



FUNDAÇÃO ARMANDO ALVARES PENTEADO
CENTRO UNIVERSITÁRIO ARMANDO ALVARES PENTEADO

Course: FOREIGN TRADE	Code: GRA1033	Workload: 36
Program: AG - BUSINESS ADMINISTRATION		

COURSE DESCRIPTION

Basic concepts of foreign trade. Legal and operational aspects and classification of goods. Imports and Exports in Brazil.

COURSE OBJECTIVES

By the end of the course, students should be able to:

- understand the structure of foreign trade and its specific characteristics in the Brazilian case;
- identify the theory, stages and process of Economic Integration;
- analyze and establish the distinctions between economic blocs.

METHODOLOGY

Lectures using audiovisual equipment, accompanied by debate and critical analysis of predefined topics covered in the course content. Reading the assigned texts and conducting research aim to foster and stimulate interpretation and critical analysis, allowing a broader and deeper understanding of the topics covered.

COURSE CONTENT

- 1 The Multilateral Trading System: history, basic information and principles of international trade
- 2 Free Trade and Trade Barriers
- 3 Preferential Trade Treatment
- 4 Government Agencies Involved in Brazilian Foreign Trade
- 5 International Nomenclature
- 6 International Sales Contracts and Incoterms
- 7 Customs Regimes
- 8 Administrative Structure of Exports and Imports
- 9 Financial Structure, Payment Systems and Foreign Exchange Operations
- 10 Guarantees and Financing
- 11 Logistics Planning and International Transportation
- 12 Packaging, Marketing and Specific Conditions of Foreign Trade
- 13 Pricing and Tax Treatment
- 14 Negotiation and Management of Foreign Trade
- 15 Internationalization of Companies
- 16 Theory of Economic Integration
- 17 Regional Integration and its Approaches
- 18 The Economic Integration Process
- 19 Mercosur and Other Regional Agreements and Trade
- 20 Globalization and Integration: Contemporary Issues

BIBLIOGRAFIA BÁSICA

ALMEIDA, Paulo Roberto de. Integração regional: uma introdução. São Paulo: Saraiva, 2013.

BALASSA, Bela. Teoria da integração econômica. Lisboa: Clássica, 1964.

CAVES, Richard E; FRANKEL, Jeffrey A; JONES, Ronald W. Economia internacional: comércio e transações globais. 8.ed. São Paulo: Saraiva, 2001.

BIBLIOGRAFIA COMPLEMENTAR

SOARES, Claudio César. Introdução ao comércio exterior: fundamentos teóricos do comércio internacional. São Paulo: Saraiva, 2004.

MAIA, Jayme de Mariz. Economia internacional e comércio exterior. 12.ed. São Paulo: Atlas, 2012.

BECAK, Peggy. MERCOSUL: Uma experiencia de integracao regional. São Paulo: Contexto, 2000.
KEEDI, Samir. ABC do comércio Exterior: abrindo as primeiras páginas. 3.ed. São Paulo: Aduaneiras, 2007.
RATTI, Bruno. Comércio internacional e câmbio. 11.ed. São Paulo: Aduaneiras, 2006.

OUTRAS PUBLICAÇÕES, VIDEOS E SITES

BEÇAK, Peggy. Mercosul: uma experiência de integração regional. São Paulo, Contexto, 2000
SOARES, Cláudio César. Introdução ao Comércio Exterior fundamentos teóricos do comércio internacional São Paulo : Saraiva, 2005
RATTI, Bruno. Comércio Internacional e Câmbio. 11a edição São Paulo : Aduaneiras, 2006

ASSESSMENT CRITERIA

$\text{TRUNCATE}((((N1F*4) + (N2F*6))/10),1)$

ASSESSMENT CRITERIA DESCRIPTION

N2F 67% from the 2nd Exam and 33% from activities

N1F Exam