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| **National Technical University of Ukraine “Igor Sikorsky Kyiv Polytechnic Institute”** |  | **International Trade Department** |
| **INTERNATIONAL TRADE**  **Syllabus** | | |

# Syllabus details

|  |  |
| --- | --- |
| Higher education level | *Second (master's)* |
| Branch of knowledge | *05 Social and behavioral sciences* |
| Specialty | *051 Economy* |
| Educational program | *International trade* |
| Discipline status | *Selective* |
| Form of study | *Full-time* |
| Preparation year, semester | *5th year, spring semester* |
| Discipline scope | *105 hours + 30 hours* |
| Semester control / control measures | *Exam* |
| Schedule | *Lectures and practical classes - weekly* |
| Language | *English* |
| Course leader / teachers information | Lecturer: *PhD, associate professor Tetiana Moiseienko, moiseienko.tetiana@lll.kpi.ua*  Practical: *PhD, associate professor Tetiana Moiseienko, moiseienko.tetiana@lll.kpi.ua* |
| Course placement | *Google classroom:*  *Course code:* |

# Syllabus program

# Syllabus description, purpose, subject of study and learning outcomes

International trade is a leading form of foreign economic activity, the basis for the international business development. The main problems reflected in this discipline are centered around theories of international trade, which have a long history, the current state of international trade, patterns and trends of foreign trade and international trade policy, foreign trade operations, trade in services, e-commerce, intellectual property issues, trade enterprises management.

**The subject** of the discipline is the study of economic relations in the field of international exchange of goods and services.

**The purpose** of the discipline is to form students' understanding of the laws, logic and mechanisms of international trade, knowledge and practical skills in applying various forms of organization and methods of international exchange of goods and services, concluding international commercial contracts, insurance trade agreements, and finding innovative and promising approaches to the organization of international trade activities.

**The main tasks of the discipline.** After mastering the discipline, students must demonstrate the following learning outcomes:

**KNOWLEDGE** of economic laws directions formation and forms of international trade;

needs of economic entities of Ukraine in relations with other entities of the world.

Also, know the features:

* international trade theories, general economic patterns of international trade directions and forms formation;
* international trade organization and regulation, practice of supranational international trade relations regulation;
* various forms and methods of international trade development;
* application of modern information technologies in the international trade operations implementation;
* risks identification and prevention in international trade operations;
* the impact of international trade on the development of national economies of the world, the interests and needs of economic entities of Ukraine in relations with other entities of the world, the factors of integration economic world processes;
* issues of international certification of goods and services;
* issues of physical and electronic document flow in the implementation of international trade agreements;
* the course of foreign economic activity of economic entities.

**SKILLS.** Analyze the state and trends of international markets for goods, services, investments, labor, as well as the motivation and directions of modern integration processes in world industry markets; Identify risks in international trade transactions, analyze and manage them; it is appropriate to use modern types of international trade; to organize the functional support of the foreign trade agreement: payment relations, transport services, customs formalities, obtaining the necessary licenses, certificates, as well as:

* have basic categories and concepts;
* apply the most effective methods of international trade;
* choose organized commodity markets (exchanges, auctions, exhibitions, fairs, tenders) in international trade);
* to analyze the state and development trends of international markets for goods, services, investments, labor, as well as the motivation and directions of modern integration processes in world industry markets;
* identify risks in international trade transactions, analyze and manage them;
* to apply modern information technologies in the implementation of international trade operations, including - the organization of document flow, payment and other business and commercial transactions;
* it is appropriate to use the international trade terms INCOTERMS;
* to organize the functional support of the foreign trade agreement: payment relations, transport services, customs formalities, obtaining the necessary licenses, certificates.

The discipline involves a thorough study of theoretical and applied aspects of the organization and functioning of international trade processes. Significant importance is attached to the analysis of current trends and forms of international trade in the fields of production and services.

# Syllabus prerequisites and postrequisites (place in the structural and logical scheme of education according to the relevant educational program)

The discipline has an interdisciplinary nature and integrates knowledge from other educational and scientific fields. According to the structural and logical scheme of the training program, this discipline is closely related to other disciplines of law and management: "International Economics", "International Marketing", "Business Economics", "Transnational Corporations", "Logistics".

The discipline "Transnational Corporations" provides a foundation for further study of such modules as "International Competitiveness Management", "International Finance", "Global Economy", "Strategic Enterprise Management", "Intellectual Property".

