

## Customs Management in International Business Minor regulation 2021-2022

**1. Name minor: Customs Management In International Business (CUMIB)**

**2. English name: Customs Management In International Business (CUMIB)**

### **3. Minor content**

Some say Napoleon lost the war against the Russians, because he was unable to supply his army far away in wintery and cold Russia. He did not bother about logistics. And undoubtedly the military background of logistic, also civil society nowadays appreciates the necessity of planning the flow of goods in order to cut costs, decrease throughput time and increase reliability. Especially today as we speak of truly global trade. Goods are shipped throughout the world and are built from parts coming from all over the world. For European companies with large incoming and outgoing flows of goods to and from the EU, it is important to organize these flows effectively and efficiently **and** according to customs law. When customs' law is not met, the throughput time at the border will increase. And although inner boundaries within the EU have dissolved and we can move goods freely throughout the EU, customs still play an important role related to many goods being moved inside the EU. Furthermore sadly 9-11 happened. This act of terror changed current logistics. Worldwide security enhancing measures were taken. Very often customs play a part in supervising incoming flows of goods security related. And last the United Kingdom has left the EU. For the Netherlands this has huge consequences as many flow to the UK from the EU and the other way around, go via the Netherlands. After the BREXIT, all these goods have to be declared for export and import. Customs will then supervise these flows of goods.

So for companies involved in the international flow of goods, it has become extremely important to act compliantly. This means they carry out their processes which are related to this international flow of goods in line with customs law. If they fail to do so, customs supervision will increase the throughput time in the supply chain, making their throughput time also more unreliable: a nightmare for every logistic manager.

These challenges mentioned above illustrate the need for generalists, who not only are acquainted with logistics and global sourcing, but also in customs legislation and trade compliance. Therefore to put it shortly: the knowledge gained in this minor will yield a lot of opportunities on the labour market within businesses involved in international trade.

The minor Customs Management in International Business has been based upon two following fundamental subjects:

- 1) Customs procedures and regulations;
- 2) Global Trade & information systems.

Students will be taught to think about the consequences of global sourcing, identifying the risks of global trade and take measurements to meet these risks to make sure the company is compliant.

This minor has the same structure as the master Customs and Supply Chain Compliance, offered by the Erasmus University in Rotterdam and has been developed in cooperation with the Erasmus University and Dutch customs.

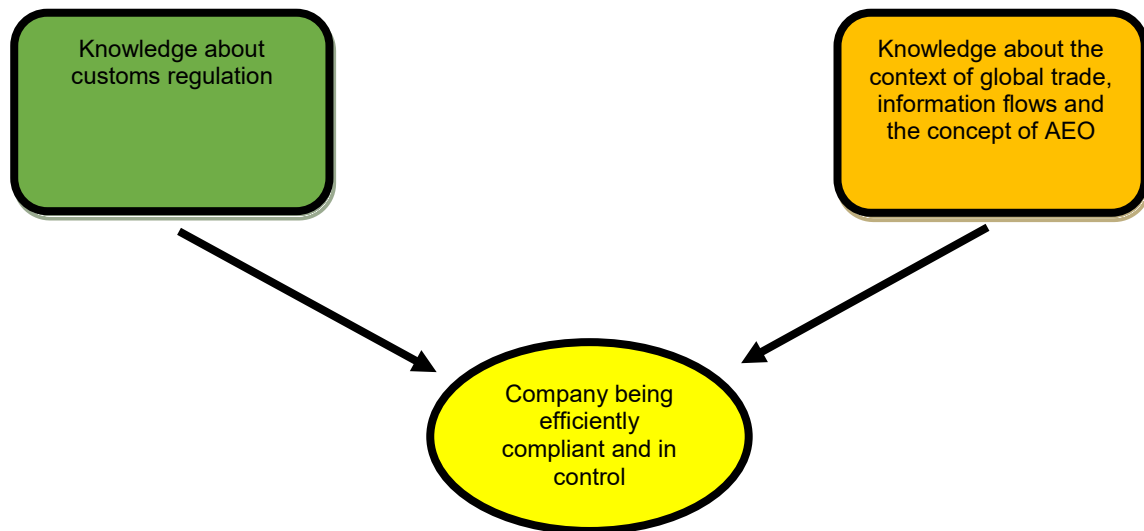
The student has to apply the theory in a project. This project can be organised to the individual wishes and needs of the student. The student may do the project within a company. A company

problem within the Trade Compliance scope, must be solved by applying the theory in this business case. Another possibility is to carry out a scientific research in which the student dives into a Trade Compliance topic and tries to provide answers. The third possibility is to advice a fictious company on a trade compliance problem.

