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|   |   |   |   | **Course outcomes & syllabus** | **Study Material** |
| 2020 | Course | Undergraduate EKIP 212: International Trade Relations | Updated syllabus | **Module outcomes:**On completion of this module, the student should be able to: * demonstrate an integrated knowledge and understanding of the theories of international trade and the international trade environment;
* differentiate between, and apply international trade barriers;
* evaluate the influence of international trade institutions and bodies on global trade;
* describe the trade policies for developing nations;
* distinguish between multilateral, bilateral and regional trade;
* describe international monetary systems and assess South Africa’s current economic position;
* evaluate South Africa’s international trade structure and priorities to solve real-world problems and to justify findings and proposals with theory-driven arguments; and
* gather, analyse, process and present integrated literature on trending topics in an ethical manner taking responsibility for his/her own learning progress.

**Course outline:*** Study Unit 1.1: Modern Trade Theory
* Study Unit 1.2: Sources of comparative advantage
* Study Unit 2.1: Tariffs
* Study Unit 2.2: Non-tariff Barriers
* Study Unit 3: International Trade Regulation
* Study Unit 4.1: Trade Policies for Developing Nations
* Study Unit 4.2: Regional Trade Agreements
* Study Unit 5: Exchange rate systems and the South African balance of payments
 |  **Prescribed textbook:****Title:**International Economics.**Author:** Robert J. Carbaugh.**Edition:** 17th**Year:** 2019**ISBN:**978 1 337 55893 8Additional online sources are also used. |
| 2020 | Course | Undergraduate EKIP 222: International Trade Practice | Updated syllabus |  **Module outcomes:**Upon completion of this module, the student should:* demonstrate a thorough understanding of all the elements of the export process, which include the pre-contract phase, the pre-shipment phase, the shipment of the goods phase, and the post-shipment phase, taking into consideration ethical implications;
* identify and describe the risks that an exporter faces within the international business context;
* apply integrated knowledge about verbal and written communication and the impact of culture on the negotiation of the export contract;
* apply knowledge of the different elements of the export process to solve problems within the international business context, with a specific focus on the African context;
* operate as part of a group and make appropriate contributions to successfully complete a group project; and
* coherent understanding of the ethical implications of decisions, actions and practices relevant to the academic environment.

**Course outline:*** Study Unit 1.1: Export readiness
* Study Unit 1.2: Feasibility and Risk Assessment
* Study Unit 2.1: Verbal and written communication
* Study Unit 2.2: Cultural elements of trade
* Study Unit 3.1: Methods and terms of payment
* Study Unit 3.2: Incoterms
* Study Unit 4.1: Currency risk management
* Study Unit 4.2: Trade finance & Export Credit insurance
 | **Prescribed textbook:** **Title:** The Handbook of International Trade and Finance:The Complete Guide for International Sales, Finance, Shipping and Administration.**Author:** Anders Grath.**Edition:** 4th**Year:** 2016**ISBN:**978 0 7494 7598 7Additional online sources are also used. |
| Developed in 2020 | Course | Undergraduate EKIP 312: International Cargo Movement | Syllabus |  **Module outcomes:**Upon completion of this module, the student should be able to:* Demonstrate a thorough understanding of all the elements of supply chain management.
* Describe and compare the different modes of transport, in the international trade context.
* Understand and discuss the development of trade routes, specifically in the SADC context, and its impact on transportation.
* Demonstrate an understanding of the relevant regulations in transportation in the SADC context.
* Explain and analyse the impact of outsourcing on logistical activities.
* Demonstrate an understanding of the theories and models that are used to derive transportation costs.
* Explain the concept of transportation planning, and analysing the stages.
* Understand and apply the basic concepts of transport economics.

**Course outline:*** Chapter 1: Introduction to Supply Chain Management
* Chapter 2: Modes of Transport
* Chapter 3: SADC Trade Routes
* Chapter 4: Transport Regulations and Acts
* Chapter 5: Outsourcing Logistical Activities
* Chapter 6: Transportation Cost Management
* Chapter 7: Transportation Planning
* Chapter 8: Transportation Technology
* Chapter 9: Transportation Economics
 | **Prescribed textbook:****Title:** Transportation Management: A Southern African Perspective**Editors:** Engelbrecht, W. & Ramgovind, P.**Edition:** 1st**Year:** 2020**ISBN:** 978 0 627 03736 8Additional online sources are also used. |
| 2020 | Course | Undergraduate EKIP 322: International Trade Analysis | Updated syllabus |  **Module outcomes:**Upon completion of this module, the student should be able to:* analyse the interaction between density, distance and division in economic development;
* critically evaluate the role of first-nature geography on economic development and growth;
* compare and contrast the trade competitiveness of landlocked counties with that of coastal countries, from a geographical perspective;
* examine trade costs within a geographical context, specifically referring to the influence thereof on a country’s income and export levels;
* analyse and interpret trade data in order to answer some key intelligence questions for policymakers, importers and exporters all over the world; and
* analyse the market accessibility of countries around the world and include this information in a market attractiveness report.

