

**ITRN 740  
Section 001**

**ABCs OF IMPORTING AND EXPORTING**

**Spring 2003  
Thursday, 7.20-10.00 p.m.  
International Commerce and Policy  
Room ARL 253**

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**Course Description and Goals**

This is a survey course designed to acquaint the student with legal, regulatory, and practical issues that arise in the importation and exportation of merchandise. The course will cover the theoretical framework for government oversight of the international movement of goods as well as legal issues that arise between the parties to a transaction and between one or more of those parties and one or more national governments, and also offer practical guidance concerning the structuring of import and export transactions to avoid or minimize potential legal and tariff liability.

The goal of the course is to provide students with the background to identify and understand the myriad issues (particularly legal and regulatory) that arise in planning international shipments of merchandise, and the ability to apply the principles they have learned to “real world” fact situations. Accordingly, the class sessions will involve a mixture of lecture and discussion. Students will be expected to question and comment on the whys and hows of international trade regulation in light of the assigned readings and lecture material.

**Texts**

(1) *Exporting: Documentation, Regulation, Procedures* (“*Exporting*”), to be available through the instructor.

(2) *Importing into the United States* (“*Importing*”)(United States Customs Service),

available through the Government Printing Office or online.

- (3) Materials to be distributed during the semester (“handouts”).

## **Grading**

In keeping with the course objectives, the instructor will evaluate students’ knowledge and understanding of the various issues raised in the course and their ability to analyze factual situations in light of what they have learned. Grades will be based on both “objective” and “subjective” criteria, *i.e.*, the students will be expected to demonstrate both their knowledge of the course material and their application of that knowledge by solving hypothetical factual problems.

There will be two examinations, both of which will be take-home. Both exams will emphasize essay questions in which students demonstrate their analytical abilities, but will also include questions designed to test fundamental knowledge of the course materials. Thus, there will be a mix of “objective” questions designed to test your knowledge and understanding of the course topics, and questions designed to measure your ability to apply the concepts learned in class to unfamiliar fact patterns.

The instructor strongly encourages class participation, and hopes to encounter questions, disagreements, policy discussions, and examples (cautionary or otherwise) based on student experiences. Ideally, class discussion will demonstrate familiarity with the assigned texts and comprehension of preceding in-class discussions, ability to ask or respond to questions that arise from the texts and discussions, and ability to identify and analyze issues.

Grading will be divided as follows.

Mid-term exam -- 30%

Final exam -- 60%

Class participation -- 10%

## **Tentative Schedule**

We will cover the following topics. The dates may vary to accommodate the schedules of guest lecturers from out of town. The schedule has some built-in flexibility to allow us to cover additional topics, depending on the students' interests.

Thursday, January 23 -- Introduction and Overview; Administrative Matters.

Thursday, January 30 -- Some Fundamental Contractual Issues  
READING: *Exporting* chapters 1 and 2.

Thursday, February 6 --	The Importing Process READING: <i>Importing</i> chapters 1-5; Handout 1.
Thursday, February 13 --	Import and Export Documents READING: <i>Exporting</i> chapter 8; <i>Importing</i> chapters 10-12.
Thursday, February 20 --	INCOTERMS and Transportation READING: <i>Exporting</i> chapter 3.
Thursday, February 27--	Tariff Classification READING: <i>Exporting</i> chapter 5; <i>Importing</i> chapter 24; Handout 2.
Thursday, March 6 --	Valuation of Imported Merchandise READING: <i>Importing</i> chapters 26-28 and appendix part 3; Handout 3.
Thursday, March 13 --	SPRING BREAK
Thursday, March 20 --	The North American Free Trade Agreement READING: Handout 4; <i>Importing</i> chapter 16.
Thursday, March 27 --	Tariff Reduction Programs READING: Handout 5; <i>Importing</i> chapters 15, 17-21, 23.
Thursday, April 3 --	<b>MIDTERM EXAM AND PRE-EXAM REVIEW</b>
Thursday, April 10 --	Compliance and Enforcement Issues: Recordkeeping, Marking, Penalties, Antidumping, etc. READING: Handout 6; <i>Importing</i> chapters 18, 25-33.
Thursday, April 17 --	Trade Finance/Letters of Credit READING: <i>Exporting</i> chapter 6.
Thursday, April 24 --	Exporting Merchandise: Export Controls READING: <i>Exporting</i> chapter 9.
Thursday, May 1 --	Exporting Merchandise: Export Controls READING: <i>Exporting</i> chapter 9; <b>DISTRIBUTE FINAL EXAM</b> (due date to be established).

If you anticipate that you will be unable to complete an assignment on time, contact the instructor as early as possible to discuss alternative scheduling. Otherwise, late return of assignments will be sanctioned by a one-step reduction (*e.g.*, “A” to “B”) of the grade you otherwise would have received. Note that final exam responses must be returned when scheduled to allow the instructor to meet the University's time requirements for submitting final grades.