

“Organization and technique of foreign economic transactions”
Department of administrative management and International activity
Faculty of Agricultural Management

Lecturer	Assoc.Prof., Dr. Ivan Mishchenko
Teaching period	academic year 2017/2018 (autumn 3)
Type subject	Master
ECTS credit	3
Assessment	written and oral
Marking scale	4-point scale
Contact hours	30

Objective and general description

Creation in Ukraine the market economy stimulates its openness and integration into the world economy. All enterprises, firms, unions independent from forms of ownership must be oriented on the external market. Only in this case they can be involved in the international economic life.

Nowadays the foreign economic activity is one of the scientific disciplines of management circle, which is included to the syllabus for Masters training by the specialty "Management of foreign economic, activity".

"Organization and technique of foreign economic transactions" is training of higher qualified specialists at the field of foreign-economic activity for working at the enterprises, firms, institutions, state bodies, which have business relations with foreign partners.

Organization and technique, of foreign-economic transactions is an integrated course, which combined different disciplines, such as economic theory, world economy, international economic relations, fundamentals of foreign-economic activity, marketing of foreign-economic activity, economics of enterprises, economic law. The main forms of the discipline study are lectures, training exercises, seminars, and students' self-development by the lecturer supervision.

Lectures:

1. Foreign trade transactions; essence, content and kinds. Features of their fulfillment on the world market
2. Research of the foreign market
3. Search, evaluation, select and getting into touch with the foreign partners
4. Signing, control, fulfillment and foreign trade contract termination
5. Foreign trade contracts: kinds, structure and contents
6. Technology of business communication
7. National peculiarities of business communication
8. Forms of protocol contacts with foreign partners

Seminars:

1. Foreign trade transaction. Features of their fulfillment on the world market
2. Organization of foreign trade operations
3. Search, evaluation, select and getting into touch with the foreign partners
4. Pricing in foreign-economic activity. Calculation of exporting and importing prices
5. Signing, control, fulfillment and foreign trade contract termination
6. Technology of business communication
7. National peculiarities of business communication
8. Forms of protocol contacts with foreign partners

Study literature:

1. Organization and technique of foreign economic transactions: educational and methodological recommendations / VP Galushko, A.I. Mishchenko; National University of Life and Environmental Sciences of Ukraine. - K: CPC "Comprint", 2014 - 119 p.
2. Kozik V.V., Pankova L.A., Karpyak Ya.S. etc. Foreign Economic Operations and Contracts: Teaching. Means - 2nd form., Processing. And add - K.: Center for Educational Literature, 2004. - 608 pp.
3. Foreign Economic Activity of Enterprises: Training Manual / Ed. Yu.V. Makogon - K.: Center for Educational Literature, 2006. - 424 p.