

Course Unit	International Contracts	Field of study	Management
Bachelor in	International Business Management	School	School of Technology and Management
Academic Year	2020/2021	Year of study	2
Type	Semestral	Semester	1
Level	1-2	ECTS credits	3.0
Code	8487-711-2102-00-20		
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) Alcina Maria Almeida Rodrigues Nunes, 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 2010 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 2010. 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 2010
 - Application of the INCOTerms 2010 in commercial contracts
 - The bridge between the INCOTerms 2010 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 Edition). AMACOM.
2. Bonell, M. J. (2006). The Unidroit Principles in Practice - Caselaw and Bibliography on the Principles of Commercial Contracts (2nd Edition). Martinus Nijhoff.
3. Hill, C. (2020). International business: competing in the global marketplace (13th Edition). McGraw-Hill Education.
4. Schwenzer, I., Fountoulakis, C., & Dimsey, M. (2019). International sales law: a guide to the CISG (3rd Edition). Hart Publishing.
5. International Chamber of Commerce (2019). Incoterms 2020. ICC

Teaching and learning methods

The course will be taught using a combination of lectures, tutorials and assignment discussions.

Assessment methods

1. Alternative 1 - (Regular, Student Worker) (Final, Supplementary)
 - Practical Work - 25% (Written report)
 - Work Discussion - 25% (Oral presentation and discussion of the written report)
 - Final Written Exam - 50%
2. Alternative 2 - (Student Worker) (Final, Supplementary)
 - Final Written Exam - 100%
3. Alternative 3 - (Regular, Student Worker) (Special)
 - Final Written Exam - 100%

Language of instruction

English

Electronic validation

Alcina Maria Almeida Rodrigues Nunes	António Borges Fernandes	Paulo Alexandre Vara Alves
27-10-2020	10-11-2020	14-11-2020