

## **INTERNATIONAL LOGISTICS AND OPERATIONS MANAGEMENT**

### **SP15-LOGOM5381-G01**

***Includes SP15-LOGOM4381-E01; SP15-INTLBUS5381-G01; SP15-INTLBUS4381-E01***

**University of Missouri – St. Louis**

**Spring 2015**

### **Course Description**

#### **SP15-LOGOM5381-G01; SP15-INTLBUS5381-G01**

Prerequisites: LOM 5320. A study of international logistics and operations management strategy, planning and operations. Topics may include multinational logistics and supply chain strategies, global network design and sourcing, international transportation, distribution and operations, import-export, risk management, etc.

#### **SP15-LOGOM4381-E01; SP15-INTLBUS4381-E01**

Prerequisites: A minimum campus GPA of 2.0 or graduate standing; also BA 3320. A study of business logistics and supply chain strategies involving shipments across national boundaries. Topics include the effects of international agreements and regional trading blocs on supply chain strategies; the design of global logistics networks; managerial processes and systems for international production and distribution, and risk management for international logistics.

### **Instructor**

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### **Course Objectives**

- Gain a critical understanding of the foundations of international trade and complexities of the global economy from the business logistician's perspective.
- Understand the added complexities within the firm's logistics activities when extending sales and/or operations globally.
- Become aware of strategies available to meet the added challenges facing international logistics managers today and become familiar with practical tools and resources for managing global logistics activities.

## **Class Schedule**

This class meets Monday Evenings from 6:55 pm to 9:35 p.m. in the Social Science Building (SSB), Room 332 from January 20, 2015 through May 16, 2015.

## **Important Course Dates**

Quiz 1 Scheduled:	March 2, 2015
Midterm Scheduled:	March 16, 2015
Quiz 2 Scheduled:	April 13, 2015
Team Project Presentations Scheduled:	May 4, 2015
Final Exam Scheduled:	May 11, 2015 7:45-9:45.

Class will be delivered as traditional lecture with extensive discussions, guest speakers (practitioners in the field), multi-media sources and alternative learning experiences, including team projects and student presentations. We will use a traditional textbook, supplemented with weekly readings from the business press and other sources as appropriate.

Students will complete a Team Project and present their findings in a 10-15 minute PowerPoint presentation at the last class. Using the knowledge, tools and resources presented each week, half the class will A) identify the best country location for a new foreign plant, and half the class will B) prepare an export plan for a U.S. company just beginning to expand globally. Both projects will identify items or issues that should be addressed in such an analysis, along with the data and information resources available in order to come to the appropriate recommendations. Details of the Team Projects are posted in the Documents & Assignments' Section on *MyGateway*.

## **Grading**

Weekly Participation	10%
Team Project & Presentation	20%
Quiz 1 & Quiz 2	15% each
Midterm Exam	20%
Final Exam	20%

## **Textbook - Recommended**

International Logistics: The Management of International Trade Operations, 4<sup>th</sup> Edition, Pierre David, Cicero Books July 2013

## Academic Professionalism

All students are expected to respect their classmates, the instructor and the university; civility is a basic requirement. Class attendance and participation are essential for success. I strongly encourage students to attend class weekly, be on time, prepared and ready to engage.

Your success is important to me. I encourage any student experiencing academic difficulty to contact me immediately so that we can identify the difficulties and discuss strategies to improve performance. I will also encourage students to take advantage of all campus resources for improving academic performance and the university experience. I will use the *MyConnect (Starfish)* system to track attendance, issue alerts to highlight areas that need to be improved and to offer kudos for work well done.

University policy stresses the principle of academic honesty; violation of this principle may result in zero credit for the assignment / task in question and may also result in further disciplinary action.

Plagiarism and cheating will not be tolerated and may lead to failure on an assignment, in the class and dismissal from the university. You are responsible for being attentive to and observant of campus policies about academic honesty as stated in the University's Student Conduct Code. Plagiarism is the use of another person's words or ideas without crediting that person. Please be sure to review the University's document "Avoiding Plagiarism" at <http://www.umsl.edu/~comm/files/pdfs/plagiarism.pdf>.

