

**COURSE DATA****DATA SUBJECT****Code:** 36492**Name:** Foreign Trade**Cycle:** Undergraduate Studies**ECTS Credits:** 6**Academic year:** 2026-27**STUDY (S)**

Degree	Center	Acad. year	Period
1316 - Degree in Economics	Facultat d'Economia	4	First quarter

SUBJECT-MATTER

Degree	Subject-matter	Character
1316 - Degree in Economics	Economía Internacional y Territorio	ELECTIVES

COORDINATION

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SUMMARY

Foreign Trade is a subject that is situated in the context of Marketing and Foreign Trade. The general objectives of this subject are to satisfy the specific demands of companies involved in foreign trade activities. In this sense, the subject aims for the student to: be aware of the importance that foreign trade has today in a firm, especially for small and medium-sized companies (SMEs); know the instruments at their disposal to carry out foreign trade operations; and, know how to apply these instruments and techniques correctly and effectively.

PREVIOUS KNOWLEDGE**RELATIONSHIP TO OTHER SUBJECTS OF THE SAME DEGREE**

There are no specified enrollment restrictions with other subjects of the curriculum.

OTHER REQUIREMENTS

General and basic knowledge of International Economics.

COMPETENCES / LEARNING OUTCOMES



1316 - Degree in Economics

Apply the principles of economic analysis (rational decision) to the diagnosis and resolution of problems.

Be able to collect and analyse information.

Be able to learn autonomously.

Be able to use ICTs.

Have decision-making skills and be able to apply knowledge to practice.

Know and understand the nature of international trade and of the financial framework in which it takes place.

Show critical thinking skills.

Understand the functioning of the economy at the aggregate level and the effect of different economic policies.

DESCRIPTION OF CONTENTS

1. INTERNATIONAL ECONOMIC RELATIONS AND FOREIGN TRADE

1.1. Introduction.

1.1.1. Definitions.

1.1.2. The balance of payments.

1.1.3. The evolution of the international economic relations.

1.2. International economic Organizations.

1.2.1. The International Monetary Fund (IMF).

1.2.2. The World Bank (WB).



2. FOREIGN TRADE REGULATION IN THE EU

2.1. Introduction.

2.2. Customs offices and the European Union customs tariff.

2.2.1. The customs tariff.

2.2.1.1. Definition.

2.2.1.2. Tariff Nomenclature.

2.2.2. The customs value.

2.2.3. Tariff economy.

2.2.4. The origin of the goods. 2.4.3. VAT on exports.

2.2.5. The customs value.

2.3. Customs formalities for import and export.

2.3.1. The Single Administrative Document (SAD).

2.3.2. The INTRASTAT.

2.4. Exporting goods.

2.4.1. General concepts.

2.4.2. Dispatch exports.

2.5. Importing goods.

2.5.1. Import trade regime.

2.5.2. Dispatch imports.

2.5.3. VAT on imports.



2.6. Customs destinations

3. EXPORTS AND THE FIRM

3.1. Introduction.

3.2. Advantages associated to exporting.

3.3. The decision to export.

3.3.1. The internal analysis.

3.3.1.1. Analysis of the strengths and weaknesses of the company.

3.3.1.2. Internal changes in the strategy of the company.

3.3.2. The external analysis.

3.3.2.1. The sources of information.

3.3.2.2. Market research.

3.3.2.2.1. The market selection: preselection and testing a market.

3.3.2.2.2. The market research.

3.3.2.2.3. Developing an international marketing plan.

3.4. Market access through exports.

3.4.1. The choice of the commercializing channels.

4. POLICY OF EXPORT PROMOTION

4.1. Introduction.

4.2. Instruments of export promotion.



- 4.2.1. Information and advice.
- 4.2.2. Commercial promotion.
- 4.2.3. Individual business services.
- 4.2.4. Training.
 - 4.4.5. Financing.
 - 4.4.5.1. The official export credit.
 - 4.4.5.1.1. Credit to the domestic supplier.
 - 4.4.5.1.2. Credit to the foreign buyer.
 - 4.4.5.1.3. The CARI (Contract Reciprocal Interest Adjustment).
 - 4.4.5.2. Credit FAD (Development Assistance Fund).
- 4.2.6. Insurance: Insurance for export.
- 4.2.7. Other instruments.

