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**FEDERAL STATE AUTONOMOUS EDUCATIONAL INSTITUTION OF
HIGHER EDUCATION PEOPLES' FRIENDSHIP UNIVERSITY OF
RUSSIA NAMED AFTER PATRICE LUMUMBA
RUDN UNIVERSITY**

Faculty of Economics

**COURSE SYLLABUS
FOREIGN TRADE CONTRACT**

**Recommended by the Didactic Council for the Education Field of
38.03.01 Economics**

(code and name of the direction of training/specialty)

**The course instruction is implemented within the professional education
programme of higher education**

International Economic Relations

(name (profile/specialization))

1. COURSE GOALS

The objectives of mastering the discipline "International Contract" is to develop students' practical skills in drafting, analyzing and executing international contracts, taking into account legal, financial and cross-cultural aspects

2. LEARNING OUTCOMES

The development of the discipline "Foreign Economic Activity" is aimed at the formation of the following competencies (parts of competencies) in students:

Table 2.1. List of competencies formed by students during the development of the discipline (results of the development of the discipline)

Competence code	Competence	Competence indicators
PC-1	Able to collect and analyze the initial data necessary for the calculation of economic and socio-economic indicators	PC-1 Know how to work with sources of international statistical information, analyze the dynamics of the main characteristics of international economic relations
		PC-1 Know the legal foundations of international economic relations, understand and be able to analyze their impact on the foreign economic policy of the Russian Federation
		PC-1 Able to possess the basic skills and basic skills of applied analysis of the international situation
PC-2	Able to participate in the implementation of foreign economic projects	PC-2 Able to work in a multicultural environment and in an international team
		PC-2 Able to professionally competently analyze and explain the position of Russia
		PC-2 Know how to use the techniques of establishing professional contacts and developing professional communication, including in foreign languages

3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline "Foreign Economic Activity" refers to the mandatory part of the the mandatory component.

Within the framework of the educational program, students also master other disciplines and/or practices that contribute to achieving the planned results of mastering the discipline "Foreign Economic Activity".

Table 3.1. The list of the components of the educational program that contribute to the achievement of the planned results of the development of the discipline

Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
PC-1	Able to collect and analyze the initial data necessary for the	-	International settlements and currency transactions;

Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
	calculation of economic and socio-economic indicators		International payment systems and instruments; Foreign trade insurance; Project-technological internship; Undergraduate practice; Final state examination procedures; Degree thesis procedures
PC -2	Able to participate in the implementation of foreign economic projects	World commodity markets	International logistics; International economic integration; Fragmentation of production and cross-border value chains; Foreign economic activity of Russian regions; World energy market; Project-technological internship; Undergraduate practice; Final state examination procedures; Degree thesis procedures

4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The total laboriousness of the discipline "Foreign Economic Activity" is 5 credits.

Table 4.1. Types of educational work by periods of mastering the OP in for FULL-time education

Type of educational work		TOTAL, <i>academic hours.</i>	Semester
			7
<i>Contact,, ac.h</i>		34	34
Lectures			
Lab work (LR)			
Seminars (workshops/tutorials)		34	34
<i>Self-study (ies), academic hours</i>		56	56
<i>Evaluation and assessment academic hours</i>		18	18
Overall laboriousness of the discipline	<i>academic hours</i>	108	108
	credits	3	5

5. COURSE MODULES AND CONTENTS

Table 5.1. The content of the discipline (module) by type of academic work

Name of the discipline section	Contents	Type of educational work
Section 1. Contractual models of international business	Topic 1.1. Basic contractual models of international business: concept, types, features.	Lectures, Seminars
	Topic 1.2. The structure of a commercial contract in international business	Lectures, Seminars
Section 2. Contract: basic concepts and features	Topic 2. Classification of international contracts and their essence, functions in foreign economic activity.	Lectures, Seminars
Section 3. Regulatory framework for the development of international contracts	Topic 3. United Nations Convention on Contracts for the International Sale of Goods (Vienna Convention, 1980) The Unidroit Principles of International Commercial Contracts	Lectures, Seminars
Section 4. Basic terms of delivery – Incoterms-2020	Topic 4. Basic concepts and what it is used for.	Lectures, Seminars
Section 5. Forms of payment	Topic 5. Currency control and contract registration. Cross-border transfers. Using Alternative Payments: Agent Payments and Cryptocurrency. Sanctions and restrictions.	Lectures, Seminars
Section 6. Articles of the currency contract and their compilation	Topic 6.1. The preamble of the contract. Subject of the Contract	Lectures, Seminars
	Topic 6.2. Price of the Contract	Lectures, Seminars
	Topic 6.3. Terms of Delivery. Payments	Lectures, Seminars
	Topic 6.4. Packing	Lectures, Seminars
	Topic 6.5. Acceptance of the goods. Claims	Lectures, Seminars
	Topic 6.6. Force majeure. Private practice.	Lectures, Seminars
	Topic 6.7. Validity of the Contract. Legal Addresses. Bank data. Additional agreements	Lectures, Seminars
Section 7. Consultant plus	Topic 7. Consultant plus. Practical examples. Using the program to create a currency contract.	Lectures, Seminars

