

МІНІСТЕРСТВО ОСВІТИ І НАУКИ УКРАЇНИ
ХАРКІВСЬКИЙ НАЦІОНАЛЬНИЙ ЕКОНОМІЧНИЙ УНІВЕРСИТЕТ
ІМЕНІ СЕМЕНА КУЗНЕЦЯ

ЗАТВЕРДЖЕНО

на засіданні кафедри
міжнародних економічних відносин
Протокол № 1 від 28.08.2023 р.

ПОГОДЖЕНО

Проректор з навчально-методичної роботи



Каріна НЕМАШКАЛО

МІЖНАРОДНІ КОНТРАКТИ

робоча програма навчальної дисципліни (РПНД)

Галузь знань 29 "Міжнародні відносини"
Спеціальність 292 "Міжнародні економічні відносини"
Освітній рівень перший (бакалаврський)
Освітня програма "Міжнародний бізнес"

Статус дисципліни обов'язкова
Мова викладання, навчання та оцінювання англійська

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Наталія ПАРХОМЕНКО

Харків
2023

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
SIMON KUZNETS KHARKIV NATIONAL UNIVERSITY OF ECONOMICS**

APPROVED

at the meeting of the department
of international economic relations
Protocol No. 1 dated 28.08. 2023

APPROVED

Vice-rector on educational and
methodical work

Karina NEMASHKALO



INTERNATIONAL CONTRACTS

Program of the course

Field of knowledge	29 «International Relations»
Specialty	292 «International Economic Relations»
Study cycle	bachelor's first degree
Study programme	«International Business»
Course status	mandatory
Language	English

Developer
PhD., Associate professor

Oleksandr MISHYN

Developer:
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Iryna OTENKO

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**Kharkiv
2023**

INTRODUCTION

In the conditions of the globalization of the economy and the development of international economic relations, it is urgent to intensify efforts to conclude and organize the implementation of international contracts. The effectiveness of the foreign economic activity of international business entities depends on the content of contracts, compliance with their structure, the correctness of the choice and clarity of the formulation of the basic conditions of supply, the level of detailing of the requirements for the organization of the supply of goods or the provision of services.

The purpose of the educational discipline: providing higher education students with the opportunity to master the theoretical foundations and acquire practical skills in concluding and organizing the implementation of international contracts.

The tasks of the discipline are to provide the student with the opportunity to gain experience:

determining the place of international contracts in the foreign economic activity of the enterprise;

organization of preparation and conclusion of international contracts using digital technologies;

application of Incoterms in the activities of the enterprise;

fulfillment of monetary, financial, transport and economic conditions of international contracts.

The object of the discipline is the process of preparation, conclusion and execution of international contracts.

The subject of the discipline is the organizational principles of preparation and conclusion of international contracts and monetary, financial, transport and economic conditions for their implementation.

The learning outcomes and competencies formed by the course are defined in table 1.

Table 1

Learning outcomes and competencies formed by the course

Learning outcomes	Competencies
LO 4	SC 9
LO 5	SC 8
LO 9	SC 5
LO 13	SC 6
LO 16	GC 1, SC 9
LO 17	SC 10
LO 19	SC 3, SC 5, SC 6, SC 9
LO 20	SC 13, SC 15

LO 22	GC 12, SC 15
LO 27	SC 8
LO 29	SC 12

where, GC1. The ability to realize their rights and obligations as a member of society, to realize the values of civil (free democratic) society and the need for its sustainable development, the rule of law, rights and freedoms of man and citizen in Ukraine.

GC12. Knowledge and understanding of the subject area and understanding of professional activities.

SC3. Ability to identify features of the functioning of the environment of international economic relations and models of economic development

SC5. The ability to carry out a comprehensive analysis and monitoring of the state of world markets, to assess changes in the international environment and to be able to adapt to them.

SC6. Ability to analyze international markets of goods and services, tools and principles of regulation of international trade

SC8. The ability to determine the functional features, nature, level and degree of relationships between subjects of international economic relations of different levels and to establish communications between them.

SC9. The ability to diagnose the state of research in international economic relations and the world economy in an interdisciplinary combination with political, legal, and natural sciences

SC10. The ability to justify the expediency of using legal, economic and diplomatic methods (means) to resolve conflict situations at the international level.

SC12. The ability to use regulatory documents and reference materials when performing professional activities in the field of international economic relations.

SC13. Ability to evaluate and analyze the security component in international economic relations.

SC15. Ability to apply methods, rules and principles of functioning of international economic relations for the development of Ukraine's foreign economic activity.

