

**SUBJECT: International Transactions**

**HOURS: 45**

**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 put on problems associated with international trade in goods and services.
Learning Outcomes (Goals and Objectives of the course):	On completion of the course students should be able to: <ul style="list-style-type: none"><li>— demonstrate a theoretical and practical understanding of international business transactions,</li><li>— recognize and apply international trade procedures and regulations,</li><li>— conduct a typical export-import transaction on their own,</li><li>— identify and handle typical problems which may appear during completion of the export-import transaction.</li></ul>
Entrance qualifications:	Course Prerequisites: Microeconomics and Macroeconomics
Course Content:	After a brief introduction of the primary types of international business transactions (export-import transactions, leasing, licensing and franchising, and countertrade transactions), the course moves into more detailed considerations involving the role of international institutions, trade intermediaries and facilitators, selection of international commercial terms (INCOTERMS 2010), methods of payment and circulation of documents in a typical export-import transaction. Also, some basic international and comparative law principles, issues such as import restrictions and types of export support measures will be discussed.
Assessment policy (examination):	50% of workshop grade + 50% of exam grade
Course materials/bibliography:	The course is self-contained. All course materials needed will be made available.
Methods of Instruction:	Traditional class meetings combined with online course.