

COURSE SYLLABUS
International Trade
(INE 3001-E)

(Issued with Decision No./ QĐ-ĐHKT dated on.....)

1. Instructor information

1.1. Instructor 1

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- Main researching interest:
 - International Trade
 - Regional Economic Integration
 - Economic Integration in ASEAN, East Asia

Instructor 2:

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- Main researching interest:
 - International trade
 - Free Trade Agreement
 - Trade liberalization
 - WTO, ASEAN

2. Course description

- Course name: International Trade (Undergraduate)
- Course code: INE 3001-E
- Number of credits: 3
- Prerequisite: Microeconomics 1, Macroeconomics 1.

- Credit hours: 45
 - Lecture: 38
 - In-class discussion and assignment: 7
- Venue: Class room
- Faculty in charge of the course: Faculty of International Economics and Business,
University of Economics and Business, Vietnam National University - Hanoi.

3. Course objectives:

The course is suitable for those seeking career opportunities in the fields of trade policy consultancy, export, import and international project expertise. As such, the course aims are to build up student's understanding of relevant theory, key concepts and their applications to critically review and analyze leading contemporary international trade policy issues.

Instructor(s) will use the 4 scales to assess the level of proficiency of the students regarding to their skills achievement of the expected learning outcomes thorough the course (Appendix 1). Levels of cognitive proficiency are assessed with reference to Bloom's Taxonomy.

In detail, the course aims to equip students with the following:

3.1. International trade knowledge and reasoning

Upon the completion of this course, students are expected to be able to achieve the following attitudes at the levels of proficiency between 2 (to be able to understand and apply) 3 (to be able to analyze and evaluate):

- Demonstrate an in-depth knowledge of the trade theories, ranging from classical to modern theories, to explain trade flows and the gains from trade.
- Provide a thorough view and analysis of the different types of instruments of trade policy, and their distributional and welfare implications.
- Demonstrate an understanding and evaluation about the role of trade in the economic development; and the ability to apply relevant concepts and analytical tools to interpret major international trade and policy events and evaluate their implications.
- Describe and understand the political economy of international trade policy and the practices of trade policies in both developed and developing countries.
- Evaluate the role of ASEAN and the WTO in international trade and contemporary trade issues that ASEAN and the WTO members are pursuing to address. Also, the students are required to understand and analyze the Vietnam's integration into these organizations.

3.2. Personal and professional skills and attributes

Students are required to build up personal and professional skills during and after the course between the levels of proficiency 2 (to be able to understand and apply) and 3 (to be able to analyze and evaluate). Specifically, successfully completing this course will contribute to the recognition of students' attainment of the following graduate attributes:

- Reasoning and solving international trade issues: this includes identifying, framing and generalizing international trade issues; analyzing the current trade policy issues/problems qualitatively and with uncertainty; and solving the problems by recommending and giving solutions.
- Researching and discovering international trade knowledge through surveying both print and electronic literature; searching, collecting, analyzing and handling/processing the international trade data.
- Thinking systematically: thinking holistically and critically; and finding international trade problems/issues and their interactions.
- Students are encouraged to develop personal skills and attitudes such as perseverance, responsibility, flexibility, self-confidence, diligence, enthusiasm and passion for career, creative and critical thinking, self-esteem, awareness of one's personal knowledge-skills-and-attitudes, time and resource management, learning and self-learning, self-management and a fluent use of Microsoft Word (in submitting homework and projects) and Microsoft PowerPoint (in the form of case study and project presentation).
- Students fostered and developed professional skills and attitudes including professional ethics; task organization and arrangement; awareness & catch up with modern world's economy; ability to work independently; self-confidence in international working environment; and ability to develop and promote personal & career.

3.3. Interpersonal skills

Students are required to build up interpersonal skills between the levels of proficiency 2 (to be able to understand and apply) and 3 (to be able to analyze and evaluate) to prepare themselves for learning and working in a modern team-based environment.

- The willingness to work in team, and to consider and embrace various viewpoints.
- The ability to interact effectively with others in order to work towards a common outcome in group discussions and presentation.
- The ability to communicate in English.
- The ability to make efficient oral presentation, including preparing presentation and supporting media with appropriate language, style, timing and nonverbal communications.

- The ability to write international trade report in English.

3.4. Ability to apply international trade knowledge into practice:

The students are required to build up their ability to apply the international trade knowledge into practice with the proficiency between 1(to be able to recall) and 2 (to be able to understand and apply). This ability will be incorporated into case studies, group presentation, group discussion and assignments, through which students are able to conceive international trade ideas; and design, implement and evaluate international trade policies/plan/project within the contemporary societal and external context, as well as enterprise and business context.

4. Course overview:

The course provides students with the basic theories and practices related to the field of international trade. The nature, characteristics and tendency of international trade activities are analyzed in the course. The course also covers a range of trade theories to analyze why countries engage in international trade. Apart from this, the course considers various trade policy instruments, the consequences of such instruments and the appropriateness of using trade policies for national objectives, along with the relationship between trade policy and political economy; developing countries' issues; and growth. The course also analyzes ASEAN's and the WTO's key trade - related agreements and issues; and investigates the contemporary multilateral trade negotiations and Vietnam's integration into the AFTA and WTO. In the course, a variety of real world examples, exercises and case studies from both developed and developing countries are used for students to implement discussion, critically thinking and solving of international trade issues within the context of the appropriate theories.