#### Goal

At the end of this minor students have broader knowledge about customs law and trade compliance and know how to apply this in practice.

In the picture below the fundamental subjects and further explanations are visible.



Students can integrate these fields of knowledge. In the end students are able to advice on process improvements, these process improvements are related to the company's internal processes which are related to the international flow of goods, taking into account customs law, all in order to to make sure that risks are better covered, or costs have been reduced or delivery reliability has improved.

#### Resume for diploma supplement

The student has proven to be able to analyse Trade Compliance issues in a context of global trade taken into account financial and organisational consequences for companies. In order to do that the student is familiar with customs law.

#### 4. Educational components

The work load for this minor 30 ECTS-credits, duration is one semester. The minor is divided into two periods. During the first periode lectures are scheduled, the second focesses entirely on the execution of an individual project.

		week																						
	# EC	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16		17	18	19	20		
		35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	1	2	3	4	5
introduction		11							16											1	2	3	4	5
CUS1	5	10	10	10	10	10	10	10			E													
CUS2	5	10	10	10	10	10	10	10			E													
Trade compliance	5	10	10	10	10	10	10	10			A													
introduction into project		2	2		2		2	2																
project	15											40	40	40	40	40	40				1			

The numbers added under week 10 until 16, represent hours which the student are suppose to spend on their project. The report resulting from this project must be handed over at the end of week 2.

<i>Educational components</i>	<i>Description</i>	<i>Studyload in hours</i>
Introduction	Understanding of the working field and excursions	
Customs 1 (CUS1)	Introduction into customs, including the history of customs and the appointed task in relation to world organisation like WTO, WCO and EU. Furthermore the introduction into classification into the Combined Nomenclature, establishment of origin and customs value is explained. The working of TARIC. Last the concept of dual-use goods, export controls and agricultural levies is explained.	140
Customs 2 (CUS2)	Processes related to the entry into the EU and the customs procedures are explained. Furthermore the concept of anti-dumping and counterfeit is discussed	140
Trade Compliance	<p>Context of world trade</p> <p>Continuous growth of world trade stimulated by trade facilitation and free trade agreements, extended gateways</p> <p>Concept of AEO</p> <p>Idea behind AEO, effect of self assessment, risk analysis and control measures</p> <p>Information need, related to global trade</p> <p>Information need related to customs declaration and the source of this information. IT solutions to facilitate the distribution of information (data pipeline, WCO datamodel, DMS)</p> <p>Financial implications of global trade</p> <p>VAT on importation, including the Dutch fiscal representation, concept of excise and EMCS, financial security related to declarations, customs debt.</p>	140
Project	To be conducted in a project group of two students	420
	<p><b>Option 1) Project within a real company</b></p> <p>The student must execute a project within a company for five days/ week.</p> <p>The goal is to advise the company:</p> <ul style="list-style-type: none"> <li>On process improvements related to the international flow of goods and customs procedures;</li> <li>To make sure that processes are compliant to customs' law, compliance risks or costs have been reduced, or delivery reliability has improved.</li> </ul> <p>The project may be carried out by executing a project submitted by the company or by executing a prescribed scan at the company.</p>	

	<p>Possibly this project is done as a “virtual internship”. This means that the assignment is provided by a company, but the students work on it at the school campus and plan all meeting with the company virtually. Especially for students wanting to do the project at a company “far away”, virtual internship offers possibilities.</p> <p>Both teacher and the company must agree on the assignment</p> <p><b>Option 2) Scientific reseacht</b> The second option is doing a scientific research covering a trade compliance topic. To do this the students must carry out literature research and interview at least five compliance managers and /or conduct a survey. The topic and way to proceed must be determined in consultation with the teacher.</p> <p>Again the topic must provide enough indepth possibilities for the students to work 40 hours/ week on this project.</p> <p><b>Option 3) Business improvement at fictitious company</b> The students work on a business case which is provided by the teachers. The purpose is to improve business processes: more reliable, quicker, cheaper and more compliant.</p> <p>This assignment also requires a workload of 40 hours/ week.</p>	
--	--	--

## 5. Enrolment in the education components

Students do not need to enrol for individual educational components in the minor.