Section 8. Common mistakes when concluding a foreign trade contract	Topic 8. Basic typical mistakes	Lectures, Seminars
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6. MATERIAL AND TECHNICAL SUPPORT OF DISCIPLINE

Table 6.1. Material and technical support of the discipline

Audience type	Equipping the classroom	Specialized educational/laboratory equipment, software and materials for mastering the discipline (if necessary)
Lecture hall	Auditorium 101 for conducting lecture-type classes, equipped with a set of specialized furniture; a blackboard (screen) and technical means of multimedia presentations.	Asus F6A Laptop, Casio XJ-S 400 UN Multimedia Projector, Casio XJ-V 100W Multimedia Projector, GEHA 244*244 Projection Screen, Draper 203*1 Wired Screen, Defender Mercury 35 Mkl Speaker System, Philip TV
Seminary	Auditorium 103 for seminar-type classes, group and individual consultations, ongoing monitoring and interim certification, equipped with a set of specialized furniture and	Asus F6A Laptop, Casio XJ- S400UN Multimedia Projector, Digis Electra MW

Audience type	Equipping the classroom	Specialized educational/laboratory equipment, software and materials for mastering the discipline (if necessary)
	multimedia presentation equipment.	DSEM - 1105 Motorized Screen
	Computer class 19 for conducting classes, group and individual consultations, current control and intermediate certification, equipped with personal computers (in the amount of 21 pcs.), a blackboard (screen) and multimedia presentation equipment.	Lenovo Intel I5 10160T/8 GB/256 GB/audio Monoblock, 24" monitor, Casio XJ-V 100W Multimedia Projector, Digis Electra 200*150 Dsem-4303 motorized Screen
Computer class	Auditorium 29 for independent work of students (can be used for seminars and consultations), equipped with a set of specialized furniture and computers with access to EIOS.	Lenovo AIO-510-22ISH Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio Monoblock, 21" monitor, Casio XJ-V 100W Multimedia Projector, Motorized Digis Electra 200*150 Dsem-4303 screen

RESOURCES RECOMMENDED FOR COURSE STUDY

Main literature:

1. International Commercial Contracts, Giuditta Cordero-Moss, 528p., Cambridge University Press; 2nd edition, 2024.
2. Drafting International Contracts: An Analysis of Contract Clauses, Marcel Fontaine, Filip Ly, 653p., Martinus Nijhoff; New edition, 2009.
3. Arbitration in Russia, Andrey Kotelnikov, Sergey Kurochkin, Oleg Skvortsov, 325p., Kluwer Law International, 2019
4. Economic Sanctions and International Law, Matthew Happold, Paul Eden, 304p., Bloomsbury Academic, 2016
5. The Art of Sanctions, Richard Nephew., 203p., Columbia University Press, 2017
6. Kiss, Bow, or Shake Hands: The Bestselling Guide to Doing Business in More Than 60 Countries, Terri Morrison, Wayne A. Conaway, 608p., Adams Media; 2nd edition, 2006
7. Getting to Yes: Negotiating Agreement Without Giving In, Roger Fisher, William L. Ury, Bruce Patton, 240p., Penguin Books; 3rd Revised ed. edition, 2011

Additional literature:

1. Incoterms 2020. ICC Rules on the Use of National and International Trade Terms / Incoterms 2020: ICC Rules for the Use of Domestic and International Trade Terms. - Moscow: International Chamber of Commerce, 2020.
2. The Law and Practice of International Finance, Philip Wood, 600p., Sweet & Maxwell , 2008.
3. Consultant Plus: consultant.ru

Resources of the Internet information and telecommunication network:

1. EBS RUDN and third-party EBS, to which university students have access on the basis of concluded contracts:

- Electronic library system of RUDN – EBS RUDN <http://lib.rudn.ru/MegaPro/Web>
- EBS "University Library online" <http://www.biblioclub.ru>
- ABS Yurayt <http://www.biblio-online.ru>
- EBS "Student Consultant" www.studentlibrary.ru
- EBS "Doe" <http://e.lanbook.com/>
- EBS "Trinity Bridge"

2. *Databases and search engines:*

- electronic Fund of legal and normative-technical documentation <http://docs.cntd.ru/>
- search engine Yandex <https://www.yandex.ru/>
- Google search engine <https://www.google.ru/>
- bibliographic database SCOPUS <http://www.elsevierscience.ru/products/scopus/>

Educational and methodological materials for independent work of students during the development of the discipline/ module:*

All educational and methodological materials for independent work of students are placed in accordance with the current procedure on the page of the discipline in TUIS
<https://esystem.rudn.ru/course/view.php?id=2318>

ASSESSMENT TOOLKIT AND GRADING SYSTEM* FOR EVALUATION OF STUDENTS' COMPETENCES LEVEL UPON COURSE COMPLETION

Evaluation materials and a score-rating system* for assessing the level of competence formation (part of competencies) based on the results of mastering the discipline "Foreign Economic Activity" are presented in the Appendix to this Work Program of the discipline.

* - OM and BRS are formed based on the requirements of the relevant local regulatory act of RUDN University.

DEVELOPERS:

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