Universidad de Navarra

International trading and logistics (IIMP)

Guía docente 2026-27

PRESENTACIÓN

ENGLISH LANGUAGE PREREQUISITE

No proof of language proficiency is required at the time of application, however you must ensure that you have a sufficient level to attend the classes and to be able to study in this language should you be admitted.

The initial matriculation into the program is not final until the interview has taken place in September.

The candidates invited to the final stage of the admission process in September, will be tested during an interview on their language proficiency. Should the level be insufficient (i.e. below the linguistic prerequisites), the interview panel reserves the right to retract the initial acceptance into the program.

Breve descripción: International Trading and Logistics

- **Módulo/Materia**: International Industrial Management Program
- **ECTS**: 2 ECTS
- **Profesorado**: Sandra Martinez

Ander Errasti

Michelle Gaisoa, **Responsable Asignatura**

- **Idioma**:English
- **Curso:** 2nd-year students

2027 Class Schedule

Monday, May 31, 9am-2pm, Aula Master 2 (Sandra)

Tuesday, June 1, 9am-2pm Aula Master 1 (Sandra)

Thursday, June 3, 9am-2pm Aula Master 1 (Ander)

Friday, June 4, 9am-2pm Aula Master 1 (Ander)

RESULTADOS DE APRENDIZAJE (Competencias)

Knowledge	• Be aware of the main challenges that companies have to face in relation to this issue.
	• Know the current trends in the operations internationalization to respond to the development of international sales.
	• Know management models, methods and tools that facilitate and help in the decision-making of:
	  • New facility implementation
	  • Multi-site network management
	  • Supplier network development
	• Know the management models, methods and tools that facilitate and help in the decision-making of
	  • New producto development
	  • Order fullfillment

Skills and attitudes	• Differences among globalization, internationalization and operations internationalization. • Identify the stages and decisions to face effectively the challenges of internationalization based on Operations Excellence models (GlobOpe) for the topics of new plant star up, multi production site and supplier network management. • Capacidad para evaluar el estado de la gestión de operaciones según modelos de excelencia operacional XPS en el lanzamiento de nuevos productos y cumplimentación de pedidos

PROGRAMA

Companies that are selling in different countries, have to design and manage a higher complexity when purchasing, producing and distributing their products or services. This course will allow the assistants to understand the difficulties that companies need to face when starting up and developing new markets from an operations point of view, and the alternatives that could be applied for the operations global network, and product new launching and order fulfillment processes.

For the global operations network design, GLOBOPE (Global Operations) framework will be presented focusing on three main topics:

- New production site starting up in a foreign country.

- Global Supplier network development.
- International production multisite configuration and management

For operations process management, GLOBOPE (Global Operations) framework will be presented focusing on how to handle:

- New product launching and order fulfillment- XPS systems

For the course, individual attitudes, behaviors and skills to develop in order to work with people of different cultures, countries, beliefs and professional skills will be presented.

ACTIVIDADES FORMATIVAS

The course will include trends and theory of internationalization of productive and logistic operations in international trade environments, through the presentation of papers and company cases.

During the sessions, the lecturers will include case studies of national and international companies of different industrial sectors and services.

The goal of these cases is looking for debate and group work.

These short cases will be presented by the lecturer, and the associated theory, as well as the case questions, they will be previously developed by the students in groups to be discussed in class.

*Note: In order to make a better use of the course, lecturers will recommend a **previous reading /preparation of papers and book chapters**.*

EVALUACIÓN

CONVOCATORIA ORDINARIA

- Participation: 20%.
- Case studies: 60% (cases must be prepared in advance)
- Papers: 20% (preparation and analysis of papers)

CONVOCATORIA EXTRAORDINARIA

There is no June exam.

HORARIOS DE ATENCIÓN

Please email the professors for an appointment.

BIBLIOGRAFÍA

The following books are not necessary for the course, but they are strongly recommended as support material:

1. *Errasti, A. (2013) „Global Production Networks: Operations Design and Management“, 2nd edition, CRC Press, Taylor & Francis, United States. Localizalo en la biblioteca*
2. *Abele, E., Meyer, T., Näher, U., Strube, G., Sykes, R. (2008) Global production: a handbook for strategy and implementation. Springer. Heidelberg, Germany. Localizalo en la biblioteca (versión electrónica)*

3. *Deresky, H. (2018) International Management: Managing Across Boarders and Cultures. 9th ed.Pearson Ed. Localizalo en la biblioteca*
4. *Miltenburg, J. (2005) Manufacturing strategy - How to formulate and Implement a Winning Plan, 2nd Edition, Productivity Press, Portland, Oregon. Localizalo en la biblioteca*