

UNIVERSITY OF ECONOMICS - VARNA
FACULTY OF „ECONOMICS“
DEPARTMENT „INDUSTRIAL BUSINESS“

ACCEPTED BY:

Rector:

(Prof. Dr. Plamen Iliev)

SYLLABUS

SUBJECT: “INTERNATIONAL TRADE”;

DEGREE PROGRAMME: „Business and Management“; BACHELOR’S DEGREE

YEAR OF STUDY: 3; SEMESTER: 6;

TOTAL STUDENT WORKLOAD: 210 h.; incl. curricular 60 h.

CREDITS: 7

DISTRIBUTION OF WORKLOAD ACCORDING TO THE CURRICULUM

<i>TYPE OF STUDY HOURSE</i>	WORKLOAD, h.	TEACHING HOURS PER WEEK, h
CURRICULAR: incl. <ul style="list-style-type: none">• LECTURES• SEMINARS (lab. exercises)	30 30	2 2
EXTRACURRICULAR	150	-

Prepared by:

1.
(Chief Assist. Prof. St.Hadjivelichkov)

2.

Head of department:

„Industrial Business“ (Assoc. Prof. Ilian Minkov)

I. ANNOTATION

This course provides knowledge about organization of the international trade and practical skills in all major procedures in international trade. The students will be able to plan and operate in all stages of both, export and import operations. They will study how international trade agreements are made; how international trade is financed; how goods and services are bought and sold in international trade; the different logistic solutions; appropriate business and cargo insurance practices against foreseeable risks of loss; how the payment of goods can be done and how international trade disputes are solved.

The course is a combination of lectures, discussions, interaction, and presentation of assignments to the class. Course is designed to achieve participation – individuals or groups are encouraged to search, find and present practical solutions of company's international trade operations.

II. THEMATIC CONTENT

No. по ред	TITLE OF UNIT AND SUBTOPICS	NUMBER OF HOURS		
		L	S	L.E.
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			
2. International marketing		3	3	
2.1	Basics of international marketing			
2.2	Foreign markets research			
2.3	Marketing plan			
2.4	International distribution channels			
3. Legal environment of international trade		4	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)			
4. The export order process		3	3	
4.1	Trade Enquiry			
4.2	Export quotation			
5. International transport		3	3	
5.1	Modes of international transport			
5.2	Packing and marking for export			
5.3	International transport documentation			
6. Customs controls		3	3	
6.1	Export procedures and documentation			
6.2	Import procedures and documentation			
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			
8. Export finance		3	3	
8.1	Types of export finance			
8.2	Financial institutions for export finance			
8.3	International payment methods			
8.4	Forms of countertrade			
9. Internet and international trade		3	3	
9.1	Internet expansion and its impact on international trade			
9.2	International e-commerce			
Total:		30	30	

III. FORMS OF CONTROL:

No. by row	TYPE AND FORM OF CONTROL	№	extracurricular, h.
1.	Midterm control		
1.1.	Project	1	70
1.2.	Test	2	20
1.3.			
1.4.			
Total midterm control:			90
2.	Final term control		
2.1.	Examination (open book, essay questions)	1	60
Total final term control:			60
Total for all types of control:			150

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/>