LO 4. To systematize and organize the received information about processes and phenomena in the world economy; evaluate and explain the influence of endogenous and exogenous factors on them; formulate conclusions and develop recommendations taking into account the peculiarities of the national and international environment.

LO 5. Possess the skills of self-analysis (self-control), be understandable to representatives of other business cultures and professional groups of different levels (with specialists from other fields of knowledge/types of activity) on the basis of valuing diversity, multiculturalism, tolerance and respect for them.

LO 9. To understand and be able to apply, in accordance with other requirements of the educational program, modern theories and methods of solving specialized complex problems and practical problems in the field of international trade in goods and

services, international capital movement, international monetary and financial and credit relations, mobility of human resources, international technology transfer

LO 13. To select and skillfully apply analytical tools to study the state and prospects of development of individual segments of international markets of goods and services using modern knowledge of methods, forms and tools for regulating international trade.

LO 16. Demonstrate knowledge of the state of research in international economic relations and the world economy in an interdisciplinary combination with political, legal, and natural sciences.

LO 17. Determine the causes, types and nature of international conflicts and disputes, substantiate and apply economic, legal and diplomatic methods and means of solving them at the international level, defending the national interests of Ukraine.

LO 19. Understand and apply current legislation, international regulatory documents and agreements, reference materials, current standards and technical conditions, etc. in the field of international economic relations.

LO 20. Defend the national interests of Ukraine, taking into account the security component of international economic relations.

LO 22. Apply appropriate methods, rules and principles of functioning of international economic relations for the development of Ukraine's foreign economic activity

LO 27. Apply the acquired knowledge to solve applied problems in the areas of planning, analysis, organization and control of international business

LO 29. Make and justify management decisions on the creation and operation of entrepreneurial structures, promoting the internationalization of business in the sector of small and medium-sized enterprises.

COURSE CONTENT

Content module 1. Legal and organizational principles of international contracts

Topic 1. International contracts in foreign economic activity

1.1. The concept of international contracts. Definition of the concepts of "contract," "international contract." The concept of an international contract of sale.

1.2. Functions, legal and economic features of international contracts. Functions of international contracts. Legal features of international contracts. Economic signs of international contracts. Principles of international contracts.

1.3. Regulatory support for the conclusion of international contracts. Legislation on foreign economic activity. Zakonadavstvo on the conclusion of externally shynoeconomic (international) contracts.

Topic 2. Types of international contracts

2.1. Classification of international contracts. Types of international contracts: by type of design; depending on the subject of the international contract; depending on the deadlines: one-time and with periodic execution; according to the form of payment.

2.2. Characteristics of different types of contracts. Purchase and sale contracts, barter, leasing, outsourcing, reexport, reimport international contracts.

2.3. Typical international contracts. The concept of a typical contract. Procedure for the development of standard international contracts. The work of the Economic Commission for Europe to develop model contracts.

Topic 3. Structure and content of international contracts

3.1. Basic terms of international contracts. Regulation "On the form of foreign economic agreements (contracts)." Mandatory information to be reflected in international contracts.

3.2. Structure of international contracts. Sections of international contracts. Content of international contracts under sections. Preamble. Subject of the contract. Quantity and quality and product quality. Terms and conditions of delivery. Price and total contract amount. Terms of payment. Acceptance-delivery of goods. Warranties, quantity and quality claims. Packaging and marking. Insurance. Force majeure. Sanctions and complaints. Arbitration. Legal addresses of the parties.

3.3. Additional terms of international contracts. Conditions of engagement of subcontractors, agents, carriers, determination of norms of loading (unloading), conditions of transfer of technical documentation for goods, preservation of trademarks, procedure for payment of taxes, duties, fees, various kinds of protective clauses, possibility and procedure for making additions and changes to the contract.

Topic 4. Organization of preparation and conclusion of international contracts using digital technologies

4.1. Stages of preparation and conclusion of international contracts. Procedure for preparation for negotiations. Procedure for concluding international contracts. Application of GRM-systems in the negotiation process. The essence and content of commercial negotiations.

4.2. The role of trade customs in the conclusion of international contracts. The concept of trade customs. Terms of application of trade customs. Rules for the application of trade customs.

4.3. Tactics of the negotiation process. Methods of negotiation. Tactics and technique of the negotiation process. Classification of international negotiations.

Topic 5. Organization of execution of international contracts of sale in terms of digitalization

5.1. Stages of execution of international contracts. Material, technical and legal stages of execution of international contracts. Marking of goods within the framework of international contracts. Ways to ensure the fulfillment of obligations under international contracts.

