ECO 3704
International Trade
Pre-requisite: ECO2023

Dr. Mina Baliamoune-Lutz
Office: 42/3135, Ext. 1223
E-mail: mbaliamo@UNF.edu
http://www.unf.edu/~mbaliamo

I. OFFICE HOURS
Monday-Wednesday: 1:25 am - 2:25 pm; other times by appointment. Walk-ins are acceptable.

1. REQUIRED AND RECOMMENDED TEXTBOOKS
   Required:
   - The Economist
   - Wall Street Journal (WSJ).
   - Additional readings, as specified on the course outline

   Please note: CCB is a Wall Street Journal Partner School. Each student enrolling in one or more Coggin College of Business (CCB) courses numbered 3000 or higher is assessed a $13 fee during each fall and spring semester. The fee is just $13, regardless of how many CCB courses the student takes. The fee is assessed at the same time and in the same manner as all other UNF fees, and the student pays this fee when he/she pays his other tuition and fees. In return, each student is able to pick up a copy of The Wall Street Journal (WSJ) from locations within the College. Moreover, each student will receive access to all of the WSJ’s on-line editions (e.g., European, Asian) through the UNF MyWings portal. Access to these publications is free during summer terms for students enrolled in these courses. Students who already have personal subscriptions can have the WSJ refund those dues. For information on that process, as well as more about Coggin’s partnership with the WSJ, please visit http://www.unf.edu/ccb/wsj.htm.

2. COURSE DESCRIPTION AND LEARNING OBJECTIVES
   This course introduces students to international trade theory and practice. It provides a theoretical basis of trade and discusses empirical findings related to current international trade issues. Upon successful completion of this course, students should be able to:
   a. Use the Ricardian and the Heckscher-Ohlin theories to analyze trade patterns
   b. Understand and discuss national policies affecting trade
   c. Relate the international trade topics covered to important contemporary issues such as the effects of globalization, WTO, income inequality, poverty in the world, and the impact of trade policies on the environment.

   ECO3704 is a core course in both the major and minor in international business programs at UNF. The course structure includes lectures, applications, case studies and, when possible, presentations by guest speakers; and students’ presentations of assigned topics.

   Coggin College Learning Objectives Covered in this Course
   The Coggin College has identified seven learning objectives for all majors within the Bachelor of Business Administration degree. This course covers these objectives as follows:

   1. Coggin College of Business students will communicate effectively in written, oral and electronic formats. [Moderate coverage for written and oral communication. Low coverage for electronic communication]
   2. Coggin College of Business students will identify and propose alternatives to reconciling ethical issues in decision-making. [Moderate coverage]
   3. Coggin College of Business students will understand the global economy and recognize the impact of diverse socio-economic and cultural factors on business operations. [High coverage]
   4. Coggin College of Business students will utilize technology to enhance decision-making skills and improve productivity. [Low coverage]
5. Coggin College of Business students will demonstrate the ability to think critically to identify problems, and propose alternatives to these problems. [High coverage]

6. Coggin College of Business students will acquire knowledge in the major functional areas of business and understand the interrelationships among them. [High coverage]

7. Coggin College of Business students successfully completing their program of study will demonstrate the following content knowledge and skills specific to their major.
   - Demonstrate how the international aspects of each functional area (economics, finance, management, and marketing) create an additional layer of complexity for business activities. [High coverage]
   - Demonstrate awareness of how a cultural perspective can affect beliefs, values, behavior, and business practices. [Moderate coverage]
   - Demonstrate an awareness of the issues involved in foreign travel and the conduct of business abroad. [Low coverage]
   - Demonstrate the ability to apply academic knowledge in a real-world business environment. [Low coverage]
   - Demonstrate the ability to identify issues that could complicate an international business transaction or relationship and propose and implement feasible solutions. [Low coverage]
   - Demonstrate the ability to communicate in a foreign language at the Intermediate II level or higher. [No coverage]

3. GRADING AND REQUIREMENTS
The overall grade will be based on two quizzes, two exams (in class), a group (4 or 5 students) project presentation, and class participation. The quizzes account for 10% (5% each) of the overall grade. The two exams account for 60% (30% each) of your overall grade. The group project presentation contributes 20% to the overall grade. Participation contributes 10%. Obviously, poor attendance lowers the participation grade. Frequent tardiness will be treated as poor attendance. The participation score for a missed class is zero.

