

【国际贸易实务】

【International Trade Practice】

一、 基本信息

课程代码: 【0010095】

课程学分: 【2】

面向专业: 【商务英语】

课程性质: 【专业必修课】

开课院系: 【职业技术学院应用外语系】

使用教材:

【国际贸易实务双语教程（第4版）易露露陈新华清华大学出版社 2016年7月第4版】

参考书目【国际贸易实务（第六版）黎孝先王健对外经济贸易大学出版社 2016年1月第1版】

【国际贸易实务（第三版）冷柏军高等教育出版社 2013年4月第3版】

【国际贸易术语解释通则®2010（Incoterms® 2010）国际商会写中国国际商会/国际商会中国委员会组织编译中国民主法治出版社 2011年1月第1版】

【UCP600 ICC 跟单信用证统一惯例（2007年修订本）国际商会中国民主法治出版社2006年11月第1版】

课程网站网址: <http://218.19.119.236:8080/trade/course-study/givelesson-ppt/ppt1.html>

先修课程: 【英语口语（1）（0020091）（2）】

二、 课程简介

To learn the theory and practice of International trade, this course has combined the conventional law and business technology, theory and practice. In this course, it introduces general procedures of Export and Import transaction, contracts for the sale and purchase of international commodity, trade terms and etc. In each business segment, we have to learn the theory and knowledge, also we should learn how to use it in our real life.

In this course, the students should learn the procedure of export and import, and to practice some of the basic knowledge, to solve the problem of international trade.

三、 选课建议

本课程适合商务英语及英语专业二年级及以上学生，学生应具备一定的国际贸易理论基础。

This course is for the second year student, and should have international theory bases.

四、课程与专业毕业要求的关联性

专业毕业要求	关联
L011: 拥护中国共产党的领导, 坚定理想信念, 自觉涵养和积极弘扬社会主义核心价值观, 增强政治认同、厚植家国情怀、遵守法律法规、传承雷锋精神, 践行“感恩、回报、爱心、责任”八字校训, 积极服务他人、服务社会、诚信尽责、爱岗敬业。	●
L021: 掌握扎实的英语语言基础知识, 培养扎实的语言基本功和听、说、读、写、译等语言应用能力。	●
L022: 了解主要英语国家的历史和现状, 具有一定的人文科学素养。	
L023: 了解中西文化差异和跨文化的理论知识, 具备较强的跨文化沟通能力。	
L024: 掌握商务实践知识, 具有较强的外贸实务操作能力。	●
L031: 理解他人的观点, 尊重他人的价值观, 能在不同场合用书面或口头形式进行有效沟通。	●
L041: 能根据环境需要确定自己的学习目标, 并主动地通过搜集信息、分析信息、讨论、实践、质疑、创造等方法来实现学习目标。	
L051: 懂得审美、热爱劳动、为人热忱、身心健康、耐挫折, 具有可持续发展的能力。	
L061: 同群体保持良好的合作关系, 做集体中的积极成员; 善于从多个维度思考问题, 利用自己的知识与实践来提出新设想。	
L071: 具备一定的信息素养, 并能在工作中应用信息技术解决问题。	
L081: 具有基本的外语表达沟通能力与跨文化理解能力, 有国际竞争与合作的意识。	●

五、课程目标/课程预期学习成果

序号	课程预期学习成果	课程目标	教与学方式	评价方式
1	L011	Be able to express and comprehend the emotional objectives	Lecturing, discussing	Observing student' s behaviors
2	L021	Be able to study the case study in English	By self-study	Present the homework in bilingual version
3	L024	Choose appropriate terms	Lecturing, discussing	examination, oral evaluation
		Freight calculation	Lecturing, Exploring method	experiment evaluation
		Insurance fee calculation	Lecturing, Exploring method	experiment evaluation
		Quoting the price	Lecturing, Exploring method	experiment evaluation
4	L031	Be able to express the opinion with respect	Lecturing, discussing	Observing students' participation
5	L0811	Comprehended countries background of economy and culture, understanding customers 'real needs by collecting customers' information. Doing objective marketing research.	Self-study	Designing Oral and written report.