The University, the college, and the department are fully supportive of all policies concerning special needs students. Any student who feels they need special accommodations should contact the Office of Disability Access Services.

<b>IMPORTANT UNIVERSITY DATES - SPRING 2015</b>		
Tuesday	January 20	Classes Begin
Monday	January 26	Last day any student may enroll in a course for credit
Monday	February 16	Last day to drop a course or withdraw from school without receiving a grade.
Saturday	March 21	Spring Recess begins at 5:00 p.m.
Monday	March 30	Classes resume at 8:00 a.m.
Monday	April 20	Last day a student may drop a course. Instructor's approval is required. A grade of EX or F will be assigned; and, last day a student may withdraw from school. Instructor's and Dean's approvals are required. Grades of EX or F will be assigned for each course.
Saturday	May 9	Classes end at 5:00 p.m.
Monday	May 11	Final Exams Begin
Saturday	May 16	Spring semester closes, end of day
Saturday/Sunday	May 16/17	Commencement Weekend

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**WEEKLY SCHEDULE, ASSIGNMENTS AND TOPICS TO BE ADDRESSED (Subject to modification)**

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NOTE: All supplemental reading assignments, other materials and PowerPoint Slides for each class will be posted weekly, prior to that week's class, on *MyGateway*. A Discussion Board will be set up on *MyGateway* for general questions and comments appropriate for the whole class throughout the term. Each Project Team will set up a Discussion Board on *MyGateway* to facilitate work on that project throughout the semester.

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**CLASS 1**

January 26, 2015

- Welcome, Introductions & Expectations
- Syllabus and Course Overview
- Logistics and International Logistics & Supply Chain - Introduction & Review

Discussion Topics & Questions:

- What are the primary logistical functions along a supply chain; how are they related to each other and how do they interface with the firm's overall business strategy?
- What added complexities are introduced in an international supply chain?
- What are some of the current issues surrounding international Logistics?

Assignment:

None

- VIDEO: "Factory Man" *PBS Newshour*. August 20, 2014. (7 mins.)  
<http://www.pbs.org/newshour/bb/factory-man-explores-human-side-globalization-affects-u-s-industry>
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**CLASS 2**

February 2, 2015

- The Global Trade Environment; Development of International Trade

Discussion Topics & Questions:

- What are the leading theories of international trade?
- What countries account for the Growth and Share of world trade across the globe?
- What political, economic and technological developments (institutions, innovations) contributed to the growth of world trade?
- What are the drivers that lead a firm to expand its business internationally?
- Does Culture matter in international business?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations:  
Chapter 1: International Trade

Readings, Available on ABI/INFORM and/or the internet:

- Froman, Michael. "The Strategic Logic of Trade: New Rules of the Road for the Global Market." *Foreign Affairs* 93.6 (2014): 111-V.
- Donnan, Shawn. "Testing Times for those Seeking Open Markets." *Financial Times*: 2. Oct 10 2014.
- "Special Report - Germany: Dissecting the Miracle; the Economy." *The Economist* Jun 15 2013: 8-SS11
- Stephens, Philip. "The World is Marching Back from Globalization." *Financial Times*: 9. Sep 05 2014.
- Rachman, Gideon. "The Strange Revival of Nationalism." *Financial Times*: 11. Sep 23 2014
- *PROSPECTS 2015: Global Economy*. Oxford: Oxford Analytica Ltd, 2014
- "Russian President's Domestic Popularity Likely to Erode if Oil Price Continues Falling." *Jane's Country Risk Daily Report* 21.236 (2014)
- Sadri, Golnaz. "Managing Across Cultures." *Industrial Management* 56.4 (2014): 15,19,5.
- Review the website: The Hofstede Center. <http://geert-hofstede.com/index.php>
- VIDEO: (WTO) "WTO at Fifteen" (7 mins.)  
[https://www.youtube.com/watch?v=7iywG3\\_EG1c](https://www.youtube.com/watch?v=7iywG3_EG1c)
- VIDEO: (WTO) "Trade Matters to Me". (2 mins.)  
<https://www.youtube.com/watch?v=Crby5WYko0g>

