Syllabus
International Trade and Finance

Course: BUS 617 International Trade and Finance
Term: Spring Term 2013
Instructor: Steve Wang <steve.wang@doane.edu>


Course Summary
Description: This course is an interactive class. Students will learn international trade and finance management from a practitioner approach. Students will utilize skills and tools gained through the semester to be able to develop and project manage an international trade program. Focus of the course will be on understanding the international business and trade environment, export management planning, and implications of government policies and the management of financial risks.

Course Context
The course will be structured as a short term project employing standard project management tools and methods as defined by the Project Management Institute (PMI).

Course Assessment

<table>
<thead>
<tr>
<th>Assessment Tools</th>
<th>Description of Item</th>
<th>% Weighting</th>
<th>Class Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assignment Memo/s</td>
<td>Written Team Homework Memos</td>
<td>40%</td>
<td>2-4</td>
</tr>
<tr>
<td>Project Presentation</td>
<td>In-class Team PowerPoint Presentation</td>
<td>50%</td>
<td>6-7</td>
</tr>
<tr>
<td>Class Participation</td>
<td>Individual learning effort</td>
<td>10%</td>
<td>1-7</td>
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Learning Objectives
Upon completion of this course students will:

1. Learn the basics of trade barriers, including the impacts and reasons for tariffs
2. Learn the forms of regional economic integration, their benefits and resources
3. Learn ways to set up an international trade project and how to manage risks
4. Learn how to utilize and manage different types of trade finance tools
5. Learn the basics of project management and to present a topic on trade finance

Course Structure
Students are expected to attend classes and participate actively in class discussions. The majority of class meetings will be held in a seminar format where class participation includes lectures and case analyses. Lectures will involve surveying and discussing concepts presented in the assigned readings and information inherent in work experiences. However, pertinent details will only be flushed out through engaged class participation and avid discussion.

During the first class of the week the class will be divided into several teams for group projects. Each class a research task will be assigned for each team to complete for the following class meeting. The assignments are to be completed with a collaborative effort by each team member and handed in with a one page written memo, plus a short oral presentation. In addition, a project will be assigned to each team for presentation before
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the end of the semester. Instructions on the preparation of the presentation will be provided throughout the semester and time will be set aside during each class for the group work. The presentations need to be a minimum of 30 minutes in duration, with a Q&A session to follow.

Course Expectations

Every effort within reason will be made to facilitate student learning in this class. The willingness, however, will be predicated upon individual student’s intellectual curiosity and effort in understanding the content of the course. Evaluation criteria include:

1. Completion of all readings, projects, and exercises before each class session for which they are assigned. Students are expected to be familiar with the theories and cases presented in the textbook as assigned and all other assigned readings.
2. Taking an active role in class activities. All students are expected to contribute to class discussions. Non-participation will be reflected in the final grade.
3. Please inform the instructor of any unexpected absences. It is likely that many students are busy professionals with careers and possibly family obligations that could pose unexpected conflict with class schedules. Flexibility will be offered but students must inform and arrange this in advance with the instructor. Unjustified absences or absences notified after the fact will reflect in final grade.
4. For classroom etiquette, handheld devices (i.e. mobile phones, e-mail and text messaging devices, as well as web surfing, etc.) are not permitted in class.
5. Students need to have a Doane e-mail account for school and provide the address during the first class meeting. Students are responsible to keep up with all course related communications including changes to the syllabus, schedule etc. sent via e-mail so please monitor e-mailboxes regularly.
6. Instructor will use + and/or - grades but will reserve the right to adjust the final grade up or down by as much as 10%. This adjustment will be based primarily on learning attitude, attendance and class engagement. As extra incentive there is also the opportunity to earn extra credit for the course through the compilation of a student journal of class discussion topics.

Schedule

<table>
<thead>
<tr>
<th>Class</th>
<th>TOPIC</th>
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<tbody>
<tr>
<td>Class 1</td>
<td>The Global Environment for International Trade Project Management Training</td>
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<tr>
<td>Class 2</td>
<td>Trade Policies and Economic Integration Trade Risks and Risks Assessment</td>
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<tr>
<td>Class 3</td>
<td>International Finance and Payment Methods Export Planning, Implementation and Execution</td>
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<tr>
<td>Class 4</td>
<td>International Operations Management and Control Management of Trade Finance</td>
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<td>Class 5</td>
<td>International Negotiations Development of the Case Presentation</td>
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<tr>
<td>Class 6</td>
<td>Logistics and Supply Chain Management Development of the Case Presentation</td>
</tr>
<tr>
<td>Class 7</td>
<td>Challenges of Global Business Case Presentations</td>
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*Class topics and schedules may be adjusted based on class progress*