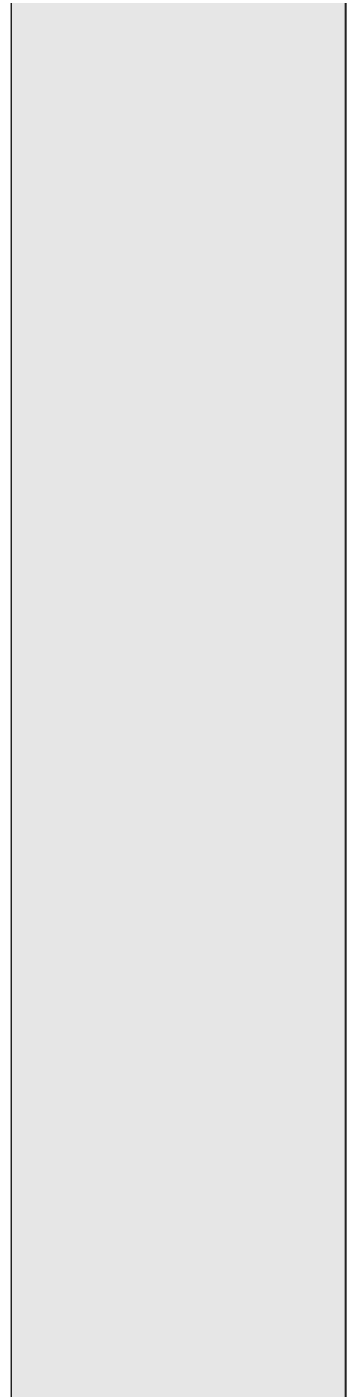
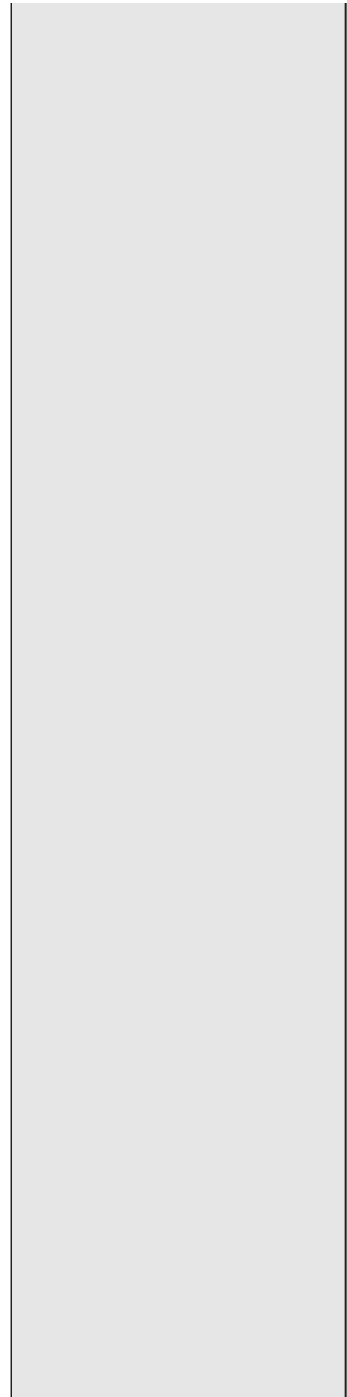


