

Australian Institute of Export - Education & Training Capability – October 2014

Face to Face delivery	On-line Delivery	In-house Tailored Courses	Distance Delivery –through CCES (RTO Accredited articulated courses)
Export Procedures Course (3 Day)	On-line Export Procedures Course	Can include blended on-line & face to face	Advance Diploma of International Business Management
Covers: Export Cycle, Export Procedures, Documentation Banking & Finance, Marine & Credit Insurance, Terms of Trade, Risk Management, Freight forwarding <i>Can be delivered over two days or blended for regional Australia</i>	Modules include: <ul style="list-style-type: none"> Banking & Finance Export Documentation Marine Insurance Credit Insurance Export Procedures Exporting Perishables On-line Assessments 	Modules include: <ul style="list-style-type: none"> International Marketing Market entry strategies Communication your service abroad Export Procedures Export Documentation Negotiation and contract Banking and Finance Credit Insurance Marine Insurance International Trade Law Business Culture IP and Dispute Resolution Logistics, transport and packaging The role of Australian Customs The role of AQIS Logistics, transport and Packaging Sanctions, Bribery & Corruption. 	Manage International Trade Documentation Procedures Apply Management Principles to International Business Evaluate International Trade Economics Apply International Trade Law Legislation Evaluate International Trade Financial Risk Apply Market Research Techniques to International Marketing Evaluate International Business Strategy Concepts Develop an International Market Entry Plan
Understanding Documentary Credits (1 Day)			Graduate Certificate of International Business Management *
Covers: Documentary Letter of Credit format Reimbursement instructions, UCP 600 and rules, Alignment with commercial contracts, document preparation, resolving discrepant document issues.			Manage a Business in an International Context Manage Trade Economics of International Business Manage Financial Risk of International Business Manage the Application of International Trade Legislation
Import Procedures Course (2 Day)			Graduate Diploma of International Business Management *
Covers: Successful import practices, Documentation, Finance and Payment, Transportation options, Marine Insurance, Customs Clearance, Risk management.	<ul style="list-style-type: none"> Trade Overview Incoterms Contracts & IP Finance & Payment for Imports Transport & Packaging Cargo Insurance Customs & AQIS Role of Customs agents/Freight forwarders Import Documents 		Undertake International Market Research
International Trade Law/Intellectual Property (1 Day)		Developed with NSW T&I	Prepare an International Marketing Plan Develop an International Business Strategy Undertake an International Business Plan
Covers: Introduction to International Trade Law, Contracts for: <ul style="list-style-type: none"> International Sale of Goods, Contracts of Carriage, Dispute resolution. Defining Intellectual Property, Protection Options for registration, handling infringement 			

