

## Department of International Trade

### 1. Educational Goal

Department of International Trade aims to foster the following resources :

- Creative international trade experts & international commerce experts equipped with specialized knowledge and adaptation ability, based on Christianity, amongst the rapid changes in world-wide economic and corporate environments.
- Specialized researchers for academic development of international trade study.

### 2. Educational Objective

- ① Foster resources contributable to development of international trade study .
- ② Foster international trade experts required by enterprises for the area of international economy, international business, and trade practices.
- ③ Foster employable international commerce experts for central and local governments.
- ④ Foster international business professionals who are adaptable to foreign environments based on good language skills and comprehensive understanding of foreign cultures.

### 3. List of Full-time Faculty

Name	Position	Degree(University)	Field of Instruction	Area of Research
<b>Shin, Han-Dong</b>	Professor	Ph.D in Economics(Kon Kuk Univ.)	International Trade	Commercial Arbitration
<b>Choi, Jang-woo</b>	Professor	Ph.D in Business(Changwon Univ.)	International Trade	Electronic Commerce
<b>Lee, Je-Hyun</b>	Professor	Ph.D in Business(Sogang Univ.)	International Trade	International Logistics
<b>Eun, Woong</b>	Professor	Professor Ph.D in Economics (Utah Univ.)	International Trade	International Trade and Environments
<b>Chung, Jae-Wan</b>	Professor	Ph.D in Business(Sogang Univ.)	International Trade	International Business and Trade Practice

### 4. Course Description

#### · IT601 e-Trade 3 credits

The internet has played a key role in international trade. It has become the infrastructure of choice in electronic trade. The electronic trade raises some

new legal issues for international trade which modify existing international trade practices. This course is to understand Korean electronic law and international electronic law, as well as new electronic trade practices.

- **IT602 Global e-Commerce 3 credits**

This subject aims to understand the basic concepts of overseas marketing and to study the practical techniques for establishing the overseas marketing strategy using the internet as a study tool.

- **IT603 Overseas Market 3 credits**

To establish a systematic overseas marketing plan, the firm is necessary to have an ability to gather and analyse overseas market information which affects on decision making on the choice of exporting item and target market. This subject aims to acquire the detailed techniques for gathering on-off market information and students will prepare a report on an overseas market survey with the analysis of the information.

- **IT604 Research Methodology 3 credits**

This course deals with international logistics and the international logistics system. International means that it will deal with transactions involving individuals or firms in more than one nation. Logistics means the organized movement of goods, services, and sometimes, people.

- **IT605 Theory of Customs duties 3 credits**

The customs law are set of statutory and regulatory provisions relating to the importation and other customs destinations of goods, the enforcement of which is specifically charged to Customs, and any regulation made by Customs under its statutory power. This course explores how FTA and Customs Law are related to each other and how they affect to national trade.

- **IT606 Financial Management I 3 credits**

This course deals with topics on analyzing and evaluating business pursuits/activities by recording capital circulation processes. In a globalized society, open and above board management with mutual proceeding determination is the basis of the viability of enterprises. Accounting knowledge/skill is the basic of business pursuits and all decision making in businesses today. Course contents include topics on business pursuits, decision makings, the bookkeeping process, and analyzing income/outcome statements options and charts.

- **IT607 Trade Insurance 3 credits**

International trade transactions relate to the exportation of goods or services from one country to another, which is the importing country. International transactions pose more much risk than domestic transaction. This course will deal with export insurance and marine insurance.

· **IT608 Overseas Marketing Strategy 3 credits**

This subject aims to study economic and trade situations, market characteristics, culture, and trade customs of Korea's main trading countries in the Asian area such as China, India, Japan, ASEAN etc. to respond the necessity of market researches and specialized human resources in the process of seeking firm's globalization strategy and new exporting market.

· **IT609 International Transaction Law 3 credits**

The teaching goal of this course is to provide students with the theoretical and practical background in making international contracts in order to understand the principles and structures of business activities in the emerging borderless market environment. This lecture will help students to claim and protect their rights to international business with an understanding of both actual profit as well as principles of law.

· **IT610 Theory of International Trade Environment 3 credits**

This course examines theories of international trade in goods and services, as well as international flows of labor and capital, and analyzes trade policies.

· **IT611 Electronic Trade Law 3 credits**

The internet has played a key role in international trade. It has become the infrastructure of choice in electronic trade. The electronic trade raises some new legal issues for international trade and which modify existing international trade practices. This course is to understand Korean electronic law and international electronic law, new electronic trade practices.

· **IT612 Logistics 3 credits**

This course deals with international logistics and the international logistics system. International means that it will deal with transactions involving individuals or firms in more than one nation. Logistics means the organized movement of goods, services, and sometimes, people. IT613 International Business Negotiation 3 credits

To establish a systematic overseas marketing plan, the firm is necessary to have an ability to gather and analyse overseas market information which affects decision making on the choice of exporting item and target market. This subject aims to acquire the detailed techniques for gathering on-off market information

and students will prepare a report on an overseas market survey with the analysis of the information.