## 6. Overview of tests and registration for tests

All education components will be conducted with an individual written examination or assignment. The examinations will be scheduled during the examination period. Time of the examination will be presented in the timesheet. In the table below all examinations are presented.

educational components	Assessment	individual / group	Assessment scale
CUS1	Written examination	Individual	0, 1, 2, 3, 4, 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10
CUS2	Written examination	Individual	0, 1, 2, 3, 4, 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10
Trade Compliance	Written essay	Individual	0, 1, 2, 3, 4, 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10
Project	Report, presentation and discussion	group	0, 1, 2, 3, 4, 5, 5.5, 6, 6.5, 7, 7.5, 8, 8.5, 9, 9.5, 10

The results of the project must be described in a report and its findings must be presented for the teachers and the company (if applicable). The findings will be discussed then. After that, the final project note will be given.

All examinations are scheduled twice. Hence all students have two possibilities to pass the examination. An examination is considered to be passed when the final score is at least a 5.5. This also applies for Trade Compliance. Several essays must be submitted. The final note is an average of all submitted essays. When this average is below 5,5 one or more essays must be redone.

The project is also passed when the final note is at least a 5.5. If scored lower than a 5.5, it can be repaired (however after having it repaired, the final note can never be higher than a 5.5).

The final note for the minor will be calculated by the weighted average of all examinations, based upon the study load of each educational component.

#### **7. Examination of the minor (see article 19, paragraph 3, general section TER)**

For passing the minor, students must pass all tests: the examinations, the essays and the project.

#### **8. Examination board (article 38, general section TER)**

The examination board for this minor is represented by the examination board of Fontys Hogeschool Techniek en Logistiek Venlo ([fhtenl-excie@fontys.nl](mailto:fhtenl-excie@fontys.nl)).

#### **9. Validity period**

This information remains valid for the duration of the 2021-2022 Academic Year.

#### **10. Entry requirements minor**

Students must have successfully completed their propaedeutic to follow the minor. If the propaedeutic year is not (yet) completed, students have to get permission by the examination board to enrol in the minor.

Below an overview is given of (Fontys) studies which suit perfectly with this minor, based on content. Comparable studies from other universities would match as well. These are (international) business related studies. This list is exemplary and not complete.

University:	Institute:	Education	Place:
Fontys	FHTL	Logistic Management	Venlo
		Logistics Engineering	Venlo
		Business Informatics	Venlo
	FIBS	International Business and Management Studies	Venlo
		Commerciële economie	Venlo
		Technische Bedrijfskunde	Eindhoven
	Management Economie en Recht	Bedrijfskunde	Eindhoven
		Finance, Tax and Advice	Eindhoven
	Marketing en Management	Commerciële Economie Leisure Management	Eindhoven
		Ondernemerschap en Retail Management	Eindhoven
		Commerciële Economie	Eindhoven
		International Business	Eindhoven
	Financieel Management	Accountancy	Eindhoven
		Finance & Control	Eindhoven
Fontys	Academy for creative industries	Commerciële Economie: Digital Business Concepts	Tilburg
		Communicatie: International Event, Music and Entertainment studies	Tilburg
		Commerciële: International Event, Music and Entertainment studies	Tilburg
		International Business	Tilburg
		HBO-Rechten	Tilburg
Comparable institutes in Holland and Germany			

\*Students coming from another study than mentioned above must ask permission at their examination board before participating. It might be difficult for them to pass this minor, for basic understanding of companies, process optimization and efficiency are required. Furthermore good knowledge of English language is important.

## 11. Accessibility

Not accessible for studies with no related business-related background (see also 10. Entry level background).

## 12. Contact

This minor is offered by Fontys Hogeschool Techniek en Logistiek Venlo.

1	Name of minor	Customs Management in International Business
2	Organising institute	Fontys Hogeschool Techniek en Logistiek
3	Managing Director	Mr. H. Janssen
4	Minor Coordinator	Mrs. L. Vocks E: <a href="mailto:l.vocks@fontys.nl">l.vocks@fontys.nl</a> T: 0031 (0)8850 79182
5	Language	English
6	Location	Fontys Hogeschool Techniek en Logistiek Tegelseweg 255 Venlo
7	Period	September 2021 – January 2022 (requirement: min. 10 registrations)

**In terms of participation and completion of their minors, students will not be required to satisfy any other requirements than those as hereby determined in these Minor Regulations.**