Letter grades will be assigned as follows:
95 –100   A    96 – 79   C*
90 – 94   A–   76 – 79   C
86 – 89   B+   70 – 75   C
85       B    60 – 69   D
80 – 84   B–   59 and below  F

4. GROUP PROJECT (PRESENTATION)
Students must form peer-learning groups (PLGs). Each PLG will consist of a minimum of 3, and a maximum of 4 students. PLG members work together on research projects in this course throughout the term. PLG members must designate a group leader who will be responsible for communicating with me on PLG-related work and issues. This would enhance efficiency and communication in the course. Needless to say that students are also welcome to talk to me individually. Students are encouraged to start forming PLGs during the first or second week of classes. PLG leaders must e-mail me the list of members in their respective groups, including each member’s name and e-mail address, by June 30th, 2016.

Students will undertake research on a current and relevant international trade topic (a list of suggested topics is indicated below). Students should work together to reach a consensus within their teams and then orally present (all members of the group have to present) their work to the class. The oral presentation will take 10 to 12 minutes. Presentations contribute 20 percent to the overall grade. At least 2 working days prior to the presentation, the group leader must email me an outline of the presentation.

List of suggested topics
1. Does the U.S. export goods for which it has comparative advantage?
2. The role of the international institutions (IMF, World Bank, WTO…) in fostering international trade
3. Major aspects of the U.S. trade with China
4. Major aspects of the U.S. trade with the E.U.
5. U.S. trade policy in the 21st century.
6. The effects of wars on international trade
7. The effects of NAFTA on the US economy
8. Trade and poor countries: Aid and/or trade?
9. U.S. international trade and the environment
10. China’s international trade and the environment
11. Trade liberalization in poor countries: Good or bad?
12. India’s role in the global economy
13. China’s role in the global economy
14. International trade and the rising prices of oil and food products

5. ASSIGNMENTS
Students are expected and encouraged to complete assigned readings prior to class. Group project outline and other assignments are to be turned in by the due date. There will be no make-up for missed quizzes. A make-up exam is given only if the student has a valid and verifiable excuse. Unless specified otherwise, all assignments associated with this course must be submitted to the instructor in hard copies. E-mails, faxes, or other electronic formats will not be accepted.

6. ORAL COMMUNICATION REQUIREMENTS
Oral communication skills will be demonstrated through presentation of the research project and class participation.

7. WRITTEN COMMUNICATION
Written communication skills will be demonstrated in the answers to essay questions on exams.

8. STUDENTS WITH DISABILITIES
Students with disabilities who seek reasonable accommodations in the classroom or other aspects of performing their coursework must first register with the UNF Disability Resource Center (DRC) located in Building 57, Room 1500. DRC staff members work with students to obtain required documentation of disability and to identify appropriate accommodations as required by applicable disability laws including the Americans with Disabilities Act (ADA). After receiving all necessary documentation, the DRC staff determines whether a student qualifies for services with the DRC and if so, the accommodations the student requires will be provided. DRC staff then prepares a letter for the student to provide faculty advising them of approved accommodations. For further information, contact the DRC by phone (904) 620-2769, e-mail drcexams@unf.edu, or visit the DRC website www.unf.edu/drc. Military and veteran students may need both physical and academic accommodations and may contact the DRC to find further information. Military and veteran students who return from combat exposure may be utilizing the post 9/11 GI bill to continue postsecondary education goals. Contact Military and Veterans Resource Center by phone (904) 620-2655 or e-mail mvrc@unf.edu

9. CLASSROOM PROTOCOL
Disturbance of any kind is not acceptable.

10. CONTINUITY OF LEARNING
In the event of disruption of normal classroom activities due to an emergency such as hurricane, pandemic or other unforeseen event or combination of events, the format of this course may be modified in order to enable completion of the course requirements. In that event, you will be provided an addendum to this syllabus that will supersede this version. It is your responsibility as a student participant to be proactive during any emergency to find instructions that I will post on my homepage and/or email to students which you should check daily.

