

Course Unit	International Contracts		Field of study	Management	
Bachelor in	International Business Management		School	School of Technology and Management	
Academic Year	2023/2024	Year of study	2	Level	1-2
Type	Semestral	Semester	1	ECTS credits	3.0
			Code	8487-711-2102-00-23	
Workload (hours)	81	Contact hours	T	-	TP
			26	PL	-
			TC	-	S
			-	E	-
			OT	4	O
			-		

T - Lectures; TP - Lectures and problem-solving; PL - Problem-solving, project or laboratory; TC - Fieldwork; S - Seminar; E - Placement; OT - Tutorial; O - Other

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. Belay, S. (2021). Export-Import Theory, Practices, and Procedures (4th ed.). Taylor & Francis.
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 - 50% (Written mid-term evaluation.)
  - Final Written Exam - 50% (Written evaluation.)
2. Alternative 2 - (Student Worker) (Final, Supplementary, Special)
  - Final Written Exam - 100%
3. Alternative 3 - (Regular) (Supplementary, Special)

### Language of instruction

English

Electronic validation		
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11-10-2023	12-10-2023	20-10-2023

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