5. Course details:

CHAPTER 1: INTRODUCTION

1. What is international trade?
2. What are international trade activities?
 - 2.1. *Trade in goods*
 - 2.2. *Trade in services*
 - 2.3. *International processing*
 - 2.4. *Re-export*
 - 2.5. *Switch trade*
 - 2.6. *On-site imports and exports*

3. Why do nations trade?

CHAPTER 2: INTERNATIONAL TRADE: AN OVERVIEW

1. Who trades with whom?
 - 1.1. *Size matters: the gravity model*
 - 1.2. *Using the gravity model*
 - 1.3. *Impediments to trade*
2. The changing pattern of international trade
 - 2.1. *Volume and growth rate of international trade*
 - 2.2. *What do we trade: changes in trade structure*
3. International trade situation and prospect

CHAPTERS 3: LABOR PRODUCTIVITY AND COMPARATIVE ADVANTAGE: THE RICARDIAN MODEL

1. Comparative advantage theory
 - 1.1. *Concept of comparative advantage*
 - 1.2. *A one-factor economy*
2. Trade in one - factor world
 - 2.1. *Determining the relative price after trade*
 - 2.2. *Gains from trade*
 - 2.3. *Relative wages and trade*
3. Evolvement of the comparative advantage theory
 - 3.1. *Comparative advantage with many goods*
 - 3.2. *Comparative advantage with many nations*

CHAPTER 4: RESOURCES, COMPARATIVE ADVANTAGE AND INCOME DISTRIBUTION

1. A model of two-factor economy
 - 1.1. *Prices and production*
 - 1.2. *Choosing the mix of inputs*
 - 1.3. *Factor prices and good prices*
 - 1.4. *Resources and output*
2. Effects of trade between two-factor economies
 - 2.1. *Relative prices and the pattern of trade*
 - 2.2. *Trade and the distribution of income*
 - 2.3. *Factor – price equalization*
3. The political economy of trade: a preliminary view

4. Empirical evidence on the Heckscher-Ohlin model
 - 4.1. *Tests of the Heckscher – Ohlin model*
 - 4.2. *Implications of the tests*

CHAPTER 5: THE STANDARD TRADE MODEL

1. A standard model of a trading economy
 - 1.1. *Production possibilities and relative supply*
 - 1.2. *Relative Prices and Demand*
 - 1.3. *The welfare effect of changes in the terms of trade*
 - 1.4. *Determining relative prices*
 - 1.5. *Economic growth*
2. International transfers of income
 - 2.1. *Concepts*
 - 2.2. *Effects of international transfer of income*
3. Tariff and export subsidies
 - 3.1. *Relative demand and supply effects of a tariff*
 - 3.2. *Effects of an export subsidy*
 - 3.3. *Implications of terms of trade effects: who gains and who loses?*

CHAPTER 6: ECONOMIES OF SCALE, IMPERFECT COMPETITION AND INTERNATIONAL TRADE

1. Economies of scales and international trade: an overview
 - 1.1. *Types of economics of scales*
 - 1.2. *Economics of scales and market structure*
2. The theory of imperfect competition
 - 2.1. *Monopoly: a brief review*
 - 2.2. *Monopolistic competition and trade*
3. Monopolistic competition and trade
 - 3.1. *The effects of increased market size*
 - 3.2. *Gains from an integrated market*
 - 3.3. *The significance of intra-industry trade*
4. Other modern trade theories
 - 4.1. *Product life cycle theory*
 - 4.2. *New trade theory*
 - 4.3. *National competitive advantage theory*

CHAPTER 7: THE INSTRUMENTS OF TRADE POLICY: TARIFF

1. Concepts and classifications of a tariff
 - 1.1. *Concepts*
 - 1.2. *Classifications*
2. Basic tariff analysis
 - 2.1. *Supply, Demand and Trade in a Single Industry*
 - 2.2. *Effects of a tariff*
3. Costs and Benefits of a tariff in a small country case
 - 3.1. *Consumer and Producer Surplus*
 - 3.2. *Measuring the Costs and Benefits*
4. Costs and Benefits of a tariff in a large country case
 - 4.1. *Consumer and Producer Surplus*
 - 4.2. *Measuring the Costs and Benefits*
5. Effective Rate of Protection

CHAPTER 8: THE INSTRUMENTS OF TRADE POLICIES: NON-TARIFF BARRIERS

1. Import quota
 - 1.1. *Concepts*
 - 1.2. *Costs and Benefits*
2. VER
 - 2.1. *Concepts*
 - 2.2. *Costs and Benefits*
3. Export subsidies
 - 3.1. *Concepts*
 - 3.2. *Costs and Benefits*
4. Trade remedies

