

THE INSTITUTE OF COMMERCIAL MANAGEMENT

SUBJECT SYLLABUS



International Trade and Payments I

Course Title	International Trade & Payments I
Unit Code	ITP1-0605
Level	1
Credits	20
Unit Leader	KE

Pre-requisites

Main Aim(s) of the Unit:

This module aims to provide a step-by-step guide to the export life cycle, from order to payment and provides a practical introduction to the fundamentals of import-export procedures. It examines the financial risks and problems exporters face and develops the necessary skills and knowledge base for assisting management in the profitable operation of an export business.

Main Topics of Study:

1. International Organisations
2. Balance of Payments
3. Delivery Forms
4. Credit Forms
5. Exchange Risks
6. Political Risks
7. Economic Risks
8. Remittance Methods
9. Bills of Exchange
10. Bills of Exchange
11. Letters of Credit
12. Guarantees
13. Finance of Overseas Trade
14. Other Trading Methods
- 15.

Learning Outcomes for the Unit

At the end of this Unit, students will be able to:

1. Explain the basis of international trade
2. Explain the function of export documentation including financial records
3. Describe and contextualise risk factors involved with export
4. Describe trading methods for export

The numbers below show which of the above module learning outcomes are related to particular cognitive and key skills.

Knowledge & Understanding	1-4
Analysis	-
Synthesis/Creativity	-
Evaluation	-
Interactive & Group Skills	-
Self-appraisal/ Reflection on Practice	-
Planning and Management of Learning	1-4
Problem Solving	-
Communication & Presentation	1-4
Other skills (please specify):	-

Learning and teaching methods/strategies used to enable the achievement of learning outcomes:

Learning takes place on a number of levels through lectures, class discussion including problem review and analysis. Formal lectures provide a foundation of information on which the student builds through directed learning and self managed learning outside of the class. The students are actively encouraged to form study groups to discuss course material which fosters a greater depth learning experience.

Assessment methods and weighting which enable students to demonstrate the learning outcomes for the Unit:

3 Hour Examination 100%

Indicative Reading for this Unit:**Main Text:**

Principles of International Trade & Payments – P Briggs (Blackwell Publishers)

Alternative Text and Further Reading:

Export Practice and Management – Alan E Branch (Thompson)

Understanding Documentary Bills and Credits – Frank Dow (Croner)

Multinational Finance – A Buckley (Prentice Hall)

Guideline for Teaching and Learning Time (10 hrs per credit)**Lectures / Seminars / Tutorials / Workshops 50 hours**

Tutorial support includes feedback on assignments and may vary by college according to local needs and wishes.

Directed learning 50 hours

Advance reading and preparation / Class preparation / Background reading / Group study / Portfolio / Diary etc

Self managed learning 100 hours

Working through the course text and completing assignments as required will take up the bulk of the learning time. In addition students are expected to engage with the tutor and other students and to undertake further reading using the web and/or libraries.