

INTERNATIONAL TRADE (138)

138-101. Global Cultural Experience. (1 Credit)

The Global Cultural Experience course provides an opportunity for the learner to develop the knowledge, skills and understanding of how to effectively interact with people from other cultures. The learner may choose to earn college credit and study abroad at the same time. If a study abroad trip is not feasible, learners may use internships with global businesses, international travel experiences, foreign student exchange/hosting, mentoring foreign born students, participation in community service projects, or other approved activities to fulfill the requirements of the global business degree. Consult with a college representative and work collaboratively with the instructor in advance to design activities which can be approved for credit.

Prerequisites: (Instructor approval. or Associate Dean approval)

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=101>)

138-150. Global Business Fundamentals. (3 Credits)

This course is an introduction to global business, with an examination of globalization and the cultural, political, economic, legal, and financial issues that impact international business. Global business operations including exports, imports, and foreign direct investment will be analyzed. See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=150>)

138-155. Global Marketing. (3 Credits)

This course will consider traditional marketing concepts for the global marketplace, including distribution channels, product adaptation, promotion, pricing strategies, and understanding the political, economic, cultural and competitive environment. How to access and interpret market research for international markets will be a focus of the course. This course relates to the Global Marketing domain of the Certified Global Business Professional (CGBP) exam (www.nasbite.org).

Prerequisites: (104-102 (may be taken concurrently) with a minimum grade of C)

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=155>)

138-165. Global Logistics. (3 Credits)

Develop an in-depth understanding of global supply chain transportation, including ocean, air and land shipments, documentation, logistics intermediaries, and related regulations.

Prerequisites: 138-150 (may be taken concurrently) with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=165>)

138-166. Global Sourcing. (3 Credits)

This course is an introduction to global procurement and sourcing. Students will examine organizational, procedural, logistical, cultural, financial and other factors encountered when sourcing offshore.

Prerequisites: 138-150 with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=166>)

138-180. Global Trade Finance. (3 Credits)

Examine international financial issues and how they impact US companies and the foreign exchange market, how to reduce risk, international payment terms, and methods of trade finance. Explore political and economic risk related to these topics.

Prerequisites: 138-150 (may be taken concurrently) with a minimum grade of C and 809-195 (may be taken concurrently) with a minimum grade of C or 809-143 (may be taken concurrently) with a minimum grade of C or 809-287 (may be taken concurrently) with a minimum grade of C
See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=180>)

138-185. Global Business Applications. (3 Credits)

This capstone course draws on the knowledge and skills developed in previous coursework while completing a global business research project for a company. The project will incorporate research on specific target markets, including industry sectors, competitive analyses, barriers for entry, and supply chain and trade finance issues. Additional learning activities include portfolio and resume development, preparing for interviews, and meeting local trade contacts. The four domains and related skills and knowledge included in the NASBITE CGBP credential will be applied to global business student projects and learning experiences.

Prerequisites: (138-150 with a minimum grade of C and 138-155 (may be taken concurrently) with a minimum grade of C and 138-165 (may be taken concurrently) with a minimum grade of C and 138-180 (may be taken concurrently) with a minimum grade of C and 138-166 (may be taken concurrently) with a minimum grade of C)

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=185>)

138-186. CGBP Review. (1 Credit)

Prepare for the national NASBITE CGBP certification exam in this course. Learners will review the four domains and key duties, tasks, and knowledge statements associated with the CGBP exam and answer mock certification exam questions developed by the instructor to help prepare for testing. The course also explores test-taking strategies, how to study for the exam, and where and how to sign-up. Individuals working in global business related occupations and preparing for the CGBP may benefit from this course.

Prerequisites: (138-150 with a minimum grade of C and 138-155 with a minimum grade of C and 138-166 with a minimum grade of C and 138-165 with a minimum grade of C and 138-180 (may be taken concurrently) with a minimum grade of C or Consent of instructor)

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=186>)

138-194. Import Compliance. (2 Credits)

In this course learners will examine US import regulations (CFR 19) and how to comply with them. Topics will include assessing risk and developing a compliance policy for a US company. Tariff classification, country of origin determination, and customs valuation are discussed in detail, with a focus on current events and real-life examples.

Prerequisites: 138-150 (may be taken concurrently) with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=194>)

138-195. Export Compliance. (2 Credits)

In this course learners will examine U.S. export regulations under various government agencies, as well as how to comply with these regulations. Topics such as the Export Administration Regulations, the Automated Export System, embargoes and sanctions, and free trade agreements, will be discussed, among others.

Prerequisites: 138-150 (may be taken concurrently) with a minimum grade of C

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=195>)

138-419. Dev Export Compliance Prog. (0.6 Credits)

Explore step-by-step procedures to ensure employees know what to do and where to turn for guidance through the complex process of complying with U.S. export regulations. Create the framework for an effective Export Compliance Program (ECP) that is widely shared, understood and practiced within your organization.

See sections of this course (<http://www.wctc.edu/academics/programs-courses/course-search/course-search-listing.php?code=138&num=419>)