



GDYNIA MARITIME UNIVERSITY
Faculty of Management and Quality Science



Course: International Trade Practice					Status: optional			
Semester	No. of weeks	No. of hours (weekly)			No. of hours (globally)			ECTS
		Lect.	Class	Lab.	Lect.	Class	Lab.	
		1	1		15	15		4
Lecturers: Ilona Urbanyi-Popiolek, Magdalena Klopott								

Contents of study:

This course covers the core practices, procedures, and documents required in any international merchandise transaction.

1. Definition and interpretation of terms: international trade, exports, imports, trade transactions, spot sales, transactions for shipment, transactions for future delivery, arrival contracts.
2. Export/import contracts: definition, and classification of contracts, fixed and unfixed contract clauses.
3. Basics on the law of contracts: the United Nations Convention on Contracts for the International Sale of Goods, European Union law and regulations, international customs in transport and payments.
4. International Commercial Terms - ICC Rules for domestic and international trade (Incoterms®2020): interpretation and application of Incoterms®2020 in practice.
5. Payments methods for export/import: letter of credit, documentary collection, payment order, bill of exchange.
6. Trade and transportation documents.
7. Planning and preparation for export/import contact, negotiations of terms, offer.

Criteria for assessment:

Classes (C): project – preparing export/import contract (min 60% of points, prepared according to given requirements),

Lectures (L): written exam (min. 60% of positive answers to pass),

Final mark is a weighted mean 50% of L and 50% of C

Literature:

1. Belay Seyoum, *Export–Import Theory, Practices, and Procedures*, Routledge; 4th edition, 2021
2. Folsom R., Gordon M., Van Alstine M., Ramsey M., *Principles of International Business Transactions*, West Academic Publishing, New York 2017
3. Bade D.L., *Export/Import Procedures and Documentation*, Amacom, New York 2022
4. Chow D., Schoenbaum T., *International Business Transactions*, Wolters Kluwer, New York 2015
5. Incoterms®2020 by the International Chamber of Commerce (ICC)
6. World Trade Organization (WTO) reports, <https://www.wto.org/english>