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## SYLLABUS “INTERNATIONAL TRADE NETWORKS”

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**Lecturer (name, academic title, e-mail):** Elena L. Makarova, Candidate of Science in Pedagogy, e-mail: [elmakarova@sfedu.ru](mailto:elmakarova@sfedu.ru)

**Department responsible for the course or equivalent:** Institute of Management in Economic, Ecological and Social Systems Management and Innovative Technologies Department

**Semester when the course unit is delivered:** 8<sup>th</sup>

**Level of course unit:** Bachelor level

**ECTS credits:** 6

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### ADMISSION REQUIREMENTS

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Applicants are expected to have completed the following courses:

- Economy;
- Management;
- Introduction to trading. Commodity research.

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### COURSE OBJECTIVES (AIMS)

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- to disclose the organizational structure of international trading networks;
- to study the current state, economic problems and prospects for the development of international trade;
- to determine the economic content of international trade in the system of social reproduction, its borders and its relationship with other activities;
- to be able to analyze and understand international trade policy, measures and instruments for regulating international trade in the context of its liberalization;
- to provide in-depth knowledge of the main agreements adopted under the WTO;
- to present the results of the study in the form of a scientific report, article or report.

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### COURSE CONTENTS

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#### **Session 1. Trade risks and risk assessment .**

- Business beyond borders: trade risks .
- International trade practices .
- Product risks .
- Commercial risks (purchaser risks) .
- Adverse business risks .
- Political risks .
- Currency risks .
- Financial risks



## **Session 2. Methods of payment .**

- Different methods of payment .
- Bank transfer (bank remittance) .
- Cheque payments .
- Documentary collection .
- Letter of credit .
- Counter-trade

## **Session 3. Bonds, guarantees and standby letters of credit .**

- The use of bonds and guarantees .
- Common forms of guarantee .
- Demand guarantees .
- Standby letters of credit .
- The structure and design of guarantees

## **Session 4. Currency risk management .**

- Currency risk .
- The currency markets .
- Currency exposure .
- Hedging currency risks .
- Practical currency management

## **Session 5. Export credit insurance .**

- A mutual undertaking .
- The private sector insurance market .
- Export credit agencies (official export credit institutions) .
- Investment insurance

## **Session 6. Trade finance .**

- Finance alternatives .
- Pre-shipment finance .
- Supplier credits .
- Refinancing of supplier credits .
- Buyer credits .
- The international money market

## **Session 7. Structured trade finance .**

- International leasing .
- Lines of credit and local currency finance .
- Project finance and joint venture .
- Multilateral development banks

## **Session 8. Terms of payment .**

- Terms of payment and cash management .
- Contents of the terms of payment .
- Structure of the terms of payment .
- Composite terms of payment .
- The final design of the terms of payment

## **Session 9. The export quotation.**

- Export Quotation Examples & Templates

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### LEARNING OUTCOMES

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#### **Knowledge:**

- to disclose the organizational structure of international trading networks;



- to study the current state, economic problems and prospects for the development of international trade;

**Abilities:**

- to determine the economic content of international trade in the system of social reproduction, its borders and its relationship with other activities;
- to be able to analyze and understand international trade policy, measures and instruments for regulating international trade in the context of its liberalization;

**Skills:**

- to provide in-depth knowledge of the main agreements adopted under the WTO;
- to present the results of the study in the form of a scientific report, article or report.

PLANNED LEARNING ACTIVITIES AND TEACHING METHODS

Each session lecturing accounts for about 60% of time, students’ participation in discussion accounts for 40%. Specifically, the lecturer will invite students to speak during the lecture. At the end of each session, questions are presented for discussion.

During the seminars, students will have an opportunity to analyze some tasks and case studies, to work on project and recognize how to deal with it by using information technologies.

Comprehensive development of student discipline involves:

- students involvement in problem-based presentation;
- students self-guided reading of the further literature;
- students participation in practices;
- project;
- exam.

ASSESSMENT METHODS AND CRITERIA

Criteria for evaluation:

Practical tasks

The maximum number of points for practical tasks: 20 points

The correct and comprehensive answers to all proposed questions are given.	17-20
The correct, in general, answers to all proposed questions are given,	12-16



however, there are minor comments on the completeness and quality of the presentation of the material.	
There are significant comments on the completeness and quality of the presentation of the material or some of the issues remained unresolved	5-11
No answers to questions or incorrect answers.	0-4

**Case-study**

The maximum number of points for case-studies: 20 points

The share of scores from their total number is equal to or exceeds 85% (excellent)	17-20
The share of scores from their total number is in the range from 65 to 84% (good).	12-16
The share of scores from their total number is in the range from 55 to 64% (satisfactory).	5-11
The share of scores from their total number is less than 55% (unsatisfactory)	0-4

