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
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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

<table>
<thead>
<tr>
<th>Course</th>
<th>Cr</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTL 1400 Introduction to International Business</td>
<td>3</td>
</tr>
<tr>
<td>INTL 1410 International Communications and Cultural Awareness</td>
<td>3</td>
</tr>
<tr>
<td>INTL 1512 Export Shipping and Compliance</td>
<td>3</td>
</tr>
<tr>
<td>INTL 2420 U.S. Customs and Importing</td>
<td>3</td>
</tr>
<tr>
<td>INTL 2530 International Marketing</td>
<td>3</td>
</tr>
<tr>
<td>Required Business Core</td>
<td>16</td>
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</tbody>
</table>

Course

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>BSLM 1410 Transportation Management</td>
<td>3</td>
</tr>
<tr>
<td>BSLM 1510 Distribution Management</td>
<td>3</td>
</tr>
<tr>
<td>BSLM 2420 Supply Chain Management</td>
<td>4</td>
</tr>
<tr>
<td>BUSN 2472 Business Negotiation</td>
<td>3</td>
</tr>
<tr>
<td>BUSN 2475 Business Ethics</td>
<td>3</td>
</tr>
<tr>
<td>Required Business Core</td>
<td>16</td>
</tr>
</tbody>
</table>

General Education/MnTC Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Cr</th>
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<tbody>
<tr>
<td>ECON 1720 Macroeconomics</td>
<td>3 cr</td>
</tr>
<tr>
<td>ECON 1730 Microeconomics</td>
<td>3 cr</td>
</tr>
<tr>
<td>Goal 6: Humanities and Fine Arts</td>
<td>3</td>
</tr>
<tr>
<td>General Education Requirements</td>
<td>16</td>
</tr>
</tbody>
</table>

Total Program Credits                             60

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
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

Minimum Program Entry Requirements

Students entering this program must meet the following minimum program entry requirements:

Reading: Score of 78+ or grade of “C” or better in READ 0722

Writing: Score of 78+ or grade of “C” or better in ENGL 0922

Arithmetic: Score of 20+

Assessment Results and Prerequisites:

Students admitted into Saint Paul College programs may need to complete additional courses based on assessment results and course prerequisite requirements. Certain MATH, READ, and ENGL courses have additional prerequisites.

Information is subject to change. This Program Requirements Guide is not a contract.
## 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**
- **Goal 5: ECON 1720 Macroeconomics OR ECON 1730 Microeconomics**
- **Goal 6: Humanities and Fine Arts** .................. 3

**Total Semester Credits** .................................. 15

**Total Program Credits** .................................. 60