

## Tárgytematika / Course Description

### International Business Economics

KGNM\_NETA036

**Tárgyfelelős neve /**

**Teacher's name:** dr. Remsei Sándor

**Félév / Semester:** 2021/22/1

**Beszámolási forma /**

**Assesment:** Vizsga

**Tárgy heti óraszám /**

**Teaching hours(week):** 2/0/0

**Tárgy féléves óraszám /**

**Teaching hours(sem.):** 0/0/0

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### OKTATÁS CÉLJA / AIM OF THE COURSE

The main objectives of teaching international business knowledge are to provide knowledge about the economic environment of the international business transactions the types of transactions, the most important rules of their preparation, conclusion, and execution, and the actions of the parties.

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### TANTÁRGY TARTALMA / DESCRIPTION

1st week	Types and Characteristics of International Transactions. Trade Transactions and International Economic Relations and International Sales.
2nd week	Reexport-Type Transactions. The Classic Reexport and the Transit Transactions
3rd week	Concept, Typical Variations, and Risks of International Swaps.
4th week	Other International Transactions. The franchise, Entrepreneurial and Payroll Transactions, Commission Contracts and Leasing.
5th week	International customs - the unification of law. Sample Contracts and INCOTERMS. The Vienna Convention and EU regulation.
6th week	Documents and Securities in International business.
7th week	Preparation and Implementation of International Business Transactions. Preparation, Contracting, Execution.
8th week	Payment Instruments and Methods in International Business. The Role of Documents and Banks in the Execution of Payment.
9th week	The Conclusion and Conditions of the Foreign Trade Contract, the Content of the Contract. (test 1)

10th week	The Process of Calculation of Buying and Selling Prices.
11th week	Transportation. The Role and Tasks of the Forwarder in the International Business Transaction.
12th week	Methods of Carriage, Transport Documents. Insurance and Liability.
13th week	International Business and Personal Relationships. Cultural Differences, Personal Relationships, Business Ethics.
14th week	Financing Techniques for International Business Transactions and Risk Reduction. (test 2)

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### **SZÁMONKÉRÉSI ÉS ÉRTÉKELÉSI RENDSZERE / ASSESMENT'S METHOD**

Assessment & Grading:

Signature: Accepted tests as follows:

Test 1: 2 correct answers of the 3 questions of both topics are required.

Test 2:

Grading:

(Minimum level: 40% of each.)

Pass (50%-62%)

Satisfactory (63%-75%)

Good (76%-88%)

Excellent (above 89%)

The grade offered by the lecturers can be accepted as an exam grade.

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### **KÖTELEZŐ IRODALOM / OBLIGATORY MATERIAL**

Charles W. L. Hill-G. Tomas M. Hult: International Business: Competing in the Global Marketplace  
ISBN: 978-1259578113