



# BROWARD COLLEGE COURSE OUTLINE

**LAST REVIEW: 2009-10**  
*( 2008-2009)*

**NEXT REVIEW: 2014-15**  
*(i.e. 2013-2014)*

**STATUS: A**  
*A*

**COURSE TITLE: Finance of International Trade**

**COMMON COURSE NUMBER: FIN 2051**

**CREDIT HOURS: 3**

**CONTACT HOUR BREAKDOWN**  
*(per 16 week term)*

**CLOCK HOURS:**  
*(Voc. Course ONLY)*

Lecture: **48**      Lab:  
Clinic:              Other:

**PREREQUISITE(S): None**

**COREQUISITE(S): None**

**PRE/COREQUISITE(S):**

## **COURSE DESCRIPTION:**

This course provides a general survey of international trade. Topics studied include transportation modes, cargo insurance and the various special terms of sale used in overseas transactions. Also covered are import/export, foreign exchange, pricing and quotations; import/export documentation and procedures; documentary credits, international payments and collections; bank financing sources for international trade and alternative financing techniques.

## **UNIT TITLES**

- 1. International Trade and Handling International Transactions**
- 2. Physical Distribution and Pricing/Quoting Terminology**
- 3. Foreign Exchange: International Payments and Currency**
- 4. Export/Import Documentation**
- 5. International Payments and Collections**
- 6. Sources of Financing**

## EVALUATION:

Evaluation may include but is not limited to the following:

Exams, Quizzes, Presentations, Portfolios, Discussions, Class Participation, Attendance, Projects, Co-ops, Practicum, Internships, Externships, and Research Reports.

*\*\*\* Complete the following only if course is seeking general education status \*\*\**

## GENERAL EDUCATION Competencies and Skills \*:

Please highlight in **green** font all Competencies/Skills from the list below that apply to this course. In the box to the right of the Competency/Skill, enter all specific learning outcome numbers (i.e. 1.1, 2.7, 5.12) that apply.

|  |  |
|--|--|
| 1. <b>Read with critical comprehension</b>   |  |
| 2. <b>Speak and listen effectively</b>   |  |
| 3. <b>Write clearly and coherently</b>   |  |
| 4. <b>Think creatively, logically, critically, and reflectively</b><br>(analyze, synthesize, apply, and evaluate)  |  |
| 5. <b>Demonstrate and apply literacy in its various forms:</b><br>(highlight in <b>green</b> ALL that apply)<br>( 1. technological, 2. informational, 3. mathematical,<br>4. scientific, 5. cultural, 6. historical, 7. aesthetic and/or<br>8. environmental ) |  |
| 6. <b>Apply problem solving techniques to real-world experiences</b>   |  |
| 7. <b>Apply methods of scientific inquiry</b>  |  |
| 8. <b>Demonstrate an understanding of the physical and biological environment and how it is impacted by human beings</b>   |  |
| 9. <b>Demonstrate an understanding of and appreciation for human diversities and commonalities</b>   |  |
| 10. <b>Collaborate with others to achieve common goals.</b>  |  |
| 11. <b>Research, synthesize and produce original work</b>  |  |
| 12. <b>Practice ethical behavior</b>   |  |
| 13. <b>Demonstrate self-direction and self motivation</b>  |  |
| 14. <b>Assume responsibility for and understand the impact of personal behaviors on self and society</b>   |  |
| 15. <b>Contribute to the welfare of the community</b>  |  |

*\* General Education Competencies and Skills endorsed by '05-'06 General Education Task Force*

**Common Course Number: FIN2051**

## **UNITS**

### **Unit 1**

#### **General Outcome:**

- 1.0 The student shall be able to discuss the historical development of international trade and explain how the various social, cultural, economic, legal, and political forces impact today's business transactions.**