- **IT614 Trade Policy 3 credits**

This course explores theories of international trade, foreign direct investment and outsourcing. Students will address the questions of why countries trade, what they trade, how and if they benefit from trade, and whether some groups in society can lose from trade. Students will also study the various instruments of trade policy (tariffs, quotas, anti-dumping and countervailing duties etc.), impact of economic policy to trade, and the principles of the WTO.

- **IT615 Trade Payments 3 credits**

This course deals with remittance basis, documentary collection, letter of credit, forfeiting, factoring related with international trade. Study in UCP and eUCP is required.

- **IT616 Special Studies in International Trade Cases 3 credits**

This course deals with international logistics and the international logistics system. International means that it will deal with transactions involving individuals or firms in more than one nation. Logistics means the organized movement of goods, services, and sometimes, people.

- **IT617 Law of International Trade 3 credits**

This is a pragmatic and professional course for all majors on international trade. Accordingly, many students are strongly encouraged to participate and enjoy speaking and conversation and making an appointment with foreigner because this lecture is given in English.

- **IT618 International Trade Dispute & SDR 3 credits**

International trade disputes are difficult to settle because of nations using their different laws and different languages individually. As commercial transactions between the nations grow more complex, it becomes increasingly important to resolve disputes and conflicts as quickly, efficiently, and formatively as possible. This course, therefore, helps students to understand how they can prevent or resolve their conflicts and disputes compared with juridical litigation and beneficial commercial arbitration system.

- **IT701 Study on Global e-Commerce 3 credits**

This subject aims to understand the basic concept of overseas marketing and to study the practical techniques for establishing the overseas marketing strategy using the internet as a study tool.

- **IT702 Study on Overseas Market 3 credits**

This subject aims to study on economic and trade situations, market characteristics, culture, and trade customs of European countries including European Union which are one of our main trading partners to respond the necessity of market researches and specialized human resources in the process of seeking firm's globalization strategy and new exporting market.

- **IT703 Study on the International Trade Environment 3 credits**

This course examines theories of international trade in goods and services, as well as international flows of labor and capital, and analyzes trade policies.

- **IT704 International Business Ethics 3 credits**

To be a successful in trade negotiations with an overseas buyer, it is very important to understand the backgrounds and characteristics of other countries' language, history, nationality, commercial customs and culture etc.. This subject aims to understand the basic concept and logics behind international business negotiations and to study the application know-hows for establishing a negotiating strategy and applying it to trade negotiation.

- **IT705 Research Method II 3 credits**

This subject aims to study economic and trade situations, market characteristics, culture, and trade customs of European countries including the European Union one of Korea's main trading partners, to respond to the necessity of market researches and specialized human resources in the process of seeking a firm's globalization strategy and new exporting market.

- **IT706 Financial Management II 3 credits**

This course deal with topics on analyzing and evaluating business pursuits/activities by recording capital circulation processes. In a globalized society, open and above board management with mutual proceeding determination is the basis of the viability of enterprises. Accounting knowledge/skill is the basic of business pursuits and all decision making in businesses today. Course contents includes the topics on business pursuits, decision makings, the bookkeeping process, and analyzing income/outcome statements options and charts.

- **IT707 Study on Global e-Marketing 3 credits**

This subject aims to study economic and trade situations, market characteristics, culture, and trade customs of North American countries(USA, Canada, Mexico) which have been acting as test markets for Korean products

and the traditional exporting market to respond to the necessity of market research and specialized human resources in the process of seeking a firm's globalization strategy and new exporting market.

- **IT708 Study on the Customs Law 3 credits**

For importers, the process of estimating the value of a product at customs presents problems that can be just as serious as the actual duty rate charged. Thus, this course explores how to determine the value or price of imported goods to avoid future problems.

- **IT709 Case Studies in International Trade 3 credits**

This course deals with remittance basis, documentary collection, letter of credit, forfeiting, and factoring related with international trade. Study in UCP and eUCP is required.

- **IT710 Case Studies in Electronic Trade Law 3 credits**

This course will deal with the trade accounting and tax and learn how to deal with the patent of export products. The purpose of this course shall be to encourage, protect and utilize inventions, thereby improving and developing technology, and to contribute to the development of industry and accounting information include owners of business, creditors that have loaned money of the entity, labor unions, and taxing authorities.

- **IT711 Seminar on Trade Insurance 3 credits**

International trade transactions relate to the exportation of goods or services from one country to another, which is the importing country. The international transactions pose more much risk than domestic transaction. This course will deal with export insurance and marine insurance.

