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| **Date** | **Content of the lecture** | **Seminar content** |
| 21.2. | Lecture 1 - Introduction to international trade operations – the first part | Basic information, organisation of seminars |
| 28.2. | Lecture 2 – Introduction to international trade operations – second part | Explanation of the template for writing a seminar projectSeminar project instructions |
| 7.3. | 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 |
| 14.3. | 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. |
| 21.3. | Lecture 5 – The role of risk in trade operations  | Identification of risk when entering the selected market |
| 28.3. | Lecture 6 – The risk management process | Application of the risk matrix to the topic of the seminar project |
| 4.4. | Lecture 7 – Trade operations in planning and managing sales | Product profitability calculationSales plan for established retail unit and the new unit |
| 11.4. | Lecture 8 – Payment terms and financing of international trade | Setting up a claim’s procedure for the topic of the seminar project |
| 18.4. | Lecture 9 – Trade operations in planning and managing the purchasing process | Assessing new supplierAnalysis of trade agreements between countries related to the seminar project |
| 25.4 | Lecture 10 – Trade operations in business logistics and distribution | Description of the logistics market in selected countries |
| 2.5. | 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 |
| 9.5. | 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 |
| 16.5. | Individual defence of the semester project by means of a presentation | Individual defence of the semester project by means of a presentation |

**International Trade Operations – framework schedule 2023**