CHAPTER 9: POLITICAL ECONOMY OF TRADE POLICY

1. The cases for free trade
 - 1.1. *Static benefits*
 - 1.2. *Dynamic benefits*
2. Arguments against free trade
 - 2.1. *Big country case*
 - 2.2. *Market failures*

CHAPTER 10: TRADE POLICY IN DEVELOPING COUNTRIES

1. Import substituting industrialization

- 1.1. *Infant Industry Argument*

- 1.2. *ISI policies*

- 1.3. *ISI results*

2. Export oriented industrialization

- 2.1. *Trade liberalization*

- 2.2. *EOI policies*

- 2.3. *EOI results*

- 2.4. *Industrial policies*

CHAPTER 11: CONTROVERSIES IN TRADE POLICY

1. Arguments for “activist” trade policies

- 1.1. *Externality or appropriability problem*

- 1.2. *Strategic trade policy with imperfect competition*

2. Arguments concerning trade and people

- 2.1. *Trade and labor*

- 2.2. *Trade and the environment*

- 2.3. *Trade and culture*

CHAPTER 12: WORLD TRADE ORGANIZATION

1. WTO

- 1.1. *WTO overview*

- 1.2. *WTO principles*

2. WTO agreements

- 2.1. *Groups of agreements*

- 2.2. *TBT and SPS*

- 2.3. *Trade remedies*

3. Dispute settlement body of WTO

CHAPTER 13: TRADE IN ASEAN

1. ASEAN and trade facilitation

- 1.1. *CEPT/AFTA*

- 1.2. *ATIGA*

2. Trade facilitation in AEC

- 2.1. *Vietnam's participation*

- 2.2. *Vietnam's commitments*

3. Impacts

6. Textbooks and references

6.1. Required books

1. Krugman, P. R., & Obstfeld, M. (2009). *International economics: theory and policy* (8th ed.). Boston, MA: Addison-Wesley
2. Nguyễn Xuân Thiên (chủ biên). (2011). *Giáo trình Thương mại quốc tế*. NXB Đại học Quốc gia Hà Nội.
3. Markusen, J. et al. (1995). *International trade: theory and evidence*. McGraw-Hill, Inc.

6.2. References

Other useful but not essential international trade references include:

4. Salvatore, Dominick. (2007). *International Economics* (9th edition). New Jersey: J.Wiley.
5. Hoàng Thị Chinh, Nguyễn Phú Tụ, & Nguyễn Hữu Lộc. (2005). *Giáo trình Kinh tế quốc tế*: Nhà Xuất Bản Thống Kê.
6. Đỗ Đức Bình, & Nguyễn Thị Thúy Hồng. (2007). *Giáo trình Kinh tế quốc tế*: Nhà Xuất Bản Giáo dục.
7. IMF. (2008). *World Economic Outlook, October 2008: Financial Stress, Downturns, and Recoveries*: International Monetary Fund.
8. Feenstra, R. C. (2003). *Advanced international trade: theory and evidence*. Princeton, N.J. : Princeton University Press, 2003
9. WTO. *World Trade Report (yearly reports from 2010 to 2012)*.
10. Phạm Bình Mẫn. (1999). *ASEAN's Economic Integration: Opportunities and Challenges for Vietnam*. Harvard University.
11. Website:
 - <http://www.nciec.gov.vn/>
 - www.moit.gov.vn
 - www.wto.org and www.oecd.org
 - www.un.org and www.un.org.vn

7. Teaching methods

7.1. Course Calendar

Wee k	Lecture Topics	Teaching Method (Credit hours)	Tota l	Assessme nt and Grading
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		Lecture	Discussion/ Exercises		
1	• Chapter 1: Introduction	2.5	0.5	3	Dividing up

Week	Lecture Topics	Teaching Method (Credit hours)		Total	Assessment and Grading
		Lecture	Discussion/ Exercises		
	• Chapter 2: International trade: an overview				the class into 4 - 5 groups.
2	• Chapters 3: Labor Productivity and Comparative Advantage: The Ricardian Model	2.5	0.5	3	Assignment
3	• Chapter 4: Resources, Comparative Advantage and Income Distribution • Chapter 5: The Standard Trade model	2.5	0.5	3	Quiz
4	• Chapter 6: Economics of Scale, Imperfect Competition and International Trade	2.5	0.5	3	Presentation
5	• Chapter 7: The instruments of trade policy: Tariff	2.5	0.5	3	Quiz Assignment
6	• Chapter 7: The instruments of trade policy: Tariff (cont.)	2.5	0.5	3	Presentation
7	• Chapter 8: The instruments of trade policies: Non-tariff barriers	0.5	2.5	3	Presentation
8	• Chapter 8: The instruments of trade policies: Non-tariff barriers (cont.) • Mid-term exam	0.5	2.5	3	Mid-term exam
9	• Chapter 9: Political Economy of Trade Policy	2.0	1.0	3	

10	• Chapter 10: Trade Policy in Developing Countries	2.5	0.5	3	Presentation
11	• Chapter 11: Controversies in trade policy	2.5	0.5	3	Presentation
12	• Chapter 12: World Trade	2.5	0.5	3	Quiz