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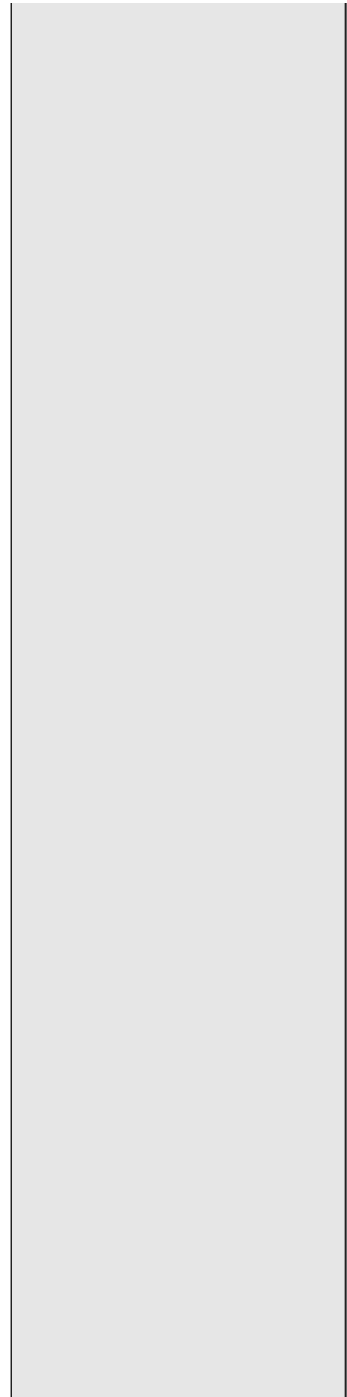
Master in International Trade and Strategy  
Faculty of Business and Logistics

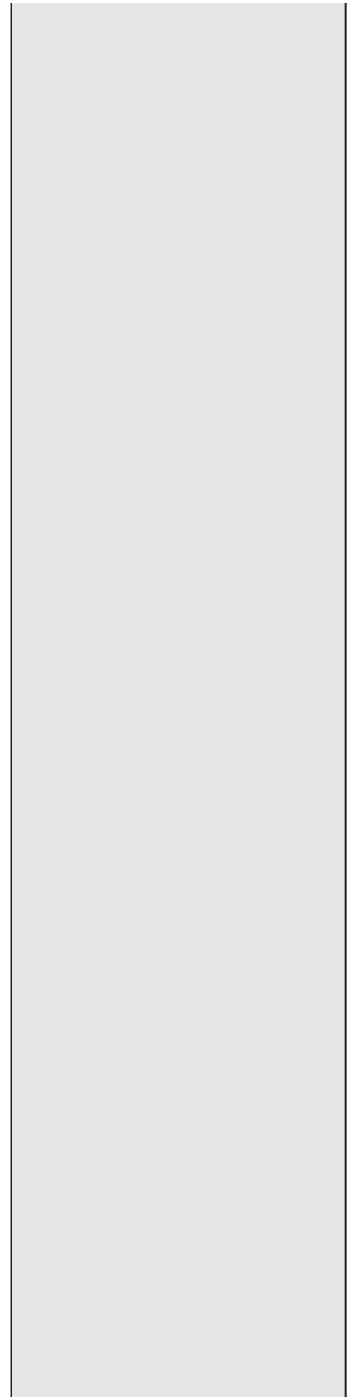
Programme Title (Arabic)	طليطختل او ةيلودلا ةراجتلا يف ريئتسجام					
Acronym / Abbreviation *	MITS					
Nature	Specialisation					
Programme Code	ITS9000	Programme Duration	1 Year/Cycle 6 Months	Programme Level	Level 9	
Programme Credits	180	Award Category	Masters			
Effective From	2022/2023 Sem 2					
Owner	School of Logistics & Maritime					
Professional Body						
Professional Body	Recognition Status	Effective From	Interim Date	Professional Bodies	Contact Person	Evidence
Employability Skills	Yes	29/05/2023				
Target Groups *						
International Students						
People in Employment						
Unemployed						
Targeted Industry Groups						
Other						
	Awarded where candidates have successfully met all the requirements below: <ul style="list-style-type: none"><li>• Completion of all courses listed in Schedule A.</li><li>• Completion of 180 credits.</li></ul>					





