

FITTskills Edition 7.3 — Course Syllabus

Course: Global Value Chain

Course Description:

The *Global Value Chain* course examines aspects of the primary activities of Distribution and Inventory Management, and the supporting activities of Document Management and Procurement, which are integral to international trade logistics. Doing business in/with foreign markets requires consideration of different regulatory, financial, geographical, cultural and consumer requirements. This course examines how organizations obtain resources and what they need to know to control and manage logistical systems within the global value chain in order to implement strategic business management decisions that minimize costs and risks, and maximize international business potential.

The *Global Value Chain* course is a key course in Edition 7.3 of the FITTskills Program, which has been designed for the independent self-directed learner who is an international trade practitioner with a minimum of two to five years of experience. The FITTskills Program has been developed so that you as a practitioner can ensure you have all the competencies required to take advantage of international trade opportunities.

Modules in this Course:

INTERNATIONAL PROCUREMENT: Purchasing and Outsourcing in the Global Marketplace
INVENTORY MANAGEMENT: Maximizing Efficiency in Global Inventory Management
INTERNATIONAL DISTRIBUTION: Transportation of Goods and Delivery of Services
DOCUMENT MANAGEMENT: Control, Compliance and Consistency

Pre-Requisites:

- It is recommended that you have the required learning from the *Feasibility of International Trade* course prior to beginning the *Global Value Chain* course. You can complete the course *Feasibility of International Trade* or self-assess your knowledge of its content by reviewing the learning outcomes for the course.
- The *Global Value Chain* course assumes you have the necessary basic business and trade knowledge and skills needed for domestic trade, as these fundamentals are not covered in the FITTskills Program.

Course Learning Outcomes:

Upon successful completion of this course, you will be able to:

1. Procure goods and services and outsource production in international markets in an effective, efficient and compliant manner.
2. Determine requirements and make arrangements for efficient and effective transportation of goods in a timely manner, ensuring compliance with regulatory requirements.
3. Ensure preparation of goods for transportation in a manner that minimizes risk, maintains condition of the goods and complies with regulations.
4. Implement inventory management strategies that address the use of international suppliers and the needs of international buyers and customers.
5. Provide products and services to global buyers to meet the needs of clients' projects and comply with local legal requirements and cultural customs.
6. Prepare and manage all necessary documentation for exporting and importing goods and services.

When you begin the course, you will find there are also detailed learning outcomes for each of the four modules in the course.

Schedule:

You can begin any time. Learners must complete the course within three months of registration.

Course Format:

You have three months to work through the self-led course and complete the final assessment at your own pace. You'll receive your topic-specific textbook in eBook format. At the end of your learning, you can write the summative exam for the course.

Registration in this course provides you with access to additional learning resources, such as guiding notes, case studies, sample exam questions and the answers to the exercises in the textbook. These additional resources provide you with an opportunity to apply your learning and verify your progress. Although access to these resources are provided, the only requirement to complete the course is successfully passing the exam.

Learning resources:

The course includes extensive content about the global value chain as an integral part of international trade. It also offers:

- An initial checklist for you to ‘Reflect on Your Experience’ to help you decide which sections you need to spend most time on, and where you may have previous learning
- Case examples that demonstrate innovative and good business practices, global examples and lessons from the field
- Many sample documents to illustrate requirements and good practice within the global value chain
- Sections that help you to consolidate and apply your learning at the end of each unit of each module
- Opportunities for extended learning at the end of each unit of each module to broaden the scope of your application, and to help you relate the learning to specific situations
- A list of ‘Recommended Resources’ for additional reading and learning on the topics

Assignments & Formative Assessments:

In addition to the sections in each unit to help you apply your learning and to extend your learning to various situations, there is a Final Check at the end of each module. This multiple-choice quiz for the module provides sample questions and answers for you to prepare for the summative exam. These questions have also been provided as an interactive quiz on the learning platform.

Summative/Final Assessment:

Once you are ready, you can write the course evaluation. This is a standardized open-book exam consisting of 45 multiple choice questions. Learners must complete this exam online within three hours. You can write your exam at any time as long as it is done before the deadline.

