



# Core subjects needed for trade leadership

In the [International Trade Rankings](#), a graduate program's trade-related course content is considered more heavily than any other factor in determining

its standing. Based on input from a panel of trade sector industry experts, the following are the types of subjects required to prepare work-ready graduates.



## CROSS-BORDER TRADE

The exchange of capital, goods and services across international borders or territories.

- Market Entry Strategies
- Sustainability in Trade
- Sourcing, Procurement & Negotiation
- International Marketing
- Physical & Digital Sales / ecommerce



## CROSS-BORDER TRADE POLICY

Agreements, regulations and practices by governments and trade bodies that affect cross-border trade.

- Trade Agreements
- Geopolitics & Trade / Global trade systems
- Current issues in trade / Domestic Policy Impacts
- Macro Economics of Trade
- International Development & Trade



## CROSS-BORDER TRADE FINANCE & ACCOUNTING

The financial instruments and products used to facilitate international trade and commerce.

- Import-Export Trade Finance
- International Accounting / Taxation / Insurance
- Financial Reporting & Governance / ESG
- International Trade Law & Arbitration
- Customs & Tariffs



## CROSS-BORDER LOGISTICS & SUPPLY CHAIN MANAGEMENT

The management of digital and physical flow of goods and services between economies.

- International Supply Chain Management
- Transportation & Logistics
- Digital Trade / Digital Payments
- Manufacturing Management in a Foreign Country
- Incoterms / Trade Documentation



## CROSS-BORDER LEADERSHIP & SOFT SKILLS

The key elements that future leaders need to understand also include psychological, geopolitical, and sociological components of global trade.

- Cross-Cultural Leadership
- Global Talent Management
- International Strategies & Critical Thinking
- Cross-Cultural Communications & Ethics



## LOOKING TO THE FUTURE...

Additional useful topics to capture the diverse dynamics of international trade, such as:

- Big Data Analytics / Data Literacy
- Blockchain
- ESG for companies operating in cross-border trade
- Electronic trade facilitation
- AI for trade

