

# Course syllabus

## 1. Core data

Course code	Credits	Semester
KOZG007NAMB	6	2024/25/2
Course title in Hungarian		
Export and corporate finance in practice		
Course title in English		
Export and corporate finance in practice		
Course title in other language		
Course leader	Institute	
Bakó Barna	Institute of Economics	
Language of instruction	Type of final assessment	
English	Seminar grade	
Number of theoretical classes per week (full-time programmes)	Number of practical classes per week (full-time programmes)	
2	6	
Number of theoretical classes per semester (part-time programmes)	Number of practical classes per semester (part-time programmes)	
0	0	
Available for preferential study schedule		
No		

## 2. Main features

Course objectives
The aim of the course is to provide students insight into the main processes, theoretical background and regulatory environment of export and corporate finance as well as export credit insurance on international and national level by means of lectures held by EXIM experts, practitioners and specialists of the topic.
Brief description of the course
The focus of the course is to introduce the actual most up-to-date aspects of the Hungarian economic development strategy and corporate finance landscape, the current trends in global trade, the role of Export Credit Agencies in export promotion, export risks, the related legal framework. Theory is underpinned by practical case studies along EXIM financing structures.
Relationship with other courses of the programme

## 3. Learning outcomes

Skill	Knowledge	Attitude	Autonomy and Responsibility
Is able to interpret Hungarian national, regional and international trade trends	Knows the steps of pre-export and export credit application process	- Is aware of the importance of development of export capability of a company and has the need for continuous improvement -	- Contributes to decision making in a company about application of export pre-financing and export credit structures in practice -
Is able to understand economic and legal environment influencing export activity of a company		Aspires to propagate the open and willing mindset towards aspects of developing export competency by establishment of efficiently working funding solution -	Helps professional advisory aiming for the development of the export competency of a company
Identifies and able to recognize the funding need of a company in various phases of the		Is ready to conduct	

corporate life cycle		individual assessment as well as to participate/collaborate efficiently in teamwork related to diverse topics of foreign trade
Is able to select applicable funding structures		
Is able to formulate and articulate recommendations for funding solutions		
Identifies and assesses export risks coupled with foreign trade activity		
Is able to effectively conducting and managing negotiations, meetings related to organizing financing for export activity		
Identifies factors influencing the development of the export activity of a company		
Differentiates the types of financing and risk sharing structures available for pre-export, export credit and insurance		

#### 4. Mandatory readings

Required literature	URL
	Export promotion: WTO, World Bank studies, International (OECD Arrangement) and Hungarian legislative framework, Eximbank and MEHIB Business Regulations, General Terms and Conditions, Eximbank and MEHIB product descriptions.