

Tárgytematika / Course Description Foreign Trade

MENB_AVTA063

Tárgyfelelős neve /

Teacher's name: Dr. Troján Szabolcs

Félév / Semester: 2024/25/2

Beszámolási forma /

Assesment: Vizsga

Tárgy heti óraszám /

Teaching hours(week): 2/1/0

Tárgy féléves óraszám /

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

OKTATÁS CÉLJA / AIM OF THE COURSE

Aim of the course:

To gain understanding of the basic concepts and principals of international trade - through acquiring a relatively wide range of different knowledges that are connected. Students will learn all basic elements (trade techniques) - the main components of the foreign trade processes and procedures that are relatively very complex – from preparation/establishment (market research, bidding, contracting) to transaction (transit procedures, methods of payment, etc.). Finally, this course gives participants the basic skills required to handle all the aspects of exports and imports.

TANTÁRGY TARTALMA / DESCRIPTION

Description (lectures and seminars):

- 1./ Definitions – Foreign / International Trade
- 2./ Legislation of foreign trade activities
- 3./ Types of different trade deals (contracts/transactions) and types of traders
- 4./ Role of concentrated markets (commodity exchanges, auctions, etc.)
- 5./ Establishment/creation of different trade deals and contracting
- 6./ Application of international commercial terms
- 7./ Forms of transport and forwarding
- 8./ International finances and settlements
- 9./ Payment methods in foreign trade

10./ Documents applied in int. finances and settlements

11./ Factoring and forfeiting

12./ International business communication – Foreign trade correspondence

13./ Role of different cultures in international trade - Negotiation techniques and strategies

14./ Implementation of trade agreements and deals - complaints, controversial matters and settlements of disputes

SZÁMONKÉRÉSI ÉS ÉRTÉKELÉSI RENDSZERE / ASSESSMENT'S METHOD

Assesment's method:

Following a successful completion of this course, participants should be able to answer questions concerning the followings:

legislative frameworks of international trading activity

preparation of inquiries and offers

utilization of international commercial terms

available types of transportation/forwarding and connected documents

financial conditions and settlements connected to trade deals

KÖTELEZŐ IRODALOM / OBLIGATORY MATERIAL

Obligatory and suggested material:

<https://www.britannica.com/topic/international-trade/Sources-of-comparative-advantage>

<https://globalnegotiator.com/files/incoterms-2020-book.pdf>

<http://www.globalnegotiator.com/files/Transport-Documents-Used-In-International-Trade.pdf>

<https://tradelogistics.co.za/wp-content/uploads/2016/09/International-Payment-Methods.pdf>

<https://www.scribd.com/document/542421773/Difference-between-Home-Trade-and-Foreign-Trade>

<http://www.sze.hu/~gjudit/Exportszerzodesek/Handbook%20of%20international%20trade.pdf>

<https://www.icecreamtutor.com/notes/economics/trade/foreign-trade-correspondence/>

AJÁNLOTT IRODALOM / RECOMMENDED MATERIAL

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