5.2. Preparation of goods for shipment: sorting of goods; formation of relevant parties; compliance with the requirements for packaging and marking of goods. Types of marking of goods. Features of packing goods for transportation by various modes of transport.

5.3. Foreign trade documentation, which formalizes the implementation of international contracts. Software for document management. Documents for preparing the goods for shipment. Commercial documents. Documents that provide quantitative and qualitative characteristics of goods. Payment, insurance, transport, customs documents accompanying the execution of international contracts.

Content module 2. Terms of conclusion and execution of international contracts

Topic 6. The concept of Incoterms and its application in international practice

6.1. The concept of Incoterms. The concept of international supply rules Incoterms. The nature and procedure for using the basic conditions of supply Incoterms.

6.2. History of Incoterms. Activities of the International Chamber of Commerce. Collections of "International rules for the interpretation of trade terms."

6.3. Characteristics of Incoterms versions. Characteristics of Incoterms versions 1936, 1953, 1967, 1980, 1990, 2000, 2010 and 2020.

Topic 7. Basic terms of delivery in INKOTERMS-2020

7.1. The concept of Inkoterms-2020. Commissioning of Incoterms 2020. Groups of rules for the basic terms of delivery of goods (E, F, C and D). Incoterms Rules Table 2020.

7.2. Characteristics of the basic conditions of supply in Inkoterms-2020. Features of the application of the basic terms of supply of groups E, F, C and D Incoterms 2020 in international contracts.

7.3. Terms of supply not included in the Inkoterms-2020. Characteristics and features of the application of basic terms of delivery: FIW, FIB, FIP, FOD, FP, FT, FFB, FRRB, FIT.

7.4. Inkoterms-2020: common and distinctive features with previous versions. Basic rules for deliveries of different versions that have the same and different conditions. Basic Incoterms 2020 rules not contained in earlier versions.

Topic 8. Monetary and financial conditions of international contracts

8.1. The concept of currency conditions of international contracts and the factors that determine them. The concept of the choice of currency conditions of international contracts and the factors that determine it. Price currency and payment currency. Types of currency risks.

8.2. Financial conditions for concluding international contracts: payment method; international calculations and their forms; means of payment; measures against unreasonable delay of payment and non-payment.

8.3. Means of payment under international contracts: bills of exchange, checks, postal and telegraph transfers, SWIFT system instructions.

Topic 9. Transport terms of international contracts

9.1. The concept of the organization of international transport and transport logistics. The essence and purpose of transport logistics. Classification of transport operations in foreign economic activity. Concept of the transportation process. Transport conventions.

9.2. Logistics monitoring as a tool for agreeing on transport conditions in international contracts. Principles of transport logistics. The concept of logistics monitoring of goods. Logistic characteristics of different modes of transport. The process of agreeing the transport terms of delivery.

9.3. Terms of delivery of goods in international contracts. Characteristics of cargo delivery operations. Control of the movement of goods. Organization of transportation according to basic delivery conditions.

Topic 10. Economic conditions of international contracts

10.1. Taking into account the price factor when concluding international contracts. Methods of setting prices in international contracts. Setting prices for basic delivery conditions Incoterms.

10.2. Insurance terms of international contracts. Types of international cargo insurance. Distribution of insurance costs between the buyer and the seller.

10.3. Evaluation of the effectiveness of international contracts. Indicators of currency and economic efficiency of international contracts. Performance indicators of export-import operations at the macro level.

The list of practical (seminar) / laboratory studies in the course is given in table 2.

Table 2

The list of practical (seminar)) / laboratory studies

Name of the topic and/or task	Content
1	2
Topic 1. Seminar 1	Questions to the lesson: 1. Structure of typical international contracts. 2. International contracts in monetary form. 3. International re-export and re-import contracts. 4. Concept of international outsourcing contracts
Topic 2. Laboratory session 1	Laboratory work 1. Preparation of international bargaining contract
Topic 3. Seminar 2	Work in small groups on questions: 1. Types of international contracts. 2. Characteristics of international contracts depending on the type of design. 3. Types of international contracts depending on the subject of the contract. 4. Types of international contracts depending on the deadlines. 5. Characteristics of international contracts depending on the form of payment. 6. Concept of typical international contracts
Topic 3. Laboratory session 2	Laboratory work. Preparation of a standard form of an international service contract
Topic 4. Seminar 3	Questions to the lesson: 1. Organization of preparation of international contracts. 2. Work on the conclusion of international contracts. 3. Tactics of the negotiation process. 4. Techniques and rules of business communication used during business negotiations. Discussion on the issue: 5. The concept of trade

	customs
Topic 4. Laboratory session 3	Laboratory work. Assessment of the geographical structure of export and import operations in Ukraine

