



Course Syllabus Principles of Imports IBUS 1302

Semester with Course Reference Number (CRN)	79884
Instructor contact information (phone number and email address)	Michael Yaman 713-718-5873 michael.yaman@hccs.edu
Office Location and Hours	By appointment
Course Location/Times	Spring Branch Campus, Room 216 Meeting Thursdays between 6:30PM
Course Semester Credit Hours (SCH) (lecture, lab) if applicable	Credit Hours: 3 Lecture Hours: 3 Laboratory Hours: External Hours:
Total Course Contact Hours	48.00
Course Length (number of weeks)	
Type of Instruction	
Course Description:	The practices and processes of import management operations, including government controls. Skill development in the preparation and understanding of import documents such as customs invoices, packing lists, and commercial invoices.
Course Prerequisite(s)	FREQUENT REQUISITES <ul style="list-style-type: none">• MATH 0306 (Basic Math Pre-Algebra)• GUST 0342 (9th -11th Grade Reading)

- ENGL 0300 or 0347

**Academic
Discipline/CTE
Program Learning
Outcomes**

1. Identify global issues and trends.
2. Examine legal issues and proper documentation necessary for international trade.
3. Analyze various sources of international business research.
4. Demonstrate knowledge of global and world geography.

**Course Student
Learning
Outcomes (SLO):
4 to 7**

1. Understand basic import/export transactions in greater depth.
2. Understand how real world exporting and importing problems are solved
3. Understand the whole process a prospective trader will utilize from start to finish
4. Understand Letter of Credit transactions and other financing transactions including foreign exchange and commodity markets.
5. Identify quality control measurements for international suppliers
6. Understand barriers to trade.
7. Understand insurance for goods in transit.
8. Understand human factors and cross-cultural interactions in international trade.
9. Understand major world trading blocs and trade agreements and how they affect sales contracts.
10. Understanding international trade arbitration.

**Learning
Objectives
(Numbering
system should be
linked to SLO -
e.g., 1.1, 1.2, 1.3,
etc.)**

Understand basic import/export transactions in greater depth.
Understand how real world exporting and importing problems are solved
Understand the whole process a prospective trader will utilize from start to finish
Understand Letter of Credit transactions and other financing transactions including foreign exchange and commodity markets.
Identify quality control measurements for international suppliers
Understand barriers to trade.
Understand insurance for goods in transit.
Understand human factors and cross-cultural interactions in international trade.
Understand major world trading blocs and trade agreements and how they affect sales contracts.
Understanding international trade arbitration.

**SCANS and/or
Core Curriculum
Competencies: If
applicable**

SCANS
Understand basic import/export transactions in greater depth.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand how real world exporting and importing problems are solved
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand the whole process a prospective trader will utilize from start to finish
 Foundation Skills - Basic -Reading

Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand Letter of Credit transactions and other financing transactions including foreign exchange and commodity markets.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Identify quality control measurements for international suppliers
Understand barriers to trade.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand insurance for goods in transit.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand human factors and cross-cultural interactions in international trade.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understand major world trading blocs and trade agreements and how they affect sales contracts.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking
Understanding international trade arbitration.
 Foundation Skills - Basic -Reading
 Foundation Skills - Basic -Writing
 Foundation Skills - Basic -Mathematics
 Foundation Skills - Basic -Listening
 Foundation Skills - Basic -Speaking

Instructional Methods

Web-enhanced (49% or less)
 Hybrid (50% or more)
 Distance (100%)
 Face to Face

Student Assignments

Understand basic import/export transactions in greater depth.
 No assignments selected for this outcome
Understand how real world exporting and importing problems are solved
 No assignments selected for this outcome
Understand the whole process a prospective trader will utilize from start to

finish

No assignments selected for this outcome

Understand Letter of Credit transactions and other financing transactions including foreign exchange and commodity markets.

No assignments selected for this outcome

Identify quality control measurements for international suppliers

No assignments selected for this outcome

Understand barriers to trade.

No assignments selected for this outcome

Understand insurance for goods in transit.

No assignments selected for this outcome

Understand human factors and cross-cultural interactions in international trade.

No assignments selected for this outcome

Understand major world trading blocs and trade agreements and how they affect sales contracts.

No assignments selected for this outcome

Understanding international trade arbitration.

No assignments selected for this outcome

Student Assessment(s)

Students will be assessed with 3 tests and a final exam which will be administered in classroom. There will be assignments posted on Eagle Online where students are expected to complete in a timely manner. Students online and classroom participation will be assessed as well.

Instructor's Requirements

Attendance and participation is required for all meetings. No make up exam is scheduled, therefore each exam carries an important weight towards course grade. Any make up exception requires receiving a writing approval from the instructor before the classroom meeting of that day.

Program/Discipline Requirements: If applicable

HCC Grading Scale:	A = 100- 90	4 points per semester hour
	B = 89 - 80:	3 points per semester hour
	C = 79 - 70:	2 points per semester hour
	D = 69 - 60:	1 point per semester hour
	59 and below = F	0 points per semester hour
	FX (Failure due to non-attendance)	0 points per semester hour
	IP (In Progress)	0 points per semester hour
	W (Withdrawn)	0 points per semester hour
	I (Incomplete)	0 points per semester hour
	AUD (Audit)	0 points per semester hour

IP (In Progress) is given only in certain developmental courses. The student must re-enroll to receive credit. COM (Completed) is given in non-credit and continuing education courses. To compute grade point average (GPA), divide the total grade points by the total number of semester hours attempted. The grades "IP," "COM" and "I" do not affect GPA.

See "Health Science Program/Discipline Requirements" for grading scale.

Instructor Grading Criteria	Test 1	15%
	Test 2	15%
	Test 3	15%
	Final Exam	15%
	Participation	15%
	Case Study	15%
	Assignments	10%

**Instructional
Materials** Smith, Howdy Duty-Insider's Guide, Boskege Commerce Publishers, Third
Edition. ISBN: 1-893495-36-1

HCC Policy Statement:

**Access Student
Services Policies
on their Web site:** <http://hccs.edu/student-rights>

EGLS3 -- Evaluation for Greater Learning Student Survey System

At Houston Community College, professors believe that thoughtful student feedback is necessary to improve teaching and learning. During a designated time near the end of the term, you will be asked to answer a short online survey of research-based questions related to instruction. The anonymous results of the survey will be made available to your professors and department chairs for continual improvement of instruction. Look for the survey as part of the Houston Community College Student System online near the end of the term.

Distance Education and/or Continuing Education Policies

**Access DE
Policies on their
Web site:** http://de.hccs.edu/Distance_Ed/DE_Home/faculty_resources/PDFs/DE_Syllabus.pdf

**Access CE
Policies on their
Web site:** <http://hccs.edu/CE-student-guidelines>