

INTERNATIONAL FINANCE/FINANCIAL PLANNING

Course overview

Total Hours 125

UNIT 1: INTERNATIONAL FINANCE – THE GLOBAL ECONOMY

Hours: 13

Topic: Explore Global Business (2 hours)

Goal: The student will be able to compare the global economy from the US perspective, describe trade barriers that hinder or help promote trade, and what factors can increase or decrease imports/exports.

Objectives: The student will be able to:

- Compare and contrast domestic versus international business.
- Reconstruct historical factors that influenced business activities and trade relations among countries.
- Explore and summarize the benefits of importing and exporting.
- Research trade barriers that restrict trade.
- Analyze the factor inputs of an international business model.
- STEM – Research and summarize major imports and exports for various countries and calculate the difference between the countries total imports and exports.

Topic: Economics and Decision Making (2 hours)

Goal: The student will be able to describe the basic economic problem and the steps of the decision-making process as it pertains to the global economy.

Objectives: The student will be able to:

- Describe the basic economic problem.
- Define the steps for the decision making model.
- Explain the difference between supply and demand.
- Compare the differences between demand pull and cost push inflation.
- Categorize the factors of production.
- Explain the various types of economic systems.
- Identify the different economic development levels.
- Describe how natural resources can satisfy needs of other countries.
- STEM - Research current scientific developments for certain countries and explain the progress, as well as categorize factors of production and how they are used to create a specific product.

Topic: **Cultural influences on Global Business (5 hours)**

Goal: The student will be able to describe the impact of culture on communicating in a global environment.

Objectives: The student will be able to:

- Describe the influences of culture and sub cultures on global business activities.
- Compare and contrast how different family relationships can affect culture.
- Identify the impacts of societal influences on culture.
- Explain the benefits of knowing another language.
- Compare direct and indirect communication and the influence of non-verbal communication.
- Categorize the major types of values around the globe.
- Compare the two major reactions to culture differences.
- STEM – Discover current technology that assists in translation of languages, and calculate the ratios for the number of speakers for each different language.

Topic: **Exploring Governments based on Global Growth (4 hours)**

Goal: The student will be able to describe various political systems and how these governments impact their country's economic growth.

Objectives: The student will be able to:

- Compare and contrast various political systems.
- Describe laws and trade barriers that can discourage global business.
- Explain and summarize how political risks can disrupt global business activities.
- Identify major types of taxes that governments impose around the world.
- Explain government actions that can encourage global business activities.
- Research U.S. government agencies that can help reduce international risk.
- Identify how tax incentives encourage global business.
- STEM – Research and summarize what types of laws might be needed to protect workers from new technology, calculate household income and expenditures for various country's households, and calculate government taxes imposed on these households.

UNIT 2: INTERNATIONAL FINANCE – ORGANIZATIONS FOR INTERNATIONAL BUSINESS

Hours: 26

Topic: **Structures of International Business Organizations (2 hours)**

Goal: The student will be able to describe various organizational structures and decide which are beneficial for entry into various global markets.

Objectives: The student will be able to:

- Compare and contrast the advantages and disadvantages of different organizational structures.
- Explain the characteristics of a corporation.
- Describe the activities, characteristics, and concerns of multinational companies and compare them to domestic corporations.
- Categorizes low and high risk involvement in international business.
- STEM – Research Multinational Corporations and describe what natural resources are required and the production process necessary to create their products. Analyze what consumer benefits derive from being able to purchase products from other countries.

Topic: **Importing, Exporting, and Trade Relations (4 hours)**

Goal: The student will identify steps for importing, analyze trade agreements, and research competitive market situations.

Objectives: The student will be able to:

- Explain the importance of importing.
- Identify the four steps of importing.
- Identify the effects of foreign trade.
- Describe the types and research the impacts of trade agreement between countries.
- Summarize the effects international business has on competition.
- Research various types of competitive market situations.
- STEM – Research brands of the same type of product and then compare similarities and differences of the brands.

Topic: **Foreign Exchange and International Finance (5 hours)**

Goal: The student will be able to compare foreign exchange and currency controls from money systems around the world and discuss the procedure for currency transactions between nations.

Objectives: The student will be able to:

- Explain the role of money and currency systems in international business.
- Identify factors that effect the value of currency.
- Discuss foreign exchange activities.
- Compare the main activities of the World Bank and the International Monetary Fund.
- Explain and identify payment methods and financial documents used in international business and trade transactions.
- Compare and contrast the stability of foreign currencies based on the economy and the political stability of nations.
- STEM - Apply the role of money and currency systems to trading foreign currencies.

Topic: **Legal Agreements around the World (5 hours)**

Goal: Students will identify international legal agreements; compare differences between trademarks, brand names, and international trade; compare differences between property and contracts for global business; and identify the steps for resolving legal differences internationally.

Objectives: The student will be able to:

- Identify and describe the legal system upon which international law is based.
- Explain product liability.
- Compare laws and international trade agreement that protect property rights.
- Construct agreements that have all of the components of a contract.
- Identify several different ways to resolve international legal disputes.
- Explain the litigation process.
- Describe the role of the International Court of Justice in international business.
- STEM – Research trade agreements made between various nations and compare how these agreements effect other trade agreements.
Calculate the increase in growth since the agreement came into effect.