Week	Lecture Topics	Teaching Method (Credit hours)		Total	Assessment and Grading
		Lecture	Discussion/ Exercises		
	Organization				
13	• Chapter 12: World Trade Organization	2.5	0.5	3	
14	• Chapter 13: Trade in ASEAN • Revision	2.5	0.5	3	Presentation
15	• Chapter 13: Trade in ASEAN • Revision	2.5	0.5	3	
	Total	38	7	45	

7.2 Detail studying calendar (week 1 to week 15)

Week 1: Introduction to the course

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 1: Introduction <ul style="list-style-type: none"> - What is international trade? - What are international trade activities? - Why do nations trade? • Chapter 2: International trade: an overview <ul style="list-style-type: none"> - Who trades with whom? - The changing pattern of international trade - International trade situation and prospect 	<ul style="list-style-type: none"> • Reading course syllabus. • Reading [1] Chapter 1 & 2 • Reading [2] Chapter 1 • Reading [3] Chapter 1 	

Discussion/ Presentation	0.5	<ul style="list-style-type: none"> • <u>Topics:</u> <ul style="list-style-type: none"> - World development tendency affecting international trade - Gravity model and international trade. 	<ul style="list-style-type: none"> • Reading [9] 	
Homework		Find data and materials regarding the gravity model following issues from confident sources:		
Assessment/Grading		<i>Class attendance, in-class contribution and discussions</i>		

Week 2: Labor Productivity and Comparative Advantage: The Ricardian Model

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapters 3: Labor Productivity and Comparative Advantage: The Ricardian Model <ul style="list-style-type: none"> - Comparative advantage theory - Trade in one factor world - Evolvement of the comparative advantage theory 	<ul style="list-style-type: none"> • Reading [1] Chapter 3 • Reading [2] Chapter 2 • Reading [4] Chapter 2 	
Discussion/ Presentation/ Exercise	0.5	<ul style="list-style-type: none"> • <u>Exercise:</u> Gravity model • <u>Topic:</u> <ul style="list-style-type: none"> - Impacts of world development tendency on Vietnam's international trade - Explanation of real world trade pattern by applying the comparative advantage theory. 	<ul style="list-style-type: none"> • Search information about assigned topics 	
Homework		<ul style="list-style-type: none"> • Assignment related to Vietnam's RCA 		
Assessment/ Grading		<i>Assignment, class attendance, in-class contribution and discussions</i>		

Week 3: Resources, Comparative Advantage and Income Distribution (Chapter 4) and The Standard Trade model (Chapter 5)

Teaching methods	Credit Hours	Main Contents	Before class	Note

Lecture	2.5	<ul style="list-style-type: none"> • Chapter 4: Resources, Comparative Advantage and Income Distribution <ul style="list-style-type: none"> - A model of two-factor economy - Effects of trade between two-factor economies - The political economy of trade: a preliminary view - Empirical evidence on the H- O model • Chapter 5: The Standard Trade model <ul style="list-style-type: none"> - A standard model of a trading economy - International transfers of income - Tariff and export subsidies 	<ul style="list-style-type: none"> • Reading [1] Chapter 4 • Reading [2] Chapter 3 • Reading [3] Chapter 8 • Reading [4] Chapter 5 • Reading [5] Chapter 3 	
Discussion	0.5	<ul style="list-style-type: none"> • <u>Case study</u>: Has the growth of newly industrializing countries hurt advanced nations. 	<ul style="list-style-type: none"> • Search information about assigned topics 	

		<ul style="list-style-type: none"> • <i>Case study</i>: North – South Trade and Income Inequality 		
Homework		<p>Find data and materials regarding the following issues from confident sources:</p> <ul style="list-style-type: none"> • Automobile trade between US and Japan • Rice trade between Vietnam and Thailand. 	•	
Assessment/Grading		<i>Quiz, class attendance, in-class contribution and discussions.</i>		

Week 4: Economics of Scale, Imperfect Competition and International Trade

Teaching methods	Credit Hours	Main Contents	Before class	Not
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 6: Economics of Scale, Imperfect Competition and International Trade <ul style="list-style-type: none"> - Economies of scales and international trade: an overview - The theory of imperfect competition - Monopolistic competition and trade - Other modern trade theories 	<ul style="list-style-type: none"> • Reading [1] Chapter 6 • Reading [3] Chapter 12 • Reading [4] Chapter 6 	
Discussion/ Exercises	0.5	<ul style="list-style-type: none"> • <i>Topic</i>: Explanation of trade pattern by applying some specific modern trade theories • <i>Case study</i>: Intra-industry trade in action: The North American Auto Pact of 1964 	<ul style="list-style-type: none"> • Search information about assigned topics 	
Homework		Find data and materials regarding Vietnam's tariff structure from confident sources.		
Assessment/ Grading		<i>Presentation, class attendance, in-class contribution and discussions,</i>		