### Qualification Completion Requirements Criteria



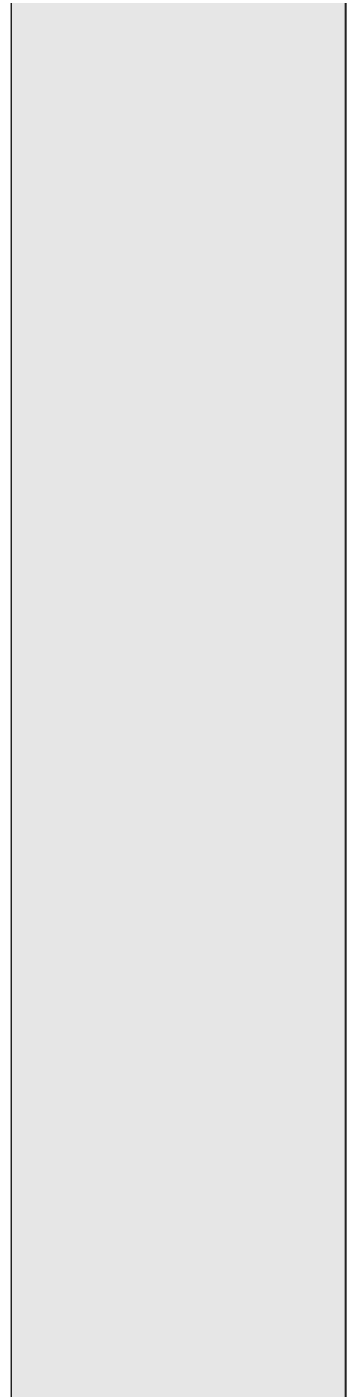


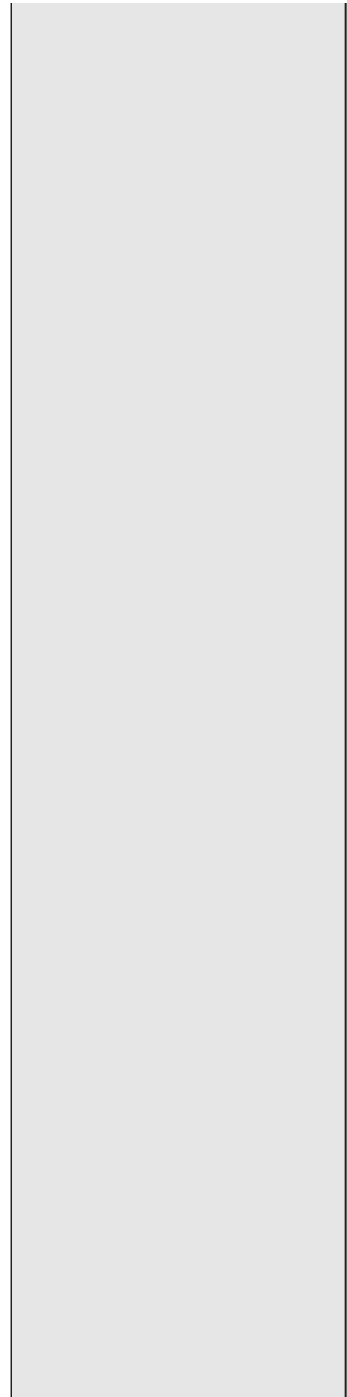
	<p>Bahrain Polytechnic was established by Royal Decree to address the need for a skilled Bahraini workforce to support economic growth and development. To support the development of the workforce, Bahrain Polytechnic aims to produce graduates with applied, professional qualifications. The supply chain management sector is critical to this vision. This includes the different modes which, when joined together, are referred to as the global supply-chain and are made of separate yet interconnecting industries.</p> <p>The Master of International Trade and Strategy (MITS) programme aims to develop rounded graduates who have not only the requisite skills demanded of the 21st Century workplace but also skills and knowledge required in the modern trade, transport and logistics industry. MITS is specifically designed to provide students with a deep understanding of the global trade landscape and the various policies, regulations, and procedures that govern international trade. These themes are covered in conjunction with the wider issues of sustainability and international governance.</p> <p>Bahrain Polytechnic's partnership with industry supporters is critical to the qualification and input on the curriculum is sought from key industry and government stakeholders in order to maintain the currency of the programme and ensure the relevance of graduates to industry needs. Another critical step in this process is the investigation of a new accreditation</p>

