



## COURSE OUTLINE: GBM202 - INTL. TRADE FINANCE

Prepared: Gabriel Araba

Approved: Sherri Smith, Chair, Natural Environment, Business, Design and Culinary

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| <b>Course Code: Title</b>  | GBM202: INTERNATIONAL TRADE FINANCE  |
| <b>Program Number: Name</b>  | 2106: GLOBAL BUSINESS MGMT   |
| <b>Department:</b>   | BUSINESS/ACCOUNTING PROGRAMS   |
| <b>Semesters/Terms:</b>  | 21W, 21S   |
| <b>Course Description:</b>   | This course develops a broad conceptual basis for making financial decisions in a corporate management setting. Students develop the skills necessary to manage cash flow and mitigate financial risk by selecting appropriate transaction methods and tools for international trade activities. It also provides relevant knowledge for building strong business financial foundation by develop skills for selecting the best options for negotiation terms and non-payment dispute resolution. Negotiating skills and choosing best payment options and risk assessment methods are derived from this course. Students learn how to Keep the cash flowing by implementing financial management strategies to address any factors that could impact company bottom line. Establish process for customer satisfaction by resolving non-payment situations through the use of contracts in a conflict-free manner and strategically manage business's assets by developing a smart financial plan for short, medium and long-term growth |
| <b>Total Credits:</b>  | 4  |
| <b>Hours/Week:</b>   | 4  |
| <b>Total Hours:</b>  | 64   |
| <b>Prerequisites:</b>  | There are no pre-requisites for this course.   |
| <b>Corequisites:</b>   | There are no co-requisites for this course.  |
| <b>Vocational Learning Outcomes (VLO's) addressed in this course:</b>  | <b>2106 - GLOBAL BUSINESS MGMT</b><br>VLO 2 Develop, execute and analyze the results of a comprehensive global business plan<br>VLO 4 Assist in the importing and exporting functions of a business<br>VLO 7 Apply financial knowledge and skill to the operation of an international business   |
| <small>Please refer to program web page for a complete listing of program outcomes where applicable.</small> |  |
| <b>Essential Employability Skills (EES) addressed in this course:</b>  | EES 2 Respond to written, spoken, or visual messages in a manner that ensures effective communication.<br>EES 3 Execute mathematical operations accurately.<br>EES 6 Locate, select, organize, and document information using appropriate technology and information systems.  |
| <b>Course Evaluation:</b>  | Passing Grade: 50%, D<br><br>A minimum program GPA of 2.0 or higher where program specific standards exist is required for graduation.   |
| <b>Other Course Evaluation &amp;</b>   | This course has an accompanying Forum for International Trade (FITT) assessment. This is a   |

In response to public health requirements pertaining to the COVID19 pandemic, course delivery and assessment traditionally delivered in-class, may occur remotely either in whole or in part in the 2020-2021 academic year.



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**Assessment Requirements:** multiple-choice format exam taken online towards obtaining the FITT Diploma.

**Books and Required Resources:** International Trade Finance by FITTskills  
Publisher: FITT (Forum for International Trade Training Inc.) Edition: Seventh Edition  
ISBN: 978-1-988782-28-7  
Printed 2017, Copyright 2017 FITT

**Course Outcomes and Learning Objectives:**

| <b>Course Outcome 1</b>  | <b>Learning Objectives for Course Outcome 1</b>  |
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| 1. Negotiating and Planning for successful International Transaction | 1.1 Identify cost and price elements<br>1.2 Identify risks<br>1.3 Negotiate International Contracts<br>1.4 Analyze payment methods and payment terms<br>1.5 Payment Risk assessment and mitigation |
| <b>Course Outcome 2</b>  | <b>Learning Objectives for Course Outcome 2</b>  |
| 2. Conduct trade transaction   | 2.1 Negotiate payment options<br>2.2 Procure credit Insurance and application<br>2.3 Procure guarantees<br>2.4 Analyze and procure bonds<br>2.5 Establish and meet conditions for payment options  |
| <b>Course Outcome 3</b>  | <b>Learning Objectives for Course Outcome 3</b>  |
| 3. Understanding Cash Flow Management                                | 3.1 Integrate International factors and strategies into cash flow management<br>3.2 Managing Payment defaults<br>3.3 Pursue collection<br>3.4 Case study analysis and risk mitigation              |
| <b>Course Outcome 4</b>  | <b>Learning Objectives for Course Outcome 4</b>  |
| 4. Disputes in International Trade                                   | 4.1 Identify the nature of the disputes<br>4.2 Dispute Resolution<br>4.3 Resolving Trade discrepancies<br>4.4 Case study analysis and solution   |

**Evaluation Process and Grading System:**

| <b>Evaluation Type</b>                  | <b>Evaluation Weight</b> |
|---|--------------------------|
| Final Exam                              | 30%                      |
| Mid-Term Exam                           | 20%                      |
| Practise exercise - case study analysis | 30%                      |
| Quizzes and/ or Assignments             | 20%                      |

**Date:** June 17, 2020

**Addendum:** Please refer to the course outline addendum on the Learning Management System for further information.

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