Week 5: The instruments of trade policy: Tariff

Teaching methods	Credit Hours	Main Contents	Before class	No
Lecture	2.5	<ul style="list-style-type: none">• Chapter 7: The instruments of trade policy: Tariff<ul style="list-style-type: none">- Concepts and classifications of a tariff	<ul style="list-style-type: none">• Reading [1] Chapter 8 (pp. 182 – 191)• Reading [2] Chapter 4	

Teaching methods	Credit Hours	Main Contents	Before class	No
		<ul style="list-style-type: none"> - Basic tariff analysis - Costs and Benefits of a tariff in a small country case 	<ul style="list-style-type: none"> • Reading [3] Chapter 15 • Reading [3] Chapter 8 (pp. 245 – 255; 261-269). 	
Discussion/Exercises	0.5	<ul style="list-style-type: none"> • <u>Topic:</u> - Case studies related to tariff of some nations in the world - Compare different types of tariffs 	<ul style="list-style-type: none"> • Search information about assigned topics 	
Homework		<p>Find data and materials regarding the following issues from confident sources:</p> <ul style="list-style-type: none"> • FTAs • Vietnam's participation in FTAs 		
Assessment/Grading		<i>Quiz, assignment, class attendance, in-class contribution and discussions,</i>		

Week 6: The instruments of trade policy: Tariff (cont.)

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 7: The instruments of trade policy: Tariff (cont.) - Costs and Benefits of a tariff in a large country case - Effective Rate of Protection 	<ul style="list-style-type: none"> • Reading [1] Chapter 8 (pp. 182 – 191) • Reading [2] Chapter 4 • Reading [3] Chapter 15 • Reading [3] Chapter 8 (pp. 245 – 255; 261-269). 	
Discussion/Exercises	0.5	<ul style="list-style-type: none"> • <u>Topic:</u> - ERP - Tariff cut and removal in FTAs 	<ul style="list-style-type: none"> • Search information about assigned topics 	

Homework		<p>Find data and materials regarding the following issues from confident sources:</p> <ul style="list-style-type: none"> • US import quota on sugar • Japan' Voluntary Export Restrain in Automobile 	•	
Assessment/Grading		<i>Presentation, class attendance, in- class contribution and discussions.</i>		

Week 7: The instruments of trade policies: Non-tariff barriers

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	0.5	<ul style="list-style-type: none"> • Chapter 8: The instruments of trade policies: Non-tariff barriers <ul style="list-style-type: none"> - Import quota - VER - Export subsidies 	<ul style="list-style-type: none"> • Reading [1] Chapter 8 (pp. 192-200) • Reading [2] Chapter 5 • Reading [3] Chapter 16 (pp. 268 – 290) & Chapter 20 (pp. 341- 371). 	
Discussion/ Exercises	2.5	<ul style="list-style-type: none"> • <i>Case study:</i> An Import Quota in Practice: US Sugar • <i>Case study:</i> A Voluntary Export Restraint in Practice: Japanese Autos 	<ul style="list-style-type: none"> • Search information about assigned topics 	
Homework		<ul style="list-style-type: none"> • Review all materials from Week 1 to Week 7 to prepare for the mid-term exam 		
Assessment/ Grading		<i>Presentation, Class attendance, in-class contribution and discussion.</i>		

Week 8: The instruments of trade policies: Non-tariff barriers (cont.)

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	0.5	<ul style="list-style-type: none"> • Chapter 8: The instruments of trade policies: Non-tariff barriers <ul style="list-style-type: none"> - Trade remedies 	<ul style="list-style-type: none"> • Reading [1] Chapter 8 (pp. 192-200) 	
Discussion/ Exercises	2.5	<ul style="list-style-type: none"> • Mid-term exam + discussion and correction of mid-term exam. 	<ul style="list-style-type: none"> • Review all materials from week 1 to week 7 	
Assessment/Grading		<i>Mid-term exam, class attendance, in-class contribution and discussions, Q&As</i>		

Week 9: Political Economy of Trade Policy

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.0	<ul style="list-style-type: none">• Chapter 9: Political Economy of Trade Policy<ul style="list-style-type: none">- The cases for free trade- Arguments against free trade	<ul style="list-style-type: none">• Reading [1] Chapter 9• Reading [2] Chapter 5	
Discussion/ Exercises	1.0	<ul style="list-style-type: none">• <u>Topics</u>	<ul style="list-style-type: none">• Each group reads	

		<ul style="list-style-type: none"> - Why are global food prices soaring? - Trade in Hormone-Treated Beef - Agricultural Subsidies 	and answers the questions in the assigned case.	
Assessment/Grading		<i>Class attendance, in-class contribution and discussions, Q&As</i>		

Week 10: Trade Policy in Developing Countries

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 10: Trade Policy in Developing Countries <ul style="list-style-type: none"> - Import substituting industrialization - Export oriented industrialization 	<ul style="list-style-type: none"> • Reading [1] Chapter 10 	
Discussion/Exercises	0.5	<ul style="list-style-type: none"> • <u>Topics:</u> <ul style="list-style-type: none"> - Mexico abandons Import substituting industrialization - Export – led growth Strategies of South Korea and Vietnam 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned cases. 	
Assessment/Grading		<i>Presentation, class attendance, in-class contribution and discussions,</i>		

