# SJQU-QR-JW-033（ A0）

国际贸易实务（双语）

International Trade Practice

一、 基本信息

**课程代码：**【2020333】**课程学分：**【2】

**面向专业：**【英语国商】

## 课程性质：【系定专业课程】开课院系：外语学院英语系

**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）国际商会编写中国国际商会/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：**【国际贸易 2060052（3）】

# 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

本课程适合国际经济与贸易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

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| **编****号**  | **能****力**  | **毕业要求和指标点**  | **关联**  |
| LO1 | 表达沟通 | LO11 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。 |  |
| **指标点** | LO111求。LO112 | 倾听他人意见、尊重他人观点、分析他人需应用书面或口头形式，阐释自己的观点，有效 |  |
| 沟通。 |
| LO2 | 自主学习 | LO21 学生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。 |  |
| **指标点** | LO211划。L0212 | 能根据需要自己确定学习目标，并设计学习计能搜集、获取达到目标所需要的学习资源，实 |  |
| 施学习计划、反思学习计划、持续改进，达到学习目标。 |
| LO3 | 专业能力 | LO31 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。 |  |
| **指标点** | L0311 理解并掌握英语语音、语法、词汇基本知识L0312 掌握阅读方法，具备准确理解文章主旨、快速获取信息的能力。L0313 掌握语言学知识，熟练运用英语语言基本技能进行口语、写作表达。 |  |
| LO32 掌握英语语言学、文学等相关知识，具备文学欣赏与文本分析能力。 |  |
| **指标点** | L032 了解英美文学发展史，掌握主要文学流派的特点。L032 阅读部分英美文学作品，学会鉴赏文学作品的方法。 |  |
| LO33 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。 |  |
| **指标****点** | LO331 掌握主要哲学概念，理解不同文化观念。LO332 掌握中西方文化比较方法，提高分析问题与解决问题的能力。 |  |
| LO34 掌握商务实践知识，具有较强的外贸实务操作能力。 |  |

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|  |  | **指标点** | LO341 掌握商务英语翻译方法，具备商务环境下口笔译能力。LO341 掌握国际商务知识，分析相关商务案例。LO343 运用商务英语技能，模拟或实际参加企业实践活动。 |  |
| LO4 | 尽责抗压 | LO41 遵守纪律、守信守责；具有耐挫折、抗压力的能力。 |  |
| 指标点 | L0411 遵纪守法：遵守校纪校规，具备法律意识。L0412 诚实守信：为人诚实，信守承诺，尽职尽责。LO413 爱岗敬业：了解与专业相关的法律法规，充分认识本专业就业岗位在社会经济中的作用和地位，在学习和社会实践中遵守职业规范，具备职业道德操守。 |  |
| LO414 | 身心健康，能承受学习和生活中的压力。 |
| LO5 | 协同创新 | LO51 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。 |  |
| **指标点** | L0511 | 在集体活动中能主动担任自己的角色，与其他 |  |
| 成员密切合作，共同完成任务。L0512 有质疑精神，能有逻辑的分析与批判。L0513 能用创新的方法或者多种方法解决复杂问题或真实问题。L0514 了解行业前沿知识技术。 |
| LO6 | 信息应用 | LO61 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。 |  |
| **指标点** | LO611LO612 | 能够根据需要进行专业文献检索。能够使用适合的工具来搜集信息，并对信息加 |  |
| 以分析、鉴别、判断与整合。 |
| LO613 | 熟练使用计算机，掌握常用办公软件。 |
| LO7 | 服务关爱 | LO71 愿意服务他人、服务企业、服务社会；为人热忱，富于爱心，懂得感恩（“感恩、回报、爱心”为我校校训内容之一） |  |
| **指标点** | LO711 爱党爱国：了解祖国的优秀传统文化和革命历史，构建爱党爱国的理想信念。LO712 助人为乐：富于爱心，懂得感恩，具备助人为乐的品质。LO713 奉献社会：具有服务企业、服务社会的意愿和行为能力。LO714 爱护环境：具有爱护环境的意识和与自然和谐相处的环保理念。 |  |
| LO8 | 国际视 | LO81 具有初步的第二外语表达沟通能力,有国际竞争与合作意识。 |  |

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|  | 野 | 指标点 | L0811L0812L0813 | 具备外语表达沟通能力，达到本专业的要求理解其他国家历史文化，有跨文化胶流能力。有国际竞争与合作意识。 |  |

五、课程目标/课程预期学习成果

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| **序****号** | **课程预期****学习成果** | **课程目标** | **教与学方式** | **评价方式** |
| 1 | LO211 | Be able to make study planaccording to objectivity. | By self-study | Present study planand it’s availability |
| 2 | LO341 | Choose appropriate terms | Lecturing,discussing | examination, oralevaluation |
| Freight calculation | Lecturing,Exploring method | experimentevaluation |
| Insurance fee calculation | Lecturing,Exploring method  | experimentevaluation  |
| Quoting the price | Lecturing,Exploring method | experiment evaluation  |
| 4 | LO811 | Comprehended countries background of economy and culture, understanding customers’real needs by collecting customers’information.Doi ngobjective marketingresearch.  | 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.

## Charpter One

**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

## Charpter Two

**Part AGeneral 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

## Charpter Three

**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

## Charpter Four

**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

## Charpter Five

**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

## Charpter Six

**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

## Charpter Seven

**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

▲Section Five Elements Concerning Cross-border E-Commodity Packaging

## Charpter Eight

**Part A Price of Goods**

★Section One Contents of Price Term

★Section Two Pricing Methods

## Charpter Nine

**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

## Charpter Ten

**＊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 **Charpter Eleven**

## 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

## Charpter Twelve

**Part A Disputes, Claim and Arbitration**

* Section One Disputes and Claim

▲Section Two Force Majeure

▲Section Three Arbitration

# 八、评价方式与成绩

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| 总评构成（1+X）  | 评价方式  | 占比 |
| 1  | 期终闭卷考  | 60% |
| X1  | 案例分析  | 20% |
| X2  | 课堂练习  | 20% |

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