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### CLASS 3

February 9, 2015

- The International Supply Chain; International Infrastructure

Discussion Topics & Questions:

- What are the key elements, partners, touch points and risks along the international supply chain?
- What makes up the Infrastructure necessary for global trade (transportation, communication, utility, and legal & regulatory)?
- What are the additional risks faced by a firm engaged in international trade (vs. domestic trade)?
- Given this infrastructure, what issues must the international logistics manager consider and how might the risks be mitigated?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations:  
Chapter 2: International Supply Chain Management; Chapter 3: International Infrastructure.

Readings, Available on ABI/INFORM and/or the internet:

- "The Flow of Things; Logistics." *The Economist* Jul 12 2014: 38-9
- "It's Bouncing Back; Dubai." *The Economist* Nov 23 2013: 52
- Egan, Corianne. "Indonesia Aims to Build Three New Ports Via \$1 Billion Bond Offering." *Journal of Commerce* Nov 03 2014.
- Ghosh, Kanishka. "The Value of Simplicity." *McClatchy - Tribune Business News*. Dec 03 2014.
- Vachani, Sushil. "Mavericks and Free Trade: Chile's Pivotal Role in the Formation of the FTAA." *Thunderbird International Business Review* Vol. 46(3). 236-253. May-June 2004.
- Familiarize yourself with the *Council of Supply Chain Management Professionals* at <http://cscmp.org>
- Familiarize yourself with the following web resources regarding the level of infrastructure and other economic data for specific countries. These resources will be helpful in your team project work.
  - The CIA World Factbook  
<https://www.cia.gov/library/publications/the-world-factbook/>
  - U.S. International Trade Administration (ITA)  
<http://www.ita.doc.gov/> U.S.
  - The U.S. Commercial Service Market Research Library  
<http://www.buyusainfo.net/>
  - The World Bank's International Logistics Performance Index  
<http://lpi.worldbank.org/international/global/2014>
  - The World Bank Group Data by Country  
<http://data.worldbank.org/country/dominican-republic>
- VIDEO: (National Geographic) "National Geographic Megastructures - Port Of Rotterdam" Part 1 (15 mins.)  
<https://www.youtube.com/watch?v=WYuoZJVUDaA>

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#### CLASS 4

February 16, 2015

- Doing business internationally; Market Entry and Go-to-Market Strategies

Discussion Topics & Questions:

- What are the various ways companies enter foreign markets (direct and indirect exporting; marketing subsidiaries; foreign production)?
- What factors affect the choice of the firm's international market entry and go-to-market strategies and what are the key elements of a successful foreign market entry strategy?
- What are the benefits and risks of possible international market entry and go-to-market strategies?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 4: International Methods of Entry

Readings, Available on ABI/INFORM and/or the internet:

- Bouyoucef, Amine, and Sulin Chung . "Hard Rock International Opens Cafe in Kazakhstan." *Entertainment Close - Up* (2014)
- Nelson, Roy. "Dell's Dilemma in Brazil: Negotiating at the State Level." *Thunderbird International Business Review* Vol. 46(5) 601-620. September-October 2004.
- "The Internationalization of Chinese Multinationals in the Middle East and Africa: The Case of Haier." *Review of Business & Finance Studies* 6.2 (2015): 59-74.
- "Hello Springfield". *Site Selection Magazine*. September 2014.
- Millikin, John P. and Dean Fu. "The Global Leadership of Carlos Ghosn at Nissan". *Thunderbird International Business Review*. Vol 47(1) 121-137. January-February 2005.
- Review the website: Export.gov at <http://www.export.gov/>. This website will be useful to your project work.
- VIDEO: "Introduction to Foreign Trade - 1951 Economic Globalization Educational Documentary - Val73TV" (10 mins.) <https://www.youtube.com/watch?v=zHm6CvPkJTw>
- VIDEO: (National Geographic) "National Geographic Megastructures Port Of Rotterdam" Part 2 (15 mins.) <https://www.youtube.com/watch?v=WYuoZJVUDaA>

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CLASS 5

February 23, 2015

- Doing business internationally; The Legal & Regulatory Environment

Discussion Topics & Questions:

- What added complexities are introduced in international contracts (vs. domestic contracts)?
- What are the typical elements of a foreign distribution contract?
- What are some of the ways countries which have foreign sales activity protect their national interests?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 5: International Contracts.