Week 11: Controversies in trade policy

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 11: Controversies in trade policy 	<ul style="list-style-type: none"> • Read [1] Chapter 11 	

Discussion/Exercises	0.5	<ul style="list-style-type: none"> • <u>Topics</u>: - When the chips were up - Bare feet, hot metal and globalization 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned cases. 	
Assessment/Grading		<i>Presentation, Class attendance, in- class contribution and discussions,</i> <i>Q&As;</i>		

Week 12: World Trade Organization

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 12: World Trade Organization - WTO - WTO agreements 	<ul style="list-style-type: none"> • Reading [13] • www.wto.org 	
Discussion/ Exercises	0.5	<ul style="list-style-type: none"> • <u>Topics:</u> - Vietnam's integration in WTO - Disputes in WTO 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned topic. 	
Assessment/ Grading		<i>Quiz, Class attendance ,in-class contribution and discussions, Q&As</i>		

Week 13: World Trade Organization

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 12: World Trade Organization - WTO agreements - Dispute settlement body of WTO 	<ul style="list-style-type: none"> • Reading [13] • www.wto.org 	
Discussion/ Exercises	0.5	<ul style="list-style-type: none"> • <u>Topics:</u> - Vietnam's integration in WTO - Disputes in WTO 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned topic. 	
Assessment/ Grading		<i>Quiz, Class attendance ,in-class contribution and discussions, Q&As</i>		

Week 14: Trade in ASEAN

Teaching methods	Credit Hours	Main Contents	Before class	Note
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Lecture	2.5	<ul style="list-style-type: none"> • Chapter 13: Trade in ASEAN - ASEAN and trade facilitation 	<ul style="list-style-type: none"> • Reading [17] • www.aseansec.org 	
Discussion/ Exercises	0.5	<ul style="list-style-type: none"> • <u>Topic:</u> Trade facilitation measures in ASEAN 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned topic. 	
Assessment/ Grading		<i>Presentation, Class attendance,</i>		

		<i>in-class contribution and discussions, Q&As</i>		
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Week 15: Trade in ASEAN

Teaching methods	Credit Hours	Main Contents	Before class	Note
Lecture	2.5	<ul style="list-style-type: none"> • Chapter 13: Trade in ASEAN - ASEAN and trade facilitation - Vietnam's participation • Revision 	<ul style="list-style-type: none"> • Reading [17] • www.aseansec.org 	
Discussion/ Exercises	0.5	<ul style="list-style-type: none"> • <u>Topic:</u> Trade facilitation measures in ASEAN 	<ul style="list-style-type: none"> • Each group reads and answers the questions in the assigned topic. 	
Assessment/ Grading		<i>Presentation, Class attendance, in-class contribution and discussions, Q&As</i>		

Remark:

- Further essential materials (if any) will be provided during each class.
- Venue for lectures and presentation/discussions: classroom.

8. Course policies and other requirements:

- Students are required to complete and submit all the tasks given by the course instructor(s) in due date.
- The Code of Academic Integrity of the University addresses cheating, fabrication of submitted work, plagiarism, handing in work completed for another course

without the instructor's approval, and other forms of dishonesty. For the first offense, a student who violates the Code of the University will receive 0 points for the assignment. The violation will be reported by the instructor(s) to the Dean's Office and recorded in the student's file. For the second offense, the student will be failed from the course and the reason noted on the student's official transcript.

- Hints for success:
 - Self-learning in this course will significantly decide your success in this course.
 - Consulting instructor if students have any question related to lectures.
 - Keeping pace with changes in the international trade economy by regularly reading magazines, articles and textbook; and visiting websites already specified in references.

9. Examination, assessment and grading

9.1. The objectives and proportion of examinations and other assessments

Form	Characteristics of examination	Objectives	Proportion
<i>Class attendance</i>	Attendance at all sessions is required except in previously arranged cases/emergencies.	- Encourage students to attend the class on-time and frequently.	5%
<i>Quizzes/Assignments/Presentation</i>	Different topics and forms of Quizzes/Assignments/Presentation (i.e. Case study, analyzing issues, reviewing theories, giving recommendations etc.) will be given.	- To encourage students to practice self-study at home - To check students' understanding of the course - To promote students to practice other skills such as writing, problem solving and critical thinking skills.	15%

<i>Mid-term exam</i>	<ul style="list-style-type: none"> - Duration: 60 minutes - Essays - MCQs - Covers all materials from Week 1 to Week 7 	<ul style="list-style-type: none"> - To check students' understanding and application of the course - To check students' progress in the course 	20%
<i>Final Exam</i>	<ul style="list-style-type: none"> - Duration: 90 minutes. 	<ul style="list-style-type: none"> - Check students' knowledge and 	60%

Form	Characteristics of examination	Objectives	Proportion
	<ul style="list-style-type: none"> - MCQs - Covers all elements of the entire course (including the concepts, cases, projects, and its applications). 	applications of international trade	
The total grade for the course will be an average lump sum of individual grades for attendance, homework, quizzes, presentation, midterm exam and final exam.			100%

9.2. Criteria for grading assignments, exams and other forms of assessments

9.2.1. Class Attendance

- Students are required to attend all sessions except for previously arranged circumstances. This includes evidence of thorough prior preparation for the class such as reading course materials and doing assignments if any.
- Students absent from the class up to 5 times will result in Grade 0 for class attendance.

