

<b>Study program:</b> Management of business and logistics			
<b>Course name:</b> Foreign trade			
<b>Professor:</b> Sasa Saric, M.Sc			
<b>Subject status:</b> elective course			
<b>ECTS:</b> 6			
<b>Requirements:</b> no requirements			
<b>Aim of the course</b> The aim of the course is to familiarize students with foreign trade operations: manner of preparing for performing foreign trade activities and making foreign trade deals.			
<b>Course outcomes</b> After successfully completing the course, students will be able to understand the regulations in the field of foreign trade and to organize a business process in the field of foreign trade and connect foreign trade operations with freight forwarding operations.			
<b>Content of the course</b> <i>Theoretical lectures</i> The concept, significance and role of foreign trade operations, the content and significance of foreign trade balance, characteristics of international non-core trade, specialized services related to buying and selling of goods, principles of international trade law, type contracts and general business conditions, world trade organization, uniform rules and customary practice for document credentials, international trade arbitration, INCOTERMS, economic importance of customs, anti-dumping procedure, non-tariff barriers, technique of export business realization, technique of import transaction realization. <i>Practical course work</i> Forms of foreign trade companies and ways of doing business on a foreign market, foreign trade deals, their specific processing, methods of market research, trade customs and prospects in the countries of the region, political risks and their reduction in foreign trade operations, realization of sales transaction, formation of prices in foreign trade business, foreign trade calculations, analysis of export business, analysis of import business, secular foreign trade deals and ways of using them, higher forms of cooperation in foreign trade and manner of their use, international arbitrage, statistical records in foreign trade, analysis and control of foreign trade.			
<b>Literature</b>			
<ul style="list-style-type: none"> <li>• Сарић, С., <i>Спољнотрговинско пословање</i>, ВЕШ Лесковац, 2004</li> <li>• Тешић, М., <i>Спољнотрговинско пословање</i>, Савремена администрација Београд, 1996</li> </ul>			
<b>Total number of active teaching classes</b>	<b>Lectures:</b> 30	<b>Practical course work:</b> 45	
<b>Teaching methods</b> Lectures; practical course work, presentations of good examples of professional practice, case studies			
<b>Evaluation (maximum points 100)</b>			
<b>Pre-exam activities</b>	Points	<b>Final exam</b>	Points
Active participation in lecture classes	5	Written exam	45
Active participation in practical course work	5	Oral exam	/
Colloquium 1	30	.....	
Colloquium 2	/		
Term paper(s)	15		