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| **Date** | **Content of the lecture** | **Seminar content** |
| 19.2. | Lecture 1 - Introduction to international trade operations – the first part | Basic information, organisation of seminars, explanation of the template for writing a seminar project,  seminar project instructions |
| 26.2. | Lecture 2 – Introduction to international trade operations – second part | Assigning appropriate trading methods to a specific trading operation |
| 5.3. | Lecture 3 – Implementation of trade operations and trade documentation – the first part (preparation and plans, business negotiations) | Using the global negotiation process “The fish” to negotiate trade |
| 12.3. | Lecture 4 – Implementation of trade operations and trade documentation – the second part (Incoterms, documents, international trade organizations) | Description of selected international trade organizations - their function, contribution, and competencies. |
| 19.3. | Self-study due to the teacher's foreign work travel - materials will be supplied. Lecture 5 – The role of risk in trade operations | There will be no seminar. |
| 26.3. | Lecture 6 – The risk management process | Application of the risk matrix to the topic of the seminar project |
| 2.4. | Lecture 7 – Trade operations in planning and managing sales | Product profitability calculation  Sales plan for established retail unit and the new unit |
| 9.4. | Lecture 8 – Payment terms and financing of international trade | Setting up a claim’s procedure for the topic of the seminar project |
| 16.4. | Lecture 9 – Trade operations in business logistics and distribution | Description of the logistics market in selected countries |
| 23.4 | Lecture 10 – Trade operations in planning and managing the purchasing process | Assessing new supplier  Analysis of trade agreements between countries related to the seminar project |
| 30.4. | Lecture 11 – Procedural arrangements for international transport and customs clearance operations | Determining the appropriate type of transport for the selected goods in the seminar project and describing customs clearance |
| 7.5. | Lecture 12 – Importance of electronic goods movement in trade operations | Assessing the possibility of setting up a website in a country as part of a seminar project according to international barriers |
| 14.5. | Final Recap of Lecture Material | Individual defence of the semester project by means of a presentation |