9.2.2. Quizzes

- There are in-lecture quizzes that will last for around 15 minutes.
- Quizzes are designed in form of multiple choice questions.
- There will be no makeup quizzes. Failure to participate in quizzes will result in Grade 0.

9.2.3. Assignments

- Students are required to complete and submit assignments which will be delivered in the class about one week before the submission date.
- Assignment might be in the forms of individual or teamwork problem solving depending on each lecture topic.
- The criteria for assessing the assignments are (but not limited to):
 - ⇒ The ideas and arguments are relevant and answer all questions raised: 60%.
 - ⇒ Organization of ideas and arguments are clear and logic with controlling and supporting ideas: 20%
 - ⇒ Presentation in an appropriate format and professional appearance with citation and no plagiarism: 20%.
- The solution for each assignment must be typed written.
- No late submission is accepted.
- Failure to submit an assignment will result in Grade 0 for that assignment.

9.2.4. Group case presentation

- Each assigned group will present their opinions for one of the cases as assigned.
- Presentations should be 15-20 minutes maximum.
- The criteria for assessing the group case presentations are (but not limit to):
 - ⇒ Organization: 20%

📄 Content: 50%

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- ⇒ Delivery, projection, non-verbal languages and pronunciation: 10%
- ⇒ Teamwork: 10%
- ⇒ Slides: 10%

9.2.5. *Mid-term exam*

- The mid-term exam will be administered in Week 8 and examine all the materials covered from Chapters 1 to Chapter 7.
- Failure to participate the mid-term exam will result in Grade 0.

9.2.6. *Final exam*

- The final exam covers the entire course (including the material covered before the mid - term exam).
- The date is fixed by the Department of Academic Affairs and informed to students in due course.

Lecturer

**Head of
Department**

Dean

Approved

COURSE INFORMATION

1. Course code: INE 3001-E
2. Course name: International Trade
3. Teaching language: English
4. Number of credits: 3
5. Instructor name: Nguyen Xuan Dong (PhD), Dam Thi Phuong Thao (MA)
6. Course objectives:

International trade knowledge and reasoning: Upon the completion of this course, students are expected to be able to achieve the following attitudes at the levels of proficiency between 2 (to be able to understand and apply) 3 (to be able to analyze and evaluate):

- Demonstrate an in-depth knowledge of the trade theories, ranging from classical to modern theories, to explain trade flows and the gains from trade.
- Provide a thorough view of the different types of instruments of trade policy, and their distributional and welfare implications.
- Demonstrate an understanding about the role of trade in the economic development; and the ability to apply relevant concepts and analytical tools to interpret major international trade and policy events and evaluate their implications.
- Describe and understand the political economy of international trade policy and the practices of trade policies in both developed and developing countries.
- Evaluate the role of ASEAN and the WTO in international trade and contemporary trade issues that ASEAN and the WTO members are pursuing to address. Also, the students are required to understand and analyze the Vietnam's integration into these organizations.

Personal and professional skills and attributes: Students are required to build up personal and professional skills during and after the course between the levels of proficiency 2 (to be able to understand and apply) and 3 (to be able to analyze and evaluate). Specifically, successfully completing this course will contribute to the recognition of students' attainment of the following graduate attributes:

- Reasoning and solving international trade issues: this includes identifying, framing and generalizing international trade issues; analyzing the current trade policy issues/problems qualitatively and with uncertainty; and solving the problems by recommending and giving solutions.
- Researching and discovering international trade knowledge through surveying both print and electronic literature; searching, collecting, analyzing and handling/processing the international trade data.

- Thinking systematically: thinking holistically and critically; and finding international trade problems/issues and their interactions.
- Students are encouraged to develop personal skills and attitudes such as perseverance, responsibility, flexibility, self-confidence, diligence, enthusiasm and passion for career, creative and critical thinking, self-esteem, awareness of one's personal knowledge-skills-and-attitudes, time and resource management, learning and self-learning, self-management and a fluent use of Microsoft Word (in submitting homework and projects) and Microsoft PowerPoint (in the form of case study and project presentation).
- Students fostered and developed professional skills and attitudes including professional ethics; task organization and arrangement; awareness & catch up with modern world's economy; ability to work independently; self-confidence in international working environment; and ability to develop and promote personal & career.

Interpersonal skills: Students are required to build up interpersonal skills between the levels of proficiency 2 (to be able to understand and apply) and 3 (to be able to analyze and evaluate) to prepare themselves for learning and working in a modern team-based environment.

- The willingness to work in team, and to consider and embrace various viewpoints.
- The ability to interact effectively with others in order to work towards a common outcome in group discussions and presentation.
- The ability to communicate in English.
- The ability to make efficient oral presentation, including preparing presentation and supporting media with appropriate language, style, timing and nonverbal communications.
- The ability to write international trade report in English.

