



COURSE OUTLINE : BUSAD 178

D Credit – Degree Applicable

COURSE ID 005149

Cyclical Review: November 2020

COURSE DISCIPLINE : BUSAD

COURSE NUMBER : 178

COURSE TITLE (FULL) : Introduction to International Finance

COURSE TITLE (SHORT) : Introduction to International Finance

CATALOG DESCRIPTION

BUSAD 178 is a study of international business financing and development, including the roles of different types of lenders, domestic and foreign government assistance programs, various methods of payment, identifying and managing risk in the international financial arena, and tax considerations.

Total Lecture Units: 3.00

Total Laboratory Units: 0.00

Total Course Units: 3.00

Total Lecture Hours: 54.00

Total Laboratory Hours: 0.00

Total Laboratory Hours To Be Arranged: 0.00

Total Contact Hours: 54.00

Total Out-of-Class Hours: 108.00

Recommended Preparation: BUSAD 101 and BUSAD 170, or equivalent.



ENTRY STANDARDS

	Subject	Number	Title	Description	Include
1	BUSAD	101	Introduction To Business	Cite the various ways the U.S. government affects, restricts, and protects business;	No
2	BUSAD	101	Introduction To Business	compare and contrast the advantages/disadvantages in each form of business ownership;	No
3	BUSAD	101	Introduction To Business	define business ethics and explain the role of social responsibility in an organization;	No
4	BUSAD	101	Introduction To Business	compare and contrast the primary economic systems;	No
5	BUSAD	101	Introduction To Business	identify how business operates in an international/global environment including legal, social, cultural, and interdependence and integrated financial markets;	Yes
6	BUSAD	101	Introduction To Business	define and describe the key management functions of planning organizing, leading, and controlling;	No
7	BUSAD	101	Introduction To Business	identify current production & operations processes. Address sustainability;	No
8	BUSAD	101	Introduction To Business	identify key human resource management functions and laws;	No
9	BUSAD	101	Introduction To Business	identify the marketing mix and key tools, terms and strategies related to each element;	No
10	BUSAD	101	Introduction To Business	describe and identify how technology impacts all the primary functions of business;	No
11	BUSAD	101	Introduction To Business	evaluate the basic components of financial statements and ratio analysis;	No
12	BUSAD	101	Introduction To Business	explain the importance of finance to the operations of business; the various types of financing; and the process of internal and external financing and controls;	No
13	BUSAD	101	Introduction To Business	identify securities markets including investment options, mechanisms of investing, and how to conduct basic analysis of business financial information;	No
14	BUSAD	101	Introduction To Business	identify and describe the basics of business law including contracts, torts, intellectual property, and the American legal system;	No
15	BUSAD	101	Introduction To Business	summarize the components of risk management and basic insurance.	No
16	BUSAD	170	Introduction To International Business	critically evaluate the most suitable business organization forms and means of financing an international business under various circumstances;	Yes



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17	BUSAD	170	Introduction To International Business	use currency translation and be able to critically think through the process of protecting a business from problems associated with exchange rates;	No
18	BUSAD	170	Introduction To International Business	discuss problems in marketing products in other countries and be able to critically evaluate case studies of such marketing efforts;	No
19	BUSAD	170	Introduction To International Business	describe basic legal requirements for international trade established by other countries.	No

EXIT STANDARDS

- 1 Apply the basic principles and tools of finance to the global context;
- 2 identify differences between international government trade, grant, tax and tariff programs, clearly outlining the differences between countries
- 3 evaluate and manage the risks associated with international financial operations.

STUDENT LEARNING OUTCOMES

- 1 Recognize the specifics of international business financing and development
- 2 Describe different types of lenders, domestic and foreign government assistance programs, various methods of payments
- 3 Explain the tax considerations of international financial operations

COURSE CONTENT WITH INSTRUCTIONAL HOURS

	Description	Lecture	Lab	Total Hours
1	Growth and Development of Financing International Business <ul style="list-style-type: none"> • History of trade • Expansion of banking for international commerce • Foreign Direct Investment (FDI) • International sources of funds • International Monetary Fund (IMF) and the World Bank • Eurocurrency 	8	0	8
2	Financing Sources <ul style="list-style-type: none"> • Internal cash flow (letters of credit, banker's acceptances) • External working capital loans and public sector support • Buyer credit assistance • "Off-Balance Sheet" financing 	8	0	8



3	Types of Financing • Equity financing: limited partnership, strategic alliances, joint ventures, venture capital • Credit schemes	6	0	6
4	Types of Lenders • Commercial banks and brokers • Non-bank lenders • Supplier credit • Government and quasi-government lenders	6	0	6
5	Government Trade and/or Finance Assistance Organizations • Federal: Export-Import Bank of the United States (EXIM & FCIA) and others • State: California Export Finance Office (CEFO) and others • Local • Multinational: Foreign export-import and development bank, World Bank, etc	8	0	8
6	Tax Considerations • Foreign Sales Corporations (FSCs) • Domestic international sales corporation • Duties and excise taxes • Transfer pricing • Foreign income taxes	6	0	6
7	International Methods of Payments and Collections • Cash in advance • Letters of credit, documentary collections and banker's acceptance • Open account • Countertrade • Forfaiting (third country credit factoring and insurance)	6	0	6
8	Identifying and Managing Risk • Exporter non-performance • Foreign buyer non-payment • Political environment • Currency exchange rates and devaluation • Insurance considerations • Government guarantees	6	0	6
				54



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OUT OF CLASS ASSIGNMENTS

- 1 Case studies and projects (e.g. financial reports and analyses of Sony, McDonald’s, Nokia, Microsoft, Toyota, etc.)
- 2 Essays (e.g. summaries of articles in International Trade magazines, newspaper articles, and Internet articles)

METHODS OF EVALUATION

- 1 Written examinations
- 2 Final Examination

METHODS OF INSTRUCTION

- Lecture
- Laboratory
- Studio
- Discussion
- Multimedia
- Tutorial
- Independent Study
- Collaboratory Learning
- Demonstration
- Field Activities (Trips)
- Guest Speakers
- Presentations

TEXTBOOKS

Title	Type	Publisher	Edition	Medium	Author	ISBN	Date
International Financial Management	Required	Cengage	13		Madura	9781337587211	2017