

Global Trade Specialist AAS DEGREE

Program Overview

The global trade area is especially suited for persons who are self-reliant, imaginative, adaptable, and who possess an interest in working with people from other cultures.

Career Opportunities

More than four million people in the United States work in jobs related to global trade. In Minnesota, many businesses engage in global trade, with a dramatic increase in trade activity expected within five years.

A career in global trade offers you the opportunity to work in the global marketplace. The Global Trade Specialist Program will provide you with knowledge and skills that will prepare you for employment in the export and import departments of businesses. You will be working with people from foreign countries, handling foreign orders, filling overseas orders, handling customer matters and determining tariff rates for the entry of foreign goods through U.S. Customs. Job titles include: Global Sales/Marketing Assistant, Global Marketing Communication Coordinator, Global Documentation Specialist, Global Customer Service Coordinator, Export-Import Coordinator, Global Banker and Global Transportation Coordinator.

This program also provides an excellent foundation for individuals wanting to be entrepreneurs in the import/export business. The import/export field is growing! You can grow with it.

Program Outcomes

1. Graduates will have knowledge and skills in domestic and global transportation management and logistics.
2. Graduates will have knowledge of U.S. Custom regulations and classifications.
3. Graduates will demonstrate the ability to successfully perform as Global Trade Specialists via internships.
4. Graduates will be prepared for employment as Global Trade Specialists.
5. Graduates will have knowledge and skills in customer service.
6. Graduates will have critical thinking skills.

Program Faculty

Jon Stambaugh jon.stambaugh@saintpaul.edu
651.846.1592

Part-time/Full-time Options

This program can be completed by using a combination of day, evening, Saturday and online courses. Part-time and full-time options are available.

Program Requirements

Check off when completed

Required Business Core Cr

Professional Component

- ACCT 2410 Financial Accounting 1 4
- BTEC 1421 Business Information Applications 1 . . . 3
- BUSN 1410 Introduction to Business 3
- BUSN 1449 Business Communications 3
- BUSN 2465 Business Ethics 3

Required Business Core 16

Course Cr

- BSLM 1410 Transportation Management. 3
 - BSLM 1510 Distribution Management 3
 - BSLM 2420 Supply Chain Management 4
 - BUSN 2472 Business Negotiation 3
 - INTL 1400 Introduction to International Business . . 3
 - INTL 1410 International Communications and Cultural Awareness. 3
 - INTL 1512 Export Shipping and Compliance. 3
 - INTL 2420 U.S. Customs and Importing. 3
 - INTL 2530 International Marketing 3
- Subtotal. 28**

General Education/MnTC Requirements Cr

- Refer to the Minnesota Transfer Curriculum Course List for each Goal Area
- Goal 1: Communication 7
ENGL 1711 Composition 1 – 4 cr
COMM 17XX – 3 cr
 - Goal 3 or Goal 4 3
Goal 3: Natural Sciences OR
Goal 4: Mathematical/Logical Reasoning
 - Goal 5: History, Social Science, and Behavioral Sciences 3
ECON 1720 Macroeconomics – 3 cr OR
ECON 1730 Microeconomics – 3 cr
 - Goal 6: Humanities and Fine Arts. 3
- General Education Requirements 16**

Total Program Credits 60

*Information is subject to change.
This Program Requirements Guide is not a contract.*

Program Start Dates

Fall, Spring, Summer

Transfer Opportunities

Saint Paul College has a transfer articulation agreement between the following program and post-secondary institutions for the baccalaureate degree programs listed below.

For more information please go to saintpaul.edu/Transfer.

Global Trade Specialist AAS

- BA Individualized Studies
Metropolitan State University
- BAS International Commerce
Metropolitan State University
- BS Applied Organizational Studies
Minnesota State University, Mankato
- BS Business Administration
Saint Mary's University,
Twin Cities Campus
- BS Project Management
Minnesota State University, Moorhead

Course Sequence

The course sequence listed on the back of this guide is recommended for a full-time student; however, this sequence is not required. Contact Program Faculty with questions.

See back of this guide for Course Sequence



The mission of the Business Department at Saint Paul College is to sustain the College mission by providing quality, lifelong business education supported by technology for a diverse, metropolitan student population.

Accreditation Council for Business Schools and Programs

Global Trade Specialist AAS DEGREE *(continued)*

Course Sequence

The following sequence is recommended for a full-time student; however, this sequence is not required. Contact Program Faculty with questions.

First Semester

ACCT 2410 Financial Accounting 1	4
BTEC 1421 Business Info Applications 1.	3
BUSN 1410 Introduction to Business	3
BUSN 1449 Business Communications	3
Goal 1: ENGL 1711 Composition 1.	4
Total Semester Credits.	17

Second Semester

BSLM 2420 Supply Chain Management (spring only)	4
INTL 1400 Introduction to International Business (spring only)	3
INTL 1512 Export Shipping and Compliance (spring only)	3
Goal 1: COMM 17XX	3
Total Semester Credits.	13

Third Semester

BSLM 1410 Transportation Management (fall only)	3
BSLM 1510 Distribution Management (fall only)	3
BUSN 2465 Business Ethics.	3
INTL 1410 International Communications and Cultural Awareness (fall only)	3
INTL 2530 International Marketing (fall only)	3
Total Semester Credits.	15

Fourth Semester

BUSN 2472 Business Negotiation Skills	3
INTL 2420 U.S. Customs and Importing (spring only)	3
Goal 3 or 4: Natural Sciences OR Mathematical/Logical Reasoning	3
Goal 5: ECON 1720 Macroeconomics OR ECON 1730 Microeconomics.	3
Goal 6: Humanities and Fine Arts	3
Total Semester Credits.	15

Total Program Credits60