

UNIVERSITY OF ECONOMICS - VARNA
FACULTY OF FACULTY OF ECONOMICS
DEPARTMENT OF INDUSTRIAL BUSINESS AND LOGISTICS

Adopted by the FC (record № 11/ 25. 04. 2024)

Adopted by the DC (record № 9/ 16. 04. 2024)

ACCEPTED BY:

Dean:

(Assoc.Prof. Denka Zlateva)

SYLLABUS

SUBJECT: INTERNATIONAL TRADE;

DEGREE PROGRAMME: Business and management; BACHELOR'S DEGREE

YEAR OF STUDY: 4; SEMESTER: 7;

TOTAL STUDENT WORKLOAD: 240 h.; incl. curricular 75 h.

CREDITS: 8

DISTRIBUTION OF STUDENT WORKLOAD ACCORDING TO THE CURRICULUM

<i>TYPE OF STUDY HOURS</i>	WORKLOAD, hours	TEACHING HOURS PER WEEK, hours
CURRICULAR: incl. <ul style="list-style-type: none">• LECTURES• SEMINARS / LAB. EXERCISES	45 30	3 2
EXTRACURRICULAR	165	-

Prepared by:

1.
(Assoc. Prof. Dr. Ivan Petrov)

2.
(Chief Assist. Prof. Dr. Stoyan Hadjivelichkov)

**Head of department
of Industrial Business and Logistics:**
(Assoc. Prof. Dr. Plamen Pavlov)

I. ANNOTATION

Knowledge and understanding: the course provides knowledge and practical skills for the organization of international trade and all main procedures in it.

Students will form a reliable set of theoretical knowledge and acquire practical skills to plan and implement all stages of export and import operations. They will study how international trade negotiations are carried out; how international trade is financed; how goods and services are bought and sold; what logistics solutions are there and how to choose the appropriate ones among them; how commercial risks can be managed and how to reduce them through insurance operations; how payments of goods are made and how commercial disputes are resolved.

The "International Trade" discipline develops the following key competencies: entrepreneurial - understanding management problems, analyzing the international markets of goods and services, evaluating and using market opportunities, strategic thinking; personal - social skills, abilities for dialogue and asserting a position.

Application of knowledge and skills: Graduates of this course should be able to plan, negotiate terms, and conduct a range of different international trade operations.

Ability to expand knowledge and form new skills: successful graduates of the International Trade course will be able to handle the specific terminology of international trade, negotiate terms of delivery under international trade contracts, and prepare and handle export documentation -import operations.

The course is a combination of lectures, discussions, individual and team work, and presentation of the achieved results. Students are encouraged to search, find, and present practical solutions in carrying out international trade operations.

II. THEMATIC CONTENT

No.	TITLE OF UNIT AND SUBTOPICS	NUMBER OF HOURS		
		L	S	L.E.
Theme 1. The global economy and international trade		4	4	
1.1	The globalization process			
1.2	Organization of the contemporary international trade			
1.3	Trade controls. Trade barriers and export subsidies			
Theme 2. International marketing		4	3	
2.1	Basics of international marketing			
2.2	Foreign markets research			
2.3	Marketing plan			
2.4	International distribution channels			
Theme 3. Legal environment of international trade		6	4	
3.1	Trade regulations and trade agreements of the EU			
3.2	Sale of goods in international trade. International sale contract			
3.3	International Commercial Terms (INCOTERMS)			
Theme 4. Process of transactions for export and import, ICA and ICS		6	3	
4.1	Trade Enquiry			
4.2	Export quotation			
4.3	Intra-community acquisition			
4.4	Intra-community supply			
Theme 5. International transport		6	3	
5.1	Modes of international transport			
5.2	Packing and marking for export			
5.3	International transport documentation			
Theme 6. Customs controls		5	3	
6.1	Export procedures and documentation			
6.2	Import procedures and documentation			
Theme 7. International trade risks and risk management		4	4	

7.1	Main trade risks			
7.2	Export insurance / Non-payment			
7.3	Cargo (marine) insurance. Physical loss / damage			
7.4	Exchange risk management			
Theme 8. Export finance		4	3	
8.1	Types of export finance			
8.2	Financial institutions for export finance			
8.3	International payment methods			
8.4	Forms of countertrade			
Theme 9. Internet and international trade		6	3	
9.1	Internet expansion and its impact on international trade			
9.2	International e-commerce			
Total:		45	30	

III. FORMS OF CONTROL:

№	TYPE AND FORM OF CONTROL	Number	extracur- ricular, hours
1.	Midterm control		
1.1.	Project	1	80
1.2.	Case study	1	20
1.3.	Test	1	15
Total midterm control:		3	115
2.	Final term control		
2.1.	Examination (test)	1	50
Total final term control:		1	50
Total for all types of control:		4	165

IV. LITERATURE

REQUIRED (BASIC) LITERATURE:

1. Anders Grath, The Handbook of International Trade and Finance: The Complete Guide for International Sales, Finance, Shipping and Administration, Kogan Page, 2016

RECOMMENDED (ADDITIONAL) LITERATURE:

1. Caves, Frankel, and Jones, World Trade and Payments: An Introduction, 10th ed., Pearson Addison-Wesley, 2007
2. World Trade Organization. International Trade Statistics, <https://www.wto.org>
3. World Trade Organization. World Trade Report, <https://www.wto.org>
4. European Commission. Trade Policy, <http://ec.europa.eu/trade/>