Professional Certificate in International Trade

Whether you’re studying corporate finance, marketing strategies or applied economics, today’s globalised environment requires you to understand how your work will be impacted by bilateral and multilateral trade agreements, international trade disputes and non-economic societal influences on international markets. This new program, leading to the award of a Professional Certificate in International Trade (PCIT) is designed to give graduates an extra competitive edge by providing them with an interactive case-study based background in how business and government interact in trade negotiations, leveraging commercial opportunities arising out of “third wave” trade agreements, and practical legal and commercial aspects of export marketing.

Introducing the Program

The program aims to provide students with a practical understanding of current international trade and investment issues, the political dynamics of the negotiating environment and the opportunities and challenges presented to businesses by the globalised economy. China’s membership in the World Trade Organization (WTO) is dramatically changing the ways in which that country does business, both internally and with the rest of the world. Australia and its neighbours in the Asia-Pacific region are creating new and overlapping free trade agreements. Concerns over social and environmental issues and trade are forcing businesses to trade in different products and with different partners. These are just examples of the issue areas to be examined in the PCIT’s interactive, case-study-based approach to giving students a well-grounded base for their future work in business, government or international organisations.

This unique program is offered by the University of Adelaide’s Institute for International Business, Economics and Law, headed by former WTO Deputy Director-General Andrew Stoler and staffed by Australian and overseas experts in global commercial matters.

The program is structured flexibly, with students taking two semester-long courses followed by a supplementary assessment project. Each of the component courses is organised in three intensive two-day modules offered over a semester. Classes are scheduled so as not to interfere unduly with other graduate study students may be undertaking.

Who Should Attend?

The program leading to the PCIT would supplement the academic profile of those pursuing graduate studies leading to Masters of Applied Economics, Commerce or Law. The extra competitive edge held by graduates with both a Masters and specialised PCIT can be expected to enhance their employment prospects in a global market.


What Does the PCIT Aim to Achieve?

You might choose to pursue a career you think is unlikely to be affected by developments on the international scene but in today’s globalised environment this doesn’t mean that your overseas competitors plan to stay out of your market. Today, all competition is global and the PCIT aims to instil in its students the ability to think and act strategically about international trade and business issues. Those completing the PCIT will be expected to leave with:

- A thorough understanding of the practical aspects of modern trade agreements;
- An appreciation of how business can best interact with governments to achieve results from negotiations that can be leveraged to commercial advantage;
- Improved awareness of the cultural, societal and national security aspects of modern international trade and investment issues; and,
- The ability to recognise and plan for the financial and marketing consequences of unanticipated developments on global markets.

Organisation and Assessment

In Semester 1 of 2004, students pursuing the PCIT should enrol in TRADE 5000 – International Trade: Negotiations and Agreements. Course modules for TRADE 5000 are scheduled for the following dates (Friday & Saturday):

- 19-20 March
  Trade in the Modern World Economy
  Introduction, gains from trade, global institutions, social issues & trade

- 23-24 April
  Trade Agreements and Instruments of Trade Policy
  Main agreements, appreciation of trade policy instruments, sectoral aspects

- 4-5 June
  Negotiation of Trade Agreements
  WTO, APEC, free trade agreements, government organisation, politics of lobbying issues

In Semester 2 of 2004, students should enrol in TRADE 5001 – International Trade: Strategies and Opportunities, meeting on the following days:

- 6-7 August
  Opportunities in International Trade
  Political economy of trade negotiations, China and Chinese Taipei in WTO

- 17-18 September
  Practical Aspects of International Trade
  Entering export markets, practical considerations in financing & export assistance

- 22-23 October
  WTO’s “New Issues” – Services, IPR and Investment

Assessment

Those pursuing a PCIT Award will be required to prepare a supplementary written project of approximately 5,000 words on a topic to be decided with the Lecturer.
PERSONAL DETAILS
Please note that your name, as provided on this application, is the name that will appear on all printed documentation, including certificates.

Dr / Mr / Mrs / Miss / Ms  Preferred first Name
Surname
Mailing Address

Post Code  Country
Telephone (Home)  (Business)  (Mobile)
Email Address
Date of Birth  Citizenship

ACADEMIC QUALIFICATIONS

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<th>Institution</th>
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COURSE FEES  Please tick one box

☐ PCIT Program (Trade 5000, Trade 5001 and Supplemental Assessment)  Annual Fee  $4,250
or ☐ 2004 / Semester 1 Trade 5000  Start Date March  $2,125
or ☐ 2004 / Semester 2 Trade 5001  Start Date August  $2,125

DECLARATION AND AUTHORISATION
I understand that this is a specialised post-graduate course for which fees are charged. I accept responsibility for the payment of tuition fees.

I declare that the information I have given on this form is correct and complete in every particular, and I authorise the University to make such inquiries about my academic experience as it might think desirable.

Signature:  Date:

The completed form (together with copies of academic transcripts) should be returned to:
Ms Marie Gutsche
Institute for International Business, Economics and Law
Level 12, 10 Pulteney Street
The University of Adelaide
SA 5005 Australia
Fax: (08) 8303 6948

The closing date for application is 31 January 2004.

NOTE: To ensure prompt consideration of your application, please remember to attach academic transcripts