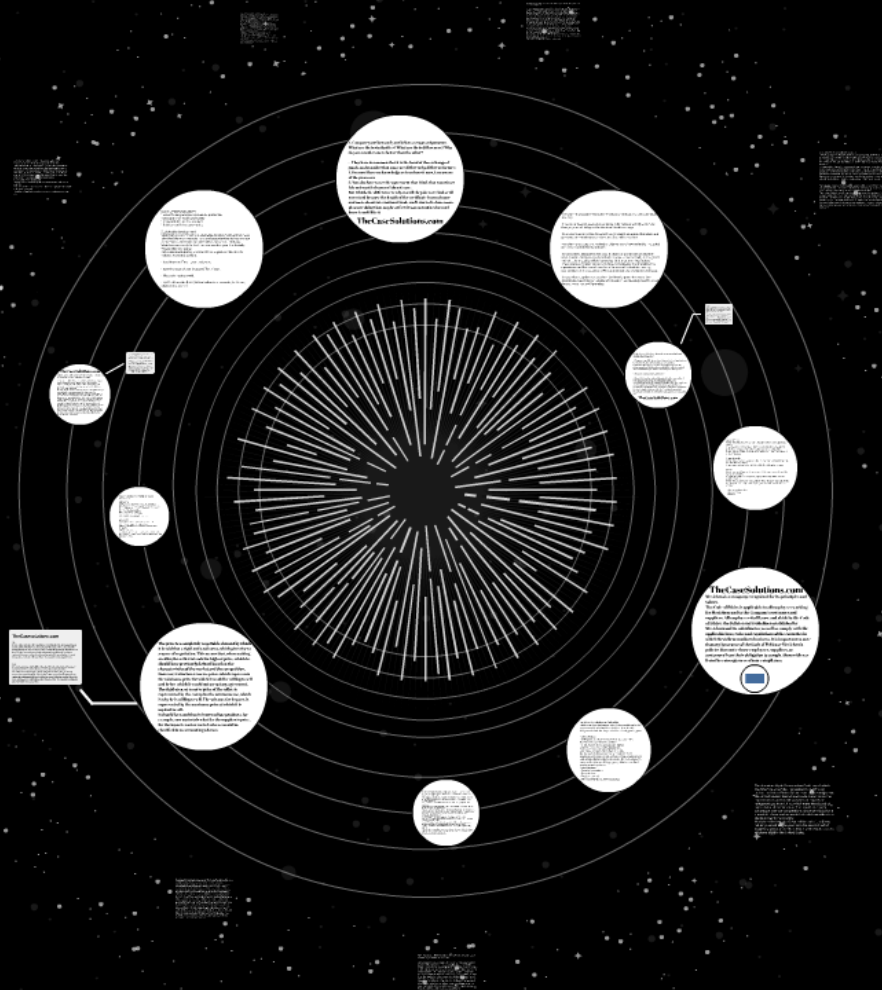


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# Samsung Electronics: Global Flash Memory Market



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**a. What knowledge, skills, attitudes and values did you learn? How did you learn them? Where would you apply this knowledge?**

**.- Personally I really like this career, everything in international trade is very interesting, the way in which you can transport, methods, to economize, so that the product arrives well must have packaging and packaging, care. This is very interesting, since you have knowledge you can perceive things differently.**

**The skills that I obtained were related to the same, having skills, making a vision of how the process is performed the values I learned are responsibility, honesty, in the work of referents to the exchange of goods, you need those two elements, honesty about the quality on product, that the processes are correct so that the product arrives well, in the customs, to deliver the documents that are required with the correct information.**

**All the knowledge to acquire the ones I can use in my work, I work in a maquiladora of pants, the fabric is bought in Monterrey of different companies; Texpimsa, Arogana, etc. The cloth is sent to Torreón and there they have the shop where everything is maquila and then it is sent to Monterrey, where it is stored in the inventory and distributed by N.L. and some states, where the drivers are given a route of delivery and collection. I am more of the administrative part but I have knowledge of logistics where if you want I can intervene.**