- **IT713 Global SCM Strategy 3 credits**

This subject aims to study economic and trade situations, market characteristics, culture, and trade customs of European countries including European Union, one of Korea's main trading partners, to respond to the necessity of market research and specialized human resources in the process of seeking a firm's globalization strategy and new exporting market.

- **IT714 Study on The International Contract Practice 3 credits**

The teaching goal of this course is to provide students with the theoretical and practical background in making international contracts in order to understand the principles and structures of business activities in the emerging borderless market environment. This lecture will help students to claim and protect their

rights to international business with an understanding of both actual profit as well as principle of law.

· **IT715 Study on the International Commercial Practice 3 credits**

To become a trade specialist, it is very important to understand a foreign language such as english, chinese, french etc.. This subject aims to acquire translation ability, which is a basic element for understanding the gathered overseas market information, and to study the application techniques for writing business letters.

· **IT716 Study of Trade Policy 3 credits**

This course explores theories of international trade, foreign direct investment and outsourcing. Students will address the questions of why countries trade, what they trade, how and if they benefit from trade and whether some groups in society can lose from trade. They will also study the various instruments of trade policy (tariffs, quotas, anti-dumping and countervailing duties etc.), impact of economic policy to trade, and the principles of the WTO.

· **IT717 Law of International Trade Seminar 3 credits**

This course introduces private and public laws relevant to the major forms of international business. It considers laws applicable to trade in goods, transportation, customs, the foreign Exchange Control, trade financing, international technology transfers, licensing and franchising. It also examines some of the principal methods of preparing for and resolving international business disputes. Theory and Practice of Negotiation.

· **IT718 Case Study Using FTA 3 credits**

In the 21st century, FTAs are clearly highlighted as an important phenomenon of global economic integration. Now, in order to properly carry out international business activities such as international trade and foreign direct investment, an in-depth understanding of the FTA has become indispensable. This course examines followings : theoretical review of FTAs, how individual traders use FTAs in international trade, what problems are caused by the use of FTAs, what are the disputes between/among the government and companies, buyers and sellers, what is the jurisprudence applied to solving those problems.

· **IT719 International Trade Dispute Seminar 3 credits**

As the trade between countries becomes more active, there is a growing possibility that there is a possibility of a dispute such as the difference of customs legislation between trading partners, the tariff agreement between trade

partners and the interpretation of WTO treaty thereby requirement expertise on these areas. Therefore, this course seeks for understanding of WTO and FTA, and analyze the cases of conflict in each country and improve the ability to utilize it in practice.

· **IT720 Macroeconomics 3 credits**

This course will cover the area of economics commonly defined as macroeconomics. The main goal of macroeconomics is to gain a better understanding of the causes of, and remedies for major macro variable such as income, growth, interest rate, exchange rate, etc. We also cover these macroeconomic issues in an international context to try to understand the economic reforms many countries are undertaking.

· **IT721 Resource Development 3 credits**

Overseas resource development can be defined as participating directly or indirectly in various overseas resource development projects. Recently, interest in the development of overseas resources by the government and many corporation is increasing and its importance is emphasized. This is an inevitable choice for Korea, which has a high economic dependence on resource consumption. This course will cultivate the ability to understand ASEAN, which is a region where both resource development and trade can be carried out at the same time.

· **IT722 International Trade Laws 3 credits**

A study the Incoterms 2010, Vienna Convention 1980, UCP 600, ISBP, Hague-Rules, Hague-Visby-Rules, Hamburg Rules, Rotterdam Rules, Warsaw Convention 1929, ICC(A),(B),(C)

· **IT723 Seminar on Logistics 3 credits**

International Logistics are obtaining, producing and distributing material and product in proper place and in proper quantities. A study the timely and cost effective manner in which the goods are moved and stored, logistics information, the analysis data of logistics the design of effective logistic system.

· **IT724 Global Business Strategy 3 credits**

As the Internet business is spreading throughout the industry and the fourth wave of industrial revolution is deepening, Korean companies must set a global management strategy beyond the domestic market in order to survive. This course aims to cultivate practical skills to identify implications and apply them to business through case studies of global management strategies of major domestic and foreign companies that are building competitiveness in the global



market.

· **IT725 Seminar on Global Trade Strategy 3 credits**

Competition among companies in the world market is becoming more and more intense. Now, doing business only in the domestic market can not guarantee future survival. Therefore, in order to survive in a competitive environment, this course aims to develop knowledge and know-how to establish a global trade strategy that can be applied to the advancement of Korean SMEs by in-depth studying the international trade strategies of major domestic and foreign companies.

**Research for the Master's Degree I**  
**Research for the Master's Degree II**  
**Research for the Doctoral Degree I**  
**Research for the Doctoral Degree II**  
**Research for the Doctoral Degree III**