

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. Analyze international business situations in keeping with professional standards and recommend appropriate courses of action.
2. Identify custom clearing processes to bring goods into the US and the methods of entry into foreign markets.
3. Prepare export and import documentation and follow procedures to support the movement of products and services in the organization's global supply chain.
4. Evaluate the impact of statutory and regulatory compliance on an organization's integrative trade initiatives.
5. Apply basic concepts and terminology needed to independently perform basic logistics and trade operations services.



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

Program Faculty

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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

- BUSN 1400 Introduction to International Business 3
 - BUSN 1420 Transportation Management 3
 - BUSN 1430 International Communications and Cultural Awareness 3
 - BUSN 1512 Export Shipping and Compliance 3
 - BUSN 1530 Distribution Management 3
 - BUSN 2420 U.S. Customs and Importing 3
 - BUSN 2472 Business Negotiation 3
 - BUSN 2520 Supply Chain Management 4
 - BUSN 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

Program Start Dates

Fall, Spring, Summer

Transfer Opportunities

Saint Paul College has transfer agreements & partnerships between many post-secondary institutions. For more information please go to saintpaul.edu/Transfer.

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 250+ or grade of "C" or better in READ 0722 or READ 0724 or EAPP 0900

Writing: Score of 250+ or grade of "C" or better in ENGL 0922 or EAPP 0900

Arithmetic: Score of 225+

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.

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

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

Second Semester

BUSN 1400 Introduction to International Business (spring only)	3
BUSN 1512 Export Shipping and Compliance (spring only)	3
BUSN 2520 Supply Chain Management (spring only)	4
Goal 1: COMM 17XX	3
Total Semester Credits	13

Third Semester

BUSN 1420 Transportation Management (fall only)	3
BUSN 1430 International Communications and Cultural Awareness (fall only)	3
BUSN 1530 Distribution Management (fall only)	3
BUSN 2465 Business Ethics	3
BUSN 2530 International Marketing (fall only)	3
Total Semester Credits	15

Fourth Semester

BUSN 2420 U.S. Customs and Importing (spring only)	3
BUSN 2472 Business Negotiation Skills	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