

International Trade Operations – framework schedule 2024

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

Date	Content of the lecture	Seminar content
20.2.	Lecture 1 – Basic information, introduction to international trade operations – the first part	Organisation of seminars Explanation of the template for writing a seminar project Seminar 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 trade Description 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 market Application of the risk matrix to the topic of the seminar project Product profitability calculation Sales plan for established retail unit and the new unit Setting 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 supplier Analysis of trade agreements between countries related to the seminar project Description of the logistics market in selected countries Determining the appropriate type of transport for the selected goods in the seminar project and describing customs clearance Assessing 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