



SUBJECT SYLLABUS

ACADEMIC OVERVIEW

INTERNATIONAL SCHOOL OF ECONOMIC & ADMINISTRATIVE SCIENCES

SUBJECT NAME AND CODE: Commodity Production and Trade (COP)

PROGRAM: Bachelor of International Business (BIB)

LEVEL OF STUDY: Undergraduate Program

GENERAL ACADEMIC INFORMATION			
LATEST UPDATE	2016-2		
ACADEMIC AREA	Negotiation & International Trade		
SEMESTER	Seventh and eight		
SUBJECT TYPE	Elective		
CREDIT POINTS	3		
CLASSROOM HOURS PER WEEK	3		
PRE-REQUISITES	English Level VII		
LANGUAGE	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 with international or intercultural focus • International cases are used and compared against national reality • International bibliography is used 		
COURSE DETAILS			
COURSE DESCRIPTION	Have the criteria and insights to analyze commodity trade and economic development associated with it.		
COMPETENCES DEVELOPED	Competence	Emphasis	Intended Learning Outcome (ILO)*
	Understand the basic linkages between the economy and the environment, and the relationship between poverty and environmental degradation.	Context	ILO01 ILO04 BIB ILO 06 BIB ILO07
	Examine the impact of trade agreements on the environment and analyze the concept of eco-innovation in the context of an increasingly interconnected world.	Skill	ILO04 ILO02

	Identify the various elements of firm greening and incentives for corporate environmental initiatives	Knowledge	BIB ILO 06
	Manage the vocabulary specific to the issues of commodity production and trade in English language, and present ideas clearly, and interact with fellow students in class.	Skill	BIB ILO 08 ILO03
	<p>* Intended Learning Outcome</p> <p>ILO01: Global Vision: Demonstrate an understanding of multicultural environments both in local and global contexts.</p> <p>ILO03: Teamwork: Understand and work with others of different backgrounds to solve problems, develop meaningful relationships, and share knowledge.</p> <p>ILO04: Ethics & Social Responsibility: Demonstrate awareness of ethical issues in business environments and contribute to the improvement of social conditions.</p> <p>BIB ILO06: Apply technical skills associated with cross-border transactions: Ability to understand and solve issues associated with firm internationalization and trade according to the level of study (Bachelor).</p> <p>BIB ILO07: International Business Plan: Develop and apply entrepreneurial spirit and creative thinking through a business plan associated with an established company or a student start-up.</p> <p>BIB ILO08: Communication: Communicate effectively in written and spoken manner in Spanish, English, and a third language</p>		
<p>COURSE CONTENTS</p>	<ol style="list-style-type: none"> 1. Definition of commodities 2. Classification and market segments 3. Prices in world markets and trends 4. Production and marketing of commodities 5. Impact on growth and poverty 6. Constraints and supply management 7. Export earnings and price fluctuations 8. Commodity dependence 9. Impact of public policy on markets 10. Export Diversification 11. Value chain integration 12. Value Added 13. Exports of Manufactured goods and Services 14. Policy instruments 15. Price policies 16. Exchange rate policies 17. Links to financial markets 		

	<p>18. The importance of value chains in policy making</p> <p>19. International Cooperation in Commodity Markets</p> <p>20. Areas of future research</p>
METHODOLOGY	<p>Lecture and Case Method</p> <p>Theoretical classes</p> <p>Participative classes: Small Groups Discussion and Course Discussions</p> <p>Mind Maps and Forum</p> <p>Workshops</p> <p>Practical Exercises</p> <p>Written tests, essays, presentations and integral projects</p>
ASSESSMENT	<p>Case Studies: Identify, in real or hypothetical cases, challenges relevant to the main topics of the course and propose pertinent solutions</p> <p>1. First term [30%]</p> <p>1.1. Individual participation in class + case analysis sheets 40%</p> <p>1.2. Individual exam 60%</p> <p>2. Second term [30%]</p> <p>2.1. Individual exam 50%</p> <p>2.2. Team project- first outcome (oral presentation in a simulated board + executive summary) 50%</p> <p>3. Third term [40%]</p> <p>3.1. Individual participation in class + quiz + case analysis sheets 40%</p> <p>3.2. Team project- final outcome (oral presentation in a simulated board + executive summary) 60%</p>