

| | | | | | |
|---|-----------------------------------|---------------|----------------|---|-----|
| Course Unit | International Contracts | | Field of study | Management | |
| Bachelor in | International Business Management | | School | School of Technology and Management | |
| Academic Year | 2022/2023 | Year of study | 2 | Level | 1-2 |
| Type | Semestral | Semester | 1 | ECTS credits | 3.0 |
| Workload (hours) | | 81 | Contact hours | T - TP 26 PL - TC - S - E - OT 4 O - | |
| <small>T - Lectures; TP - Lectures and problem-solving; PL - Problem-solving, project or laboratory; TC - Fieldwork; S - Seminar; E - Placement; OT - Tutorial; O - Other</small> | | | | | |

Name(s) of lecturer(s) Nuno Filipe Lopes Moutinho, Sandra Herminia Cardoso Oliveira

Learning outcomes and competences

At the end of the course unit the learner is expected to be able to:

1. Use basic knowledge about international law, especially the one related to international trade
2. Understand the main contractual forms used in international trade
3. Use and apply the INCOTerms 2020 of the International Chamber of Commerce
4. Understand the functioning of international payments
5. Use and apply the UCP 600
6. Understand e-Commerce operations in an international trade perspective
7. Understand the functioning of other international contracts - derivatives, foreign exchange, futures, factoring and forfaiting - customs and its main formalities

Prerequisites

Before the course unit the learner is expected to be able to:
Not applicable.

Course contents

Laws applicable to international trade. Types of contracts. The ICC/Incoterms 2020. International payments. Documentary credits and the application of the UCP600. Financing and other international contracts. International transport. e-Commerce and international trade. Customs.

Course contents (extended version)

1. Laws applicable to international trade
 - Difference between international laws and domestic laws
 - Applicability of international laws
 - Use of international laws in domestic courts
2. Types of contracts
 - Trade contracts
 - Financial contracts
 - The two contractual circuits in International Trade
3. The ICC/Incoterms 2020
 - Application of the INCOTerms 2020 in commercial contracts
 - The bridge between the INCOTerms 2020 and the documentary credits
4. International payments
 - Types of payments
 - The SWIFT platform
5. Documentary credits and the application of the UCP600
 - Details of documentary credits, specially Letters of Credit
 - UCP600 - overview of the 39 articles
6. Financing
 - Factoring
 - Forfaiting
 - Cross border leases, credit insurance and others
7. International Transports
8. e-Commerce and international trade
 - Changes in international commerce operations introduced by e-commerce
9. Customs

Recommended reading

1. Bade, D. L. (2015). Export/Import Procedures and Documentation (5th ed.). AMACOM.
2. Hill, C. (2020). International business: competing in the global marketplace (13th ed.). McGraw-Hill Education.
3. Schwenzer, I., Fountoulakis, C., & Dimsey, M. (2019). International sales law: a guide to the CISG (3rd ed.). Hart Publishing.
4. International Chamber of Commerce (2019). Incoterms 2020. ICC
5. Cordero-Moss, G. (2017). International Commercial Contracts: Applicable Sources and Enforceability (1st ed.). Cambridge University Press

Teaching and learning methods

The course will be taught using a combination of lectures and in class activities,

Assessment methods

1. Alternative 1 - (Regular, Student Worker) (Final)
 - Intermediate Written Test - 25% (Written mid-term evaluation.)
 - Presentations - 25% (Presentation/Oral Discussion of work.)
 - Final Written Exam - 50% (Written evaluation.)
2. Alternative 2 - (Student Worker) (Final, Supplementary, Special)
 - Final Written Exam - 100%
3. Alternative 3 - (Regular) (Supplementary, Special)
 - Final Written Exam - 100%

Language of instruction

English

| Electronic validation | | |
|----------------------------|--------------------------|----------------------------|
| Nuno Filipe Lopes Moutinho | António Borges Fernandes | Paulo Alexandre Vara Alves |
| 18-10-2022 | 28-10-2022 | 29-10-2022 |

This document is valid only if stamped in all pages.