# Syllabus content

Topic 1. History of the international trade origin and development

Topic 2. Organization of international trade

Topic 3. Organization of international trade in services

Topic 4. International trade transactions and risks associated with them

Topic 5. International trade organizations and chambers of commerce

Topic 6. Standard documents and systems. Documentary sales

Topic 7. Export-import operations characteristics. Review of documents

Topic 8. Standard trade terms. INCOTRMS

Topic 9. Cargo insurance in international trade

Topic 10. International transportation of goods by sea

Topic 11. International road transport of goods

Topic 12. International air transportation of goods

Topic 13. E-commerce in international trade

Topic 14. Practical aspects of the use of e-commerce in international trade

Topic 15. Intellectual property in international business

Topic 16. Management of commercial enterprises

Topic 17. Legal support of international business

Topic 18. International commercial arbitration

# Training materials and resources

*Basic literature:*

1. Transnational Corporations: coursework [Electronic Resource]: Manual for foreign students’ specialty 051 "Economics", "International Economics" specialization of «Bachelor» educational degree in full-time education / National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute"; concluding: Moiseienko Tetiana – Electronic text data (1 file: 2,1 MB). – Kyiv: National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute", 2020. - 39 p. - Screen name. Access : <https://ela.kpi.ua/handle/123456789/38267>
2. International trade: coursework [Electronic Resource]: Manual for foreign students’ specialty 051 "Economics", "International Economics" specialization of «Master» educational degree in full-time education / National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute"; concluding: Moiseienko Tetiana – Electronic text data (1 file: \_\_\_ MB). – Kyiv: National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute", 2021. - 50 p. - Screen name. Access : <https://ela.kpi.ua/handle/123456789/41577>

*Additional literature (monographs, articles, documents, electronic resources):*

1. INCOTERMS 2020. - Screen name. Access : <https://www.scangl.com/media/2129/incoterms-2020-pdf.pdf>
2. Business Guide to Trade and Investment - Volume II - International Investment. - Screen name. Access : <https://2go.iccwbo.org/business-guide-to-trade-and-investment-volume-ii-international-investment-config+book_version-eBook>
3. Bessarab A., Moiseienko T. Interaction of transnational corporations with start-up projects in a time of change / A. Bessarab, T. Moiseienko //  Міжнародне науково-технічне співробітництво: принципи, механізми, ефективність: XVІ міжнар. наук. – практ. конф., 11 - 12 березня 2021 р.; тези доп. – К., 2021 – С. 112 -114.
4. Moiseienko T., Kiva A. Domestic startups financial assistance improvement in the conditions of international integration [Електронний ресурс] / T. Moiseienko, A. Kiva // Збірник наукових праць Університету державної фіскальної служби України. – 2020. – Режим доступу до ресурсу: [http://www.nbuv.gov.ua/e- journals/Znpnudps/index.html](http://www.nbuv.gov.ua/e-%20journals/Znpnudps/index.html)
5. Moiseienko T., Hlushenko J., Korohodova O., Chernenko N. Regulation of international labor migration in the Industry 4.0 and its impact on socio-economic development of the country // KSI Transactions KNOWLEDGE SSOCIETY; Bulgaria. - 2020. - Vol. XIII, № 3, p. 9 - 12.