<p><b>Programme Overview *</b></p>	<p>with Chartered Institute of Procurement and Supply (CIPS). CIPS is the leading global organisation providing education and development and guidance for individuals, institutions and corporations within the industry. Embedded within the MITS programme are the industry-recognised and industry-relevant qualifications which provide our graduates with further pathways into employment or further study.</p> <p>In sum, the MITS programme is designed to prepare students becoming future professionals and competent international trade leaders within Bahrain, the wider region and internationally.</p> <p>The programme is appropriate for candidates seeking to advance their careers and assume leadership positions in multinational corporations, government agencies, international organisations, or entrepreneurial ventures. The curriculum is intended to provide students with a comprehensive understanding of the complexities of international trade and business, as well as the tools necessary to navigate the dynamic global business environment.</p>
<p><b>Entry and Selection *</b></p>	<ul style="list-style-type: none"> <li>• Recognized bachelor's degree or its equivalent in in all disciplines.</li> <li>• A minimum of two years' experience in international trade or business-related fields or positions</li> <li>• English entry requirements: <ul style="list-style-type: none"> <li>- IELTS score of 6.5 or evidence of a bachelor's degree with English as the only language of instruction.</li> <li>- Or, passing English selection tests / interviews in reading, writing, speaking and listening at the required level or equivalent.</li> </ul> </li> </ul>
	<p>Where there are more applicants who meet the programme entry criteria than can be accepted, the following shall be used:</p> <ul style="list-style-type: none"> <li>• Selection Criteria:</li> <li>• Recognized bachelor's degree or its equivalent in in all disciplines.</li> <li>• A minimum of two years' experience in international trade or business-related fields or positions</li> </ul>