11. ACADEMIC INTEGRITY
"UNF places high priority on and strives to uphold the highest standards of academic integrity while protecting the rights of students and faculty. Should any instructor find evidence of cheating, plagiarism, or other inappropriate assistance in work presented by a student, the instructor should inform the student of the action to be taken" (UNF Catalog). At minimum, the action I will take for any incidence of violation of academic integrity will be an F (failing grade) in the course and dismissal of the student committing the violation from the class.

12. EMAILS
When emailing the instructor of this course you must include your first and last name as it appears on UNF records at the end (or the beginning) of the text, and include the course title in the subject of the email.

13. WITHDRAWAL FROM COURSES
The deadline for withdrawal from this course (no refund) is July 15th, 2016. To withdraw from the course, a withdrawal form from the Office of Records and Registration must be completed, and a grade of W will be placed on the student’s transcript. Students who miss this deadline as a result of circumstances beyond their control may petition for late withdrawal. Please see the Office of Records and Registration for details on how to withdraw from a course.

### CLASS SCHEDULE (TENTATIVE)

<table>
<thead>
<tr>
<th>Date</th>
<th>Topics</th>
<th>Reading and other Assignments</th>
</tr>
</thead>
</table>
| June 20 | Introduction to international economics.  
Basic theory of international trade using demand and supply. | TP, Chapter 1  
TP, Chapter 2 |
| June 21 | Comparative advantage  
Ricardian Model  
Gains from trade | TP, Chapter 3 |
| June 22 | Factor availability and proportions  
Community indifference curves  
Trade and China’s shift from agriculture | TP, Chapter 4 |
| June 23 | Gains from trade  
The Heckscher-Ohlin (H-O) model  
-Winners and losers from trade within a country  
Implications of the H-O theory  
Empirical tests of the H-O model  
The Leontief paradox | TP, Chapter 5 |
| June 27 | Alternative theories of trade  
Scale economies  
Imperfect competition  
**Quiz 1** | TP, Chapter 6 |
| June 28 & 29 | Growth and trade | TP, Chapter 7  
Handout  
or  
http://ideas.repec.org/p/icr/wpicer/22-2010.html |
| June 30 | Instruments of trade policy  
- Basic tariff analysis  
- Costs and benefits of tariffs to consumers and Producers | TP, Chapter 8 |
| July 4  | Happy July 4th! No class | Handout |
| July 5  | Guest Speaker | |
| July 6 & 7 | No class – Professor is at a conference (make-up details will be discussed in class) | |
| July 11 | Review for Exam 1 | |
| July 12 | **Exam 1 (in class)** | |
| July 13 & 14 | Exam 1 returned and discussed  
Non-tariff barriers to trade: definition and analysis  
The case for and against trade | TP, Chapter 9  
TP, Chapter 10 |
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 18</td>
<td>The case for and against trade (cont.)</td>
<td>TP, Chapter 10</td>
</tr>
<tr>
<td></td>
<td><strong>Group presentations: Groups 1 and 2</strong></td>
<td></td>
</tr>
<tr>
<td>July 19&amp;20</td>
<td>- Unfair trade practices: subsidization and dumping</td>
<td>TP, Chapter 11</td>
</tr>
<tr>
<td></td>
<td>International trade policy coordination:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>G8 summits and the world economy</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Group presentations: Groups 3 and 4 (7/20)</strong></td>
<td></td>
</tr>
<tr>
<td>July 21</td>
<td>Trade blocs: Trade creation and trade diversion</td>
<td>TP, Chapter 12</td>
</tr>
<tr>
<td></td>
<td>Globalization and the Poor: Focus on Africa</td>
<td>Download and read the EU Guide at: <a href="http://www.eurunion.org/infore/euguide/euguide.htm">http://www.eurunion.org/infore/euguide/euguide.htm</a></td>
</tr>
<tr>
<td>July 25</td>
<td>Effects of trade on the environment</td>
<td>TP, Chapter 13</td>
</tr>
<tr>
<td></td>
<td><strong>Group presentations: Groups 5 and 6</strong></td>
<td></td>
</tr>
<tr>
<td>July 26</td>
<td>Trade policies in developing countries</td>
<td>TP, Chapter 14</td>
</tr>
<tr>
<td>July 27</td>
<td>International factor movements</td>
<td>TP, Chapter 15</td>
</tr>
<tr>
<td>July 28</td>
<td><strong>Exam 2 (in class)</strong></td>
<td></td>
</tr>
</tbody>
</table>