# Educational content

# Discipline mastering methods (educational component)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **№** | **Topic** | **Hours** | **Classes type and content**  **(questions for consideration)** | **Educational methods** |
| 1 | History of the international trade origin and development | 2 | **Lecture.** Development of international trade and business. Geography of international trade of Ukraine | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Acquaintance of students with the system of work, features of communication, rating system of estimation. Review of educational literature of the main and additional resources of information retrieval | ducational dispute; dialogue on the issue |
| 2 | Organization of international trade | 2 | **Lecture.** Reasons for the International Trade organization. International Trade theories. Forms of International Trade organization | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Practical application of transnationalization indices. Consideration of a practical case on the topic | retrospective method (recollection); dialogue on issues; consideration of cases; problem solving |
| 3 | Organization of international trade in services | 2 | **Lecture.** The role of services in the global economy. Classification of services. Regulation of international trade in services. Methods of organizing International Trade services | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Methods of organizing International Trade services. Direct and indirect method of International Trade services | retrospective method (recollection); dialogue on issues; consideration of cases; problem solving |
| 4 | International trade transactions and risks associated with them | 2 | **Lecture.** The main risks that accompany international trade transactions and ways to prevent and address them | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Consideration of situations of occurrence of the main risks accompanying international trade operations | retrospective method (recollection); dialogue on issues; consideration of cases |
| 5 | International trade organizations and chambers of commerce | 2 | **Lecture.** Major international trade organizations and chambers of commerce, characteristics of their activities and examples of the impact on international trade | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Multilateral Framework for World Trade: World Trade Organization. Chambers of Commerce. Research on issues in which these organizations help businesses | retrospective method (recollection); dialogue on issues; consideration of cases |
| 6 | Standard documents and systems. Documentary sales | 2 | **Lecture.** Documentary operations and features of their application. List of documents accompanying international trade activities. Fraud in trade transactions | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Review of standard documents, acquaintance with their standard form and filling. Justification of expediency and necessity of application. Fraud situations in trade agreements and measures to prevent them | retrospective method (recollection); dialogue on issues; consideration of cases |
| 7 | Export-import operations characteristics. Review of documents | 2 | **Lecture.** Documentary sales. ICC contract model. Important provisions of the Vienna Convention. Mechanism for implementing an international trade agreement on the basis of standard documents | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.**  MCW Writing (Part 1) | retrospective method (recollection); dialogue on issues; consideration of cases |
| 8 | Standard trade terms. INCOTRMS | 2 | **Lecture.** History of INCOTERMS. Appointment. Review mechanism. The issue of MT outside INCOTERMS | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Application of INCOTERMS in International Trade contracts. Application of INCOTERMS for domestic transportation | retrospective method (recollection); dialogue on issues; consideration of cases |
| 9 | Cargo insurance in international trade | 2 | **Lecture.** Classification of international insurance. The main areas of cargo insurance | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Choice of insurance coverage in the implementation of an international trade agreement | retrospective method (recollection); dialogue on issues; consideration of cases |
| 10 | International transportation of goods by sea | 2 | **Lecture.** Characteristics of maritime transport. Overview of the largest ports in the world. Directions of international sea transportation. Types of vessels for freight transportation. | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Review and description of documents accompanying international maritime trade | retrospective method (recollection); dialogue on issues; consideration of cases |
| 11 | International road transport of goods | 2 | **Lecture.** Features of international road transport. Regional differences. Forwarding services | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Review and description of documents accompanying international commercial road transport | retrospective method (recollection); dialogue on issues; consideration of cases |
| 12 | International air transportation of goods | 2 | **Lecture.** Features of air transportation. Freight forwarders or cargo consolidators. | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Review and description of documents accompanying international commercial air transportation | retrospective method (recollection); dialogue on issues; consideration of cases |
| 13 | E-commerce in international trade | 2 | **Lecture.** Stages of development. Types of e-commerce and its purpose. INCOTERMS for e-commerce. Legal norms and regulations. Customs classifications for global international trade. | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.**  MCW Writing (Part 2) | retrospective method (recollection); dialogue on issues; consideration of cases |
| 14 | Practical aspects of the use of e-commerce in international trade | 2 | **Lecture.** Methods of calculations. Electronic signature in commercial documents. Data protection | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Payment preferences of consumers around the world | retrospective method (recollection); dialogue on issues; consideration of cases |
| 15 | Intellectual property in international business | 2 | **Lecture.** Intellectual property in international business. Trademark protection. Patent protection. Copyright protection. A trade secret. Domain names. Counterfeit | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Consideration of intellectual property infringement in international trade transactions cases | retrospective method (recollection); dialogue on issues; consideration of cases |
| 16 | Management of commercial enterprises | 2 | **Lecture.** Development of trade management. Success stories. Successful approaches to the management of commercial enterprises. Process approach to management | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Problems of international business development in Ukraine | retrospective method (recollection); dialogue on issues; consideration of cases |
| 17 | Legal support of international business | 2 | **Lecture.** The role of international support (example: supplies from China). Legal support of international agreements | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Choosing a lawyer for international support | retrospective method (recollection); dialogue on issues; consideration of cases |
| 18 | International commercial arbitration | 2 | **Lecture.** The role of the International Chamber of Commerce in supporting international business. The essence of international litigation. International commercial arbitration | slide shows, presentations,  dialogue on the issue |
| 2 | **Practice session.** Discussion of the semester results. Students total score based on the results of their work | retrospective method (recollection); dialogue on issues |

# Student's self-study

The student's self-study (SSS) involves preparation for lectures and practical classes, which includes: review of the information field on the topic of the lesson, preparation for the discussion of the analyzed information in the classroom; performance of tasks provided by the teacher in practical classes and lectures; problem solving. Time distribution of independent work of students:

