

1. Years of Study

Three-year program

2. Language of Instruction

Chinese (HSK Level 4 proficiency)

3. Training Objectives

This major is oriented towards professional competence and job demands, with the core focus on “Chinese Proficiency + Job Competence + Professional Quality.” It establishes a three-pronged professional training system integrating internationalization, skills, and vocational focus. Through a scientific positioning of talent training specifications, it systematically cultivates versatile talents who are proficient in international trade practices, international settlement operations, the application of international commercial law, and foreign trade English communication skills. Graduates are expected to master the operational norms of import and export businesses and possess core skills such as foreign trade document processing, order management, and cross-border e-commerce platform operation. These skills qualify them for positions such as international business document clerk, foreign trade specialist, and cross-border e-commerce operation specialist.

Additionally, the major emphasizes cultural education through modules on traditional Chinese culture and humanistic history, aiming to cultivate internationally-minded technical talents with cultural confidence who can effectively engage in cross-cultural business communication and contribute composite talents with both professional skills and cultural depth to the “Belt and Road” initiative.

4. Employment Positions

Main Positions:

- (1) International Business Document Clerk
- (2) Foreign Trade Specialist
- (3) Cross-Border E-commerce Operation Specialist

Secondary Positions:

- (1) Foreign Trade Customer Service Specialist
- (2) International Logistics Coordinator

5. Partner Enterprises

- (3) Wuxi Mitilo New Energy Technology Co., Ltd.
- (4) Wuxi Ino Yongli Cultural and Creative Co., Ltd.
- (5) Wuxi Meikaiweil Technology Co., Ltd., among others.

6. Main courses

No.	Course Name	Module Code	Main Content	Hours & Credits	Course Attribute	Offered Semester
1	Economics Basics A	1610029	This course mainly covers topics such as demand and supply, consumer behavior, producer behavior, costs, markets, microeconomic policies, national income determination, macroeconomic policies, social welfare, inflation and unemployment, economic growth and business cycles, as well as open economy theories.	48 hours, 3 credits	Compulsory	1
2	Fundamentals of International Trade	1610030	This course examines the characteristics and regularities in the emergence, development, and changes of international trade. It covers the basic theories and foundational knowledge of international trade, including the theories of trade development and change, foreign trade policies and measures, and contemporary international trade issues.	48 hours, 3 credits	Compulsory	1
3	Import and Export Practices B	1610042	Focused on international merchandise trade, this course covers the quality, quantity, and packaging of contract subjects; price conditions and trade terms; shipping and insurance terms; methods of payment settlement; pre-inspection and dispute prevention and handling; as well as the negotiation, formulation, and execution of import-export contracts.	56 hours, 3.5 credits	Compulsory	2
4	Cross-Border E-commerce Practices	1610134	This course introduces the fundamentals of cross-border e-commerce, familiarizing students	48 hours, 3 credits	Compulsory	2

No.	Course Name	Module Code	Main Content	Hours & Credits	Course Attribute	Offered Semester
			with its types and current development status. It focuses on the use of tools such as payment and logistics during transactions, equipping students with the basic ability to conduct online cross-border transactions and establish online stores.			
5	International Settlement Practices	1610044	Through this course, students learn the principles and legal regulations of international settlements. They master the principles and practical applications of financial instruments like drafts, promissory notes, and checks, as well as the use of documents such as drafts under letters of credit, commercial invoices, and transport documents. Emphasis is placed on methods including remittance, collection, and letters of credit.	48 hours, 3 credits	Compulsory	3
6	Business Correspondence in Foreign Trade	1610043	This course is designed to help students master the techniques of writing business correspondence in foreign economic and trade operations. It meets the practical needs of communicating with foreign clients, covering the basic format, language style, use of business vocabulary, and interpretation of business content in correspondence.	48 hours, 3 credits	Compulsory	4
7	International Freight Forwarding and Customs Clearance	1610041	A comprehensive practical course in international logistics activities, it covers international sea freight forwarding, land transportation agency, air freight forwarding, cargo tallying, transport insurance,	48 hours, 3 credits	Compulsory	4

No.	Course Name	Module Code	Main Content	Hours & Credits	Course Attribute	Offered Semester
			inspection and quarantine, and customs clearance services for international cargo.			
8	Foreign Trade Documentation Practices	1610040	This course explains the preparation, issuance, certification, and auditing of financial, commercial, and official documents as well as other related documents involved in import and export activities. It is designed to ensure that students acquire the knowledge and skills required for handling foreign trade documentation.	32 hours, 2 credits	Compulsory	5
9	Practical Training in International Freight Forwarding and Customs Clearance	1610027	This course strengthens students' professional knowledge in freight forwarding and customs declaration. It familiarizes them with electronic data exchange systems used in freight forwarding, customs, and inspection, and teaches them to use electronic customs declaration systems and complete related forms.	56 hours, 2 credits	Compulsory	4
10	Practical Training in Business Correspondence in Foreign Trade	1610022	Aimed at reinforcing students' abilities to use standardized business correspondence in foreign trade, this practical training covers inquiry, quotation, counter-offer, acceptance, negotiation, and establishing business relationships, as well as addressing issues in contract performance such as urging issuance of letters of credit, shipment notifications, increasing insurance, and handling claims.	28 hours, 1 credit	Compulsory	4
11	Comprehensive Practical Training in	1610020	This course serves as a comprehensive test of students'	84 hours, 3 credits	Compulsory	5

No.	Course Name	Module Code	Main Content	Hours & Credits	Course Attribute	Offered Semester
	International Trade Skills		overall foreign trade skills. It includes practical components such as negotiation, pricing, contract drafting, issuance of letters of credit, and preparation of documents under letters of credit including drafts, commercial invoices, bills of lading, packing lists, insurance policies, certificates of origin under the Generalized System of Preferences, and certificates of origin.			
12	Practical Training in Foreign Trade Order Management	1610021	This practical training is aimed at cultivating both the theoretical and practical aspects of order management in international trade. It develops students' initial abilities in tracking samples, raw materials, production progress, packaging, and quality, thereby enhancing their skills in analyzing and solving problems related to foreign trade order management.	56 hours, 2 credits	Compulsory	5