



Course Syllabus

Course Title: **International Trade Operations**

Teaching hours: 2 hours of lectures + 2 hours of seminars

General objective: The main objective of the course - to assimilate knowledge of international trade operations management, evaluation of the peculiarities and consequences of the use of international trade operations control and regulation forms and methods, international financial settlements and related risks, and about the specifics and indicators of international trade in goods and services. Also the aim of the course is to provide practical implementation of theory – students will gain abilities to plan and organize international trade operations while evaluating a company's opportunities, choosing potential export markets and forms of international trade operations.

Topics:

- 1 **Introduction to international trade operations**, - assumptions, conditions and benefits of international trade, the main theories and principles of international trade.
- 2 **Organizational forms and methods of international trade operations**, - export and import forms and methods, foreign investment strategies, international company development strategies.
- 3 **Development trends of international trade operations**, - factors of international trade operations, impact of digitalisation on the development of international trade, specifics and indicators of international trade in goods and services, international trade operations in the context of sustainability.
- 4 **Equilibrium in international trade**, - standart trade model, gains and lossess of international trade, exchange rate, income distribution.
- 5 **Forms of international trade**, - free trade, protectionism, trade dumping, embargo.
- 6 **Regulation of international trade operations in globalization and economic integration conditions**, - methods of regulating international trade policy, tariff and non- tariff barriers.
- 7 **International trade agreements and organisations**, - preferential trade agreements, trade agreements, WTO.
- 8 **Internationalization for a company** – benefits and risks, cross-border cooperation, motives and factors that encourage/limit companies' foreign development.
- 9 **Elements for trade operations' internationalization**, - business models for internationalization, international networking and open innovations, international marketing.
- 10 **Planning and organization of international trade operations**, - criteria and methods of selection of potential export market.
- 11 **Procedures and control of international trade operations**, - export and import procedures and control.
- 12 **International financial settlements and related risks**, - system of international financial settlements and its participants, risks of international financial settlements.
- 13 **Forms and measures of international financial settlements**, - documentary and non-documentary payment terms and instruments, use of guarantees in international financial settlements, foreign exchange hedging derivatives.