

# International Trade

<b>Program Locations:</b>	Peterborough
<b>Program Code:</b>	TD
<b>Co-ordinator:</b>	Russell Turner
<b>Credential:</b>	Ontario College Advanced Diploma
<b>Start Dates:</b>	September 04, 2012 - January 07, 2013
<b>Tuition Fees:</b>	\$1,864.70 per semester. Tuition and fees subject to change.



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**With the International Trade program you can acquire the skills for a career with global logistics companies, freight forwarders, importing/exporting firms, customs brokers, or with consulting and trading companies.**

## Program Highlights

Prepare for a global career in international trade through:

- hands-on training and actual import/export activities
- practical case studies in tariff classification, customs documentation, export market planning and development, NAFTA Rules of Origin, international freight forwarding and logistics, and much more
- a unique three-week international study field trip.

The entire 6th semester is an in-depth Applied Learning Project. Students also have the opportunity to complete the 6th semester at Universidad Del Valle de Mexico near Mexico City.

## Why Choose Fleming

Fleming College is the only college in Canada that offers you a three-year program in International Trade, rather than an international business program. The emphasis at Fleming is on practical applications used in international trade. You may actually import or export goods for sale as part of your training. Your in-class instruction will be first-rate, drawing on the faculty's real-life experience in the field. Professional affiliations with the Canadian International Freight Forwarding Association (CIFFA) and the Canadian Professional Logistics Institute (P. Log) keep the curriculum relevant and up-to-date. The entire 6th semester is an applied project where you will work with an industry client.

This program will prepare you for a career in today's ever-changing world. The **EDGE** focus within the Faculty of Business, Computing and Hospitality is founded on 4 principles:

- **Environmental Responsibility:** Learn how to contribute to a sustainable future. Ensure your career leaves a green footprint.
- **Diversity:** Work with a variety of people from faculty, administration, students and members of the community. Learn how to be creative and innovative.
- **Global Perspective:** Learn to compete on a level playing field in the global market.
- **Experience:** Gain real experience in your field through case studies, simulations, placements and applied projects.

Develop your **EDGE** at the Faculty of Business, Computing and Hospitality.

## Work Experience

Experiential learning is the cornerstone of all our business programs. Through extensive, semester-long applied projects for clients, field placements or a co-op work placements, Fleming students are able to put to use the skills learned in the classroom within a real-world business environment.

## Is this You?

- an interest in working cross-culturally and internationally
- cultural sensitivity and language skills
- an entrepreneurial attitude
- good people skills

## Career Opportunities

Your career choices in the area of International Trade are extensive. You can focus your skills on careers in almost any area of business within the global marketplace. Every year this program has a high placement rate. Many of our students find work before graduation - within the field. Our graduates are working around the world with global logistics companies, freight forwarders, importing/exporting firms, customs brokers, or for consulting and trading companies. Job titles include customs clearance agent, designated ship broker, freight forwarder, logistics co-ordinator and international marketing agent, among others.

## Minimum Admission Requirements

OSSD with the majority of credits at the College (C) and Open (O) level, including:

- 2 College (C) English courses (Grade 11 or Grade 12)
- 1 College (C) Math course (Grade 11)

When (C) is the minimum course level for admission, (U) or (U/C) courses are also accepted.

### **Recommended (but not required for admission):**

- Grade 12 College (C) Math

## Mature Students

If you are 19 years of age or older before classes start, and you do not possess an OSSD, you can write the Canadian Adult Achievement Test to assess your eligibility for admission. Additional testing or academic upgrading may be necessary to meet specific course requirements for this program.

**\* Students starting in January are required to attend classes over the summer semester.**

## Related Programs

Not yet settled on a career in business? Why not consider Marketing, Hospitality Administration - Hotel and Resort , or Tourism and Travel?

## Additional Costs

Approximately \$950 per year for books and supplies.

## Transfer Agreements

We are committed to providing students and graduates with flexible options to get maximum recognition of their college studies. Through joint programs and transfer agreements with the following universities, you can apply the learning you acquire at Fleming College to earn a related degree in less time, and at less cost.

- Athabasca University
- Australian Catholic University National
- Griffith University, Queensland, Australia
- Lakehead University
- Laurentian University
- Northwood University
- Trent University
- University Canada West
- University of Lethbridge
- University of Lethbridge
- University of Ontario Institute of Technology

# Curriculum for International Trade

## Semester 1

Code	Course Name	Hours
ORGB 3	Business Essentials - A Survival Course	45
COMM 78	College Communications for Business and Hospitality Professionals	37
ACCT 72	Introductory Accounting	45
COMP 345	Introductory Computing	45
MKTG 14	Marketing	45
MATH 11	Math Fundamentals for Business Studies	45

## Semester 2

Code	Course Name	Hours
MGMT 159	Cash and Investment Decisions	45
COMM 148	Communicating at Work for Business and Hospitality Professionals	45
MGMT 7	Human Resources Administration	45
INTL 4	International Trade	45
BUSN 20	Operations Management	45
ORGB 13	Developing Effective Teams	45

## Semester 3

Code	Course Name	Hours
INTL 1	Basics of Importing	45
INTL 5	Customs For Trade	45
BUSN 11	International Business	45
BUSN 13	Macroeconomics	45
GENED	General Education Elective	
<b>Choose ONE of:</b>		
ORGB 7	Contemporary Management Skills	45
MKTG 8	Effective Sales Techniques	45
BUSN 61	New Ventures	45
LANG 11	Spanish I	45

## Semester 4

<b>Code</b>	<b>Course Name</b>	<b>Hours</b>
INTL 2	Advanced Importing Techniques	45
MGMT 66	Corporate Social Responsibility: Ethical Conduct of Business	45
MKTG 108	Market Assessment and Export Management	45
BUSN 18	Microeconomics	45
INTL 6	Transportation	45
<b>Choose ONE of:</b>		
MATH 46	Business Statistics and Quantitative Methods	45
MGMT 139	Enterprise Resource Planning	45
LANG 12	Spanish II	45

## Semester 5

<b>Code</b>	<b>Course Name</b>	<b>Hours</b>
COMM 6	Communications - Report Writing	45
INTL 8	Global Political Economy	45
LAWS 40	International Law	45
INTL 7	International Money Matters	45
<b>Choose ONE of:</b>		
MKTG 11	International Marketing	45
MGMT 15	Occupational Health and Safety	45
LANG 15	Spanish/English for Business	45

## Semester 6

<b>Code</b>	<b>Course Name</b>	<b>Hours</b>
APST 99	Applied Project (TD)	350

*Every attempt is made to ensure the accuracy of the information on our website and in our publications. The College reserves the right to modify or cancel any course, program, fee, timetable, or campus location at any time.*