**International Trade Operations – framework schedule 2024**

Due to low course availability, the course will be taught in 5 course blocks.

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| **Date** | **Content of the lecture** | **Seminar content** |
| 20.2. | Lecture 1 – Basic information, introduction to international trade operations – the first part | Organisation of seminarsExplanation of the template for writing a seminar projectSeminar project instructions |
| 12.3. | Lecture 2 – Introduction to international trade operations – second part | Assignment for selection: Using the global negotiation process “The fish” to negotiate tradeDescription of selected international trade organizations - their function, contribution, and competencies. |
| Lecture 3 – Implementation of trade operations and trade documentation – the first part (preparation and plans, business negotiations) |
| Lecture 4 – Implementation of trade operations and trade documentation – the second part (Incoterms, documents, international trade organizations) |
| 2.4. | Lecture 5 – The role of risk in trade operations  | Assignment for selection: Identification of risk when entering the selected marketApplication of the risk matrix to the topic of the seminar projectProduct profitability calculationSales plan for established retail unit and the new unitSetting up a claim’s procedure for the topic of the seminar project |
| Lecture 6 – The risk management process |
| Lecture 7 – Trade operations in planning and managing sales |
| Lecture 8 – Payment terms and financing of international trade |
| 30.4. | Lecture 9 – Trade operations in planning and managing the purchasing process | Assignment for selection:Assessing new supplierAnalysis of trade agreements between countries related to the seminar projectDescription of the logistics market in selected countriesDetermining the appropriate type of transport for the selected goods in the seminar project and describing customs clearanceAssessing the possibility of setting up a website in a country as part of a seminar project according to international barriers |
| Lecture 10 – Trade operations in business logistics and distribution |
| Lecture 11 – Procedural arrangements for international transport and customs clearance operations |
| Lecture 12 – Importance of electronic goods movement in trade operations |
| 14.5. | Individual defence of the semester project by means of a presentation | Individual defence of the semester project by means of a presentation |