六、课程内容

With 6 levels of Bloom cognitive ability: "know", "understanding", "use", "analysis", "comprehensive" and "evaluation" to express the requirements of students' learning differences.

Chapter One 理论课时 2

Part A A Brief Introduction to International Trade

- ▲ Section one Reasons for International Trade
- ▲ Section two Problems Concerning International Trade
- Section three Forms of International Trade

* Section four Cross-border E-Commerce

Chapter Two 理论课时 2

Part A General Procedures of Export and Import Transaction

- ★Section One Procedures of Export and Import Transaction
- ★Section Two Business Negotiation
- Section Three Basic Qualities for Good Negotiation
- * Section Four Procedures of Cross-border E-Commerce
- * Section Five Policy Defects of Cross-border E-Commerce

Chapter Three 理论课时 2

Part A Contracts for the sale and purchase of International Commodity

- ▲Section One Definition of Contract
- Section Two Formation of Contract
- ★Section Three Performance of Contract
- * Section Four Components of typical successful Cross-border E-commerce

Chapter Four 实践课时 6

Part A Trade Terms

- Section One Components of Trade Terms
- ★Section Two Incoterms
- ★Section Three Six Main Trade Terms in Incoterms 2010
- ▲Section Four EXW and FAS in Incoterms 2010

Chapter Five 理论课时 2

Part A Quality of Commodity

- ★Section One Methods of Stipulating Quality of Commodity
- ▲Section Two Quality Latitude & Quality Tolerance
- Section Three Examples of Quality Clauses in Contract
- Section Four General Catalogue of E-commerce Platform

Chapter Six 理论课时 1

Part A Quantity of Goods

- ▲Section One Calculating units of the goods quantity
- ▲Section Two Methods of calculating weight
- Section Three Quantity Terms in the Contract

Chapter Seven 理论课时 1

Part A Packing and Marking of Goods.

- ★Section One The Function of Packing
- Section Two Kinds of Packing
- Section Three Marking of Package
- ▲Section Four Factors Influencing Types of Cargo Packing

Chapter Eight 理论课时2

Part A Price of Goods

- ★Section One Contents of Price Term
- ★Section Two Pricing Methods

Chapter Nine 理论课时 2

Part A Delivery of Goods

- ★Section Methods of the Delivery
- Section Two Delivery Conditions
- ★Section Three Shipping Documents
- * Section Four Logistics Mode of Cross-border E-commerce

Chapter Ten 实践课时4

Part A Cargo Transportation Insurance

Section One Marine Insurance

Section Two Risks, Losses and Expenses

Section Three Marine Insurance Coverage

Section Four Insurance Value

Section Five Insurance Premium

Section Six Forms of Marine Insurance Contract

Section Seven Endorsement of the Insurance Policy

Section Eight Insurance practice in China

Chapter Eleven 实践课时 6

Part A Payment of Goods

- ★Section One Instruments of Payment in International Trade
- ★Section Two Modes of payment in International Trade
- * Section Three Cross-border Payments and Process

Chapter Twelve 理论课时 2

Part A Disputes, Claim and Arbitration

- Section One Disputes and Claim

▲Section Two Force Majeure

▲Section Three Arbitration

七、课内实验名称及基本要求

序号	实验名称	主要内容	实验时数	实验类型	备注
1.	贸易术语实验	根据业务背景资料，选择合适贸易术语。能够进行FOB\CFR, FCA\CPT两组术语之间的转换	4	综合型	
2	保险费实验	根据业务背景资料，计算保险金额和保险费。能够根据实际情况变换报价。	4	综合型	
3	信用证审核和修改实验	根据合同审核信用证，并找出不符点。	4	综合型	
4	付款方式实验	能够根据业务背景，选择合适的付款方式	4	综合型	

注：理论课时16课时；实践课时16课时

八、评价方式与成绩

总评构成（1+X）	评价方式	占比
1	期终闭卷考	55%
X1	课堂测验1	15%
X2	课堂测验2	15%
X3	课堂表现及作业完成情况	15%

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