To access the examination:

1. Go to www.FITTforTrade.com
2. Under SIGN IN, enter your FITT ID and password
3. Click the **FITT Students** menu (left-vertical menu), then **Online Exam Centre** and then **Login now to begin your exam**—this will redirect you to the online exam center

Global Value Chain – Course Syllabus

A credit is awarded when learners achieve a 'pass' or 'pass with distinction' grade on the exam (see table). These credits count towards obtaining FITT business credentials.

Pass with Distinction	PWD	85% or higher
Pass	P	65%-84%
Fail	F	64% or less

FITT Educational and Professional Credentials:

FITT offers three international business credentials based on the global trade competencies acquired through the FITTskills Program. The credentials are proof of an individual's level of knowledge and expertise in global trade. Each is achieved based on the following criteria:

FITT Certificate in International Trade

Presented to individuals who have successfully completed any three FITTskills courses, or equivalency thereof (3 credits)

FITT Diploma in International Trade

Presented to individuals who have successfully completed all six FITTskills courses, or equivalency thereof (6 credits)

Certified International Trade Professional (CITP®|FIBP®) designation can be applied for by individuals who have:

- Earned their FITT Diploma
- Achieved FITT's practical work experience requirement of at least one full year
- Endorsed the CITP®|FIBP® Standards of Ethical Conduct
- Committed to ongoing professional development in the discipline of international business

Policies:

1. **Deferral Policy:** A request for an assessment deferral must be submitted to FITT in advance of the assessment deadline. Students may request a deferral for up to 30 days at one given time. A maximum of three (3) deferrals per assessment is permitted. This deferral policy applies to all FITT assessments and rewrite assessments. You can request a deferral by completing an **Assessment Deferral Form**.
2. **Rewrite Policy:** You are eligible to re-write a failed FITTskills assessment within 90 days of the original deadline. There is no limit to the number of times an assessment can be re-

written. However, each re-write must take place within 90 days of the previous rewrite deadline, and there is a fee of \$100 plus applicable taxes per re-write. You can request to re-take an assessment by completing an **Assessment Registration Form**.

3. **Non-Disclosure Agreement:** The answers to the exercises, case studies and final check questions are confidential and proprietary. You are expressly prohibited from disclosing, publishing, reproducing, or transmitting the content, or substantially similar content, of this document, in whole or in part, in any form or by any means, verbal or written, electronic or mechanical, for any purpose. By registering in this course, you agree not to disclose, publish, reproduce, or transmit the content, or substantially similar content, of this document, in whole or in part, in any form or by any means, verbal or written, electronic or mechanical, for any purpose. Violators will be prosecuted.
4. **Printing of Material:** Printing is for personal, private use only. No part of the material on this platform may be reproduced or transmitted without FITT's prior permission. Violators will be prosecuted.

Table of Contents: FITTskills Global Value Chain

Getting Started

Forward

Features

Course/Module Learning Outcomes

The Modular Approach

Reflect on Your Experience

Cross-Modular References

Apply Your Learning

Extended Learning

Recommended Resources

Background: Global Value Chain

Organization of Text

Course Learning Outcomes

Module—International Procurement: Purchasing and Outsourcing in the Global Marketplace

Introduction

Module Learning Outcomes

Reflect on Your Experience

Unit 1: The Strategic Procurement Process

Why Is This Important?

Following the Strategic Procurement Process

STEP 1: Conduct an Internal Needs Analysis

STEP 2: Conduct an Assessment of the Suppliers' Market

STEP 3: Collect Supplier Information

STEP 4: Develop a Sourcing/Outsourcing Strategy

STEP 5: Implement the Sourcing Strategy

STEP 6: Negotiate with Suppliers and Select the Winning Bid

STEP 7: Implement a Transition Plan or Contractual Supply Chain Improvements

Government Procurement

Apply Your Learning

Extended Learning

Unit 2: Global Sourcing of Goods

Why Is This Important?

Global Sourcing Motivators

Global Sourcing: Considerations and Risks

The Decision Making Process

Apply Your Learning

Extended Learning

Unit 3: Global Outsourcing of Manufacturing

Why Is This Important?

Motivators for Global Outsourcing of Manufacturing

Global Outsourcing of Manufacturing: Considerations and Risks

The Decision for Globally Outsourcing Manufacturing

Apply Your Learning

Extended Learning

Unit 4: Global Outsourcing of Services

Why Is This Important?