# Student’s self-study

|  |  |  |
| --- | --- | --- |
| **№** | **Topics and questions submitted for self-study and references to educational literature** | **Hours on SSS** |
| 1 | Topic 1. History of the international trade origin and development | - |
| 2 | Topic 2. Organization of international trade | - |
| 3 | Topic 3. Organization of international trade in services | - |
| 4 | Topic 4. International trade transactions and risks associated with them | - |
| 5 | Topic 5. International trade organizations and chambers of commerce | - |
| 6 | Topic 6. Standard documents and systems. Documentary sales | - |
| 7 | Topic 7. Export-import operations characteristics. Review of documents | - |
| 8 | Topic 8. Standard trade terms. INCOTRMS | - |
| 9 | Topic 9. Cargo insurance in international trade | - |
| 10 | Topic 10. International transportation of goods by sea | - |
| 11 | Topic 11. International road transport of goods | - |
| 12 | Topic 12. International air transportation of goods | - |
| 13 | Topic 13. E-commerce in international trade | - |
| 14 | Topic 14. Practical aspects of the use of e-commerce in international trade | - |
| 15 | Topic 15. Intellectual property in international business | - |
| 16 | Topic 16. Management of commercial enterprises | - |
| 17 | Topic 17. Legal support of international business | - |
| 18 | Topic 18. International commercial arbitration | 1 |
| 19 | Modul control work (MCW) | 2 |
| 20 | Exam | 30 |
| **Total hours** | | **33** |

# Policy and control

# Syllabus policy (educational component)

**Attending classes**

Lectures, practical classes attendance, as well as absence from them, is not evaluated. However, students are encouraged to attend classes because they teach theoretical material and develop the skills needed to complete a semester individual assignment. The grading system is focused on obtaining points for student activity, as well as performing tasks that are able to develop practical skills and abilities.

**Classroom rules**

The system of work involves constant communication in the form of dialogue, providing feedback to students on the material listened to and the tasks received, which may be in the form of feedback, ideas, suggestions and more. Student feedback is an important component in the process of compiling and improving the content of training courses.

At each practical lesson, students are invited to make short reports, including a review of current news on the topic. This approach helps to navigate in the modern business space and draw their own analytical conclusions on problem situations.

Students receive assignments for independent work on the passed material.

The lectures and practical classes conten is posted in Google Classroom.

Completed tasks are uploaded in a timely manner in the completed tasks section of the Google Classroom user (the deadline for submission of works is specified for each task, as a rule, it occurs 24 hours before the next lecture). Timeliness is the same evaluation criterion as the professional level of performance.

The start time of classes is determined according to the schedule, delay, which is allowed - 5 minutes, for on-line formats - delay is not allowed.

Mobile phones and other devices that can interfere with the work of the audience should be switched to "silent" mode, if you show your computer screen in remote mode, turn on the "do not disturb" mode for messengers.

During the discussion in the audience - it is advisable to take an active part, complement, discuss respecting each other, giving the opportunity to speak without interruption. In remote mode, make sure your microphone is muted until you want to join the discussion.

**Course work defense rules**

The process of students submitting completed course works to the teacher must take place at a time clearly defined by the teacher. Timeliness of submission of work for inspection is important for successful defense of work.

|  |  |  |
| --- | --- | --- |
| **Mandatory condition for admission to the course work defense** | | **Criterion** |
| 1 | Text uniqueness | 25≤ RD ≤ 30 |
| 2 | Disclosure of the research subject in an individual task | 20 ≤ RD ≤ 40 |
| 3 | Presentation of an individual task on a selected topic | 15≤ RD ≤ 30 |
| **Всього** | | **60 ≤ RD ≤ 100** |

Defense procedure includes:

1. Preliminary inspection of timely work performed by the teacher (content of work, registration of work and timeliness of its submission for inspection);

2. Presentation of the students' work results in the classroom;

3. Answer the questions based on the results of the work performed.

Preliminary check of the work done by the teacher. Students place the completed work in a timely manner on a pre-defined resource with the teacher (a folder in the cloud to which the study group has access), fully completed work in electronic form is placed by the student in the appropriate folder. The work file should be named in the standard form:

***Student’s name and surname\_group\_CW\_IT\_current year***

The teacher checks the work for compliance with the requirements of the guidelines and provides a resolution on the admission of work to the defense.