Readings, Available on ABI/INFORM and/or the internet:

- Sanyal, Rajib N. and Subarna K. Samanta. "Determinants of Bribery in International Business." *Thunderbird International Business Review*. Mar/Apr 2004; 46, 2.
- Einhom, Bruce and Isabel Reynolds. "Japan Is Pressed to Step Up Foreign Bribery Prosecutions." *Bloomberg Business Week*. October 30, 2014. <http://www.businessweek.com/articles/2014-10-30/japan-is-pressed-to-step-up-foreign-bribery-prosecutions>

- Spencer, Jim. "Sugar Makers Fend Off Import Threat." *McClatchy - Tribune Business News* Nov 08 2014.
  - Schewel, Matthew. "TPP Ministers Fail to Bridge Gaps Over GI Rules Aimed at Curbing EU Efforts." *Inside US Trade* 32.44 (2014)
  - Haque, Enamul, and Sumana Sarkar. "How to Overcome Trade Barriers." *Businessline* Nov 03 2014.
  - Please review the following on the web:
    - U.S. Bureau of Industry and Security (US BIS)  
<http://www.bis.doc.gov/>
    - "Don't Let This Happen to You". US Department of Commerce, Bureau of Industry and Security  
<http://www.bis.doc.gov/index.php/compliance-a-training/export-management-a-compliance>
    - BIS Export Control Violations  
<http://efoia.bis.doc.gov/index.php/electronic-foia/index-of-documents/7-electronic-foia/227-export-violations>
    - Transparency International  
<http://www.transparency.org/>
  - VIDEO: "National Geographic Megastructures Port Of Rotterdam" Part 3 (15 mins.)  
<https://www.youtube.com/watch?v=WYuoZJVUDaA>
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## CLASS 6

March 2, 2015

**QUIZ 1** – Note – This Quiz will include material from the textbook, supplemental readings and class discussions.

- Doing business internationally; Processing an international order

Discussion Topics & Questions:

- What are the typical terms of sale for International orders and what are the general risks and benefits for each of the parties involved?
- What are INCOTERMS and how do they address the specific responsibilities and obligations of the importer and the exporter?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 6: Terms of Trade or Incoterms Rules

Readings, Available on ABI/INFORM and/or the internet:

- "Coming to Terms with Incoterms." *Journal of Commerce* Jun 26 2014.
- Blum, Jeffrey. "Knowledge is Power." *Journal of Commerce* Feb 07 2011.

- Review the International Chamber of Commerce Website's information on Incoterms at <http://www.iccwbo.org/products-and-services/trade-facilitation/incoterms-2010/>
  - Review the U.S. Commercial Service Website's information on Incoterms at [http://export.gov/logistics/eg\\_main\\_018114.asp](http://export.gov/logistics/eg_main_018114.asp)
  - Guest Speaker - tba
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## CLASS 7

March 9, 2015

- Selling Internationally; International Payment Terms
- REVIEW for MIDTERM EXAM

### Discussion Topics & Questions:

- What are the typical forms of international payment and what are the advantages and disadvantages of each to the seller and to the buyer?
- What risks are specific to international payment processes and receipt?
- How are a typical export documentary collection and letter of credit transaction completed?
- How can the choice of payment terms offer a competitive advantage to the seller?

### Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 7: Payment Terms

### Readings, Available on ABI/INFORM and/or the internet:

- Review Chapter 3: "Letters of Credit" in *The Trade Finance Guide* prepared by the U.S. International Trade Administration and available at [http://www.export.gov/tradefinanceguide/eg\\_main\\_043245.asp](http://www.export.gov/tradefinanceguide/eg_main_043245.asp)
- Review the Export-Import Bank website "More Information about Exporting" at <http://www.exim.gov/smallbusiness/moreinfo/index.cfm>

### The MIDTERM EXAM will cover:

- Pierre David, International Logistics: The Management of International Trade Operations Chapters 1-7; supplemental readings and class discussions to date
- Topics include:
  - Logistics, International Logistics, Globalization
  - Global Trade Environment, International Trade
  - International Supply Chain, Infrastructure
  - Go To Market and Market Entry Strategies
  - Legal and Regulatory Framework
  - International Order Processing and INCOTERMS
  - International Payment Terms

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## CLASS 8

March 16, 2015 **MIDTERM EXAM**

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March 23, 2015 **NO CLASS - SPRING BREAK**

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## CLASS 9

March 30, 2015

- International Transaction Risks; Foreign Currencies & Exchange

Discussion Topics & Questions:

- How does the fact that countries operate with different currencies pose a risk in international transactions?
- How do currency exchange rates work? How are they forecasted?
- What are some ways to mitigate the currency risks in international transactions?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 8: Managing Transaction Risks

Readings, Available on ABI/INFORM and/or the internet:

- Carney, Mark, "The evolution of the international monetary system." Remarks by Mr. Mark Carney, Governor of the Bank of Canada, to the Foreign Policy Association, New York, 19 November 2009. <http://www.bis.org/review/r091123c.pdf>
  - "Swift is no More than a Highly Secure Utility." *Financial Times*: 12. Oct 10 2014.
  - Sakr, Elias. "Compliance with U.S. Regulations seen as Existential Issue." *McClatchy - Tribune Business News* Oct 29 2014.
  - Familiarize yourself with the major world currencies and foreign currency rates at Bloomberg's website: <http://www.bloomberg.com/markets/currencies/>
  - Guest Speaker – tba
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## CLASS 10

April 6, 2015

- International Documentation; International Insurance

Discussion Topics & Questions:

- Why do international transactions require so much more paperwork than a domestic sales transaction?
- What are the usual commercial, shipping and foreign trading documents required for an export transaction, what information is generally reported? For an import transaction?
- What is the purpose of the U.S. Export Administration Regulations (EAR) and what are some of the unique requirements found in it?
- Why is international insurance so complex?
- What are the major risks in international transactions and shipments and possible mitigation strategies?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 10: International Insurance; Chapter 9: International Commercial Documents

Readings, Available on ABI/INFORM and/or the internet:

- “Lowest first quarter figures since 2007 but no room for complacency, reports IMB.” April 24, 2014. *International Chamber of Commerce Commercial Crime Services*. <https://icc-ccs.org/news/917-lowest-first-quarter-figures-since-2007-but-no-room-for-complacency-reports-imb>
- “Arctic shipping presents insurance challenges.” *Journal of Commerce.com*. August 27, 2014. [http://www.joc.com/maritime-news/trade-lanes/arctic-shipping-presents-insurance-challenges\\_20140827.html](http://www.joc.com/maritime-news/trade-lanes/arctic-shipping-presents-insurance-challenges_20140827.html)
- “10 Supply Chain Questions Your Insurance Broker Should Ask You.” Leslie Levy. *Journal of Commerce*. August | Jun 15, 2009 <http://www.joc.com/content/10-supply-chain-questions-your-insurance-broker-should-ask-you>
- Familiarize yourself with country-specific documentary requirements for exporting and importing at the U.S. International Trade Administration’s Commercial Service’s “Doing Business In Guides” at [http://www.export.gov/about/eg\\_main\\_016806.asp](http://www.export.gov/about/eg_main_016806.asp). This is a good resource for your team projects.

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## CLASS 11

April 13, 2015

**QUIZ 2** - Note – This Quiz will include material from the textbook, supplemental readings and class discussions.

- International Ocean Shipping; International Air Shipping

Discussion Topics & Questions:

- When does the international logistics manager choose to ship goods either for export or for import by ocean and what are the options with this type of service?
- What are the additional considerations inherent in ocean shipping and how is it accomplished?

