

Hangzhou Normal University Undergraduate Training Program in Economics (International digital trade)

(For International Students)

I. Training Objectives

The purpose of this program is to train high-level application-oriented professionals, who master the knowledge of basic theories and analysis methods of economics and international trade, especially on cross border e-commerce (Objective 1), who know the change and status of modern international trade and the role of China in it (Objective 2), who understand the rule and process of international trade, especially on cross border e-commerce (Objective 3), and the mechanism of international economics (Objective 4), who are good at cross-cultural communication and negotiation (Objective 5), and capable of analyze and study modern economic and international trade situation and find solutions for potential problems (Objective 6).

II. Graduation Requirements

This program will be totally in line with the development of international trade practice with Chinese characteristic, while emphasizes the internationalization, application, and case studies. It is designated to help students to acquire solid basis of economic theory and international trade, to gain strong theoretical and practical capabilities. All the courses of this program, except a few Chinese-related ones, will be taught in English. Our graduates are required to acquire the following knowledge and capabilities:

1. Master the basic theories and analysis methods of international trade, understand the rule and process of international trade, know the change and status of modern international trade and the role of China in it.
2. Understand the theoretical fundament behind international trade phenomenon, have strong insight into the related frontier theoretic issues of different genres of economics.
3. Capable of collecting, processing, and analyzing data and information, applying econometric and statistical approaches to analyze and study modern economic and international trade problems.
4. Understand the current economic policies and regulations in China as well as in main

countries and areas in the world, capable of integrate theory with practice, have a strong practical ability, cross cultural communication ability and social adaptability

5. Good at verbal and nonverbal communications and dealing with interpersonal relationship using Chinese language.

III. “Training Objectives-Graduation Requirements” and “Graduation Requirements-Curriculum System” Correspondence Matrix

1. “Training Objectives-Graduation Requirements”

	Objective 1	Objective 2	Objective 3	Objective 4	Objective 5	Objective 6
Requirements 1	●	●	●	●		
Requirements 2	●	●				●
Requirements 3	●					●
Requirements 4			●			●
Requirements 5					●	●

Note: Mark the appropriate column with “●”.

2. “Graduation Requirements-Curriculum System” Correspondence Matrix

(Identify by relevance, the degree of relevance between the course and a certain graduation requirement is qualitatively estimated according to the strength of the course’s satisfaction of the corresponding graduation requirement, **H**: Indicates high correlation; **M**: Indicates medium correlation; **L**: Indicates low correlation.)

	Course Title	Graduation Requirements				
		1	2	3	4	5
Ideological Education; Required Course	Orientation		M		L	
	Chinese Language					H
	Overview of China	M				
	China Road and China Model	L	M			
	Social Project				H	
Subject Basics; Platform Course	Principles of Microeconomics	H	H	M		
	Principles of Macroeconomics	H	H	M		
	International Economics	H	L	H		
Professional Core Courses	Mathematical Fundamentals	M				
	Calculus for Business and Economics	H		H		

	Course Title	Graduation Requirements				
		1	2	3	4	5
	Professional Core Courses			H	M	
	Principles of Accounting	M		M		
	Principles of Management		H			
	Introduction to Digital Economy	H	M			
	Principles of Finance	M	H	M		
	Chinese Economy (A Case on Yiwu)		M			L
	International Trade Law	H				H
	International Business English					H
	International Marketing				H	M
	Chinese Economic Law	M			L	
	Principles of E-Commerce		M		H	
	Introduction to International Economic Organizations		M			H
	International Service Trade	M	M			L
	International Business Negotiation				M	H
	Multi-national Corporation				M	M
	International Trade Practice				H	M
	Economic History of the Silk		H			M
	International Finance	H	L			H
	International Investment	H		L		L
	Online Retailing	M		L	M	L
	Cross Border E-Commerce Cases				H	L
	Cross Border E-Commerce Logistics		L		H	L
	Cross Border E-Commerce Practice				H	L
	Cross Border E-Commerce Start-up				H	L
Internship and Practice Graduation	Business Practice (Internship)					H
	Graduation Practice					H

	Course Title	Graduation Requirements				
		1	2	3	4	5
Thesis	Graduation Thesis			H		

IV. Fundamental Subject Platform Courses and Professional Core Courses

1. Fundamental Subjects Platform Courses

Principles of Microeconomics, Principles of Macroeconomics, International Economics

2. Professional Core Courses

Mathematical Fundamentals, Calculus for Business and Economics, Business Data Analysis, Principles of Accounting, Principles of Management, Introduction to Digital Economy, Principles of Finance, Chinese Economy (A Case on Yiwu), International Trade Law, International Business English, International Marketing, Chinese Economic Law, Principles of E-Commerce, International Business Negotiation, International Service Trade, International Business Negotiation, Multi-national Corporation Management, International Trade Practice, Economic History of the Silk Road, International Finance, International Investment, Online Retailing, Cross Border E-Commerce Cases, Cross Border E-Commerce Logistics, Cross Border E-Commerce Practice, Cross Border E-Commerce Start-up

V. Professional Admission and Graduation Standard

VI. Length of Schooling and Degree

1. Length of Schooling: The length of schooling is flexible, generally it lasts four years. The students can graduate three years in advance or within six years

2. Degree Conferred: Bachelor's Degree in economics

VII. Minimum Graduation Credits and Class Hours

1. Minimum Graduation Credits: 160.

2. Pass HSK 4 (new format) (score 180)

VIII. Course Structure, Curriculum and Distribution of Credits

1. Course Structure

The course structure consists of ideological education courses and professional courses:

Ideological education courses include Orientation, Chinese language, China Overview, China Road and China Model, as well as Social Project.