**Course outline:*** Study Unit 1: Density, distance & division
* Study Unit 2: First nature geography
* Study Unit 3: Landlocked vs coastal countries
* Study Unit 4: Geography and trade cost
* Study Unit 5: Trade data analysis (TradeMap)
* Study Unit 6: Market Access analysis (MacMap)
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 613: International Marketing Strategy | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* integrated knowledge of the role and importance of international marketing and related concepts in international trade;
* the ability to evaluate the relevant issues and challenges for an international marketing strategy;
* an ability to critically analyse the different components of an international marketing plan, including market selection and segmentation, market entry; market research, product, place, price and promotion; and the underlying principles of each of these components;
* the ability to work as individual or in groups to formulate strategies for each of the international marketing concepts;
* critically analyse as individual or in a group case studies and unfamiliar practical circumstances and develop international marketing strategies accordingly; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Module 1: Scope and Challenges of International Marketing
* Module 2: Importance of research
* Module 3: Market selection & market entry strategies
* Module 4: Cultural Intelligence
* Module 5: Marketing Mix
* Module 6: International Marketing Plan
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 616: International Trade Analysis | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* integrated knowledge of the role and importance of international policy and related theoretical concepts in international trade;
* the ability to evaluate the relevant issues and challenges for an international trade policy;
* an ability to critically analyse the different aspects of international trade policy, including trade theories, trade instruments, regional integration, foreign direct investment controversies, geography, trade agreements and value chains; as well as the underlying principles of each of these components;
* the ability to work as individual or in groups to formulate and analyse trade policy;
* critically analyse as individual or in a group case studies and practical circumstances in international trade policy accordingly; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Study Unit 1: Trade Policy
* Study Unit 2: Trade theories
* Study Unit 3: International Economics and Political Economy
* Study Unit 4: New Economic Geography
* Study Unit 5: Trade regime orientation and trade barriers
* Study Unit 6: Import substitution vs outward oriented trade policies
* Study Unit 7: Activist trade policies
* Study Unit 8: Globalisation & International Trade Institutes
* Study Unit 9: Trade Agreements
* Study Unit 10: FDI
* Study Unit 11: Types of risk
* Study Unit 12: GVC analysis
* Study Unit 13: Major Issues that will affect South Africa from a trade policy point of view
* Study Unit 14: South African trade issues from a local point of view
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 618: Research Methods in International Trade | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* an understanding of the importance of accurate international market selection and the ability to calculate, analyse and report market attractiveness indices;
* the ability to conduct panel data regression analyses within the theoretical framework of the Gravity Model of international trade and the cohesive reporting of results in order to analyse international trade patterns and policies;
* the ability to analyse a country’s trade competitiveness and cohesively report the outcomes;
* the ability to conduct trade policy analysis with a partial equilibrium framework; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Study unit 1: Composite indexing - market attractiveness analysis
* Study unit 2: Trade competitiveness diagnostics
* Study unit 3: Trade policy analysis - partial equilibrium model
* Study unit 4: Panel regression - Gravity model
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 619: International Logistics Management | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* integrated knowledge of the role and importance of logistics in international supply chains;
* the ability to evaluate the relevant issues and challenges for an international logistics system;
* an ability to critically analyse the different components of an international logistics system, including inventory management; warehouse and distribution management; transport management; and operational management aspects; and understand the underlying principles of each of these components;
* the ability to work as individual or in groups to formulate strategies for the international logistics components;
* critically analyse as individual or in a group case studies and unfamiliar practical circumstances and develop international logistics strategies accordingly; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Topic 1: Concepts of logistics and distribution
* Topic 2: Planning for logistics
* Topic 3: Inventory Management
* Topic 4: Warehouse Management
* Topic 5: Freight Transport
* Topic 6: Outsourcing
 |  **Prescribed textbook:****Title:** The Handbook of Logistics & Distribution Management, 6th edition**Year:** 2017**Authors:** A. Rushton, P. Croucher, P. Baker.**ISBN** nr: 978 0 7494 7677 9Additional online sources are also used. |
