



The Application of Simulated Experimental Teaching in International Trade Course

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Abstract

International Trade Practice is a professional basic course for specialty of International Economy and Trade. As the core of International Trade Practice, it is extremely related to foreign affairs and needs much practical experience. This paper puts forward some suggestions on how to improve the performance of teaching in order to educate the outstanding graduates, which are urgently demanded by the foreign trade enterprises.

Keywords: International trade practice, Simulated experimental teaching, Practical experience

To create the professional brand of international trade, enhance the competitive strength, it's an inevitable choice for college to strengthen the teaching reform and focused on "High Quality, Sufficient Abilities", to improve the status of professional practice in the education system, so as to adapt the public's new requirement for the international professional. In order to adapt the new position of our entering the WTO and receive new challenge, speed up to cultivate high diathesis professionals with the ability of innovating, reining the market, and managing the international business affairs, who are shortage in the international trade, many domestic colleges adopt the simulated experimental didactics one after another. In theory, they do widely research; while in practice, they summarize a mass of experience. But meanwhile we should know that, the simulated experimental didactics has not been long-playing used in China. So we may have something to be ameliorated and ulterior improved in our education activity, which cause us to go on intensifying education reforms, so as to create conditions for the further application of simulated experimental didactics.

1. The comparative advantages of international trade simulated experimental didactics

The international commerce is not only a subject researching the specific process of international commodity exchange, but also a comprehensive and practical subject which is practice-needed and involving foreign interest. As a practical subject, just by learning teaching material to make students be "High quality, Sufficient Abilities" are never enough. We should also get help from simulated experimental teaching to reach the goal. Compared with traditional teaching method, the simulated experimental didactics undoubtedly have many obvious advantages.

Simulated Experimental Teaching is favorable for training the student's ability of integrating theory with practice, consolidating and deepening their understanding of theory. Theories originate from practice, and are the refinement, abstract and summary of practice. The penetration of practice will in turn deepen our understanding of theory. In teaching, students get abstract theory, which is hard to make sense of and accept. For example, the teachers will take about half a period to explain the international contracts, which contain contract subject matter with its quality, quantity and packing, mode of transportation, shipment clause, transport documents, form of contracts and its basic components, performance of import and export contracts, main import and export document, claims and settlement of claims and so on. But for students, it is low efficient and difficult to grasp. However, if you use international trade simulated experimental didactics, students with the aid of adviser, fill the transport documents and main import and export document by their own hands and simulate signing import and export contracts. So we can bridge the gap between theory and practice. One more example, to explain the payment in the international trade, agreement and fulfill the Contract of International Goods Sales and international electronic commerce in e-commerce and so on in business of international trade settle accounts, will make the beginning students puzzled and at sea. Yet once you finish a period of

simulated experiment and change the abstract theory into tangible data, you may get a thorough comprehension of international trade rudiments.

Simulated Experimental Teaching is favorable for making up the need of practice outside the college to protect their trade secret. Many of them refuse to accept students to practice. They worried that the interns may give out their trade secret. Or perhaps they settle for the interns for some relations, they won't arrange them to do pacific operation commonly. Instead, they may give them some documents to fill, some data to tabulate, or even ask them to do some laughing matter. Besides, because of expand admission, the schools' internship expenditure per student is decreasing year by year, while the cost of internship is increasing gradually. The only way is to practical work placement nearby and as simple as possible. Due to multifarious factors above, students' practicing outside the college is just a form and results in worse effect. The International Trade Simulated Experimental Teaching therefore plays a growing part in education system.

2. Optimization the positioning and content of International Trade Simulated Experimental Teaching

Whether the design of this system is scientific has a close bearing on the quality of simulated experimental teaching. It should has a specific aim, which is strengthening the students' understanding and grasp on booklore (the Terms of International Trade, Clause in the Contract for the International Sale of Goods, the Negotiation and Fulfillment of International Sale of Goods, Pattern of International Trade, etc.), setting up the concept of competition and have an all-around idea of what you have learn. Getting some practice effects, lead the students to have perceptions of the requirement about international business and master the skill of international trade business work.

The international trade instructional system makes international trade business work as the central task. Analog simulates the whole procedure of international trade business. First, preparation works before trade. In order to ensure compliance of import and export contracts, we should keep good preparation before trade. It includes choosing suitable markets and trade partners, application import and export license, etc. Second, it is the consultation of import/export contracts. Business consultation is a procedure that buyers and sellers consult on condition of merchandising, to reach an agreement. It's the basis of entering into a business contract. Whether the business consultation is good or not directly influences the award of contract and has respect to each other's benefit. We should attach importance to it. Negotiation covers Name of Article, Quality, Packing, Price, Shipment, Insurance, Payment, commodity inspection, claim, arbitration, force majeure, etc. The procedures of business negotiation can be concluded into four steps, that is Inquiry, Offer, Counter-offer and Accept. We take the business process below into consideration in the education system design. Export company give an offer--Import company counter-offer to bargain---Reach an agreement---Enter into a contract. Third, signing contracts. In the international trade, we need to do business negotiation to conclude business, and the form of law is contract. Business negotiation is a process while award of contract is a result. Fourth, each negotiating party carries on the contract. After signing a contract, both parties should fulfill obligations as the contract tells. The export company's main obligation is delivering the goods, handing over all the relevant documents, and transferring the ownership of the goods to the import company. While that of import company is paying and receiving the goods.

Simulation experiment is good for the development of college and student, and it also cater for the need of first-rate international college in 21st century. It can not only change the adverse consequences of low efficiency and the drudge caused by the traditional teaching of the theory of international trade, which make the students realize the actual hands-operation, familiar with the specific trade procedures and operation process, but also enrich teaching model, enhance the enthusiasm and innovation of college research, expand the impact of college, enhance the school's reputation. So we should vigorously promote the application of simulation teaching in the international trade courses.

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