Topic: **Global Entrepreneurship and Small Business Management (10 hours)**

Goal: Students will be able to identify entrepreneurial enterprises, create an international business plan, and discuss how operating an international business compares to operating a business domestically.

Objectives: The student will be able to:

- Describe the importance of entrepreneurs in the development of an economy.
- Differentiate between the types of entrepreneurial businesses.
- Describe telecommuting and the effects of technology on home based businesses.
- Evaluate self-employment as a career option.
- Apply the components of a business plan.
- Outline the process of financing a small business.
- Identify the major business activities of a small business manager.
- STEM – Research potential new technology businesses, develop a business plan for a technology business, and calculate the start up funding needed to begin this business.

UNIT 3: INTERNATIONAL FINANCE – MANAGING IN A GLOBAL ENVIRONMENT

Hours: 14

Topic: Management Principles (5 hours)

Goal: The student will be able to compare leadership historically to today's and possible future leadership models.

Objectives: The student will be able to:

- Describe the different characteristics of a leader.
- Discuss leadership theory.
- Distinguish between various leadership models.
- Define the role of managers within an international corporation.
- Research and discuss various organizational structures and its impact on corporate culture.
- Document the evolution of organizations and management theory.
- Design possible leadership models for a future corporation.
- STEM – Identify management skills and possible complications for leading organizations in the future, such as virtual and mobile commerce businesses.

Topic: Human Resources Management (3 hours)

Goal: The student will be able to discuss the foundations of human resources, understand the process for selecting and training staff, and compare various motivational models to maximize human resources.

Objectives: The student will be able to:

- Differentiate between host-country nationals, parent-country nationals, and third country nationals.
- Define the four dominant human resources management approaches.
- Identify the common types of training and development for international employees.
- Explain how training and development programs reduce the chance of employee failure.
- Compare various motivational models.
- Categorize the common components of compensation packages for parent-country nationals.
- Evaluate employee performance models.
- Compile strategies that may help to minimize repatriation problems.
- STEM – Research current human resource management software and compare how they assist organizations.

Topic: **Organized Labor** (4 hours)

Goal: The student will be able to identify the major milestones of the labor movement and how unions function in modern day.

Objectives: The student will be able to:

- Reconstruct the formation of unions and the legal issues associated with them.
- Identify the effects of labor unions on international business activities.
- Explain the process for union representation.
- Discuss methods used to settle labor negotiations.
- Compare union and management goals to locate similarities.
- STEM – Use technology to research unions in the United States and calculate their contributions to congressional campaign funding. Then compare and contrast the goals of the statesmen to the needs of the unions.

Topic: **Creating Global Information Systems** (2 hours)

Goal: The student will be able to identify the major management information systems used for global corporations.

Objectives: The student will be able to:

- Explain why information is power in the global economy.
- Describe the three major components of global information systems.
- Explain factors and challenges to consider when planning and developing global information systems.
- STEM – Research and then compare/contrast management information systems for global business communications and data storage.

UNIT 4: INTERNATIONAL FINANCE – GLOBAL FINANCIAL MANAGEMENT

Hours: 6

Topic: **Global Financial Activities** (4 hours)

Goal: The student will be able to describe financial global business operations and financial markets, and analyze international investments.

Objectives: The student will be able to:

- Describe the flow of funds for international businesses.
- Identify types of global financial institutions.
- Identify where and how international stocks are bought and sold.
- Define the role of other global financial markets.
- Identify factors that effect international stock prices.
- STEM - Research international bonds and analyze international investment opportunities.

Topic: **Managing International Business Risk** (2 hours)

Goal: The student will be able to identify global risk management, compare international insurance coverage, and identify tools that can reduce global risk.

Objectives: The student will be able to:

- Describe the types of risks associated with international business activities.
- Define the risk management process.
- Identify major types of insurance coverage needed for international businesses.
- Analyze the elements of good and bad insurance policies.
- STEM - Identify risk reduction strategies through research on multinationals.

UNIT 5: FINANCIAL PLANNING AND INVESTMENT STRATEGIES – BUDGET AND LIFE PLANNING

Hours: 9

Topic: **Personal Finance** (5 hours)

Goal: The student will be able to design personal financial goals for their future.

Objectives: The student will be able to:

- Create decisions and goals, opportunity costs and financial strategies.
- Organize personal financial records.
- Interpret net worth.
- Create budgets.
- Identify consumer purchasing strategies and describe legal protection.
- Understand and summarize personal banking and consumer credit.
- Identify the steps to financing a house.
- Develop a career plan.
- STEM – Calculate, using business math, to create personal financial budgets.

Topic: **Personal Financial Planning and Budgeting (4 hours)**

Goal: The student will be able to create personal financial budgets and plans.

Objectives: The student will be able to:

- Describe the importance of good life planning.
- Develop career plans.
- Develop personal financial budgets.
- Identify steps to manage money.
- STEM – Calculate budgets.

