**International Trade Operations – framework schedule 2024**

Due to low course availability, the course will be taught in 5 course blocks.

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| **Date** | **Content of the lecture** | **Seminar content** |
| 20.2. | Lecture 1 – Basic information, introduction to international trade operations – the first part | Organisation of seminars  Explanation of the template for writing a seminar project  Seminar project instructions |
| 12.3. | Lecture 2 – Introduction to international trade operations – second part | Assignment for selection: Using the global negotiation process “The fish” to negotiate trade  Description of selected international trade organizations - their function, contribution, and competencies. |
| Lecture 3 – Implementation of trade operations and trade documentation – the first part (preparation and plans, business negotiations) |
| Lecture 4 – Implementation of trade operations and trade documentation – the second part (Incoterms, documents, international trade organizations) |
| 2.4. | Lecture 5 – The role of risk in trade operations | Assignment for selection: Identification of risk when entering the selected market  Application of the risk matrix to the topic of the seminar project  Product profitability calculation  Sales plan for established retail unit and the new unit  Setting up a claim’s procedure for the topic of the seminar project |
| Lecture 6 – The risk management process |
| Lecture 7 – Trade operations in planning and managing sales |
| Lecture 8 – Payment terms and financing of international trade |
| 30.4. | Lecture 9 – Trade operations in planning and managing the purchasing process | Assignment for selection:  Assessing new supplier  Analysis of trade agreements between countries related to the seminar project  Description of the logistics market in selected countries  Determining the appropriate type of transport for the selected goods in the seminar project and describing customs clearance  Assessing the possibility of setting up a website in a country as part of a seminar project according to international barriers |
| Lecture 10 – Trade operations in business logistics and distribution |
| Lecture 11 – Procedural arrangements for international transport and customs clearance operations |
| Lecture 12 – Importance of electronic goods movement in trade operations |
| 14.5. | Individual defence of the semester project by means of a presentation | Individual defence of the semester project by means of a presentation |