



Course Name: Import-Export Procedures

Course Number: BBG 270

Credits: 3

Catalog description: Import/Export: How to take your business across borders – this course will be for managers of firms, students, and entrepreneurs who see opportunity in the expanding global marketplace. Therefore, international trade cannot be a static process, and businesses that make products and attempt to sell them across borders must constantly adjust. It provides the transaction mechanism of importing and exporting and helps learners gain an appreciation of the total process and how it fits into import/export regulations and documentation.

Prerequisite, Corequisite, or Parallel: ENG*101 and BBG*215 or permission of the Instructor

General Education Competencies Satisfied:

HCC General Education Requirement Designated Competency Attribute Code(s):

None

Additional CSCU General Education Requirements for CSCU Transfer Degree Programs:

None

Embedded Competency(ies):

None

Discipline-Specific Attribute Code(s):

BUS Business elective

Course objectives:

General Education Goals and Outcomes:

None

Course Specific Objectives:

1. Explain the import/export transaction
2. Reveals the fundamentals of importing and exporting in terms of their similarities and differences
3. Teaches how to use the Internet to increase sales
4. Explain how to shop the world for the lowest manufacturing costs



5. Explain and develop a business plan outlining importing/exporting
6. How to do business in the globalized world
7. Explain and describe how to prepare international paperwork, letters of credit, and more
8. Explain “controls” except for import quotas, apply only to exporting, whereas tariffs (duties) relate only to importing
9. Explain the Homeland Security department’s place in trade

Course Content:

- A. Winning the Trade Game
- B. Launching a Profitable Transaction
- C. Planning and Negotiating to Win
- D. Selling with E-Commerce
- E. Completing a Successful Transaction
- F. How to Set up your own Import/Export Business
- G. Exporting from the United States
- H. How to Import into the United States
- I. Doing Business through World Trade Centers
- J. Doing Business in the Integrated Americas
- K. Doing Business in an Integrated Europe
- L. Doing Business in Africa
- M. Doing Business in China and India
- N. Doing Business in the Middle East
- O. Doing Business in the Asian Pacific Basin
- P. 20 Keys to Import/Export Success

Date Course Created:

Date of Last Revision: 04/01/2017