



- * Level 1: Tutorial support sessions, materials and exams in this language
- * **Level 2: Tutorial support sessions, materials, exams and seminars in this language**
- * Level 3: Tutorial support sessions, materials, exams, seminars and regular lectures in this language

Faculty of Business Economics Academic Year 2020/2021	
1. COURSE BASIC INFORMATION	
COURSE NAME: Foreign trade business	CODE: 5.01.01.E036
LANGUAGE: English	LEVEL: level (2)
YEAR: 4 th	SEMESTER: 7 th ECTS CREDITS: 7
2. LECTURER BASIC INFORMATION:	
NAME: Associate Professor Edin Arnaut, Ph.D. e-mail: e_arnaut@yahoo.com ; edin.arnaut@unvi.edu.ba	
LANGUAGE: English	LEVEL: level (2)
Course goals:	Introduce students with methods and techniques in foreign trade. Students need to master knowledge about the organization, principles and methodology of foreign trade activities.
Competencies/learning outcomes	Educational outcomes are manifested through overcoming the role, place and importance of foreign trade both for the enterprise and for the overall state.
Skills	Skills will be reflected in knowing the types of foreign trade as well as export and import techniques.
Content description:	<ol style="list-style-type: none"> 1. THE IMPORTANCE OF FOREIGN TRADE 2. TYPES OF OPERATIONS IN FOREIGN TRADE 3. PARTICIPATION IN FOREIGN TRADE 4. STOCK EXCHANGE AND BUSINESS OPERATIONS ON STOCK EXCHANGE 5. INCOTERMS 6. TRADE ROLES AND TRADE CUSTOMS 7. MODELS AND TYPES OF EXPORT BUSINESS - (EXPORT DOCUMENTATION) 8. MODELS AND TYPES OF IMPORT BUSINESS – (IMPORT DOCUMENTATION) 9. OTHER TYPES OF OPERATIONS IN FOREIGN TRADE - (RISKS IN FOREIGN TRADE, INSURANCE, INTERNATIONAL TRANSPORTATION AND LOGISTICS, CUSTOMS DUTIES, ETC ...) 10. FINANCING OF FOREIGN TRADE TRANSACTIONS
Teaching methodology Lectures are held in forms: ex cathedra, discussion, guest lecturer. Practical classes of the course include group and individual case study, discussion	
Assessment methodology	
a) Full time students 1. WrittenTest 1 (the first 50% of the content)30 points	b) Part-time students 1. WrittenTest 1 (the first 50% of the content)30 points

2. Written Test 2 (other 50% of the content).....30 points 3. Lecture and practical classes (attendance and activity).....20 points 4. Practical classes (case study/presentation).....20 points <hr/> Total :.....100 points	2. Written Test 2 (other 50% of the content).....30 points 3. Case study/Seminar paper.....30 points 4. Presentation of activity 3.....5 points 5. Attendance at one of the lectures.....5 points <hr/> Total :.....100 points
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NOTE:To achieve the final grade, the student needs to obtain a minimum of 30 points (cumulative for test 1 and test 2, and a minimum of 10 points for one of the tests) in order to add points from other activities. To pass the course, the student needs to obtain 55 points.

BOOKLIST:

Basic:

1. Maurice Obstfeld, Marc Melitz, Paul R. Krugman ,International Trade: Theory and Policy, Paperback 2018, Publisher; Pearson; 11th edition, 2018.
2. Donna Bade, Export/Import Procedures and Documentation, Publisher: AMACOM (USA) ; Fifth edition February, 2015.
3. Belay Seyoum, Export-Import Theory, Practices, and Procedures, Publisher: Routledge; 3 edition, 2013.

Supplementary:

4. Andrijanić, I., Business in foreign trade, Mikrorad, Zagreb, 2012.
4. Andrijanić I., „Foreign trade: How to do business abroad“, Mikrorad, Zagreb, 2004.,
5. Paul R. Krugman , Maurice Obstfeld , Marc Melitz , International Trade: Theory and Policy, Publisher: Pearson; 10 edition, 2014.