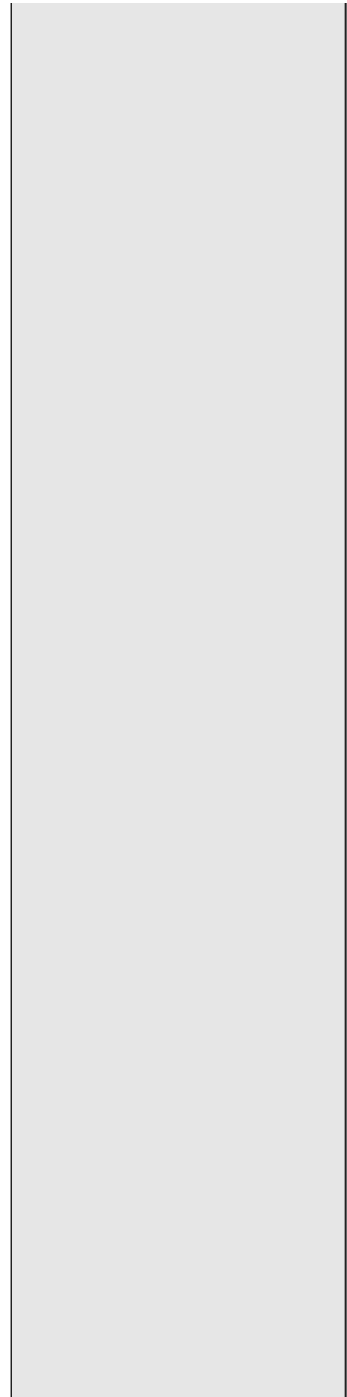


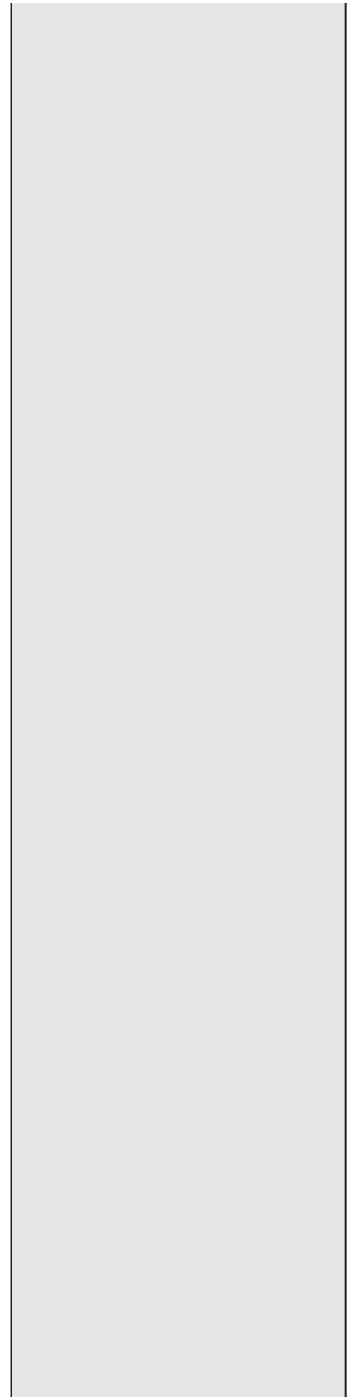
<b>Selection and Criteria and Process *</b>	<ul style="list-style-type: none"><li>• English entry requirements:<ul style="list-style-type: none"><li>- IELTS score of 6.5 or evidence of a bachelor's degree with English as the only language of instruction.</li><li>- Or, passing English selection tests / interviews in reading, writing, speaking and listening at the required level or equivalent</li></ul></li><li>• Applicants may be required to attend a panel interview to determine whether they will be admitted into the programme.</li></ul>
	Not Applicable





Major Selection Criteria \*





Accreditation / External Approval Requirements *	<p>This qualification will be accredited by the CIPS which is the leading global organisation providing education and development and guidance for individuals, institutions and corporations within the industry.</p> <p>Furthermore, Bahrain Polytechnic is currently a member of QM.</p>
Attendance Requirements *	<p>Attendance requirements are described in the policy Student Attendance A/AB/006. There are no programme specific attendance requirements.</p>

<p><b>Qualification Overview *</b></p>	<p>The Master of International Trade and Strategy (MITS) programme developed by the School of Logistics and Maritime Studies is intended for individuals with technical backgrounds, such as accounting, banking, finance, engineering, etc., who aspire to or are about to assume senior management positions in organisations or businesses. Unlike an average MBA programme or a generic International Business programme, MITS is specifically designed to provide students with a deep understanding of the global trade landscape and the various policies, regulations, and procedures that govern international trade. The programme is structured to provide students with the skills and knowledge they will need to excel in their future roles managing the entire business. The program covers a wide range of topics such as global supply chain strategies, international trade and business practices, international trade finance, trade laws, cross-cultural communication, and contract management and negotiation skills. These skills are essential for students who wish to succeed in senior management roles in the international business arena.</p>
<p><b>Qualification Aim *</b></p>	<p>Upon successful completion, graduates:</p> <ul style="list-style-type: none"> <li>• Demonstrate an in-depth understanding of advanced international supply chain management, trade finance, and transportation techniques.</li> <li>• Develop robust solutions for complex legal and technical import/export issues supported by specialized negotiation and conflict management techniques.</li> <li>• Demonstrate critical investigative skills in analysing development fundamentals, industrial competitiveness, and international trade policy and barriers.</li> <li>• Develop robust solutions for complex contract and commercial issues.</li> <li>• Demonstrate the ability to connect micro-level, operational issues – such as customs operations, excise duties and procedures, and export Controls – with broader macro-level factors such as Foreign Direct Investment.</li> </ul>