1	2
Topic 5. Practical lesson 1	Classes in the form of mini-training: Determination of the cost of supply on the basis of Incoterms 2020 in international contracts
Topic 5. Laboratory session 4	Laboratory work. Assessment of the commodity structure of export and import operations in Ukraine
Topic 6. Laboratory session 5	Laboratory work: 1. Distribution of costs between the Seller and the Buyer according to the basic delivery conditions Incoterms 2020 2. Determination of price surcharge by basic delivery conditions Incoterms 2020
Topic 6. Seminar 4	Classes on questions: 1. Stages of modification Incoterms. 2. Differences Incoterms 1990 and Incoterms 2000. 3. Common and distinctive features of Incoterms 2000 and Incoterms 2010. 4. Differences Incoterms 2010 and Incoterms 2020. 5. Interpretation of the basic terms of delivery in different versions of Incoterms
Topic 7. Laboratory session 6	Laboratory work in the form of a role-playing game "Conditions for concluding an international contract"
Topic 7. Seminar 5	Classes on questions: 1. The essence of Incoterms 2020. 2. Basic terms of supply Incoterms 2020 used in maritime transport. 3. Basic delivery conditions Incoterms 2020 used in land transportation. 4. Advantages and disadvantages of basic delivery conditions Incoterms 2020
Topic 8. Seminar 6	Classes on questions: 1. The concept of transport logistics. 2. Organization of transportation under the terms of supply Incoterms 2020. 3. Advantages of air transport. 4. Advantages and disadvantages of road transport. 5. Advantages and disadvantages of railway transport. 6. Advantages and disadvantages of water transport
Topic 9. Laboratory session 7	Laboratory work. Assessment of the species, geographical and regional structure of foreign trade in services
Topic 10. Practical lesson 2	1. Evaluation of the currency efficiency of

	international contracts (macro level). 2. Evaluation of the effectiveness of international contracts (micro level)
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The list of self-studies in the course is given in table 3.

Table 3

List of self-studies

Name of the topic and/or task	Contents
Topic 1	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Theoretical principles of drawing up international contracts. 2. International contracts in the system of foreign economic activity. 3. Signs of international contracts
Topic 2	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Structure of typical international contracts. 2. International contracts in monetary form. 3. International re-export and re-import contracts. 4. The concept of international outsourcing contracts "
Topic 3	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. The concept of a typical international outsourcing contract. 2. Model International Reimport Contract
Topic 4	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Types of business negotiations. 2. Differences between business negotiations and business conversations. 3. Types of agreements between participants in business negotiations
Topic 5	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Types of business negotiations. 2. Differences between business negotiations and business conversations. 3. Types of agreements between participants in business negotiations. Preparation for colloquium
Topic 6	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Transportation conditions in different versions of Incoterms. 2. Incoterms initial rules
Topic 7	Study of lecture material, preparation for the lesson, review

	of theoretical material on questions: 1. Basic conditions of Group F supply according to Incoterms 2020. 2. Basic terms of delivery of group D for Incoterms 2020
Topic 8	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Characteristics of modern forms of calculations. 2. Characteristics of modern types of calculations. 3. International practice of currency settlements
Topic 9	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Types of vessels for shipping. 2. Features of the use of pipeline transport. 3. Organization of air transportation within Incoterms 2020
Topic 10	Study of lecture material, preparation for the lesson, review of theoretical material on questions: 1. Methodology for determining the price conditions of international contracts. 2. Methodology for assessing the efficiency of export-import operations
Topic 1 – 10	Preparation of a creative task, homework

The number of hours of lectures, practical (seminar) and/or laboratory classes and hours of independent work is given in the work plan (technological map) for the academic discipline.

TEACHING METHODS

In the process of teaching the discipline for the acquisition of certain learning outcomes, the activation of the educational process provides for the use of such teaching methods as:

Verbal (lecture (Topics 2 - 10), mini-lecture (Topic 1)).

Visual (demonstration (Topics 1 - 10)).

Practical (practical work (Topics 5, 10), seminar-discussion (Topic 4), business game (Topic 8)), laboratory work (Topics 2 - 7, 9), seminar classes (1, 3, 4, 6 - 8).

FORMS AND METHODS OF ASSESSMENT

The University uses a 100-point cumulative system for assessing the learning outcomes of students.

Current control is carried out during lectures, practical, laboratory and seminar classes and is aimed at checking the level of readiness of the student to perform a specific job and is evaluated by the amount of points scored:

– for courses with a form of semester control as grading: maximum amount is 100

points; minimum amount required is 60 points.

