

Assumption University
Martin De Tours School of Management
Department of Finance and Banking
Course Outline 1/2010

Martin De Tours School of Management's Vision and Mission

Vision:

To be the leading international business school in the ASEAN region providing high quality business education to enable graduates to make invaluable contributions to organizations and society.

Mission:

To shape our students into independent-minded graduates who are well-versed in business, able to communicate effectively, tech savvy, innovative, and ethical to successfully face global challenges.

Course Title	FIN 4723 Export-Import Financing (Room P53 at 11.00am)
Prerequisite	FIN 3701 Corporate Finance
Lecturer	A. Vuthinand S. Email : pappu@singhrakthai.com Web : http://www.aufinance.net
Course Descriptions	The course discusses the principles and practices in export-import financing particularly in Thailand, the procurement of credit from all types of institutions in order to finance import and export transactions (trading, contracting, or manufacturing). Discussion also includes viewpoints of financial institutions granting such credit, and pertinent customs procedures and practices. The role of the central bank in such transactions and its rules and regulations on export-import financing will also be discussed.
Course Objectives	<ol style="list-style-type: none"> 1. Understand the concept of international trade in terms of exporting and importing 2. Able to practice in the world of trade – from preparing the sales contract to arranging of transport and the settling of international disputes 3. Able to move along with the developments of globalization in the international trade 4. Able to manage various risks involved in world trade 5. Apply various financing measures in various forms in the international trade

Required Text

- *Guide to Export-Import Basics, Second edition, Vital knowledge for trading internationally, ICC Publishing, ICC Publication no. 641*

Additional Sheets to be distributed in class :

- Ten Common Mistakes Made in International Trade
- Advantages and Disadvantages of International Trade
- Discrepancies Statistics
- EXIM Bank Malaysia
- EXIM Bank Thailand
- Extending Credit to Foreign Buyers
- Financing Export Transactions
- Foreign Exchange Market
- ICC
- Incoterms Chart of Responsibility
- Methods of Payment in International Trade
- Operating Exposure
- Reasons To Use L/C
- Siam Global Factoring
- Sources of Funds
- The International Monetary System
- Trade Finance Products
- Transaction Exposure
- What are Incoterms?

Tentative Schedule: subjected to change without prior notice

Class	Chapter	Additional Sheets	
1) June 5, 2010		<ul style="list-style-type: none"> Ten Common Mistakes Made in International Trade Advantages and Disadvantages of International Trade ICC 	
2) June 12, 2010	Ch 1	Textbook	
3) June 19, 2010		<ul style="list-style-type: none"> Incoterms Chart of Responsibility What are Incoterms? 	
4) June 26, 2010	Ch 4	Textbook	
5) July 3, 2010		<ul style="list-style-type: none"> Methods of Payment in International Trade Extending Credit to Foreign Buyers Discrepancies Statistics Reasons To Use L/C 	
6) July 10, 2010	Ch 6	Textbook	
7) July 17, 2010	Ch 5	Textbook	
<i>Midterm Exam: Wednesday, July 21, 2010 (09:00 – 11:00), Huamak Campus</i>			
8) July 31, 2010		<ul style="list-style-type: none"> Foreign Exchange Market The International Monetary System Operating Exposure Transaction Exposure 	
9) August 7, 2010		<ul style="list-style-type: none"> Exim Bank Malaysia Exim Bank Thailand 	
10) August 14, 2010	Ch 7	Textbook	
11) August 21, 2010	Ch 8	Textbook	
12) August 28, 2010		<ul style="list-style-type: none"> Financing Export Transactions Sources of Funds Trade Finance Products Siam Global Factoring 	
13) September 4, 2010	Ch 9	Textbook	
14) September 11, 2010		<i>Report Submission and Presentation</i>	
<i>Final Exam: Thursday, September 23, 2010 (09:00 – 12:00), Huamak Campus</i>			

Course Evaluation* (* see also classroom policies)

Participation	5%
Pop quizzes	10%
Report/Presentation	15%
Midterm	30%
Final	<u>40%</u>
Total	100%

- **Financial calculators are allowed in all quizzes and exams.**
- *The students will not be admitted to all quizzes and exams later than 10 minutes after the quizzes and exams start. **

Classroom Policies

- **Students need to comply with AU Dress Code, Time Conflict Examination Regulations, Laws on Smoking Cigarette, and Restrictions on Foods and Drinks V10.1, June 2010.**
- **Attendance policies:**
 - [2 times of ten-minute late for class considered as 1 absence.](#)
 - Make-up classes are not allowed.
 - 80% attendance is strictly required regardless of any reason.
 - No checking attendance for other classmates. Violation of the policies will result in being automatically withdrawn from the class.
 - [Attendance is counted since the first day of class regardless of any reason.](#)
- **Manner in class:**
 - Behave in a polite manner
 - Pay respect to instructors and class participants
 - Turn off all communication devices
 - Do not leave and re-enter the classroom
 - Prohibited manners: Eating, drinking, chatting, talking on the phone, text-messaging, sleeping, reading other materials, doing other subjects' assignments/homework, walking in-out, etc.

- [Improper behavior will result in no attendance checked.](#)
- **Dress code:**
 - Follow AU dress code
 - [Improper dress code will result in no attendance checked.](#)
- **Class assignments (Homework, reports, project, presentation, paper, etc.):**
 - [No Plagiarism.](#)
 - The students copying works from all sources will be penalized – “Zero” marks or “F” grade.
 - Hand in all class assignment on time, both soft copy and hard copy.
 - [Late submission will NOT be graded.](#)
- **Class participation:**
 - Be participative and attentive in class
 - The students are also required to comply with all classroom policies.
 - Violation of the classroom policies will result in [“zero” or “negative” participation marks and/or no attendance checked.](#)
- **Request for make-up quizzes (if applicable):**
 - The students requesting for the make-up quizzes need to submit their names with valid evidence (ABAC related issues only) to the respective lecturer within the specified dates.
 - [Late submission will NOT be allowed to take the make-up quizzes.](#)
- **Grade inquiry:**
 - The students can request for a review for their marks or grades.
 - The students need to submit petition to the respective Chairperson at D6 or MSM2 [within 2 weeks](#) after their marks or grades have been officially announced. Petition submitted after the specified period will NOT be considered.
 - **Reevaluation process:** The students’ class assignments or exam answer scripts will be reevaluated by the internal committees assigned by the respective department. Please note that the students’ marks may or may not be adjusted after the reevaluation process and it is considered as a “final consensus” between the students and the committees.

**August 27, 2010 (Friday) : Last day to withdraw with “W”
(Withdrawing after this date, the students need a chairperson’s approval.)**