

## 10. SRH INTERNATIONAL WEEK 2019: Course description

<b>Title of Course:</b>	<b>Doing Business in Southeastern Europe and Forms of Financing</b>
<b>Language:</b>	English
<b>Course Type:</b>	Seminar
<b>Work Load:</b>	20 hours (including exams on Friday)
<b>Lecturer Position Home University Email</b>	<b>Prof. Dr. Pantelis Kyrmizoglou</b> Lecturer Alexander T.E.I. of Thessaloniki, Greece <a href="mailto:pkirmiz@acc.teithe.gr">pkirmiz@acc.teithe.gr</a>
<b>Course description/ Contents:</b>	<ol style="list-style-type: none"> <li>1. Attractiveness of the Business environment of Southeastern Europe.</li> <li>2. References to Greece, Turkey, Albania, Romania and Bulgaria (on Starting a Business, Employing Workers, Getting Credit, Protecting Investors, Paying Taxes, Trading across Borders and Closing a Business).</li> <li>3. Access to sources of Financing (Criteria for Financing).</li> <li>4. Short-term forms of Financing (Trade Credit, Commercial Paper, Financing Accounts Receivable).</li> <li>5. Long-term forms of Financing (Term Loans –Equal Parts of Capital, Constant Principal, Progressive Principal, Sinking Fund –Lease financing</li> </ol>
<b>Learning outcome:</b>	To make students familiar with the particularities of the Business Environment in Southeastern Europe, by analyzing the social and economic characteristics of the countries involved, making comparisons with other countries of Europe and evaluating the perspectives of investing in those countries.
<b>Examination:</b>	Multiple choice questions and problem solving
<b>4 questions to be prepared by the students prior to arrival:</b>	<ol style="list-style-type: none"> <li>1) Define a letter of credit and explain how it operates.</li> <li>2) Explain how can factoring help the exporters of Southeastern European Countries.</li> <li>3) Explain why forfaiting is not so much widespread in Greece.</li> <li>4) Discuss problems arising in using financial statement analysis</li> </ol>
<b>Essential reading:</b>	<p><a href="http://www.doingbusiness.org/reports/global-reports/doing-business-2018">http://www.doingbusiness.org/reports/global-reports/doing-business-2018</a></p> <ol style="list-style-type: none"> <li>1) G. Albaum-E. Duerr " International Marketing and Export Management " Prentice Hall , latest edition (Handout)</li> <li>2) S. Ross- R. Westerfield- J. Jaffe-B. Jordan " Modern Financial Management , McGraw - Hill latest edition (Handout)</li> </ol>