

CIRRICULUM OF TRAINING FOR FOREIGN TRADE
General Outline of Subjects

Note: Elementary Course of six months night school or six weeks intensive study; advanced course two years of night school or four months intensive course; all students should have first passed Civil Service examination for grading purposes and should have had two years of business experience.

	<u>Subjects</u>	<u>Elementary</u>	<u>Advanced</u>
Group 1.	The Technique of Exporting	1. Sales Practice 2. Document Technique 3. World Distribution of Commodities 4. Consular Procedure 5. Banking & Exchange 6. Interpretation of Statistics	1. Packing for export 2. Foreign Advertising 3. Foreign exchange and banking 4. Ocean transportation 5. Ports and terminal facilities 6. History of commerce 7. Consular Procedure 8. Tariffs and commercial Treaties 9. Export Combinations
	N.B. Not a course in commerce but a post-graduate course in technique of foreign trade.		
Group 2.	Market Studies of Major Commercial areas	1. History) 2. Government) United States 3. Geography) Mexico 4. Transport'n) West Indies 5. Tariffs)	1. North America 2. South America 3. Europe 4. Africa 5. India 6. Japan & China 7. British
	N. B. Purpose- to fit a man to go to a certain part of the world to sell goods there.		
Group 3.	Language Studies	1. Spanish or French or Portuguese) May be omitted for agents to United States 2. Public Speaking	Russian, or Italian, or German, or Greek
Group 4.	Canada's Exports Origin and Distribution	1. Lumber 2. Fish 3. Minerals 4. Pulp and Paper 5. Manufactures generally	Distribution of Canadian exports by continents and commercial areas