Presentation of the results of students' work in the audience. After receiving a positive resolution of the teacher, the student has the opportunity to present the results of the work done in the classroom. The presentation takes the form of a concise report, which should be accompanied by illustrative materials, the appropriate level of visualization of the results. Visualization should not be overloaded with text, it is based on the main results of the course work, as a rule, the information is summarized in tables, charts, graphs, figures, maps, photos and videos. The presentation of the results of the work should be logically constructed and concise. The recommended time to protect the work - 10 minutes.

The main purpose of the presentation is to capture the attention of the audience and qualitatively convey the results obtained during the course work.

The answer to the question based on the results of the work performed. After presenting the results of the work, the teacher and any student can ask questions that interest them on the topic of the work in order to have a deeper, detailed understanding of the results.

During the defense the student must show the correct understanding of the theoretical foundations and trends of modern problems of international economics in the field of transnationalization of economic relations, argue their own point of view, and so on.

Basic requirements:

* ability to concisely, clearly and logically state the main content and conclusions of the work;
* ability to defend one's proposals and views with arguments;
* high level of economic and general training of the student.

The course work is checked for plagiarism. In case of academic dishonesty, the work is canceled and not checked.

*Rules for assigning encouragement and penalty points*

|  |  |  |  |
| --- | --- | --- | --- |
| **Encouragement points** | | **Penalty points** | |
| **Criterion** | **Weight score** | **Criterion** | **Weight score** |
| Execution of additional tasks on the chosen subject | According to the evaluation system | Violation of deadlines (for each work) | -2 point |
| Presentation of selected topics research | According to the evaluation system |
| Writing abstracts, articles, registration of course work as a scientific work for participation in the competition of student research papers | 5 points for each type of activity (2 theses or one article, or registration of creative work as a scientific work for participation in the competition of student scientific works) | - | - |
| Participation in international, all-Ukrainian and / or other events and / or competitions (on the subject of academic discipline) | 5 points for each participation | - | - |
| Individual task (course work) | According to the evaluation system | Violation of deadlines | -10 points in case of late submission of work for inspection |

*Deadlines and rearrangements policy*

The thematic task, which is submitted for inspection in violation of the deadline, is evaluated taking into account the penalty points.

Deadline for submission of course work for review: 10 days before the test session.

**Appealing the results of control measures procedure**

Students have the opportunity to raise any issue related to the control procedure and expect it to be addressed according to predefined procedures.

Students have the right to appeal the results of control measures, but it is obligatory to explain, with which criterion they do not agree according to the evaluation letter and / or remarks.

**Academic integrity**

The policy and principles of academic integrity are defined in Section 3 of the Code of Honor of the National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute". Read more: <https://kpi.ua/code>

**Norms of ethical behavior**

Norms of ethical behavior of students and employees are defined in section 2 of the Code of Honor National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute". Read more: <https://kpi.ua/code>.

# Types of control and rating system for evaluation of learning outcomes (RSO)

*Current control: express survey, survey on the topic of the lesson, MCW, test, etc.*

*Current control consists of points that the student receives for:*

*- performance of tasks on the topic of lectures (9 tasks during the semester) - 20 points;*

*- answers, problem solving in practical classes (9 tasks during the semester) - 20 points;*

*- performance of modular control work - MCW (it is divided into two parts lasting 1 academic hour each) - 20 points;*

*Calendar control: is conducted twice a semester as a monitoring of the current state of compliance with the requirements of the syllabus.*

|  |  |  |
| --- | --- | --- |
| **Criterion** | **First certification** | **Second certification** |
| Certification term | 8th week | 14th week |
| The condition for certifications is the current rating | ≥ 15 points | ≥ 30 points |

*Semester control:* *exam and coursework defense*

*Coursework: The rating assessment of the coursework has two components. The first (starting) characterizes the student's activity to perform the written part of the coursework and its result - the quality of text, tabular, schematic, graphic material, design of the work, the timeliness of its submission for review. The second component characterizes the quality of defense of the student's term paper.*

*The size of the scale of the starting component is 60 points, and the protection component is 40 points.*

*1. Starting component:*

*- timeliness of work schedule - 10 points;*

*- the presence of all structural elements, the logical structure of the work - 10 points;*

*- relevance, uniqueness and justification of intermediate conclusions, calculations and*

*recommendations - 10 points;*

*- correct application of research methods - 5-3 points;*

*- quality of registration, fulfillment of requirements of regulatory documents - 10-5 points;*

