

ABUS350: International Agricultural Business Practices

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| Instructor: | Dr. Baohui Song |
| Office location: | PLMS 229 |
| Telephone: | (530) 898-3056 |
| E-mail: | abus350@live.com |
| Office hours: | MW 9:30-12:00 or by appointment. |
| Class days and times: | 9:30AM-10:45PM |
| Classroom: | PLMS 312 |
| Prerequisites: | ABUS 101 or ECON 103 |

I. Textbook and Readings

Textbook is not required for this class. All the PowerPoint slides and reading materials will be posted in WebCT.

II. Special Notes

- i. Please use abus350@live.com for communication with me in this class. In addition, please use proper subject when you send me an email, for example “Homework Question”, “Quiz Grade Inquiry”, “Absence”,
- ii. Please check our class website (WebCT) the day before class day regularly, some homework due reminder or quiz announcement will be posted on WebCT.
- iii. Please print the PowerPoint slides by yourself and bring it to class.
- iv. Read all the homework, research project or other instructions carefully before you work on them. If you don't understand the question, please ask. DO NOT make your own assumptions.
- v. DO NOT CHEAT IN ANY FORMAT.

III. Course Description and Goals

The goal of this course is to expose students to the basic facts and some theories of international trade. Focusing on U.S.-China agricultural trade, this course will also introduce international trade terms (INCOTERM 2000), international transportation and shipping document (Bill of Lading), marine insurance for international trade, international negotiation and sales contract, international payment (Bill of Exchange), and letter of credit (L/C), as well as the operational procedures of agricultural international trade.

Specific Learning Objectives include:

- (1) to help students understand the difference between domestic trade and international trade and the challenges of doing international business;
- (2) to familiarize students with some commonly used policy tools in international trade;
- (3) to introduce business procedures used in agricultural international trade;
- (4) to help students understand the trade terms [INCOTERMS2000];
- (5) to simulate the sale of a California-grown commodity from the farm gate to the export market outlet.

IV. Academic Grading

There will be 500 total points possible. Students will be graded on the basis of homework (100 points, 20%), quizzes (90 points, 18%), project (70 points, 14%), attendance—(40 points, 8%) and two exams: one midterm and the final (200 points, 40%). Your final letter grades will be given based on the following table:

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|--------------|--------------|
| 93% - 100% A | 73% - 76% C |
| 90% - 92% A- | 70% - 72% C- |
| 87% - 89% B+ | 65% - 69% D+ |
| 83% - 86% B | 60% - 64% D |
| 80% - 82% B- | 0% - 59% F |
| 77% - 79% C+ | |

V. Course Administration

A. Course Organization

This course will use lectures, class discussions, handouts, study assignments, and student group projects to explore international agricultural business practices and related issues.

B. Late Graded Item Policy

It is the policy of this class to **NOT ACCEPT** late graded items of any type. Excused lateness (i.e. jury duty, previous university commitment, field trip for other classes, serious sickness, etc.) for a graded item requires written notice (**See V. F**) personally delivered to the instructor well **in advance** of the scheduled due date. Failure to notify the instructor of an impending absence in advance will result in an at least 50% deduction of the graded points.

C. Homework (100 Points, 20%)

There will be 5 homework assignments for this class with 20 points each. Total points are 100. These assignments allow students to demonstrate their knowledge and understanding of the topics covered in class. Assignments due dates will be clearly specified on the assignment sheet. All homework assignments will be posted on WebCT Vista; hardcopies of homework **WILL**

NOT be handed out in class. Students are expected to finish their homework individually. Any copies either whole or part of other students' homework will result in ZERO point for that homework.

D. In-Class Quiz (90 Points, 18%)

There will be 7 quizzes for this class with 15 points each. The lowest quiz will be dropped when calculate your final points on quizzes. There for the total points for in-class quiz will be 90 points. All quizzes will be UNANNOUNCED QUIZZES, some may be given in the beginning of the class, and some may be given at the end of the class. Make-up quiz will be given only for those who have an excused absence (see III C above) and have told the instructor in advance.

IF YOU MISS QUIZZES BECAUSE OF THE EXCUSED ABSENCE (SEE V. B), AND WITH THE ABSENCE NOTE (SEE V. E) IN ADVANCE, YOU WILL HAVE A CHANCE TO MAKE UP THE QUIZZES.

E. Student Group Project (70 Points, 14%)

Student will do a group project with 70 points. Detailed instruction will be given separately.

