

POSTGRADUATE CERTIFICATE* IN EXPORT FINANCE AND TRADE CREDIT INSURANCE

*EQUIVALENT TO A UK
POSTGRADUATE DIPLOMA
(MBA TOP UP OPTION AVAILABLE)
BY DISTANCE LEARNING

THIS PROGRAMME IS
SUPPORTED BY THE INSTITUTE
FOR TRADE AND INNOVATION (IFTI)
AT OFFENBURG UNIVERSITY



**Institute for
Trade and
Innovation**

Hochschule Offenburg | Offenburg University

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ABOUT THIS COURSE

The Postgraduate Certificate in Export Finance and Trade Credit Insurance is a specialist programme preparing graduates and business professionals for a wide range of careers in finance, risk and insurance. It provides a unique combination of the latest academic research and practical application on a broad range of topics.

Participants will learn how to put business strategies and academic thinking into practice by leading finance and insurance practitioners as well as renowned academics. You will study a variety of online distance learning modules across two semesters at highly-ranked Offenburg University based in the stunning German Black Forest.

The programme consists of seven core modules: International Financial Markets, Fintech and Insuretech, Macroeconomic Risk Analysis, ECA Foundations and Principles, Underwriting and Portfolio Management, as well as Management and Leadership in Finance, and Innovation and Design Thinking.

Students who complete the Certificate successfully can convert this to an MBA in Finance, Risk and Insurance by completing the Masters top-up. This will take approximately 6 months to complete.

COURSE HIGHLIGHTS



Delivered by experts in the field – Programme Director:
Professor Andreas Klasen



Duration:
12 months



Delivery:
Distance learning



Award
Students will achieve 60 European ECTS credits (Postgraduate Certificate). This is equivalent to 120 CATS credits (equivalent to a UK Postgraduate Diploma).

KEY INFORMATION



When does it start and how long is the course?

March 2019

Duration: 12 months

Please go online to see the next available [start date](#).



What are the entry requirements?

- ✔ An undergraduate degree (Bachelor, Diploma or equivalent) in Business or a related discipline with 210 ECTS and a 2.5 grade, or a good second class standard or above.
- ✔ Candidates with other professional or academic qualifications will be subject to a pre-examination and/or review by the programme director.
- ✔ Proof of either professional or relevant work experience (minimum 2 years following graduation).
- ✔ Applicants whose first language is not English and/or who have not been educated through the medium of English must present one of the following qualifications in the English language: IELTS: Grade 6.5 (No section less than 6.0), TOEFL: 550 (paper), 213 (computer) or 87 (internet), or APIEL (3.0).



How is the course assessed?

Assessment methods will include:

- ✔ Regular coursework (essays or individual/group presentations)
- ✔ Written examinations at the end of each semester (short case studies, calculations, or multiple choice questions)



How much does it cost?

Please go online to www.courses.knect365-learning.com/export-credit and see the fees page for full details. An interest-free instalment plan is available. Please contact us for more details.

WHO IS THE PROGRAMME FOR?

This course is suitable for corporate practitioners looking for an in-depth and practical understanding of export finance and trade credit insurance. It is aimed at individuals working within Trade & Export Finance Banks, Private Credit and Political Risk Insurance Underwriters and Brokers, Export Credit Agencies and Development Finance Institutions, Governments, Law firms, as well as Corporate Exporters.

IDEAL FOR...

- ✔ Financial Advisors
- ✔ Policy Officers
- ✔ Export Finance Managers
- ✔ Risk Managers
- ✔ Underwriters
- ✔ Senior Advisors/Analysts/ Associates
- ✔ President
- ✔ Legal advisors
- ✔ Consultants
- ✔ Commissioners
- ✔ Governments
- ✔ Law firms
- ✔ Corporate Exporters
(Investors & developers)

WHAT YOU WILL LEARN

Benefit from a highly relevant programme that will address:

- ✔ The global business environment and context in which finance and insurance organisations operate
- ✔ Technical aspects of credit insurance underwriting including identification, assessment and acceptance of political and commercial risk
- ✔ Application of key innovation and design thinking principles for organisational innovation
- ✔ Critical evaluation of advanced theories in export finance and trade credit insurance
- ✔ The transformational role that Fintech and Insuretech are playing in the financial services and insurance sectors

PROGRAMME DIRECTOR



PROFESSOR ANDREAS KLASEN

Dr Andreas Klasen is full Professor of International Business and Head of the Institute for Trade and Innovation (IfTI) at Offenburg University, Visiting Professor at Northumbria University (UK) and Senior Honorary Fellow at Durham University (UK).

His research focuses on trade policy, export finance, innovation and economic development. He also advises multilateral development banks, governments and corporates on benchmarking, market analysis, strategy and process improvement. Until 2015, he was a Partner with PricewaterhouseCoopers and PwC's Economics & Policy leader, serving also as Managing Director of the official German export credit and investment insurance agency. He also served as the Vice President of the Berne Union from 2013-2014. Professor Klasen was educated at the University of Wuerzburg and the University of Hanover (1st and 2nd Legal State Exam), at Northumbria University (LLM and DBA) and the University of St Andrews (MLitt).

