The syllabus of the discipline
International commercial operations

Specialty	*051 Economics*
Educational program	*International Economics*
Educational level	*first (bachelor's)*
Discipline status	*Compulsory*
Language	*English*
Course / semester	*3 / 6*
Number of ECTS credits	*4*
Distribution by types of classes and hours of study	*Lectures – 24 h.*
	Practicies – 24 h.
	Self Study –72 h.
Control	*Pass*
Department	*Department of International Economics and Management, Nauky ave., 9A, Kharkiv, 61000. Main camp., room 201, +38 (057) 702-18-32, http://mev.hneu.edu.ua/international-economics-and-management/*
Teacher	*Proskurnina Nadiia, Doctor of Economics, Head of the Department of International Economics and Management*
Contact Information	*nadiia.proskurnina@hneu.net*
Class days	*Lectures: On Schedule*
	Practices: On Schedule
Consultations	*Consultations face-to-face/remote; by agreement on the initiative of the applicant; individual*

The purpose of the discipline *is to form a system of theoretical knowledge, applied skills and abilities about objective laws, real processes and specific features of the organization and technique of conducting basic and auxiliary international commercial operations, as well as the skills of their practical application.*

Prerequisites for learning
Marketing, management, international economy, business economics, statistics, economic analysis

The content of the discipline
Topic 1. Export Procedures and Documents: The Search for an overseas buyer, Processing an Export Order, Negotiation of Documents, Role of Banks in Export-Import Transactions.

Topic 2. Methods of Payments and INCO Terms: Methods of Payment, Financing Exporters and Importers, Instruments of Payment.

Topic 3. EXIM Strategies and Export Marketing: EXIM Business Plan and Strategy, Export Strategy Formulation, Export Financing, Import Strategy (Souring Strategy), International Marketing, Export Marketing – Going Global, Different Forms of International Trade.

Topic 4. Methods of Financing Exporters and Business Risk Management: Pre-Shipment Finance, Post Shipment Export Advance, Factoring and Insurance, Types of Risks, Quality and Pre Shipment Inspection.

Topic 5. Custom Clearance of Import and Export Cargo: Clearance of Import Cargo, Clearance of Export cargo, Custom Valuation, The Harmonized System, Carnets, New Developments in Custom Clearance Procedure.

Topic 6. Logistics and Characteristics of Modes of Transportation: Planning Physical Distribution, Benefits of Efficient Logistics System, Concept of Marketing Logistics System, Critical Elements of a Logistics System, International Transport System.

Topic 7. Characteristics of Shipping Industries: History of Shipping Industry, Characteristics of Shipping Industry, Role of Intermediaries in Shipping Industry, Latest Trends in Logistics Operations, Ocean Freight Structure.
Topic 8. Containerization and Leasing Practices: Containerization – Concept and Operation, History of Containerization, Types of Containers, Benefits of Containerization, Global Trade and containerization, Container Leasing Practices and Inland Container Depots.
Topic 9. Export Incentive Schemes: Duty Exemption Scheme, Duty Remission Scheme, Export Promotion Capital Goods Scheme, Special Economic Zones.
Topic 10. Information Technology in International Business: Electronic Procurement, Electronic Marketing, Electronic Logistics.

Complex (software) of the discipline

Electronic learning support system - Moodle, which contains supporting materials for the theoretical course of the discipline, methodological support for practical classes and individual tasks, test tasks.
Software: Microsoft Office

Course page on the Moodle platform (personal training system)	*The educational and methodical providing (the working program of educational discipline, the technological map of discipline, methodical recommendations for performance of practical works and individual tasks on discipline is placed). The course also contains lectures and practical assignments on topics. https://pns.hneu.edu.ua/course/view.php?id=7561*

Learning outcomes assessment system

The system of assessment of the formed competencies of the applicants takes into account the types of classes, which according to the curriculum of the discipline include lectures, practical classes, as well as independent work. Assessment of the formed competencies is carried out according to the accumulative 100-point system. In accordance with the Provisional Regulation "On the procedure for assessing the learning outcomes of students on the cumulative point-rating system" KhNEU. S. Kuznets.
Explanations of the minimum and maximum number of points assigned to applicants in mastering the discipline are given in the work program and technological map of the discipline.

Course policy

The discipline requires: preparation for practical classes; elaboration of the recommended basic and additional literature. Preparation for practical classes includes: acquaintance with the program of the discipline; study of theoretical material; performance of tasks proposed for self-study; performance of individual tasks. Completed individual tasks of the applicant must demonstrate signs of independence of the tasks, the absence of signs of recurrence and plagiarism. The work in which signs of recurrence or plagiarism will be revealed will not be credited, the assessment for such work will not be exposed. The presence of higher education students in practical classes is mandatory. Classes missed for good reasons must be completed. Applicants for higher education must adhere to educational and academic ethics and the schedule of the educational process; to be balanced, attentive. The score for a task that is completed and passed later than the deadline is reduced.

More detailed information on competencies, learning outcomes, teaching methods, assessment forms, independent work is given in the Work program of the discipline (https://pns.hneu.edu.ua/course/view.php?id=7561).

The syllabus was approved at a meeting of the Department of International Economics and Management 25.03.2023 р. Protocol № 7