

Modul-Nr./ Module Code	BMSIB3200
Modulbezeichnung / Module title	Introduction to Trade
Semester / Trimester	4 th
Dauer des Moduls / Duration of the module	1 semester
Art der Lehrveranstaltung (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Compulsory subject
Ggfs. Lehrveranstaltungen des Moduls / if applicable: Sub-module	-
Häufigkeit des Angebots des Moduls / The module is offered	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	None
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is a prerequisite for the courses International trade - Advanced Tools; Investment Strategies/Trade in the Baltic Sea Region
Modulverantwortliche/r / Lecturer in charge	Prof.-V. Dr. Sholpan Gaisina
Name der/des Hochschullehrer/s / Name of the lecturer	Prof.-V. Dr. Sholpan Gaisina
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS-Punkte / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (86 h self-study; 64 h contact time)
SWS / Semester periods per week	4
Art der Prüfung / Assessment methods (Requirements for awarding credit points)	Written examination (1 hour) with Application practice (60 hours)
Gewichtung der Note in der Gesamtnote / Weight in final grade	2 %
Qualifikationsziele des Moduls / Learning outcomes of the Module	<p><u>Knowledge and understanding</u> Students will be able to understand alternative theories of international trade and analyze international trade models. They will get knowledge in evaluation the impact of tariffs and non-tariff barriers as well as preferential trade arrangements on intensity of international trade. Students will understand how a foreign exchange market operates.</p> <p><u>Applying knowledge and understanding</u> The module provides students with an ability to predict movements in the value of international trade in the economies with different development level. The students will be able to compare and critically evaluate the policy options. They will learn how to apply taught knowledge in analyzing current international trade issues.</p>

	<p><u>Making judgments</u> Students are encouraged to devise and sustain arguments about international marketing issues.</p> <p><u>Communication</u> Results obtained are discussed and presented in class and in the assignment.</p> <p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Syllabus	<p>This introductory module focuses on the core concepts of international trade. The module is aimed at models and theories which provide insights of and explain the trade patterns, the effect of trade on various economies, as well as understanding of different trade policies and their impact and consequences. The module considers the basic models as the Ricardian and the Heckscher-Olin models, applying them to help foster student understanding concerning such topics as factor mobility, economies of scale and imperfect competition, the impact of tariffs and quotas.</p>
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	<p>Lectures with discussions, case studies, presentations. Throughout the semester, students will work in teams or independently to develop the final project. The intermediate results of research should be presented in class.</p>
Besonderes / Features	-
Literatur / Literature	<ol style="list-style-type: none"> 1. Krugman Paul R., Obstfeld M., Melitz Marc J. (2015). International Economics: theory and practice (10th ed.). Pearson 2. Hill, C. (2012). International Business: competing in the global market place (9th ed.). New York: McGraw-Hill/Irwin. 3. Griffin, R. W., Pustay, M. W. (2013), International Business (7th Ed.). New Jersey: Pearson Education.

	4. Markusen, Melvin, Kaempfer and Maskus (1995). International Trade: Theory and Evidence. McGraw-Hill
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