**Saint Petersburg State University**

**Faculty of Economics**

**Module Specification**

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|  | **Basic module information** |  |
|  | **Module title** | **Commercial Diplomacy** |
|  | **Module code** | **43260** |
|  | **Credit points** | **5** |
|  | **Duration (hours)** | **60** |
|  | **Department** | **World Economy** |
|  | **Semester** | **3 semester** |
|  | **Teacher responsible** | **Prof. Sergei Sutyrin, Ass. prof. Vladimir Sherov-Ignatev, Ass. Prof. Olga Trofimenko, Ass. Prof. Alexandra Koval** |

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| 1. **Overview and Aims** |
| **Overview.** Students study the core principles of international trade system (ITS), and mechanisms of its development  The **aims** of the course are:   * To teach students to understand the main problems and prospects of modern processes of regional integration and trade liberalization. * \* to develop skills of preparing and conducting international trade negotiations, including negotiations on bilateral trade liberalization. |

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| 1. **Module Content** |
| 1. **Models of regional integration and bilateral trade liberalization**   The traditional European integration model, and the open regionalism.  Stages and levels of regional economic integration.   1. **Russia and regional trade agreements**   Geographical directions and options of Russia’s integration activity. Eurasian Economic Union: basics, achievements and challenges.  Evaluation of the bilateral free trade agreements: trade diversion on trade creation effects. Effect on the structure and dynamics of trade.   1. **Assessing the effects of regional trade agreements**   . Effects of regional trade agreements and methods of their assessment  Evaluation of the bilateral free trade agreements: trade diversion on trade creation effects. Effect on the structure and dynamics of trade. Ex post.  Evaluation of the bilateral free trade agreements: trade diversion on trade creation effects. Effect on the structure and dynamics of trade. SMART model of partial equilibrium and its use.Ex ante.   1. **Strategy and tactics of international trade negotiations: basics and the simulation game**   Strategy and tactics of international trade negotiations.  Coalition building. The notion of a coalition. Simulation game “Coalitions building”  Preparation for international trade negotiations.  Simulation game "Negotiating a free trade agreement." |

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| 1. **Indicative Reading** |
| A Guide to Commercial Diplomacy. International Trade Centre 2019. |
| 1. **Additional Reading** |
| Six Elements of Effective Economic/Commercial Diplomacy. Shaun Donnelly and Daniel Crocker. The foreign service journal, January/February 2019.  Geopolitics and Economic Sustainability Nexus: McDonald's in Russia, China, and Kazakhstan. Danial Saari (Almaty Management University, Kazakhstan) and Aigul Adibayeva (KIMEP University, Kazakhstan) 2020 |Pages: 23.  Australia – India Joint Free Trade Agreement (FTA) Feasibility Study. 2010. (dfat.gov.au)  Feasibility Study of the Free Trade Agreement between The Kingdom of Cambodia and The Eurasian Economic Union. ERIA, 2018  Joint Feasibility Study on A Free Trade Agreement between Chile and China. Santiago, October, 2004.  Regional Rules in the Global trading System. /Estevadeordal, Antoni, Kati Suominen and Robert The. IDB, WTO. Cambridge University Press, 2009.  9.7. Baldwin Richard E., Multilateralising regionalism. Spaghetti bowls as building blocs on the path to global free trade. Graduate Institute of International Studies. Geneva. 2 October. 2006  1. George H. Ross. (2006). Trump-Style Negotiation. Powerful Strategies and Tactics for Mastering Every Deal. New Jersey. |

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| 1. **Learning outcomes** |
| **Knowledge and understanding**. After studying this module students should be able to: |
| * + understand key challenges of regional and bilateral trade liberalization agreements,   + understand core interest of various groups of countries in regional and bilateral trade negotiations |
| **Skills, qualities and attributes**. After studying this module students should be able to: |
| * + analyze trade policies of countries,   + consult on various aspects of trade policy development,   + participate in trade policy research and development and prepare trade negotiations. |

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| 1. **Teaching and learning** |
| Range of modes of direct contact   * + lectures,   + seminars,   + group presentations,   + simulation games. |
| **Total contact hours: 60** |
| Range of modes of non-contact activities   * + reading and analysis of materials of websites of international economic organizations   + preparation of presentations   + case studies |
| **Total non-contact hours: 118** |

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| 1. **Assessment methods** | | |
| This indicates the type and weighting of assessment elements of the module | | |
| **Weighting** | **Type** | **Description** |
| 0,5 | Class participation | Participation in a simulation game on trade negotiations |
| 0,2 | Test | Test consists of 30 questions of multiple choice |
| 0,3 | Homework and class presentation | The research on the effects of a bilateral trade agreement (existing or proposed) |
| **Diagnostic/formative assessment**  This indicates if there are any assessments that do not contribute directly to the final module | | |
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| **Further information on assessment**  This section provides further information on the module’s assessment where appropriate | | |
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