| 2020 | Course | Post graduate EKIP 622: International Macroeconomics | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* integrated and detailed knowledge of the changing face of the world economy, and the factors influencing international competitiveness;
* an ability to evaluate the underlying causes of economic wellbeing as reflected in a country’s economic growth and development, as well as the role of the balance of payments and other selected indicators in highlighting a country’s general economic performance and potential;
* an ability to analyse the macroeconomic policies which a country’s national authorities implement to maximize savings and investment, control inflation and currency fluctuations and enhance a country’s competitiveness;
* integrated and detailed knowledge of the composition of the international monetary system and the various role players in the system;
* an ability to analyse the economic events and decisions – both locally and internationally – that have moulded South Africa’s business environment in recent years; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Topic 1: Trends in the world economy
* Topic 2: The global economic effect of Covid-19
* Topic 3: How to best fight the economic impact of Covid-19 pandemic
* Topic 4: Trade war: Trump vs China
* Topic 5: Trade in the ‘new normal’
* Topic 6: Brexit: - The old, the new and the ongoing
* Topic 7: A decade to deliver on the United Nation’s SDG: SA’s progress and impediments
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 625: Export Administration | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* an understanding of the complex nature of an export transaction;
* integrated knowledge of the role played by the various public and private sector parties, and the required documents in an export transaction;
* the ability to analyse the legal nature of export transactions, including an understanding of the international legal environment, the contractual nature of commercial transactions, the nature of international purchase and sales contracts, and the contractual arrangements between different parties involved in an international transaction;
* the ability to distinguish between the different Incoterms and the range of costs involved in each for both the exporter and importer, and critically evaluate the application of Incoterms in practical case studies;
* the ability to analyse specific transactions and applying the correct product classification procedures to be used for customs declarations for each transaction; as well as understanding the process of applying duties and taxes to each transaction according to the product classification;
* integrated knowledge of the impact of Value-Added Tax (VAT) on international transactions;
* the ability to evaluate and analyse practical case studies, to determine the feasibility of potential international transactions, and make suitable recommendations on the completion of the steps of the international transaction;
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Topic 1: The export order process
* Topic 2: The international legal environment
* Topic 3: The international sales contract (including Incoterms, Methods of payment, export credit insurance and export pricing and costing)
* Topic 4: Cargo Insurance
* Topic 5: The role of Customs
* Topic 6: Export plan and management
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |
| 2020 | Course | Post graduate EKIP 626: Cross-Cultural Business Practices | Updated syllabus |  Module outcomes:Upon the completion of this module, the student should be able to demonstrate:* an understanding of the complex nature of the human side of international trade transactions;
* integrated knowledge of the role played by the various dimensions of cross-cultural interaction in an export transaction;
* the ability to analyse the cross-cultural requirements and practises of an export transaction, which includes an understanding of the cultural intelligence, emotional intelligence, conflict resolution, negotiation skills that informs the human nature of international purchases and sales, as well as the contractual arrangements between the different parties involved;
* the ability to distinguish between the different Cultural Dimensions and Clusters internationally as well as how to critically evaluate the application of Cultural Intelligence in practical case studies;
* the ability to analyse specific transactions and applying the correct negotiation strategies for each transaction; as well as understanding the process of applying different negotiation strategies;
* integrated knowledge of the impact of human skills on international transactions;
* the ability to evaluate and analyse practical case studies, the determine the feasibility of potential international interactions, and make suitable recommendations on their completion; and
* acceptable behaviour within the academic environment, inclusive of adherence to rules on plagiarism and copyright principles, and the ability to interact and collaborate effectively with others whilst taking co-responsibility for his/her own learning progress.

**Course outline:*** Module 1: Study Unit 1, 2, 3, 4: The importance of different personal values, perspectives and emotional intelligence levels when communicating, and listening to others in a business environment.
* Module 2: Study Unit 5, 6, 7: Understanding cultures, unconscious bias, cultural intelligence and Dilemmas.
* Module 3: Study Unit 8, 9, 10: Conflict Management, Persuasion and Influence, and Negotiations.
* Module 4: Study Unit 11: Developing an integrated strategy to solve business-related cases.
 |  No prescribed textbook for this module.The relevant online and other study material are provided per Study Unit. |