**b. Explain the learning sequence of knowledge. What knowledge did you achieve first? Which ones later? What is the link between them?**

**.- already had this knowledge well established in me, but the change of language made things a little difficult for me. It was a challenge to adapt myself to doing activities in English & also to carry out research in the same way, but with practice I went ahead.**

**c. Explain the learning sequence of skills, attitudes and values ¿ Which one did you achieve first? Which ones later? What is the link between them?**

**.- The skills learned that I acquired first were honesty with the works, also within the teachings I understood with this certificate is how important it is to be (I mention) honesty.**

**d. Which factors did you discuss or think of during the certificate? Is there anything else you need to know?**

**.- Thinking how interesting is the whole process since a product is made, when it is decided to export it, the market analyzes that are made to know which country is most suitable for exporting the product, transport, tariffs, everything related to trade is a topic that personally, I find it very father. I need to know more about my level of English.**

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**e. Compare your best and your below average assignments. What are their similarities? What are their differences? Why do you consider one is better than the other?**

**.- They have in common that it is the hand of the exchange of goods, and consider that some are different by different factors;**

**1. Because I have no knowledge as I can have it now, I am aware of the processes**

**2. You also have to see the agreement that I find, that sometimes I do not want to learn or I do not care.**

**But I think the difference is why not all the jobs were bad or all were good because the length of the certificate learned more and more about international trade and I started to have more pleasure doing that, maybe at first it was not noticed or not I knew I could like it**

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**f. What changes did you have during the certificate? What do you attribute these changes to?**

**. - Change my way of life, before there is interest in knowing what it was, but have knowledge and know what you get from them.**

**I attribute to those changes so all the lessons we saw and how the picture opened up. I have more knowledge of this, which is very good and that will also help me in some future as a professional person.**

**g. What do you know about yourself now?**

**. - I know that I now have a broader knowledge in this area and I feel more prepared for any type of professional requirement.**

**The knowledge that has been obtained a length of this course makes me a more capable and intelligent person for any type of problem or questioning regarding this range of subjects. So I feel more prepared to leave in the professional area, with the knowledge they acquired throughout the certificate, with teachers who worked as a team, and do well**

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## **Mexichem**

**Mexichem's business strategy emphasizes expansion in new and existing markets through organic growth as well as the acquisition of companies that offer synergies, opportunities for vertical integration and that add value to our processes. The successful execution of our strategy can be seen in the 78 companies we have acquired since 2003.**

## **Vision**

**To be respected and admired globally as a leading industrial company that delivers maximum positive impact by contributing to progress and improving people's lives.**

## **Mission**

**We transform chemicals and materials into innovative products, services and solutions for diverse sectors. By focusing on operational excellence and market needs, we generate ongoing Total Value for customers, employees, partners, shareholders and the communities in which we operate.**

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**Mexichem is a company recognized for its principles and values.**

**The Code of Ethics is applicable to all employees working for Mexichem and to the Company's customers and suppliers. All employees shall know and abide by the Code of Ethics, the Policies and Guidelines established by Mexichem and its subsidiaries, as well as comply with the applicable laws, rules and regulations of the countries in which Mexichem conducts business. It is important to note that any ignorance of the Code of Ethics or Mexichem's policies does not release employees, suppliers, or customers from their obligation to comply, therewith nor from the consequences of non-compliance.**





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## **CIF**

**It is the value that the seller contributes, covering the costs of transporting the merchandise, either by sea to the port of destination, or by land to a specific landmark that can be a border crossing or a terminal point. The importance of the CIF value is not only given by the transport, but also by the insurance contracted to cover risks such as loss or damage of the merchandise. In most transactions, the best sellers are those who commit to running CIF costs.**

## **FOB**

**It is a buy-sell clause, but it differs from the CIF in that the value of transport and insurance is covered by the buyer, ie by the country of origin.**

**The seller must only comply with the obligation to deliver the goods in the means of transport designated by the buyer. One way to identify FOB value in contracts or documents is the use of the free word, which means that the seller is freed from greater obligations, other than to deliver the goods to a designated place by transfer or to a carrier.**