

# SPAN 309 – Business Spanish of International Trade in the Hispanic World

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## Description

**This course** focuses on the commercialization of goods and services from and to the Hispanic world.

Students learn the terminology of international business and learn to discuss issues such as free-trade agreements.

Students engage with real-world materials, documentation, and speak to professionals who work in foreign trade in Spanish.

The course integrates competencies that employers expect in new graduates (e.g., problem-solving).

## Learning Outcomes

By the end of the course, students are able to:

- Remember technical terms for international trade.
- Recognize the names of emerging Latin American markets and their main products and services for export.
- Explain the documents used for trading goods and services from and to Latin America.
- Identify the steps involved in the commercialization of an agricultural commodity (e.g. soy, wheat, fruits) from a Latin American producer up to a Canadian supermarket.
- Demonstrate knowledge of the regulations of free trade agreements and the current state of affairs between Canada and Latin American countries.
- Assess job market opportunities in international commerce where new UBC graduates could work.
- Analyze critically main ideas from case studies reviewed in class that involve import-export companies.
- Design a final term project that includes all major steps for importing a product or services from an emerging Latino market to Canada.

## Thematic Units

### Thematic units

During the course, students study eight thematic units. Students read authentic sources and analyze each theme critically.

Theme 1 Introduction to international trade  
Theme 2(a) North American Free Trade Agreement  
Theme 2(b) Asian-Pacific Economic Cooperation  
Theme 3 The international banking system  
Theme 4(a) Imports  
Theme 4(b) Exports  
Theme 5(a) Free trade agreements under scrutiny  
Theme 5(b) Free trade and its impact on environment  
Theme 6 Transporting goods and services  
Theme 7 Protectionism  
Theme 8 For and against international trade

## Flexible Learning Structure

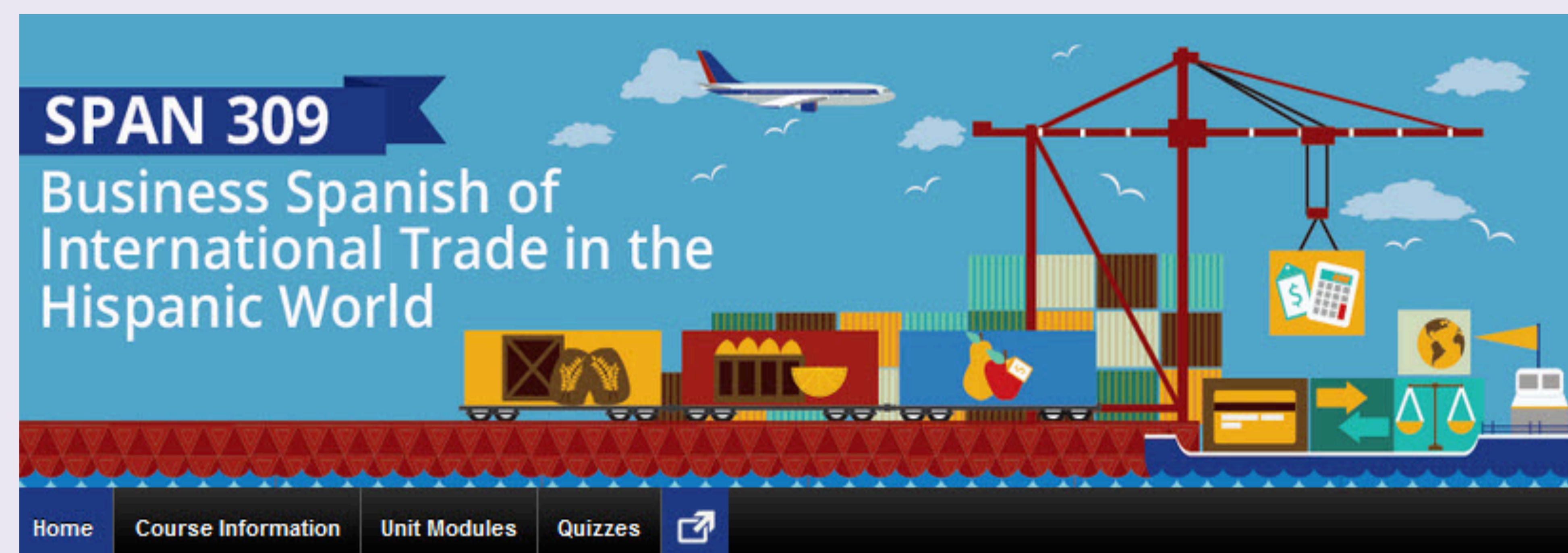
The course integrates an online component and in-class teaching, practice, and discussion.

Students work with structured input (i.e., premodified) that highlights particular features of grammar and terminology (VanPatten, 1995).

Practice exercises present a single concept at a time, keep meaning in focus, and require application of information if input processing is successful.

Case studies present challenging situations. Students work in groups (*Teamwork*) to analyze and propose strategies to solve them (*Analysis and Problem-Solving*).

## Course website



Designed and produced by Arts ISIT.

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