**MODULE SPECIFICATION**

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| ***Title*** | International commercial transactions and International Trade Contracts  |
| ***Field of study***  | 38. 04.02 | Management |
| ***Profile*** | International Business (in English)  |
| ***Credits*** | 8 |
| ***Assessment***  | Credit/Exam/Course Paper |
| ***Department*** | World Economy and Foreign Economic Activity |
| ***Outline content*** |
| 1. Mechanisms of state regulation of foreign trade in the Russian Federation. Legal acts regulating foreign economic activity. The essence of commercial transactions and their classification by areas of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign business partner.
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| 1. Structure and terms of foreign trade contracts. Guidelines for preparing foreign trade contracts. Economic justification of decisions in the field of foreign economic activity. The use of basic and transport conditions (INCOTERMS) in foreign trade contracts. Tools for reducing financial risks in foreign trade transactions. Documentation on the execution of foreign trade transactions.
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| 1. Economic justification of decisions based on the performance indicators of foreign economic activity. Assessment of the firm’s export potential and import needs.
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| ***Reading list*** |
| **Key literature** |
| 1. Громова Н.М. Внешнеторговый контракт = ContractinForeignTrade [Электронный ресурс]:Учебное пособие. - Москва: Издательство "Магистр", 2021. - 144 – Режим доступа: <https://znanium.com/catalog/product/1215352>2. Вязовская В. В., Ковалев В. Е., Линецкий А. Ф., Майданник В. И., Плюснина О. М., Савельева И. Н., Семин А. Н., Фальченко О. Д., Юрченко К. П. Международные коммерческие операции: теория и практика. [Электронный ресурс]:учебное пособие. - Екатеринбург: [Издательство УрГЭУ], 2019. - 244 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/19/p492230.pdf>3. Seyoum B. Export-Import Theory, Practice, and Procedures:. - , 2014. – 6444. Ramberg J. International commercial transactions:. - , 2011. – 6295. David P.A. International Logistics: The Management of International Trade Operations:5th edition. - , 2018. - 717  |
| **Additional literature** |
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| 1. Организация и управление внешнеэкономической деятельностью предприятия. Учебное пособие : [в 2 ч.]. Ч. 1 [Электронный ресурс]:. - Екатеринбург: [Издательство УрГЭУ], 2014. - 215 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/15/p483355.pdf>2. Организация и управление внешнеэкономической деятельностью предприятия. Учебное пособие : [в 2 ч.]. Ч. 2 [Электронный ресурс]:. - Екатеринбург: [Издательство УрГЭУ], 2015. - 208 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/16/p486387.pdf>3. Чудновский А.Д., Васянин Ю.Л., Жукова М.А. Международные коммерческие операции [Электронный ресурс]:Учебное пособие. - Москва: КноРус, 2016. - 133 – Режим доступа: https://book.ru/book/916998 |

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| ***List of learning resources including licensed software, information reference database and online courses***  |
| **Licensed software**- Astra Linux Common Edition. Contract No. 1 dated 13.06. 2018. Act dated 17.12.2018. License expiration date: unlimited.- My Office (Standard). Agreement No. SK-281 dated 7.06.2017. Concluded on 07.06.2017. License expiration date: unlimited.- Microsoft Windows 10. Agreement No. 52/223-ПО/2020 dated 13.04.2020, Act No. Tr000523459 dated 14.10.2020. License expiration date: 30.09.2023.- Microsoft Office 2016. Agreement No. 52/223-ПО/2020 dated 13.04.2020, Act No. Tr000523459 dated 14.10.2020. License expiration date: 30.09.2023.LibreOffice. License GNULGPL. License expiration date: unlimited.Adobe Acrobat DCPro. Agreement No. 174/223-Т/2021 dated 08.12.21. License expiration date: 13.12.2022.**Internet resources, information reference database** In public domain:- Legal Reference System GARANT. Agreement No. 163/223-У/2020 dated 14.12.2020. License expiration date: 31.12.2021 - Legal Reference System Consultant + Agreement No. 58419 dated 22.12.2015. License expiration date: unlimited |

Compiled by: Victor Kovalev