

<b>FINANCE 371</b> <b>EXPORT-IMPORT FINANCING</b> <b>SPRING 2012</b>
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**Instructor/Phone:** Dr. Joe Greco 657- 278-2375  
**Office:** SGMH 5174  
**Website:** <http://business.fullerton.edu/finance/jgreco/>  
**Class Time/Place:** TTh 11:30am-12:45PM, SGMH 2205  
**Office Hours:** TTh: 10:00 – 11:00AM and by appointment  
**Email:** [jgreco@fullerton.edu](mailto:jgreco@fullerton.edu)

**Course Description:**

The course is a survey of trade finance with emphasis on the transaction. We will study the entire process of financing a small start-up trading company, including logistics, insurance, transportation, the payment, and short-term financing instruments. The first half of the course covers the environment of foreign trade. The second half of the course covers the financial tools such as short-term credit and payment methods for global trade that the government, the markets, and private sources offer to the trading company.

**Required Text:** **Export-Import Theory, Practices and Procedures,**  
 by Belay Seyoum. Routledge Co. 2<sup>nd</sup> Edition,  
 The text will be required in class lectures, assignments and during exams.

<b><u>Grading Policy:</u></b>	Assignments	50
	Midterm	50
	Group Project	100
	Final Exam	<u>100</u>
	<b>Total</b>	<b><u>300 points</u></b>

There may be an adjustment (curve) to final semester scores based on what is appropriate to the class average.

<b>Grading (without a curve)</b>	90- 100 =	<b>A</b>
	80 – 89 =	<b>B</b>
	70 – 79 =	<b>C</b>
	60 – 69 =	<b>D</b>
	Less 60 =	<b>F</b>

*The main purpose of the degree program at the Mihaylo College of Business & Economics at Cal State Fullerton is to provide you with the knowledge and skills that prepare you for a successful career in business. In order to assist us in achieving this goal, we will use a number of assessment tools to track your progress throughout the College curriculum. Please expect to participate in College assessment activities in several of your courses while at CSU, Fullerton. As you do so, you will assist us in identifying our program's strengths and weaknesses as well as areas for potential improvement. In other words, you are making an important investment in the value of your degree.*

### **Academic Honesty:**

The Department of Finance places great emphasis on academic honesty. When students are discovered engaging in academic dishonesty, Department policy requires that he/she receive a grade of F in the work and be reported to the Vice President of Student Affairs.

*Academic dishonesty takes place whenever a student attempts to take credit for work that is not his/her own or violates test taking rules. Examples of academic dishonesty during test taking include looking at other students' work, passing answers to other students, or using unauthorized notes. When students sitting next to each other have identical mistakes, this may indicate academic dishonesty. Examples of academic dishonesty on out-of-class projects include submitting the work of others or quoting directly from published material without footnoting the source. If you have any questions about the proper use of outside sources, please consult with me.*

### **NO ELECTRONIC DICTIONARIES PERMITTED DURING EXAMS**

### **Group Project: (directions found on blackboard under Course Documents)**

The outcome of the group project is a business plan for a fictitious start-up trading company prepared in group and submitted by the group. Each section of the project will require a group effort. Each member of the group is responsible for completing his or her specific part of the project as assigned by the group for Power Point presentations. The areas of research include potential industry analysis, market and industry analyses, marketing analysis, strategy, sourcing offshore, and financing plans.

**Make-Up Policy:**                      There will be NO make-up exams.

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SPRING 2012**

<b>Week</b>	<b>CLASS</b>	<b>Topic</b>	<b>Read Chapter</b>	<b>DELIVERY</b>
1	<b>Tues, Jan 24</b>	Growth/Direction of Trade Int'l Trade Agreements	1	<b>LIVE</b>
	<b>Thurs, Jan 26</b>		2	<b>LIVE</b>
	<b>Tues, Jan 31</b>	Export Regulation/Tax Incentives Intellectual Property Rights	15	<b>LIVE</b>
	<b>Thurs, Feb 2</b>		20	<b>ONLINE</b>
3	<b>Tues, Feb 7</b>	Import Regulation	16	<b>LIVE</b>
	<b>Thurs, Feb 9</b>	Plan/Prepare to Import	4	<b>LIVE</b>
4	<b>Tues, Feb 14</b>	Selecting Imports	17	<b>LIVE</b>
	<b>Thurs, Feb 16</b>	Import Entry Process	18	<b>ON LINE</b>
5	<b>Tues, Feb 21</b>	Import Relief  Export Distribution	19	<b>ONLINE</b>
	<b>Thurs, Feb 23</b>		5	<b>LIVE</b>
6	<b>Tues, Feb 28</b>	Insurance	6	<b>LIVE</b>
	<b>Thurs, Mar 1</b>	Logistics	6	<b>ONLINE</b>
7	<b>Tues, Mar 6</b>	Pricing Exports	7	<b>LIVE</b>
	<b>Thurs, Mar 8</b>	Sales Contracts	8	<b>ON LINE</b>
8	<b>Tues, Mar 13</b>	Documents	9	<b>LIVE</b>
	<b>Thurs, Mar 15</b>	Transportation	9	<b>LIVE</b>
9	<b>Tues, Mar 20</b>	Taxation	3	<b>LIVE</b>
	<b>Thurs, Mar 22</b>	<b>MIDTERM</b>	1,2,4,5,6,7,8,9, 15,16,17,18,19 and 20	<b>LIVE</b>
10	<b>Tues, Apr 3</b>	Methods of Payment	11	<b>ON LINE</b>
	<b>Thurs Apr 5</b>	Methods of Payment	11	<b>LIVE</b>
11	<b>Tues, Apr 10</b>	Counter Trade	12	<b>LIVE</b>
	<b>Thurs, Apr 12</b>	Counter Trade	12	<b>ONLINE</b>

12	<b>Tues, Apr 17</b>	Capital Requirements	13	<b>LIVE</b>
	<b>Thurs, Apr 19</b>	Capital Requirements		<b>LIVE</b>
13	<b>Tues, Apr 24</b>	Government Assistance Programs	14	<b>LIVE</b>
	<b>Thurs, Apr 26</b>	Government Assistance Programs	15	<b>ONLINE</b>
14	<b>Tues, May 1</b>	Group Presentations		<b>LIVE</b>
	<b>Thurs, May 3</b>	Group Presentations		<b>LIVE</b>
15	<b>Tues, May 8</b>	Group Presentations		<b>LIVE</b>
	<b>Thurs, May 10</b>	Group Presentations		<b>LIVE</b>
16	<b>Thursday, May 17</b>	<b>FINAL EXAM</b>	<b>12:00–1:50PM</b>	<b>LIVE</b>