- What is the role of the International Maritime Organization (IMO)?
- What types of international air services are available?
- What are the advantages and disadvantages of shipping internationally by air?
- What is the purpose of the International Air Transport Association (IATA) and what does it do?
- What international regulations deal with air freight?

Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 11: International Ocean Transportation; Chapter 12: International Air Transportation

Readings, Available on ABI/INFORM and/or the internet:

- "Retail Importers Hope to See Solutions to Local Port Container Congestion Problems." Deborah Belgium. October 26, 2014. *Supply Chain 24/7*. [http://www.supplychain247.com/article/retail\\_importers\\_hope\\_to\\_see\\_solutions\\_to\\_local\\_port\\_container\\_congestion](http://www.supplychain247.com/article/retail_importers_hope_to_see_solutions_to_local_port_container_congestion)
- "World's Biggest Box Ship Unveiled." Michael Jones. 19 November 2014. *IHS Maritime 360*. [http://www.ihsmaritime360.com/article/15495/world-s-biggest-box-ship-unveiled?utm\\_campaign=%5bPMP%5d\\_PC5415\\_M360\\_26\\_11\\_14\\_SeaWeb\\_IH\\_Deployment&utm\\_medium=email&utm\\_source=Eloqua](http://www.ihsmaritime360.com/article/15495/world-s-biggest-box-ship-unveiled?utm_campaign=%5bPMP%5d_PC5415_M360_26_11_14_SeaWeb_IH_Deployment&utm_medium=email&utm_source=Eloqua)
- "The Panama Canal's Expansion." *The Economist (Online)* Aug 13 2014
- "What's Going on with the World's Canals." *The Economist (Online)* Aug 13 2014
- Barnard, Bruce. "Europe's Ports Brace for Intra-Terminal Rivalries and Overcapacity." *Journal of Commerce* Nov 07 2014.
- Chen, Qingqing. "China to Upgrade Infrastructure, Logistics Network Along Yangtze River." *Journal of Commerce* Oct 29 2014
- Cordero, Mario. "Why Fixing Port Congestion Matters." *Journal of Commerce* Oct 31 2014.
- Cushing, John, and president o. P. Inc. "Counting on Common Sense to Tackle Port Congestion." *Journal of Commerce* Nov 07 2014.
- Dixon, Drew. "BRIEF: Jacksonville Tops List for Logistics Infrastructure in Global Trade Publication." *McClatchy - Tribune Business News* Nov 03 2014.
- Egan, Corianne. "Dublin Moves Forward on Plan to Boost Port Capacity." *Journal of Commerce* Nov 02 2014 and "Indonesia Aims to Build Three New Ports Via \$1 Billion Bond Offering." *Journal of Commerce* Nov 03 2014.
- Knowler, Greg. "Forwarders Want Transparency in Liner Surcharges." *Journal of Commerce* Nov 04 2014 and "HK Government Feels the Heat on Congestion, Surcharges." *Journal of Commerce* Oct 30 2014.
- Lavigne, Grace M. "Shippers in JOC Survey Expect LA-LB Congestion to Worsen." *Journal of Commerce* Nov 03 2014.
- Mongelluzzo, Bill. "ILWU Calls Slowdown Accusations at Seattle, Tacoma 'Bold-Faced Lie'." *Journal of Commerce* Nov 04 2014 and "Westbound Trans-Pacific Shippers Face Higher Fuel Surcharges." *Journal of Commerce* Nov 04 2014.
- Please familiarize yourself with:
  - International Maritime Organization  
<http://www.imo.org/Pages/home.aspx>

- IATA Annual Review 2014, pages 45-47  
<http://www.iata.org/publications/Documents/iata-annual-review-2014-en.pdf>
  - IATA Cargo E-Chart Book Q42014  
<http://www.iata.org/whatwedo/Documents/economics/eChartbook-Q4-2014.pdf>
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## CLASS 12

April 20, 2015

- International Land and Multimodal Transportation; Export Packaging

### Discussion Topics & Questions:

- What transportation arrangements are available beyond ocean and air freight for international shipments (truck, rail, intermodal, barges, pipelines)?
- What particular concerns must the international logistics manager be aware of when using these transportation methods in other parts of the world?
- Why is export packaging a consideration, particularly for international shipments?
- What are some of the variations of packaging used (FCL, LCL, Bulk, Breakbulk)?
- What are some of the commercial and security risks with sloppy or non-compliant packaging?

### Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 13: International Land and Multimodal Transportation; Chapter 14: Packaging For Export

### Readings, Available on ABI/INFORM and/or the internet:

- "Trucker's Life in West Africa". UNCTAD Trade Logistics Branch, Division on Technology and Logistics, *Transport Newsletter* No. 54 Second Quarter 2012.  
[http://unctad.org/en/PublicationsLibrary/webdtl1b2012d2\\_en.pdf](http://unctad.org/en/PublicationsLibrary/webdtl1b2012d2_en.pdf)
- "Chasing the Horizon: Countdown to the Panama Canal Expansion." *Inbound Logistics*. December 2014. [http://s3.amazonaws.com/tpco-inbound-logistics-www/digital/panama\\_digital\\_1214.pdf](http://s3.amazonaws.com/tpco-inbound-logistics-www/digital/panama_digital_1214.pdf)
- "Box Clever; Logistics and Shopping." *The Economist* Apr 26 2014: 27.
- "Amazon Completes European Distribution Network." *Journal of Commerce* Oct 29 2014.
- "Less Amazing than Amazon; Walmart." *The Economist* Feb 01 2014: 53-4.
- Please familiarize yourself with:
  - Logistics Management Magazine  
<http://www.logisticsmgmt.com/>
  - Transportation and Logistics International Magazine  
<http://www.tlimagazine.com/>
  - Inbound Logistics Magazine  
<http://www.inboundlogistics.com/cms/index.php>
  - Modern Materials Handling Magazine  
<http://www.mmh.com/>

- Guest Speaker – tba
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### CLASS 13

April 27, 2015

- Customs Clearance; International Logistics Security

#### Discussion Topics & Questions:

- What is the purpose of a country's Customs Authorities?
- What is the role of the World Customs Organization?
- What is Duty and how is it calculated?
- What is the general customs clearance process for goods imported into the U.S.?
- What are non- tariff barriers to international trade and examples?
- What is C-TPAT and why was it introduced?

#### Assignment:

Pierre David, International Logistics: The Management of International Trade Operations, Chapter 16: Customs Clearance; Chapter 15: International Logistics Security

#### Readings, Available on ABI/INFORM and/or the internet:

- Ross, Susan K. "Customs Compliance: Protecting from within." *Journal of Commerce* Oct 13 2014
  - Please familiarize yourself with:
    - World Customs Organization  
<http://www.wcoomd.org/en.aspx>
    - World Trade Organization  
[www.wto.org](http://www.wto.org)
    - US Customs and Border Protection  
<http://www.cbp.gov/trade>
  - VIDEO: (CBP) Customs and Border Protection (4 mins.)  
<http://www.cbp.gov/newsroom/video-gallery/2014/07/celebrating-our-history-building-our-future>
  - VIDEO: (CBP) Securing America's Ports of Entry (7 mins.)  
<http://www.cbp.gov/newsroom/video-gallery/2014/02/securing-americas-ports-entry>
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### CLASS 14

May 4, 2015

- **TEAM PROJECT PRESENTATIONS & REVIEW FOR FINAL EXAM**

The FINAL EXAM will cover:

- Pierre David, International Logistics: The Management of International Trade Operations Chapters 8 - 17; supplemental readings and class discussions
  - Topics include:
    - International Transaction Risks; Foreign Currencies & Exchange
    - International Documentation & International Insurance
    - International Ocean and International Air Shipping
    - International Land and Multimodal Transportation & Export Packaging
    - Customs Clearance & International Logistics Security
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**WEEK 15**  
**May 11, 2015**

**FINAL EXAM MONDAY, MAY 11, 7:45-9:45**

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