**Project Topics**

The maximum number of points for project: 20 points

<p>Relevance, purpose and objectives: the problem is clearly identified and its relevance is justified, the goal is formulated, the research objectives are defined.</p> <p>Structure: the text is divided into sections, there are no errors in text structuring.</p> <p>Design: volume is maintained, requirements for external design are met. The text contains at least one figure and one table.</p> <p>References: The requirements of GOST 7.32-2001 and GOST 7.0.5-2008 with respect to bibliography and references are met. References include textbooks, scientific and popular science journals, legal acts, and links to electronic publications. The age of the sources is not older than 5 years.</p> <p>Text quality: the analysis of the problem with the involvement of several sources of literature is carried out, own position is logically stated, conclusions are formulated, the topic is fully disclosed, links to sources from the list of literature are indicated.</p> <p>Protection: demonstrates a complete understanding of the described problem, gives correct answers to all questions on the topic of the abstract</p>	18-20
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<p>Relevance, purpose and objectives: the problem is not clearly defined, there is a rationale for its relevance, a goal is formulated, the research objectives are defined.</p> <p>Structure: the text is divided into sections, there are no gross errors in text structuring.</p> <p>Design: the text of the project is framed with minor violations of the design requirements set forth in this document, the volume is maintained. The text contains at least one figure and one table.</p> <p>References: when designing a project, most of the requirements of GOST 7.32-2001 and GOST 7.0.5-2008 with respect to bibliography and references are met. References include textbooks, scientific and popular science journals, legal acts, and links to electronic publications. The age of the sources is not older than 5 years.</p> <p>Text quality: the analysis of the problem with the involvement of several sources of literature is carried out, own position is logically stated, conclusions are formulated, the topic is fully disclosed, links to sources from the list of literature are indicated.</p> <p>Protection: demonstrates a significant understanding of the problem; not all questions are answered or incomplete answers</p>	13-17
<p>Relevance, purpose and objectives: the relevance of the problem is insufficiently substantiated, the purpose and objectives of the study are not formulated.</p> <p>Structure: the text is divided into sections, there are errors in text structuring.</p> <p>Design: The text of the project is framed with violations of the design requirements set forth in this document, the volume is not maintained, there are no figures and tables.</p> <p>References: during the design of the project, the requirements of GOST 7.32-2001 and GOST 7.0.5-2008 with respect to bibliography and references are partially observed. The list of references is framed with violations of the quality and age requirements of the sources.</p> <p>Text quality: the analysis of the problem was carried out according to one source of literature, there are no conclusions, the topic is not fully disclosed.</p> <p>Protection: demonstrates a partial understanding of the problem, answers are given only to basic questions.</p>	8-12
<p>Relevance, purpose and objectives: there is clearly no justification for the relevance of the problem, the purpose and objectives of the study.</p> <p>Structure: the text is not divided into sections or there are gross</p>	0-7

<p>errors in structuring the text.</p> <p>Design: the text of the project is framed with gross violations of the design requirements set forth in this document.</p> <p>References: during the design of the project, most of the requirements of GOST 7.32-2001 and GOST 7.0.5-2008 with respect to bibliography and references are not complied with or there is no literature list.</p> <p>Text quality: the topic is not disclosed, the requirements for the task are not fulfilled.</p> <p>Protection: demonstrates a lack of understanding of the problem, there are no answers to questions or answers are incorrect</p>	
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#### Exam

The maximum number of points for exam questions : 40 points

The correct and comprehensive answers to all proposed questions are given.	30-40
Given the correct, in general, answers to all proposed questions, however, there are minor comments on the completeness and quality of the presentation	20-29
There are significant comments on the completeness and quality of the presentation of the material or some of the issues remained unresolved	10-19
No answers to questions or incorrect answers.	0-9

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#### COURSE LITERATURE (RECOMMENDED OR REQUIRED)

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1. Grath A. The Handbook of International Trade and Finance. The complete guide for international sales, finance, shipping and administration. London ; Philadelphia : Kogan Page, 2016. 265 p. <https://www.pdfdrive.com/the-handbook-of-international-trade-and-finance-the-complete-guide-for-international-sales-finance-shipping-and-administration-d158146493.html>
2. Management of production quality in international corporations: практикум - Stavropol: SKFU, 2016. - 167 p. [Electronic resource biblioclub: <http://biblioclub.ru/index.php?page=book&id=459317>]
3. Trade restrictions. Export and currency control: a textbook for university students enrolled in the specialty "Customs", the direction of preparation "Economics", profile "World Economy": textbook / ed. V. B. Mantusov; Russian Customs Academy - Moscow: UNITY-DANA, 2018. - 464 s [Electronic resource biblioclub: <http://biblioclub.ru/index.php?page=book&id=563454>]
4. Miner R. Trading strategies with a high probability of success: tactics of entry and exit on the stock markets, futures and currencies / R. Miner; ed. V.



- Mylov; trans. A. Shmatov - Moscow: Alpina Publisher, 2018 .-- 330 p.  
[Electronic resource biblioclub:  
<http://biblioclub.ru/index.php?page=book&id=495617>]
5. The organization of retail trade on the Internet: Textbook / L.A. Bragin, T.V. Pankina. - M.: ID FORUM: SIC INFRA-M, 2014 .-- 120 p.: 60x90 1/16. - (Higher education). (cover) ISBN 978-5-8199-0566-1, 300 copies. [Electronic resource <http://znanium.com/bookread.php?book=421959>]
  6. Monitoring of economic indicators .- [Electronic resource]. - Access mode: <http://www.budgetrf.ru>
  7. Notes marketer. - [Electronic resource]. - Access mode: <http://www.marketch.ru/index.php6>.
  8. Portal about trade marketing. - [Electronic resource]. - Access mode: <http://www.trademarketing.ru/>
  9. National Trade Association. - [Electronic resource]. - Access mode: <http://www.nta-rus.ru15>
  10. The WTO website is [www.wto.org](http://www.wto.org).
  11. Business press. - [Electronic resource]. - Access mode: <http://www.businesspress.ru>
  12. RosBusinessConsulting (materials of an analytical and review nature). - [Electronic resource]. - Access mode: <http://www.rbc.ru>
  13. Russian trade. - [Electronic resource]. - Access mode: <http://www.rtpress.ru>
  14. News and technology trading business. - [Electronic resource]. - Access mode: <http://www.torgrus.ru>