<b>Graduate Pathways and Destination *</b>	<p>Students who complete the qualification can progress to higher learning pathways such as further fields of study in doctorate degree or advanced professional qualifications.</p> <p>Graduates with specialisation in international trade typically pursue careers in various levels such as managerial roles in international business, finance, economics, and law.</p> <ul style="list-style-type: none"> <li>• Government agencies: associates and managers in EDB, Tamkeen, Ministry of Commerce, BCCI</li> <li>• Freezone management: BD managers, BLZ, BCCI, BIW, United States Trade Zone (USTZ)</li> <li>• Consultants in international trade</li> <li>• Manufacturing sector: managers in sales and marketing, and planning</li> <li>• Trading houses: import and export operations and contract negotiations managers</li> <li>• Banking and Finance: business analysts</li> <li>• Insurance: credit insurance specialists</li> </ul>																
<b>Other Information *</b>	<p><b>Employability Skills Generic Definition:</b></p> <table border="1"> <tr> <td><b>Communication</b></td><td>Communicate in ways that contribute to productive and harmonious relationships across employees and customers.</td></tr> <tr> <td><b>Team work</b></td><td>Work effectively independently and in collaboration with others.</td></tr> <tr> <td><b>Problem solving</b></td><td>Think critically and respond appropriately to changing needs within a growing and diversifying economy.</td></tr> <tr> <td><b>Initiative and enterprise</b></td><td>Apply resourcefulness, innovation and strategic thinking to a range of workplace situations.</td></tr> <tr> <td><b>Planning and organisation</b></td><td>Plan and manage their working lives.</td></tr> <tr> <td><b>Self management</b></td><td>Demonstrate self discipline and adaptability, and be able to plan and achieve personal and professional goals.</td></tr> <tr> <td><b>Learning</b></td><td>Understand the need for and engage with continuous learning throughout the lifespan.</td></tr> <tr> <td><b>Technology</b></td><td>Utilize information technology effectively and ethically in their personal and professional lives.</td></tr> </table>	<b>Communication</b>	Communicate in ways that contribute to productive and harmonious relationships across employees and customers.	<b>Team work</b>	Work effectively independently and in collaboration with others.	<b>Problem solving</b>	Think critically and respond appropriately to changing needs within a growing and diversifying economy.	<b>Initiative and enterprise</b>	Apply resourcefulness, innovation and strategic thinking to a range of workplace situations.	<b>Planning and organisation</b>	Plan and manage their working lives.	<b>Self management</b>	Demonstrate self discipline and adaptability, and be able to plan and achieve personal and professional goals.	<b>Learning</b>	Understand the need for and engage with continuous learning throughout the lifespan.	<b>Technology</b>	Utilize information technology effectively and ethically in their personal and professional lives.
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## Programme Learning Outcomes

On successful completion of this programme the learner will be able to :

Description
Critically appraise business opportunities in international trade operations by evaluating market trends, identifying emerging markets, and developing strategies for pursuing them.
Develop strategic thinking that involves making choices about markets, products, or services and how to position the business in relation to competitors.
Demonstrate advanced knowledge and expertise in the legal and financial frameworks that govern international trade.
Master negotiation and leverage strategies that are essential for international trade in order to assist businesses in securing favourable terms.
Create value propositions that resonate with customers and communicate the unique benefits of the company's products or services.
Critically analyze the laws governing international trade with a focus on the contracting and contract management processes.
Optimise processes and systems to ascertain efficiencies in logistics and supply chain operations in order to achieve cost reductions and improve the on-time delivery rate of products and services.
Critically analyze the environmental implications of international trade from a local, regional, and global perspective in order to find ways to mitigate the negative impact on the environment.
Practice as an international trade professional using 21st century skills.

## Semester Schedules

### Year 1 / Semester 1

Core	
Course Code	Title
TS9100	<a href="#">Contract and Commercial Management</a>
TL9002	<a href="#">Environment and Sustainable Development</a>
TS9300	<a href="#">International Business Environment and Trade Relationship</a>
TS9001	<a href="#">Logistics for Import and Export Operations</a>

### Year 1 / Semester 2

Core	
Course Code	Title
TF9201	<a href="#">International Trade Finance</a>
TS9005	<a href="#">International Trade Law</a>
TS9003	<a href="#">Negotiation and Conflict Management</a>
TF9202	<a href="#">Strategic Supply Chain Management</a>

### Year 2 / Semester 1

Core	
Course Code	Title

TF9500	<a href="#"><u>Professional Research Project</u></a>
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