WORKLOAD

PRESENCIAL ACTIVITIES

Activity	Hours
Theory	30,00
Classroom practices	30,00
Total hours	60,00

NON PRESENCIAL ACTIVITIES

Activity	Hours
Attendance at other activities	15,00
Individual or group project	30,00
Independent study and work	0,00
Preparation of lessons	15,00
Preparation for assessment activities	0,00
Resolution of case studies	30,00
Total hours	90,00



TEACHING METHODOLOGY

The course on Foreign Trade Management is divided into two parts: a theoretical part and a practical part. This division means to facilitate the students to assimilate the basic issues of foreign trade management linking them to real or realistic case studies with actual foreign trade operations, export documents, transport, documentary credit, etc... Therefore, most of the topics have one or two practices related to them to reinforce the theoretical material and illustrate the applicability of the acquired knowledge to real cases.

The theoretical classes are intended to provide students with the information and conceptual tools necessary for understanding the internationalization process of a company, whether in the form of exports or as establishing abroad. Classes will be devoted to the fundamental contents of the theoretical program, delving into those aspects that are more difficult.

The practical program of this course is closely related to the theoretical content and is an essential part of the course. Its aim is to strengthen the basic concepts acquired, promote the application of knowledge to different real-world situations and develop the capacity of reasoning and analysis, and student autonomy. Some of the practical activities will be developed in-group while others individually.

To this end, the course is built around several types of practices, the common denominator will be the completion of a practical questionnaire for each of the proposed practices. So, we have the "discussion" practice in which students will read a document or article to be discussed in class. Another type of practice is the "interactive" practice in which the students will gather information on their own through the Internet or other media on issues related to the practical case. With this information at hand, the student should be able to complete the corresponding questionnaire in the classroom. In other cases we will deliver foreign trade documents, such as the import or export document, and the student should process those documents based on a real practical case that will be proposed in class. There is another type of consisting on watching a documentary (youtube or similar) in class and respond to a questionnaire. Another type of practice is the "role" in which several students have to take on certain roles. An example of this type of practice is drafting an international contract in which students have information of a possible operation of international trade that should translate into a contract in which one student assumes the role of exporter and the other importer. It is interesting to note the practice "visit" in which we visit a trade facility, such as the Port of Valencia, a customs warehouse or the Fair of Valencia and in which we explain the operating institution. Finally, in other cases also have practice "conference" in which the representative of a company or institution (IVACE or the Tax Office) delivers a talk where the students take notes to answer the questionnaire.

All materials available to students will be regularly in the Aulavirtual. Also, any relevant information practices, ads, etc., will also be available to students in the

EVALUATION

Theoretical part: A written exam of the theoretical part of the course (duration 1-2 hours) which corresponds to 60% of the final grade. The student must obtain a minimum in this part (2,8 over 6 points) for an average of the theoretical and practical part.



Practical part: Continuous evaluation through weekly practical questionnaires of final written exam for the practical part. This part represents 40% of the final grade. Questionnaires are NOT recoverable (except where indicated otherwise) in accordance with Art. 6.5 del Reglament d'Avaluació i qualificació de la Universitat de València per a títols de Grau i Màster (Consell de Govern 30-5-2017, ACGUV 108/2017).

2017).

REFERENCES

Basic references

- CHAVES,R., FAJARDO,G, MONZÓN,J.L. (dir) (2020): *Manual de economía social*, Editorial Tirant lo blanc, Valencia (en Aula Virtual; Todo el Manual, especialmente los capítulos 1,2,4,6,12,13,14,16,17,19).

- CIRIEC/MONZÓN,J.L. Y CHAVES,R. (2017): *Evolución reciente de la economía social en Europa*, CESE, Bruselas. <https://www.eesc.europa.eu/sites/default/files/files/qe-04-17-875-es-n.pdf>

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- CHAVES,R. Y MONZON,J.L. (2024): *Elementos de economía social. Teoría y realidad*, Universitat de Valencia, Valencia (en Aula Virtual)

- MONZON,J.L. Y VAÑO, M.J. (2024): *Manual para el fomento y visibilidad del Emprendimiento en Economía Social*, Ministerio de Trabajo y Economía Social, Madrid.

https://www.mites.gob.es/ficheros/ministerio/sec_trabajo/perte_EsyEC/Manual-para-Universidades-Formacion-Profesional-y-Egresados.pdf

IMPORTANT NOTE: All references are available at CIDEC - Information and Documentation Center on Public, Social, and Cooperative Economics - located on the Campus dels Tarongers, Gregori Maians Library, 1st floor - <https://www.uv.es/cidec> and in its Virtual Library.

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