intelligence.2. Delivery of feedback.3. Final submission: The final work must be submitted in printed format, with all the documents that pertain to exports or imports, as well as the cost and time matrix.
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