

<b>POSTGRADUATE Syllabus</b>	<b>EXECUTIVE PROGRAMME IN INTERNATIONAL FINANCE</b>
<b>Course</b>	<b>Internationalization and Foreign Trade Management</b>
<b>Course credit (ECTS):</b>	<b>3 Credits</b>
<b>Instructor:</b>	<b>Prof. Dr. MIKEL AGUIRRE UZQUIANO</b>
<b>Semester</b>	<b>First</b>
<b>Office hours:</b>	Fridays 15.00-22.00
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1.- COURSE DESCRIPTION, AIMS AND OBJECTIVES: In an increasingly interdependent world countries have been following different economic and political strategies in their search for increased welfare. These different approaches have important implications for businesses, either when thinking of investing in a foreign country or when attempting to carry out export-import activities.

The course will analyze the basic tools in legal, financing and risk areas to achieve an international project with the maximum percentage of success. The student will gain a greater understanding of the international trade and, by extension, of the situation of world markets during the course. The ultimate objective is to equip students with a set of tools that will allow them to better analyze in their future professional life the social, economic and political characteristics of different countries, and how to approach them to make adequate business decisions.

There will be 13 case-study sessions on Foreign Trade, with two sessions for the International Trade Group presentation

## 2.- ASSESMENT:

<b>Attendance and Class Participation:</b>	10%
<b>Assignments:</b>	<ul style="list-style-type: none"> <li>– Deliverables: Cases (20%)</li> <li>– Final Presentation::30%</li> </ul>
<b>Final Examination (Regular test):</b>	40%

<p><b>Restrictions:</b></p>	<p>To calculate the weighted average for the final grade, both for regular and resit examination, a student must obtain at least a 5 (out of 10) on the final examination. A student with an overall grade of less than 5 on the exam will be considered to have failed.</p>
<p><b>Final Examination (Resit):</b></p>	<p><b>For the extraordinary examination (resit), the most favorable of the following two criteria will be applied to determine the student's final grade:</b></p> <ul style="list-style-type: none"> <li>→ The continuous evaluation (Class participation, assignments...) grade obtained during the course will be combined with the extraordinary exam grade with the weight that was established for continuous evaluation as defined in the course syllabus. The rest of the grade will come from the grade obtained on the final exam (extraordinary exam).</li> <li>→ The grade obtained on the regular final exam will be combined with the extraordinary exam. The weight of the regular final exam grade will be the weight that was established for continuous evaluation as defined in the course syllabus. The rest of the grade will come from the grade obtained on the final exam (extraordinary exam).</li> </ul>

COURSE SCHEDULE		
SESSION	Topic	Learning materials, recommended readings, case studies, and assignments.
1	Course Presentation Introduction Global Economic outlook	Class Slides
2	10 principles of Economy Do we need internationalization? Country Point of view: GDP	Class Slides +Markets And Data/Output Prices and Jobs /www.economist.com
3	10 principles of Economy Do we need internationalization? Country Point of view: Balance of Payments	Class Slides +Markets And Data/Trade Exchange Rates/www.economist.com
4	Can my company go internationally? Corporate Point of view	Word +Power Point: Can my company Go internationally. Checklist
5	Information Sources	Class Slides
6	The risk in the International Trade: How to hedge currency	Soc Gen Case Class Slides
7	Logistics and Transport . The relation between payment and delivery	www.iccwbo.org/INCOTERMS
8	Country Risk	Asia Financial Crisis Case Class Slides
9	Terms of Payment	Word + Power Point
10	Terms of Payment	Word + Power Point
11	Financial Entities in the International Trade	Banking on Germany Case Class Slides
12	Trade Finance	Plamar Case Class Slides
13	International Trade Project Presentation	Students Presentations
14	International Trade Project Presentation	Student Presentations
15	Course Wrap up. Summary	Class Slides

<b>Required text and materials:</b>	Economist web page:www.economist.com
<b>Recommended Texts:</b>	World Trade Organization web page www.wto.org

### COMPETENCIAS

#### BÁSICAS Y GENERALES

CG1 - Capacidad para resolver problemas en entornos nuevos o poco conocidos.

CG2 - Capacidad de análisis, de síntesis y de formulación de juicios a partir de la información disponible.

CG3 - Capacidad de organización, planificación y toma de decisiones

CG4 - Capacidad de comunicación y trabajo en equipo.

CB6 - Poseer y comprender conocimientos que aporten una base u oportunidad de ser originales en el desarrollo y/o aplicación de ideas, a menudo en un contexto de investigación
CB7 - Que los estudiantes sepan aplicar los conocimientos adquiridos y su capacidad de resolución de problemas en entornos nuevos o poco conocidos dentro de contextos más amplios (o multidisciplinares) relacionados con su área de estudio
CB8 - Que los estudiantes sean capaces de integrar conocimientos y enfrentarse a la complejidad de formular juicios a partir de una información que, siendo incompleta o limitada, incluya reflexiones sobre las responsabilidades sociales y éticas vinculadas a la aplicación de sus conocimientos y juicios
CB9 - Que los estudiantes sepan comunicar sus conclusiones y los conocimientos y razones últimas que las sustentan a públicos especializados y no especializados de un modo claro y sin ambigüedades
CB10 - Que los estudiantes posean las habilidades de aprendizaje que les permitan continuar estudiando de un modo que habrá de ser en gran medida autodirigido o autónomo.
<b>TRANSVERSALES</b>
CT1 - Capacidad de búsqueda de información e investigación y de aprendizaje continuo.
CT2 - Capacidad para trabajar en entornos de presión.
CT3 - Capacidad de aplicar los conocimientos a la práctica.
CT4 - Usar tecnologías de la información y las telecomunicaciones.
CT5 - Capacidad para ejercer el liderazgo y mantener un espíritu emprendedor.
<b>ESPECÍFICAS</b>
CE9 - Comprender y entender el funcionamiento de las operaciones de financiación de proyectos y actividades desde la perspectiva de las actividades empresariales internacionales. (Competencia específica de la especialidad en Finanzas Internacionales)