



"El saber de mis hijos
hará mi grandeza"

UNIVERSITY OF SONORA

Central Region Unit
School of Economic and Administrative Sciences
Department of Economy
International Business and Trade Degree

Identification Data

Subject: Theories and Policies of International Trade	Formative Pillar: Basic
Teaching-learning process: Course and Workshop	Previous requirement: Macroeconomy
Hours per week: 4	Subsequent subject:
Type: Mandatory	Credit Value: 6

General Objective:

Identify the theoretical foundations of international trade, by reviewing the classic and contemporary theories of the international economy.

Proficiency Units:

- World economic growth
- Complexity and importance of the international trade growth
- Comparative and absolute advantages.
- Production, trade and consumption.
- The general balance approach in the international market; trade and production factors.
- Modern Trade theories; trade policy and factors movement.
- International economic development and trade problems of non-industrialized countries
- Current trade issues.

Teaching strategies:

The student will do different academic activities:

- Review material
- Meetings with international business professionals (interviews, conferences, etc.)
- Visits to production and service businesses related to international trade
- Individual presentations.

Evaluation: general criteria for successful completion of course:

1. Formal products (written documents of each unit and final integrated assignment)
 - The product has all the required elements.
 - Usage of grammar rules (punctuation, spelling)
 - Paragraph structure and supportive details
 - Correct reference of sources consulted.

2. Group work
 - Team organization
 - Work planning
 - Distribution of activities and tasks.
 - Correct delivery in time and form of all the requested products.
 - Participation in class

Bibliography

Porter, Michael (1999). *La Ventaja Competitiva de las Naciones*. Vergara Editores, Madrid
Domenick, Salvatore (1999). **Economía Internacional**. Mc. GrawHill. México.
WEF (World Economic Forum) *Global Competitiveness Report*
Centro Latinoamericano para la Competitividad y el Desarrollo Sostenible (CLACDS)
IMD (Institute for Management Development) *World Competitiveness Yearbook*

Desired academic profile for person in charge of course:

Possess a Bachelor's degree in Economy or International Trade, or areas related to the specific subject's field.

Preferably a Master's degree in areas related to the specific subject's field.

Manage an interdisciplinary approach

Teaching experience in Higher Education of at least 2 years.

Teaching and technological training:

- Ease in teaching-learning tasks.
- Ease in group or individual communication with students
- Ability to use technological (IT) and teaching resources (computer, projector, slides, videos, etc)
- Course the teacher training process of the university

Other skills: Proficiency in English language (4 language skills)