Ability to apply international trade knowledge into practice: The students are required to build up their ability to apply the international trade knowledge into practice with the proficiency between 1 (to be able to recall) and 2 (to be able to understand and apply). This ability will be incorporated into case studies, group presentation, group discussion and assignments, through which students are able to conceive international trade ideas; and design, implement and evaluate international trade policies/plan/project within the contemporary societal and external context, as well as enterprise and business context.

7. Course overview:

The course provides students with the basic theories and practices related to the field of international trade. The nature, characteristics and tendency of international trade activities are analyzed in the course. The course also covers a range of trade theories to analyze why countries engage in international trade. Apart from this, the course considers various trade policy instruments, the consequences of such instruments and the appropriateness of using trade policies for national objectives, along with the relationship between trade policy and political economy; developing countries' issues; and growth.

The course also analyzes ASEAN's and the WTO's key trade - related agreements and issues; and investigates the contemporary multilateral trade negotiations and Vietnam's integration into the AFTA and WTO. In the course, a variety of real world examples, exercises and case studies from both developed and developing countries are used for students to implement discussion, critically thinking and solving of international trade issues within the context of the appropriate theories.

8. Credit hours per week: 3

9. Teaching method: Lecture, Discussion/Exercises.

10. Assessment method: Grading for Class attendance, In-class contribution (discussions, Q&A, argument etc.), Assignment, Quizzes, Mid-term Exams, Presentation and Final exam.

11. Required book:

- Krugman, P. R., & Obstfeld, M. (2009). *International economics: theory and policy* (8th ed.). Boston, MA: Addison-Wesley
- Nguyễn Xuân Thiên (chủ biên). (2011). *Giáo trình Thương mại quốc tế*. NXB Đại học Quốc gia Hà Nội.
- Markusen, J. et al. (1995). *International trade: theory and evidence*. McGraw-Hill, Inc.

12. Prerequisite: Macroeconomics 1

13. Contact: Nguyen Anh Thu. Cellphone: (84) 904 655 168

Email: thuna@vnu.edu.vn

14. Program: International Standard Program

DEAN OF FACULTY

HEAD OF DEPARTMENT

Appendix

Appendix 1

Instructor(s) will use the 4 scales (1: to be able to recall; 2: to be able to understand and apply; 3: to be able to reason; and 4: to be able to create) – in equal with the 6 scales of Bloom's taxonomy – given in the below Table to assess the level of proficiency of the students regarding to their achievement of the expected learning outcomes thorough the course. Students can also use these 4 scales to assess themselves the level of proficiency of the expected learning outcomes stated below.

Student's Level of proficiency	Bloom's Taxonomy	Key verbs to recognize the ability of students after the course (level of proficiency)
<i>Level 1</i> (To be able to recall)	<i>Level 1:</i> (Remembering)	Memorizing; naming; recognizing; gathering data; observing; showing; recording; locating; identifying; recalling; telling; uncovering; listing; repeating; defining; explaining; investigating; pointing to; retrieving prior knowledge
<i>Level 2</i> (To be able to understand and apply)	<i>Level 2 & 3:</i> (Understanding and applying)	<i>Understanding:</i> classifying; demonstrating; grouping; illustrating / exemplifying; rearranging; reordering; summarizing; inferring; relating; experimenting <i>Applying:</i> modeling; diagramming; performing; reporting; ordering; operating; executing / carrying out; using / implementing acquired data in new situations
<i>Level 3:</i> (To be able to reason)	<i>Level 4 & 5:</i> (Analyzing and evaluating)	<i>Analyzing:</i> comparing; attributing; discussing; contrasting; organizing; investigating; taking a part; deconstructing; focusing / selecting; solving; differentiating relevancy <i>Evaluating:</i> interpreting; critiquing; valuing; justifying; proving; deciding; monitoring; judging; rating; assessing; appraising
<i>Level 4:</i> (To be able to create)	<i>Level 6:</i> (Creating)	Imagining / generating / hypothesizing; designing / planning; inventing / producing / constructing; adapting / changing; improving / predicting; extending; developing; building; compiling

Appendix 2

Criteria for grading assignments, exams and other forms of assessments

- Criteria 1: Identifying exactly the problem need to be solve
- Criteria 2: Precise and persuasive arguments, successful solving problems, and good ability of thinking and reasoning
- Criteria 3: Using the method and materials that are provided by instructors
- Criteria 4: Reasonable structure, good presentation, clearwriting, reasonable references with specific origin, 03 – 04 page length in A4 paper size.

Grading scale will base on these 4 criteria:

Grade	Criteri a
9 – 10	- Meet all 4 criteria
7 – 8	- Meet criteria 1 and criteria 2 - Criteria 3: use materials but not enough, still lack of insight and comment. - Criteria 4: Still have some small mistakes.
5 – 6	- Meet criteria 1 - Criteria 2: arguments are not highly precise and persuasive; problem has not been fully solved. - Criteria 3, 4: Still have some small mistakes.
Under 5	- Do not meet any of 4 criteria.