

# 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.



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
<b>Professional Component</b>	
<input type="checkbox"/> ACCT 2410 Financial Accounting 1 . . . . .	4
<input type="checkbox"/> BTEC 1421 Business Information Applications 1 . . . . .	3
<input type="checkbox"/> BUSN 1410 Introduction to Business . . . . .	3
<input type="checkbox"/> BUSN 1449 Business Communications . . . . .	3
<input type="checkbox"/> BUSN 2465 Business Ethics . . . . .	3
<b>Required Business Core . . . . .</b>	<b>16</b>

Course	Cr
<input type="checkbox"/> BUSN 1400 Introduction to International Business . . . . .	3
<input type="checkbox"/> BUSN 1420 Transportation Management . . . . .	3
<input type="checkbox"/> BUSN 1430 International Communications and Cultural Awareness . . . . .	3
<input type="checkbox"/> BUSN 1512 Export Shipping and Compliance . . . . .	3
<input type="checkbox"/> BUSN 1530 Distribution Management . . . . .	3
<input type="checkbox"/> BUSN 2420 U.S. Customs and Importing . . . . .	3
<input type="checkbox"/> BUSN 2472 Business Negotiation . . . . .	3
<input type="checkbox"/> BUSN 2520 Supply Chain Management . . . . .	4
<input type="checkbox"/> BUSN 2530 International Marketing . . . . .	3
<b>Subtotal . . . . .</b>	<b>28</b>

## General Education/MnTC Requirements Cr

Refer to the Minnesota Transfer Curriculum Course List for each Goal Area

<input type="checkbox"/> Goal 1: Communication . . . . .	7
ENGL 1711 Composition 1 – 4 cr	
COMM 17XX – 3 cr	
<input type="checkbox"/> Goal 3 or Goal 4 . . . . .	3
Goal 3: Natural Sciences OR	
Goal 4: Mathematical/Logical Reasoning	
<input type="checkbox"/> Goal 5: History, Social Science, and Behavioral Sciences . . . . .	3
ECON 1720 Macroeconomics – 3 cr OR	
ECON 1730 Microeconomics – 3 cr	
<input type="checkbox"/> Goal 6: Humanities and Fine Arts . . . . .	3
<b>General Education Requirements . . . . .</b>	<b>16</b>

**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](http://saintpaul.edu/Transfer).

## Global Trade Specialist AAS

BA	Individualized Studies Metropolitan State University
BS	Business Administration Saint Mary's University, Twin Cities Campus
BS	Project Management Minnesota State University, Moorhead

See back of this guide for Course Sequence

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

## 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

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

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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# 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
<b>Total Semester Credits</b>	<b>17</b>

### 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
<b>Total Semester Credits</b>	<b>13</b>

### 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
<b>Total Semester Credits</b>	<b>15</b>

### 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
<b>Total Semester Credits</b>	<b>15</b>

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