F. Attendance (40 Points, 8%)

There will be 40 points for class attendance. If you miss one class, you will lose 8 points. If you have any **excused absence** (see V. B), you must notify your instructor in advance and fill an Excused Absence Note (available from your instructor). Otherwise you will lose 8 points, too. You can use up to 3 excused absence notes for the whole semester. The total points you can lose is 40. **IF YOU MISS CLASS 8 TIMES INCLUDING EXCUSED ABSENCES, YOU WILL FAIL THIS CLASS AUTOMATICALLY.**

| | |
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| Excused Absence Note | |
| Name: _____ | Date of Missing Class: _____ |
| For Course, ABUS350 | |
| Reason: | |
| Student Signature: _____ | |
| Submitting Date: ____ | |

G. Examinations (200 Points, 40%)

There will be two examinations during the semester. Each examination is worth 100 points. Materials covered in lectures, exercise, quizzes will be fair game for each examination. Exam questions will be computer based and will have similar format at in-class exercises and quizzes. **The final examination is comprehensive.** Accommodations will be made for make-up examinations **ONLY FOR** an excused absence (see V. B). The tentative dates for all examinations (including the final) are listed at the end of this syllabus. The time and date for the final examination **WILL NOT** be changed to accommodate personal situations.

H. Expected Student Behavior in the Classroom

- i.* All students are expected to attend each class, show up on time, and finish all the exercises in time;
- ii.* Every student has the right and privilege to learn in the class, free from harassment and disruption. Inappropriate or disruptive behavior will not be tolerated, nor will lewd or foul language;
- iii.* All class participants are expected to exhibit respectful behavior to other students and the instructor. Students may not read other materials (newspapers, magazines) during class nor should they carry on personal discussions with their peers during lectures, presentations, etc.
- iv.* Students are expected to turn off all pagers, cell phones and other electronic devices during class time. **NO TEXT MASSAGING IN THE CLASS!!!**
- v.* The class follows the standard set in the *Code of Students Rights and Responsibilities (EM 96-38)* and students are subject to disciplinary action for violation of that code.

I. Additional Instruction

Your understanding of this course's material is my primary goal for this class. Please do not hesitate to use my office hours for help. If I am working with my door open at times other than office hours, feel free to ask for help. You may also e-mail me to set up an appointment.

J. University Policies and Campus Resources

***i.* Dropping and Adding**

You are responsible for understanding the policies and procedures about add/drops, academic renewal, etc. found <http://www.csuchico.edu/catalog/>. You should be aware of the new deadlines and penalties for adding and dropping classes.

ii. Academic Integrity

Students are expected to be familiar with the University's Academic Integrity Policy. Your own commitment to learning, as evidenced by your enrollment at California State University, Chico, and the University's Academic Integrity Policy requires you to be honest in all your academic course work. Faculty members are required to report all infractions to the Office of Student Judicial Affairs. The policy on academic integrity and other resources related to student conduct can be found at: <http://www.csuchico.edu/sjd/integrity.shtml>.

iii. Campus Policy in Compliance with the American Disabilities Act

If you need course adaptations or accommodations because of a disability, or if you need to make special arrangements in case the building must be evacuated, please make an appointment with me as soon as possible, or see me during office hours. Students with disabilities requesting accommodations must register with the DSS Office (Disability Support Services) to establish a record of their disability.

Special accommodations for exams require ample notice to the testing office and must be submitted to the instructor well in advance of the exam date.

iv. Student Services

Student services are designed to assist students in the development of their full academic potential and to motivate them to become self-directed learners. Students can find support for services such as skills assessment, individual or group tutorials, subject advising, learning assistance, summer academic preparation and basic skills development. Student services information can be found at: <http://www.csuchico.edu/current-students>.

v. Disability Services

If you need course adaptations or accommodations because of a disability or chronic illness, or if you need to make special arrangements in case the building must be evacuated, please make an appointment with me as soon as possible, or see me during office hours. Please also contact Disability Support Services (DSS) as they are the designated department responsible for approving and coordinating reasonable accommodations and services for students with disabilities. DSS will help you understand your rights and responsibilities under the Americans with Disabilities Act and provide you further assistance with requesting and arranging accommodations. The Disability Support Services website is <http://www.csuchico.edu/dss>.

vi. Student Learning Center

The mission of the Student Learning Center (SLC) is to provide services that will assist CSU, Chico students to become independent learners. The SLC prepares and supports students in their college course work by offering a variety of programs and resources to meet student needs. The SLC facilitates the academic transition and retention of students from high schools and community colleges by providing study strategy information, content subject tutoring, and supplemental instruction. The SLC is online at <http://www.csuchico.edu/slc>. The University Writing Center has been combined with the Student Learning Center.

VI. COURSE OUTLINE AND CONTENT
COURSE COVERAGE OUTLINE

Part I: Outlook of U.S. and CA's agricultural international trade practices

Part II: International Trade Terms (INCOTERM2000)

Part III: International Transportation and Shipping Document (Bill of Lading)

Part IV: Marine Insurance for International Trade

Part V: International Negotiation and Sales Contract

Part VI: International Payment (Bill of Exchange/Draft)

Part VII: Letter of Credit (L/C)

Part VIII: Procedures of International Agricultural Business Practices

Examination Dates:

Midterm: March 15, 2012, Thursday, class time.

Final: TBA