Fast-track your career in global trade

For people passionate about trade who are looking to launch or accelerate their careers, the <u>Hinrich Foundation</u> created the QS <u>International</u> <u>Trade Rankings</u>.

The <u>International Trade Rankings</u> will help **students** identify the world's leading trade-related graduate programs and alert **employers** where to recruit top graduates.

Our panel of industry and academic experts identified the core elements required for world-class global trade master's program. Together with the Rankings, these elements and trade program courses will help you identify the best program for your career growth.

Key elements in a global trade master's program



TRADE PROGRAM CONTENT (for details, see page 2)

The actual trade content taught in a graduate program is paramount to the development of a skilled and successful trade leader. Looking at both compulsory and elective courses, curricula were examined for subjects relating to the areas of; cross border trade, trade policy, trade logistics, trade finance and leadership.



GRADUATE OUTCOMES

There are two dimensions that impact graduate outcomes. The first is the graduate employment rate upon completion of the program. The second is what employment-related graduate support is provided by the university.



INDUSTRY ENGAGEMENT

Learning from, and interacting with, industry experts provides students wishing to pursue successful careers in international trade invaluable insights into how things work in the real world. This lens combines Faculty Industry Experience, Partnerships with Employers and Partnering with Industry Bodies.



INNOVATIVE TEACHING

Quality programs should use a variety of teaching methods, and in particular, experiential methods. The lens factors in Experiential Learning and Internships.



REPUTATION

The reputation of the institution among academics and employers serves as a proxy for the overall quality of the education level provided. It is an important indicator of the overall value of a graduate trade program.



PROGRAM DELIVERY

Flexibility in the delivery of post graduate international trade education through hybrid or online, in addition to face-to-face teaching, is very valuable, as is international exposure and language training.



RESEARCH

The volume and quality of research produced by a university speaks to the commitment and impact an institution has to an area of study such as the ever-changing field of international trade.

For insights into the subjects that trade employers consider vital to becoming a well-prepared, work-ready trade leader, please see to the next page.





Core subjects needed for trade leadership

In the <u>International Trade Rankings</u>, 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





To explore the Top 200 programs in the International Trade Rankings, scan the QR code or visit <u>HERE</u>