*- quality of schematic, tabular, graphic material - 10-5 points;*

*- compliance of the list of sources with methodical recommendations - 5-3 points.*

*2. Component of course work defense:*

*- quality of the report, degree of mastery of the material - 10-5 points;*

*- clarity of presentation of work results - 10-5 points;*

*- quality of answers to questions - 5-3 points;*

*- the degree of justification of decisions - 10-5 points;*

*- ability to defend your opinion - 5-3 points.*

*3. The sum of the scores of the two components is transferred to the overall score according to the table:*

|  |  |
| --- | --- |
| ***Scores*** | ***Mark*** |
| *100-95* | *Excellent* |
| *94-85* | *Very good* |
| *84-75* | *Good* |
| *74-65* | *Satisfactorily* |
| *64-60* | *Enough* |
| *Less then 60* | *Not enough* |
| *Admission conditions are not met* | *Not allowed* |

*Conditions of admission to the semester control - exam:*

*1. MCW enrollment and starting rating not less than 30 points (0.5 \* 60 = 30 points). The maximum sum of points of the starting component is equal to 60 points. Semester rating 60 or more points.*

*2. Timely submission of term paper for testing to the teacher and a minimum positive grade for term paper.*

*At the exam, students perform a written test. Each task contains three theoretical questions (tasks) and one practical one. The list of questions is given in Appendix A to the syllabus. Each question (task) is evaluated with 10 points according to the following criteria:*

*- "excellent", complete answer, not less than 90% of the required information (complete, error-free solution of the problem) - 9-10 points;*

*- "good", a fairly complete answer, at least 75% of the required information or minor inaccuracies (complete solution of the problem with minor inaccuracies) - 7-8 points;*

*- "satisfactory", incomplete answer, not less than 60% of the required information and some errors (the task is performed with certain shortcomings) - 5-6 points;*

*- "unsatisfactory", the answer does not meet the conditions for "satisfactory" - 0 points.*

*The sum of starting points and points for the examination test is transferred to the examination grade according to the table:*

|  |  |
| --- | --- |
| ***Scores*** | ***Mark*** |
| *100-95* | *Excellent* |
| *94-85* | *Very good* |
| *84-75* | *Good* |
| *74-65* | *Satisfactorily* |
| *64-60* | *Enough* |
| *Less then 60* | *Not enough* |
| *Admission conditions are not met* | *Not allowed* |

# Syllabus additional information (educational component)

**On-line learning (optional)**

Distance learning through online courses on certain topics is allowed subject to agreement with students. If a small number of students wish to take an online course on a specific topic, studying the material with such courses is allowed, but students must complete all the tasks provided in the discipline.

Scoring for control measures by transferring the results of online courses is not provided.

Execution of practical works and thematic tasks, as well as writing a term paper, is carried out during the independent work of students in the remote mode (with the possibility of consulting with the teacher via e-mail, etc.).

**Work program of the discipline (syllabus):**

**Folded:** PhD, associate professor, associate professor of International economy Department Tetiana Moiseienko

**Approved** **by** International economy Department (Protocol № 11 from 26.05.2021)

**Agreed by** the Faculty of Management and Marketing Methodical Counsil [[1]](#footnote-1) (Protocol № 10 from 15.06.2021)

﻿

**Appendix А**

**Questions for the "International Trade" exam**

1. The impact of cultural differences on the course of international trade

2. World Trade Organization (WTO)

3. Characteristics of the latest version of the terms Incoterms

4. UN Convention on International Trade

5. Regulatory environment for international trade

6. Regulatory environment for e-commerce

7. Documentary letters of credit and UCP

8. Electronic application to UCP

9. The essence of factoring

10. The essence of forfaiting

11. International business expansion

12. Franchises and franchise structures

13. Customs clearance of goods in Ukraine

14. Charter agreements. Charter parties

15. Sea freight

16. Container transportation

17. Air transportation

18. Road and rail transportation

19. Cargo insurance

20. Customs classification for e-commerce

21. Madrid system for international trademark registration

22. Trademark registration procedure in Ukraine

23. Bar code and its content in international trade

24. Paris Convention for the Protection of Industrial Property (1883)

25. Patent Cooperation Treaties

26. Copyright protection 27. Trade secret

28. Protection of industrial designs

29. Intellectual property on the global Internet

30. Uniform Domain-Name Dispute-Resolution Policy (“UDRP”)

1. Methodical council of the university - for general university disciplines. [↑](#footnote-ref-1)