

## 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)
<b>Export Procedures Course (3 Day)</b>	<b>On-line Export Procedures Course</b>	<b>Can include blended on-line &amp; face to face</b>	<b>Advance Diploma of International Business Management</b>
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"> <li>Banking &amp; Finance</li> <li>Export Documentation</li> <li>Marine Insurance</li> <li>Credit Insurance</li> <li>Export Procedures</li> <li>Exporting Perishables</li> <li>On-line Assessments</li> </ul>	Modules include: <ul style="list-style-type: none"> <li>International Marketing</li> <li>Market entry strategies</li> <li>Communication your service abroad</li> <li>Export Procedures</li> <li>Export Documentation</li> <li>Negotiation and contract</li> <li>Banking and Finance</li> <li>Credit Insurance</li> <li>Marine Insurance</li> <li>International Trade Law</li> <li>Business Culture</li> <li>IP and Dispute Resolution</li> <li>Logistics, transport and packaging</li> <li>The role of Australian Customs</li> <li>The role of AQIS</li> <li>Logistics, transport and Packaging</li> <li>Sanctions, Bribery &amp; Corruption.</li> </ul>	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
<b>Understanding Documentary Credits (1 Day)</b>			<b>Graduate Certificate of International Business Management *</b>
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
<b>Import Procedures Course (2 Day)</b>			<b>Graduate Diploma of International Business Management *</b>
Covers: Successful import practices, Documentation, Finance and Payment, Transportation options, Marine Insurance, Customs Clearance, Risk management.	<ul style="list-style-type: none"> <li>Trade Overview</li> <li>Incoterms</li> <li>Contracts &amp; IP</li> <li>Finance &amp; Payment for Imports</li> <li>Transport &amp; Packaging</li> <li>Cargo Insurance</li> <li>Customs &amp; AQIS</li> <li>Role of Customs agents/Freight forwarders</li> <li>Import Documents</li> </ul>		Undertake International Market Research
<b>International Trade Law/Intellectual Property (1 Day)</b>		<b>Developed with NSW T&amp;I</b>	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"> <li>International Sale of Goods, Contracts of Carriage, Dispute resolution.</li> <li>Defining Intellectual Property, Protection</li> <li>Options for registration, handling infringement</li> </ul>		<ul style="list-style-type: none"> <li>The Export Plan</li> <li>Resourcing for Export</li> <li>Export Marketing</li> <li>Visiting your Target Market</li> </ul>	