Professional Courses include fundamental subject platform courses and professional core courses.

Table 1: Course Structure

Course Type	Type of Study	Number of Courses	Credit		Internship and Practice Credits	
			Credits (numbers)	Credit Ratio	Internship and Practice Credits (numbers)	Internship and Practice Credits Ratio
Ideological Education Courses	Orientation	1	1	0.625		
	Chinese Language	9	30	18.75		
	China Overview	2	4	2.5		
	China Road and China Model	1	3	1.875		
	Social Project	1	2	1.25		
Fundamental Subject Platform Courses	Required Courses	3	11	6.875		
Professional Core Courses	Required Courses	26	81	50.625		
Internship and Practice	Required Courses	3	28	17.5	28	17.5
Total		46	160	100	28	17.5

2. Curriculum and Distribution of Credits

Table 2: Ideological Education Curriculum and Credit Distribution

1. Ideological Education Required Courses: 40credits

Course Code	Course Title	Course Credit	Class hours		Recommended Semester	Note Extra-hours
			Lecture class	Labs / Training		
271124001	Orientation	1	16		Semester One Year One	
271111011	Comprehensive Course in Elementary Chinese I	4*	64		Semester One Year One	
271112011	Elementary Chinese Listening and Speaking I	4*	64		Semester One Year One	

Course Code	Course Title	Course Credit	Class hours		Recommended Semester	Note Extra-hours
			Lecture class	Labs / Training		
271113012	Comprehensive Course in Elementary Chinese II	4*	64		Semester Two Year One	
271114012	Elementary Chinese Listening and Speaking II	4*	64		Semester Two Year One	
271115021	Comprehensive Course in Intermediate Chinese I	4*	64		Semester One Year Two	
271116021	Intermediate Chinese Listening and Speaking I	4*	64		Semester One Year Two	
271117022	Comprehensive Course in Intermediate Chinese II	2*	32		Semester Two Year Two	
271118022	Intermediate Chinese Listening and Speaking II	2*	32		Semester Two Year Two	
271119031	HSK Intensive Course	2*	32		Semester One Year Three	
271120011	Overview of China I	2*	32		Semester One Year One	
271121022	Overview of China II	2*	32		Semester Two Year One	
271122001	China Road and China Model	3*	48		Semester One Year Two	
271123302	Social Project	2	32		Semester Two Year Three or Semester One Year Four	

Table 3: Professional Courses Curriculum and Credit Distribution

1. Fundamental Subjects Platform Courses: 11 Credits

Course Code	Course Title	Course Credit	Class Hours		Recommended Semester	Note Extra-hours		
			Lecture Class	Labs / Training		Admission courses	Graduation courses	Minoring in courses
274125001	▲Principles of Microeconomics	4*	64		Semester One Year One			
274126002	▲Principles of Macroeconomics	4*	64		Semester Two Year One			
274127002	▲International Economics	3*	48		Semester Two Year One			

2. Professional Core Courses: 81 Credits

Course code	Course title	Course credit	Class hours		Recommended Semester	Note Extra-hours		
			Lecture Class	Labs / Training		Admission courses	Graduation courses	Minor courses
274128001	Mathematical Fundamentals	3*	48		Semester One Year One			
274129001	▲Principles of Management	3*	48		Semester One Year One			
274130002	Principles of Finance	3*	48		Semester Two Year One			
274131002	Calculus for Business and Economics	4*	64		Semester Two Year One			
274132001	Business Data Analysis	3*	48		Semester One Year Two			
274133001	Principles of Accounting	3*	48		Semester One Year Two			
274134001	International Finance	3	48		Semester One Year Two			
274135001	Chinese Economy (A Case on Yiwu)	3	48		Semester One Year Two			
274136001	Introduction to International Economic Organizations	3	48		Semester One Year Two			
274137002	Introduction to Digital Economy	3	48		Semester Two Year Two			
274138002	International Business English	3	48		Semester Two Year Two			
274139002	Principles of E-Commerce	3	48		Semester Two Year Two			
274140002	International Investment	3	48		Semester Two Year Two			
274141002	International Service Trade	3	48		Semester Two Year Two			
274142002	Economic History of the Silk Road	3	48		Semester Two Year Two			
274143001	International Trade Law	4*	64		Semester One Year Three			
274144001	Chinese Economic Law	4*	64		Semester One Year Three			

274145001	Online Retailing	3	48		Semester One Year Three			
274146001	International Marketing	3	48		Semester One Year Three			
274147001	Cross Border E-Commerce Cases	3	48		Semester One Year Three			
274148001	Cross Border E-Commerce Logistics	3	48		Semester One Year Three			
274149002	International Business Negotiation	3	48		Semester Two Year Three			
274150002	Multi-national Corporation Management	3	48		Semester Two Year Three			
274151002	International Trade Practice	3	48		Semester Two Year Three			
274152002	Cross Border E-Commerce Practice	3	48		Semester Two Year Three			
274153002	Cross Border E-Commerce Start-up	3	48		Semester Two Year Three			

Table 4: Internship and Practice Setup and Credit Distribution

1. Internship and Practice: 28Credits

Course Code	Course Title	Course Credit	Class hours		Recommended Semester	Note Extra-hours		
			Lecture class	Labs / Training		Admission courses	Graduation courses	Minor courses
274154301	Business Practice (Internship)	8		128	Semester One Year Four			
274155302	Graduation Practice	8		128	Semester Two Year Four			
274156001	Graduation Thesis	12		192	Semester One/ Two Year Four			

Note: 1. Course Standard Description: Degree Course▲; Bilingual Course★, Separate Internship (training) Courses◆; Exam Course*.

2. Admission course, graduation courses, minoring in courses, leave a check mark (√).