#### **Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 1.1 Describe the impact of international trade on the U.S. economy.**
- 1.2 Identify economic, cultural, and political factors that influence how firms conduct business in an international setting.**
- 1.3 Explain the role of a multinational corporation in today's global trade.**
- 1.4 Chronicle major events that have impacted world trade.**
- 1.5 Name types of special international trade organizations that have developed and explain their role in facilitating global business.**
- 1.6 Describe various methods of organizing a firm to conduct international business transactions in an optimum manner.**
- 1.7 Recount the advantages and disadvantages of international transportation and distribution channels.**

**Common Course Number: FON2051**

**Unit 2**

**General Outcome:**

- 2.0 The student shall be able to explain the role of international physical distribution facilitators and service providers, and define the international business terminology used in handling transactions.**

**Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 2.1 Define the terms used in international business price quotes and transactions.**
- 2.2 Explain the meaning and use of INCOTERMS.**
- 2.3 Develop a price quotation for an international transaction.**
- 2.4 Identify major transportation and cargo handling service providers and explain their role in facilitating international physical distribution.**
- 2.5 Describe the role of the international freight forwarders.**
- 2.6 Explain the types and need for marine cargo insurance.**

**Common Course Number: FIN2051**

**Unit 3**

**General Outcome:**

- 3.0 The student shall be able to explain how the world monetary system works, and describe the major institutions and monetary transactions that are involved in world trade.**

**Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 3.1 Describe the concept of "balance of payments."**
- 3.2 Calculate the equivalent amount of one currency to another using current exchange rates.**
- 3.3 Identify the functions of central banks and the IMF.**
- 3.4 Explain the nature of currency supply and demand and describe how this influences exchange rates.**
- 3.5 Chronicle the history of the world international monetary system.**
- 3.6 Outline the nature of exchange risk and the methods of reducing that risk.**

**Common Course Number: FIN2051**

**Unit 4**

**General Outcome:**

**4.0 The student shall be able to describe the types of documentation used in international trade and explain the purpose and proper use of the various documents.**

**Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 4.1 Prepare an offer or formal quotation in response to an order from overseas.**
- 4.2 Identify the documents needed to enter foreign goods into the U.S.**
- 4.3 Name the documents required for exporting goods from the U.S. and describe each document's purpose.**
- 4.4 Discuss the nature of export licensing and the reason for export controls.**
- 4.5 Describe the nature and use of the various types of:**
  - 4.5.1 Letters of credit**
  - 4.5.2 Bills of lading**
  - 4.5.3 Invoices**

**Common Course Number: FIN2051**

**Unit 5**

**General Outcome:**

**5.0 The student shall be able to describe the methods and instruments used by banks and international traders in transferring money from buyers to sellers in various types of transactions globally.**

**Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 5.1 Define "Clean payments and Settlement."**
- 5.2 Explain the terms:**
  - 5.2.1 Open trade account**
  - 5.2.2 Advance payments**
  - 5.2.3 Banker's Draft**
  - 5.2.4 Mail and Cable transfers**
  - 5.2.5 Sight bills**
  - 5.2.6 Term bills**
- 5.3 Instruct a bank how to collect the proceeds of a documentary collection.**
- 5.4 Outline the advantages and disadvantages of the various forms of documentary collection.**
- 5.5 Discuss the process of negotiation of a bill of exchange.**
- 5.6 Describe the exporter's use of acceptance credit lines.**

**Common Course Number: FIN2051**

**Unit 6**

**General Outcome:**

**6.0 The student shall be able to identify and explain the use of various sources of international financing for use by importers and exporters.**

**Specific Measurable Learning Outcomes:**

**Upon successful completion of this unit, the student shall be able to:**

- 6.1 Explain the importance of credit in an international transaction.**
- 6.2 Plan the use of commercial bank financing.**
- 6.3 Discuss the use of export credit insurance and the FCIA.**
- 6.4 Describe the role of the SBA in guaranteeing loans.**
- 6.5 Recount the uses of a FSC and of a FTZ.**
- 6.6 Explain duty drawback.**