Types of Outsourcing Services

Motivators for Global Outsourcing of Services

Service Delivery Models

Global Outsourcing of Services: Considerations and Risks

The Decision for Globally Outsourcing Services

Apply Your Learning

Extended Learning

Unit 5: Developing the Supplier Relationship

Why Is This Important?

Supplier Relationship Management

Forming Partnerships and Alliances

Apply Your Learning

Extended Learning

Module Summary

Final Check

Recommended Resources

Glossary

Notes

Module—Inventory Management: Maximizing Efficiency in Global Inventory Management

Introduction

Module Learning Outcomes

Reflect on Your Experience

Unit 1: Inventory Essentials

Why Is This Important?

Financial Importance of Inventory

Selective Inventory Management

Managing the Product Life Cycle

Inventory Tracking and Information Technology

Planning Inventory Storage Locations

Selective Inventory Management Strategies

Problem Inventories

Inventory Management Outsourcing

Apply Your Learning

Extended Learning

Unit 2: Reverse Logistics

Why Is This Important?

Establishing Product Return Systems

Processing Returns

Using Centralized Collection Centres

Outsourcing Reverse Logistics

Developing Recall Plans

Managing Recalls

Apply Your Learning

Extended Learning

Unit 3: The Circular Economy

Why Is This Important?

Circular Supply Chains

The Sharing Economy

Waste Management

The Circular Economy

Apply Your Learning

Extended Learning

Module Summary

Final Check

Recommended Resources

Glossary

Notes

Module—International Distribution: Transportation of Goods and Delivery of Services

Introduction

Module Learning Outcomes

Reflect on Your Experience

Unit 1: Modes of Transportation

Why Is This Important?

Marine/Ocean Transportation

Rail Transportation

Road Transportation

Air Transportation

Pipelines

Integration of Transportation Modes

Transportation of Dangerous Goods

Apply Your Learning

Extended Learning

Unit 2: Distribution Risk Management

Why Is This Important?

Risk Issues

Risk Mitigation Strategies

Apply Your Learning

Extended Learning

Unit 3: Crossing Borders and Managing Customs

Why Is This Important?

The Role of Customs and Border Security Agencies

Customs and Border Security Agency Trade Facilitation

Customs and Border Security Agency Clearance Processes

Single Window Customs and Border Security Services

Customs Brokers

Apply Your Learning

Extended Learning

Unit 4: Distribution of Goods

Why Is This Important?

Distribution Logistics

Incoterms® Rules

Distribution Logistics Cycle
Supporting Activities
Logistics Service Providers
Apply Your Learning
Extended Learning

Unit 5: Delivery of Services

Why Is This Important?
Types of Services in International Trade
General Agreement on Trade in Services
Services Distribution and Delivery
Supporting Activities
Apply Your Learning
Extended Learning

Module Summary

Final Check
Recommended Resources
Glossary

Notes

Module—Document Management: Control, Compliance, and Consistency

Introduction
Module Learning Outcomes
Reflect on Your Experience

Unit 1: International Trade Stakeholders—Roles and Responsibilities

Why Is This Important?
Who Are the Stakeholders and What Do They Do?
Commercial Transaction Participants
Government and Regulatory Agents
Shipping and Transportation Providers
Financial Organizations
Apply Your Learning
Extended Learning

Unit 2: International Trade Documents

Why Is This Important?
International Trade Document Descriptions
Transport Documents

Certificates and Approvals
Financial Documents
Notification Documents
Service Delivery Documents
Apply Your Learning
Extended Learning

Unit 3: Incoterms® Rules

Why Is This Important?
What Are Incoterms® Rules?
Incoterms® 2020 Definitions
Visual Shorthand
Incoterms® Rules and Documents
Choosing the Right Incoterms® Rule
Apply Your Learning
Extended Learning

Unit 4: Documents and the International Trade Transaction

Why Is This Important?
What Documents Are Necessary?
Where to Find the Documents
Who Uses Documents
Document Compliance
Documents and IT
Apply Your Learning
Extended Learning

Module Summary

Final Check
Recommended Resources
Glossary

Appendices

Appendix A: Summary of Incoterms® Rule Definitions

Notes