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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) Lecture 1-4 | 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 Lecture 5-8 | 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 Lecture 9-12 | 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 |