

Professional Certificate in International Trade

INSTITUTE FOR INTERNATIONAL TRADE



PROFESSIONAL CERTIFICATE IN INTERNATIONAL TRADE

THE PROFESSIONAL CERTIFICATE IN INTERNATIONAL TRADE (PCIT) IS A PROGRAM DELIVERED INTENSIVELY IN SIX MODULES SPREAD OVER TWO SEMESTERS THAT IS DESIGNED TO GIVE ITS GRADUATES A PRACTICALLY ORIENTED COMPETENCE IN ALL MAJOR FACETS OF INTERNATIONAL TRADE.

Why Study for the PCIT?

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.

Expert lecturers deliver the course in an interactive case-study oriented approach that allows course participants to progressively develop a working expertise in the economics of trade, trade policy development and trade negotiations in multilateral organizations and bilateral free trade agreement contexts and the practical requirements associated with importing and exporting. PCIT graduates have an extra competitive edge in the marketplace because they know how business and government interact in trade negotiations and have learned how to leverage commercial opportunities arising out of today's "third wave" trade agreements.

In the majority of cases, the PCIT is pursued as two semester-long elective courses by University of Adelaide students in broader postgraduate degree programs. TRADE 5000 and TRADE 5001 articulate into two unspecified electives (6 units) of advanced standing in the following degrees:

- Master of Accounting and Finance (M.AcctgFin);
- Master of Accounting and Marketing (M.Acctg&Mk)
- Master of Accounting and Performance Management (M.Acctg&M)

- Master of Agriculture Business (M.AgBus);
- Master of Applied Economics (M.AppEco)*;
- Master of Applied Economics (International) (M.AppEcolnt)*;
- Master of Commerce (M.Com);
- Master of Commerce (Accounting) (M.CA);
- Master of Commerce (Applied Finance) (M.CAF);
- Master of Commerce (Marketing) (M.CM);
- Master of Finance and Business Economics (M.FinBusEc);
- Master of Applied Project Management (M.AppPMgt);
- Master of Innovation and Entrepreneurship (M.In&Entr);
- Master of Project Management (M.ProjMgt); and
- Master of Science and Technology Commercialisation (M.Sc&TComm)

* *Permission must be sought from the School of Economics should a student wish to count TRADE courses towards this program.*

Separate application for admission to any of the above listed Masters programs is required.

The PCIT can also be taken as an independent program of study by Australians with an undergraduate degree, ideally in Economics, Law, Commerce or Business Administration.

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 over-lapping 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.

The program is structured flexibly, with students taking two semester-long courses. 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 students other courses.

What does the Program 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 the 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.



PCIT Structure and Assessment

There are three course numbers associated with the PCIT. These are TRADE 5000, TRADE 5001 and TRADE 5002.

TRADE 5000 - International Trade: Negotiations and Agreements

This element of the PCIT is offered in the first semester of each academic year and consists of three course modules scheduled for Friday afternoon and Saturday on the following dates:

- 6-7 March 2009 - Module I
- 3-4 April 2009 - Module II
- 15-16 May 2009 - Module III

TRADE 5001- International Trade: Strategies and Opportunities

This element of the PCIT is offered in the second semester of each academic year and consists of three course modules scheduled for Friday afternoon and Saturday on the following dates:

- 7-8 August 2009 - Module IV
- 11-12 September 2009 - Module V
- 16-17 October 2009 - Module VI

TRADE 5002 – Project in International Trade

Those pursuing a PCIT Award are required to enrol in TRADE 5002 and successfully complete an essay project to demonstrate overall competence in international trade issues.

Students shall attend the scheduled module sessions as class participation is graded, do written work as may be prescribed and pass examinations in accordance with the provisions of the Academic Program Rules. For both TRADE 5000 and TRADE 5001 courses, students' semester assessments are based on the following elements:

- 15% - Class Participation
- 20% - Module I / IV Assignment
- 20% - Module II / V Assignment
- 45% - Final Examination

For those pursuing the PCIT Certificate, the Award level will reflect an average of the assessments achieved in TRADE 5000, TRADE 5001 and TRADE 5002.

Although the program is structured so that normally TRADE 5000 precedes TRADE 5001, the courses can also be taken in reverse order.

Course Fees

The overall tuition fee for the PCIT program in 2009 \$6,000 and covers TRADE 5000, TRADE 5001 and TRADE 5002.

When TRADE 5000 or TRADE 5001 are pursued as stand-alone electives, the charge for each course is \$3,000.

The University of Adelaide's Institute for International Trade was established in early 2003 to provide practical support to business and government on today's key global commerce issues.

The Institute is headed by Andrew Stoler, a former Deputy Director General of the World Trade Organization, and brings together Australian and overseas experts for university-based teaching programs, contract research and consulting activities and specialised training programs delivered to government officials in Australia and abroad.

A highly-respected international Board of Governors comprised of business and government leaders oversees the work of the Institute.

For further information regarding the Institute or the PCIT, please visit:

Institute for International Trade

Phone + 61 8 8303 6900

www.iit.adelaide.edu.au



Overview of Course Content

TRADE 5000 International Trade: Negotiations and Agreements

Module I: Trade in the Modern World Economy | 6-7 March 2009

This module provides basic economic background to the gains from trade as well as an understanding of how the global trading system is governed through institutions such as the WTO, OECD, World Bank, IMF and UNCTAD. The interaction of social issues and the trading system is discussed and case studies look at how developing countries manage the challenges of participating in today's globalised economy.

Module II: Trade Agreements & Instruments of Trade Policy 3-4 April 2009

In this module, students receive an in-depth grounding in the main international trade agreements of the WTO system and how the main trade policy instruments wielded by governments affect business interests in agriculture, manufacturing and trade in services like financial, telecommunications, transportation and distribution and business services.

Module III : Negotiation of Trade Agreements | 15-16 May 2009

The focus of this module is on how trade agreements at the multilateral, regional and bilateral levels are negotiated, with a focus on how business can best influence the outcome of negotiations through effective lobbying and representation at the political level. Case studies examine how governments in key countries formulate and implement national trade policies.

TRADE 5001 International Trade: Strategies and Opportunities

Module IV: New Opportunities in International Trade

7-8 August 2009

Module 4 is focussed on new trading opportunities arising out of recent major developments affecting the global trading system including the accession to the WTO of China, Chinese Taipei and Vietnam and the important growth in production-sharing arrangements in East Asia. The module also discusses the different characteristics of bilateral and regional free trade agreements that are having an ever-increasing impact on business - particularly in the Asia-Pacific.

Module V: Practical Aspects of International Trade

11-12 September 2009

This session provides a grounding to students in the practical challenges faced by importers and exporters and discusses in depth international trade terms, risk management and methods of payment, how to manage customs controls and the complexities of promoting and selling products in overseas markets. The module concludes with a discussion of risk management strategies and reviews the types of risk involved for traders.

Module VI: WTO's "New Issues" | 16-17 October 2009

Among the "new issues" of the global trading system that are covered in depth in this module are competition policy issues, the role of foreign direct investment in the global economy and the types of international agreements that promote and protect foreign investment. Also covered in detail are intellectual property rights and the global and bilateral trade agreements affecting the protection of these rights.



For further information please contact:

Ms Marie Gutsche
Institute for International Trade
The University of Adelaide

Level 1, Yarrabee House
Corner Botanic and Hackney Roads
South Australia 5005, Australia

Telephone: +61 8 8303 6900
Facsimile: +61 8 8303 6948
Email: marie.gutsche@adelaide.edu.au
Web: www.iit.adelaide.edu.au