UNIT 6: FINANCIAL PLANNING AND INVESTMENT STRATEGIES – INVESTING FUNDAMENTALS

Hours: 42

Topic: **Investment Knowledge to help Decision Making (5 hours)**

Goal: The student will be able to describe the power of investing.

Objectives: The student will be able to:

- Illustrate the differences between investing and saving.
- Distinguish between different types of organizational structures.
- Explain risk and potential return in purchasing stock.
- Illustrate what is a well diversified portfolio.
- Identify where and how stocks are bought and sold within the United States.

- STEM - Generate answers for compounding interest formulas.

Topic: **Discovering Mutual Funds and Mutual Fund Analysis (7 hours)**

Goal: The student will be able to define what a mutual fund is and analyze potential mutual funds for purchase.

Objectives: The student will be able to:

- Describe mutual funds.
- Explain the advantages of investing in mutual funds.
- Categorize the different types of mutual funds.
- Discriminate between good and poor mutual funds by using check lists.
- Research, evaluate, and select mutual funds for purchase.
- Explain expense ratio and fees associated with mutual funds.
- STEM – Calculate net asset value, back end loads, and expense ratios.

Topic: **Discovering Bonds and Bond Analysis (4 hours)**

Goal: The student will be able to define what bonds are and recognize various types of bonds.

Objectives: The student will be able to:

- Identify the characteristics of corporate bonds.
- Explain the reasons corporate bonds are bought and sold.
- Discuss the reasons government bonds are issued and why investors purchase them.
- Analyze information to select wise bond investments.

Topic: **Discovering Stock and Stock Analysis (24 hours)**

Goal: The student will be able to analyze potential stock investments through various analysis models.

Objectives: The student will be able to:

- Explain investment principles and compare companies with large and small sales volumes as potential investments.
- Search for companies to study.
- Describe the major sections of an annual report and its importance as an investment tool.
- Compare income statements and balance sheets from various companies.

- Use stock selection guides to plot historical, present and future growth of a stock.
- Develop trend lines and growth rates.
- Evaluate management within the corporations being considered.
- Estimate future companies growth rates.
- Research historical price/earning ratios.
- Evaluate risk and reward for five year projections of companies being considered.
- Calculate the yield from dividends and describe how to estimate annual total returns for the next five years.
- Make judgment calls on trends, estimated future sales and EPS growth rates.
- Discuss when to sell or keep a stock.
- Consider ramifications of purchase and sell decisions on taxes.
- STEM – Calculate dollar cost averaging, rule of 72, gross profits, operating income, net income, earning per share, capitalization, dilution, percentage change of quarterly earnings, pre-tax profit, ratios of pre-tax profit to sales, profit margin trends, percent earned to equity, percent of growth, price/earning ratios, upside/downside ratios, present yield, full year dividends, average total returns, and graphing trend lines.

Topic: **Real Estate and Other Investment Alternatives (2 hours)**

Goal: The student will be able to identify alternative investments.

Objectives: The student will be able to:

- Identify different types of, and risks involved with, real estate investments.
- Analyze risks and rewards of investing in precious metals, gems, and collectibles.
- STEM – Calculate risk ratios and develop well-diversified investment portfolios.

UNIT 7: FINANCIAL PLANNING AND INVESTMENT STRATEGIES – TAXES AND INSURANCE

Hours: 15

Topic: **Taxes, Inflation, and Investment Strategy (5 hours)**

Goal: The student will be able to design their own savings and investing plan.

Objectives: The student will be able to:

- Analyze lifetime savings plans.
- Account for inflation in formulating savings and investment plans.
- Describe the importance of taxes in financial planning.
- Identify taxable income.
- Account for taxes in formulating savings and investing plans.
- Understand tax shelters.
- Design a personal savings plan.
- STEM – Calculate rate of return, percentages, future values, and total tax.

Topic: **Insurance** (4 hours)

Goal: The student will be able to discuss and make decisions on necessary insurances for different stages in their lives.

Objectives: The student will be able to:

- Identify types of risks and risk management methods.
- Develop an insurance program as a way to manage risk.
- Describe the insurance coverage and policy types available to home owners.
- Analyze the factors that influence the amount of coverage and cost of home insurance.
- Identify the types of automobile insurance.
- Evaluate the factors that effect the cost of automobile insurance.
- Explain the importance of health care insurance, including long-term care and disability income insurance.
- Analyze the costs and benefits of various types of health insurance policies.
- Describe the purpose of life insurance.
- Analyze various types of life insurance coverage.
- Identify key provisions in a life insurance policy.
- STEM – Graph life expectancy rates and calculate costs of various insurance plans.

Topic: **Estate Planning** (6 hours)

Goal: The student will be able to identify the need to create a life long financial plan.

Objectives: The student will be able to:

- Recognize the importance of retirement planning.
- Estimate retirement living costs.
- Identify retirement housing needs.
- Distinguish between various types of wills.

- Discuss several types of trusts.
- Summarize the advantages of making a trust.
- Describe common characteristics of estates.
- Identify the types of taxes associate with estates.
- Assess strategies for paying estate taxes.