

MODULE:

SUBJECT: **International Transactions**

HOURS: 45 (30+15)

ECTS:

5

Name/title of the author:	
Course Description:	The course covers legal, organizational, and operational aspects of international business transactions. These aspects are considered generally and in specific comparative context e.g. across types of transactions. The emphasis is on the problems associated with international trade in goods and transnational flow of services. After a brief introduction of some basic international and comparative law principles concerning the formation of sales contracts, the course moves into more detailed considerations involving selection of trade terms (INCOTERMS 2000/2010), methods of payment and circulation of documents in a typical export-import transaction. Also, the role of international trade intermediaries, issues arising from trade barriers and forms of official export support will be discussed.
Learning Outcomes (Goals and Objectives of the course):	After successful completion of the course, students should be able to demonstrate a practical understanding of International Transactions by recognizing and applying rules and standards commonly used in international business.
Entrance qualifications:	
Course Content:	<ol style="list-style-type: none">1. Methods for entering international markets. Typical international transactions.2. An introduction to export-import practice. Other types of international transactions: international leasing, franchising, licensing etc.3. Compensatory forms of trade: buy-back, offset, counterpurchase etc.4. Institutional environment of international business.5. International trade intermediaries.6. Formation of contract under the CISG and the UNIDROIT principles.7. Pre-contractual actions and key clauses in contracts of sale.8. Trade terms in international contracts – Incoterms 2000.9. Terms and methods of payment.10. Documentation in a typical international trade transaction.11. Barriers to a foreign market entry.12. Forms of official export support.
Assessment policy (examination):	<ol style="list-style-type: none">1. Written exam2. Class participation
Course materials/bibliography:	<ol style="list-style-type: none">1. Akhile, J.I., <i>Compensatory Trade Strategy: How to Fund Import-Export Trade and Industrial Projects When Hard Currency Is in Short Supply</i>, iUniverse, Inc., 2006.2. Baumgartner, S., <i>Contract Formation Under The Cisc And Under The Unidroit Principles</i>, VDM Verlag, 2008.3. Huber, P., Mulis, A., <i>The CISG</i>, Sellier European Law Publishers, 2007.4. Jiménez, G., <i>ICC Guide to Export-Import Basics. The legal, financial and transport aspects of international trade</i>, International Chamber of Commerce, Paris, 1997.5. Koslow, L. E. J. D., <i>Business Abroad: A Quick Guide to International Business Transactions</i>, Gulf Professional Publishing, 1996.6. Moens, G., Gillies, P., <i>International Trade and Business: Law, Policy and Ethics</i>, Routledge Chapman & Hall, 2006.7. Reynolds, F., <i>Managing Exports. Navigating the Complex Rules, Controls, Barriers, and Laws</i>, John Wiley & Sons, Inc., Hoboken, New Jersey, 2003.8. Sherlock, J., Reuvid J., <i>The Handbook of International Trade: A Guide to the Principles and Practice of Export</i>, GMB Publishing, 2007.
Methods of Instruction:	Lectures, power-point presentations, in-class debates, working in groups
Notes / suggestions:	Complementary subjects: International Marketing, International Economics