The final control includes current control and assessment of the student.

Semester control is carried out in the form of a semester exam or grading.

The final grade in the course is determined:

– for disciplines with a form of grading, the final grade is the amount of all points received during the current control.

During the teaching of the course, the following control measures are used:

Current control: testing (15 points), presentations and reports (10 points), a creative task (11 points), homework (6 points), surveys (10 points), written control work (5 points), colloquiums (24 points), laboratory work (19 points).

Semester control: Grading

More detailed information on the assessment system is provided in technological card of the course.

RECOMMENDED LITERATURE

Main

1. Міжнародна економіка та міжнародні економічні відносини : навч. посіб. з дисциплін "Міжнародна економіка" та "Міжнародні економічні відносини" для студентів спец. 292 "Міжнародні економічні відносини" всіх форм навчання / Босак А. О. [та ін.]. Львів : Міські інформаційні системи, 2021. – 354 с.
2. Сидоров О. А. Світова економіка та міжнародні економічні відносини : підручник / О. А. Сидоров, Н. О. Фісуненко. – Дніпро : Арт-Прес, 2023. – 400 с.
3. Contract. International Construction Contracts. Oxford, 2013. P. 1–14.
URL: <https://doi.org/10.1002/9781118498590.ch1>
4. Kelmendi G. International Contracts. SSRN Electronic Journal. 2018.
URL: <https://doi.org/10.2139/ssrn.3241806>

Additional

5. Босак А. О. Міжнародні економічні відносини : практикум для студентів спец. 292 "Міжнародні економічні відносини" першого (бакалавр.) рівня освіти всіх форм навчання / А. О. Босак, О. Ю. Григор'єв. – Львів : Міські інформ. системи, 2022. – 161 с.
6. Дергачова В. В. Міжнародні економічні відносини : навч. посіб. для здобувачів освіт. ступеня бакалавра за спец. 073 "Менджмент" / В. В. Дергачова, К. О. Кузнецова, І. М. Манаєнко ; [відп. ред. О. А. Гавриш]. – Київ : КПІ ім. Ігоря Сікорського, 2020. – 421 с.
7. Лісовський П. М. Міжнародна економіка: креативність, плановість, законність : навч. посіб. / П. М. Лісовський, Ю. П. Лісовська. – Київ : Ліра-К, 2021. – 106 с.

8. Максименко Я. А. Курс міжнародної економіки : підруч. для студентів зі спец. "Економіка", "Облік і оподаткування", "Фінанси, банківська справа та страхування", "Менеджмент", "Маркетинг", "Підприємництво, торгівля та біржова діяльність", "Міжнародні економічні відносини" / Я. А. Максименко. – Харків : Вид-во Іванченка І. С., 2021. – 207 с.
9. Мішин О.Ю. Міжнародні контракти: методичні рекомендації до практичних та лабораторних завдань для студентів спеціальності 292 "Міжнародні економічні відносини" першого (бакалаврського) рівня [Електронний ресурс]. – Харків : ХНЕУ ім. С. Кузнеця, 2022. – 62 с. – Режим доступу: <http://www.repository.hneu.edu.ua/handle/123456789/26821>.
10. Мішин О.Ю. Міжнародні контракти: методичні рекомендації до самостійної роботи для студентів спеціальності 292 «Міжнародні економічні відносини» першого (бакалаврського) рівня : [Електронне видання]. – Харків : ХНЕУ ім. С. Кузнеця, 2021. – 80 с. – Режим доступу: <http://www.repository.hneu.edu.ua/bitstream/123456789/25308/1/2021-%d0%9c%d1%96%d1%88%d0%b8%d0%bd%20%d0%9e%20%d0%ae.pdf>.
11. Мішина С. В. Формування кадрового забезпечення міжнародної контрактної діяльності / С. В. Мішина, О. Ю. Мішин // Електронне наукове фахове видання "Ефективна економіка". – 2020. – № 9 [Електронний ресурс]. – Режим доступу: http://www.economy.nayka.com.ua/pdf/9_2020/59.pdf.

Information resources

12. Офіційний сайт Торгово-промислової палати України. – Режим доступу : www.ucci.org.ua.
13. Сайт персональних навчальних систем ХНЕУ ім. С. Кузнеця. Дисципліна "Міжнародні контракти" [Електронний ресурс]. – Режим доступу: <https://pns.hneu.edu.ua/course/view.php?id=5588>.
14. Сайт Верховної Ради України. – Режим доступу : www.zakon.rada.gov.ua.