SYLLABUS AND STRUCTURE

SUMMER SEMESTER: 11TH MARCH 2019 - 28TH JUNE 2019

Students will study four core subjects (worth a total of 30 ECTS credits):

- Introduction to Finance and Insurance
- Strategic Management in Finance
- Global Business and the Digital Agenda (Part 1)
- Insurance and Regulations

Students will be assessed by regular coursework throughout the semester and two written examinations in July 2019. Attendance in person at the examinations in Offenburg is compulsory for all students (alternative examination arrangements may be available).

WINTER SEMESTER: 7TH OCTOBER 2019 - 31ST JANUARY 2020

Students will study four core subjects (worth a total of 30 ECTS credits):

- International Finance
- Risk Management in Foreign Trade
- Global Business and the Digital Agenda (Part 2)
- Underwriting and Claims

Students will be assessed by regular coursework throughout the semester and two written examinations in February 2020. Attendance in person at the examinations in Offenburg is compulsory for all students (alternative examination arrangements may be available).

HOW YOU WILL LEARN

- ✓ This is a distance learning course and all notes and lecture material will be made available via the internet through the KNect365 virtual learning platform.
- ✓ The course commences with an optional induction week at Offenburg University.
- ✓ Mix of in depth-lectures, practical discussions and case studies.
- ✓ Online tutorials are designed to be fully interactive to give students the opportunity to ask questions.
- ✓ Lectures will be delivered by the faculty at Offenburg University and by external practitioners.

CURRICULUM STRUCTURE

SEMESTER 1 (11th March 2019 – 28th June 2019)

Introduction to Finance and Insurance

- Management and Leadership in Finance
- International Financial Markets

Strategic Management in Finance

- Strategic Management
- Innovation and Design Thinking

Global Business and the Digital Agenda (Part 1)

- Global Economics

Insurance and Regulations

- Insurance Markets and Regulations
- ECA foundations and Principles

SEMESTER 2 (7th October 2019 – 31st January 2020)

International Finance

- Corporate Finance
- Financial Accounting and Reporting
- Islamic Finance and Insurance

Risk Management in Foreign Trade

- Risk Management and Compliance
- Macroeconomic Risk Analysis

Global Business and the Digital Agenda (Part 2)

- Digitalisation: Fintech and Insuretech

Underwriting and Claims

- Underwriting and Portfolio Management
- Claims and Recovery
- Structuring Transactions

Total credits: 60 credits

WHERE AND WHEN IS THE EXAMINATION?

All examinations will be held on campus at Offenburg University. The first examination will take place in July 2019 and the second examination will take place in February 2020. Attendance in person at the examinations in Offenburg is compulsory.

However, subject to available support facilities, candidates can make arrangements to sit the exam in the location at which they are based at the time. Please note, overseas sittings are subject to approval by Offenburg University and cannot be guaranteed. Additional fees may apply.

HOW DO I APPLY?

All applications are submitted online and in order to apply you will need certified copies of your degree/ academic certificates and passport/photo ID, as well as providing some supporting documents. Please visit at www.courses.knect365-learning.com/export-credit and see the FAQs page for full details of what is required.

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WHO WE ARE



**Institute for
Trade and
Innovation**

Hochschule Offenburg | Offenburg University

Offenburg University is a research-rich, business focused, high-performance public university. It is based in the Black Forest, one of Germany's economic powerhouses.

Offenburg University is top five in applied research in the South West, forming a thriving community with more than 4,000 students on two campuses. The university is widely recognised for its international reach and was one of the first German universities to offer international Master programmes. Students benefit from world-class research and hands-on teaching.

Faculty of Business

The Faculty of Business is consistently ranked among the top business schools in Germany. The faculty has a reputation for innovative teaching methods and individual supervision with small classes ensuring a unique learning experience. We are business focused with global links to corporates, banks as well as national governments and multilateral institutions.

The Faculty of Business maintains close connections with Offenburg University's Institute for Trade and Innovation (IfTI). IfTI members have a reputation for their methodologies and methods as well as their unparalleled experience in innovation, trade policy and export finance. The Institute is uniquely positioned leveraging strategic policy initiatives, practitioner-led research and consultancy associated with trade, innovation and economic development. IfTI researchers support world-class institutions such as the African Export-Import Bank (Afreximbank), EKF Denmark's Export Credit Agency, the International Credit Insurance & Surety Association (ICISA) and ITFC, Islamic Development Bank Group.

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ABOUT KNECT365 LEARNING

We are born out of Informa's rich history in enhancing individuals and businesses with knowledge.

Our learning solutions equip professionals with the capabilities and network they need to progress and drive performance.

Our insider knowledge is built upon our heritage, our network, and our experience. Over 40 years we've built industry-leading learning brands including Lloyd's Maritime Academy and the International Faculty of Finance (IFF), tapping into Informa's global network of unique resources and networks such as Informa Global Markets, Pharma Intelligence, Routledge and Taylor & Francis.

Our business is part of KNect365, a portfolio of learning, conferencing and networking brands centred around large professional communities in key industry verticals including Finance, Life Sciences and Telecoms, Media & Technology (TMT). This allows us to build learning journeys that matter to and impact individuals and businesses around the globe. We're proud to be working with some of the best businesses, universities and 10,000+ professionals around the globe.

WHY TAKE A KNECT365 LEARNING COURSE?



Accessible – 24/7 availability from wherever you have an internet connection



Flexible – take control of where, when, how and the rate at which you study



Professional – industry leading course directors and tutors



Network – with tutors and like-minded professionals from around the world. Use our online tutorial forum to ask questions and share knowledge

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