

**Kathmandu University School of Management**  
**Course Syllabus**  
**MBE**

<b>Course Title</b>	<b>Economics of International Trade &amp; Sustainable Development</b>
<b>Course Code Number</b>	
<b>Credit hours</b>	<b>Three (3)</b>
<b>Course Objective</b>	
<b>Main Objective</b>	This course is designed to help students in developing a better understanding of topics related to international trade and sustainable development. The objective of the course can be divided into two major categories. 1) To provide in-depth knowledge about international trading systems and their relation to sustainable economic development.
<b>Enabling Objectives</b>	After the completion of all the learning units, participants will be able to: <ol style="list-style-type: none"> <li>1. Relate the basic concept of economics of trade with the existing trade theories.</li> <li>2. Explain how the multilateral trading system functions under WTO agreements.</li> <li>3. Use various trade-related tools for making market analyses.</li> <li>4. Relate Sustainable Development Goals (SDGs) with international business.</li> <li>5. Develop a sustainable business model for businesses.</li> <li>6. Use negotiation skills to crack a deal in international settings and manage conflicts in multicultural teams.</li> </ol>
<b>Course Requirements</b>	Students are expected to have a basic understanding of international trade. They are required to know about the concept of international trade theories, the international business environment (Political, economic, socio-cultural, and Technological).
<b>Learning Unit</b>	
<b>Learning Unit One</b> <b>Net contact hours – 6</b>	<b>1. Introduction to international trade</b> 1.1 Global trade scenario and Practices 1.2 Trade Policy of Nepal 1.3 Investment Policy of Nepal 1.4 Industrial Policy of Nepal
<b>Learning Unit Two</b> <b>Net contact hours – 6</b>	<b>2. The basic concept of Economics of Trade Policy</b> 1.5 Why trade? 1.6 Real Trade Costs 1.7 Barriers to trade; Tariff and Non-tariff barriers to trade
<b>Learning Unit Three</b> <b>Net contact hours – 6 hrs</b>	<b>3. Regional integration in international trade</b> 3.1 Preferential trade 3.2 Regional Trading Agreements; trade creation and Diversion 3.3 European Union, SAFTA, BIMSTEC; Major features of regional trade blocs; Impact of regional trade blocks on Nepalese international trade

<b>Learning Unit Four</b> <b>Net contact hours – 9 hrs</b>	<b>4. Multilateral Trading System and WTO agreements</b>  4.1 GATT 4.2 GATS 4.3 Dispute settlement mechanism 4.4 Special and differential provision (S&D) in WTO
<b>Learning Unit Five</b> <b>Net contact hours- 6 hrs</b>	<b>5. Trade-related market analysis tools and techniques</b>  5.1 Trade Map 5.2 Market Analysis Map 5.3 Sustainability Map
<b>Learning Unit six</b> <b>Net contact hours – 6hrs</b>	<b>6. Sustainable business strategies in international business</b>  6.1 SDG and Global value chain 6.2 Sustainable business model (SBM) 6.3 Circular economy 6.4 Triple bottom line SBM
<b>Learning Unit Seven</b> <b>Net contact hours – 6 hrs</b>	<b>International Negotiation</b> 7.1 Three levels of negotiation; deal-making, decision- making and dispute-resolution negotiation. 7.2 Reasons to get involved in international negotiations, BATNA (Best alternative to negotiated agreements) 7.3 Obtaining information; Direct share of information, indirect share of information and share in second agreement.  7.4 Making decision and managing conflict in multicultural teams
<b>Total contact hours</b>	45 hrs
<b>Basic Text</b>	Hill, Charles W.L., International Business: Competing in the Global Marketplace, Fifth Edition. Tata McGraw Hill. Hoekman, Kostecki M., The Political Economy of the World Trading System; The WTO and Beyond, Third Edition, Oxford University and Press, 2009
<b>Other References</b>	Wagle, A. (2023), A Review of Investment, Industrial and Trade Policies of Nepal, Friedrich Ebert Stiftung, Nepal office. Bocken, N. M. P., Short, S. W., Rana, P., & Evans, S. (2014). A literature and practice review to develop sustainable business model archetypes. In <i>Journal of Cleaner Production</i> (Vol. 65, pp. 42–56). <a href="https://doi.org/10.1016/j.jclepro.2013.11.039">https://doi.org/10.1016/j.jclepro.2013.11.039</a>