

Faculty of Economics / MANAGEMENT - Bijelo Polje / FOREIGN TRADE OPERATIONS

Course:	FOREIGN TRADE OPERATIONS			
Course ID	Course status	Semester	ECTS credits	Lessons (Lessons+Exercises+Laboratory)
2893	Mandatory	4	5	2+2+0
Programs	MANAGEMENT - Bijelo Polje			
Prerequisites	None.			
Aims	The goal is to introduce students into the subject of foreign trade operations, business transactions and thereby train them to work on export-import jobs.			
Learning outcomes	After passing the exam in the Foreign Trade Business course, students are expected to: • Have theoretical and practical knowledge in the field of foreign trade; • Analyze the role of intermediaries in these businesses; • Study the risks involved in the implementation of export-import operations; • Use business examples, observe and analyze all stages of goods export and goods import			
Lecturer / Teaching assistant	Full Professor Danijela Jaćimović, lecturer, Dženana Đurković, teaching assistant			
Methodology	Lectures and exercises.			
Plan and program of work				
Preparing week	Preparation and registration of the semester			
I week lectures	Foreign trade - definition and significance			
I week exercises	Foreign trade - definition and significance			
II week lectures	Foreign trade deals and terms			
II week exercises	Foreign trade deals and terms			
III week lectures	Participants in foreign trade affairs			
III week exercises	Participants in foreign trade affairs			
IV week lectures	Methods of contracting foreign trade affairs			
IV week exercises	Methods of contracting foreign trade affairs			
V week lectures	Organization of foreign trade affairs			
V week exercises	Organization of foreign trade affairs			
VI week lectures	Customs system			
VI week exercises	Customs system			
VII week lectures	Export-import business			
VII week exercises	Export-import business			
VIII week lectures	Colloquium			
VIII week exercises	Colloquium			
IX week lectures	Insurance of goods in international business			
IX week exercises	Insurance of goods in international business			
X week lectures	Forwarding in foreign trade business			
X week exercises	Forwarding in foreign trade business			
XI week lectures	Risks in foreign trade business			
XI week exercises	Risks in foreign trade business			
XII week lectures	Financing of foreign trade business			
XII week exercises	Financing of foreign trade business			
XIII week lectures	Economic diplomacy			
XIII week exercises	Economic diplomacy			
XIV week lectures	International trade institutions			
XIV week exercises	International trade institutions			

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XV week lectures	Remedial colloquium					
XV week exercises	Remedial colloquium					
Student workload						
Per week	Per semester					
5 credits x 40/30=6 hours and 40 minuts 2 sat(a) theoretical classes 0 sat(a) practical classes 2 excercises 2 hour(s) i 40 minuts of independent work, including consultations	Classes and final exam: 6 hour(s) i 40 minuts x 16 =106 hour(s) i 40 minuts Necessary preparation before the beginning of the semester (administration, registration, certification): 6 hour(s) i 40 minuts x 2 =13 hour(s) i 20 minuts Total workload for the subject: 5 x 30=150 hour(s) Additional work for exam preparation in the preparing exam period, including taking the remedial exam from 0 to 30 hours (remaining time from the first two items to the total load for the item) 30 hour(s) i 0 minuts Workload structure: 106 hour(s) i 40 minuts (courses), 13 hour(s) i 20 minuts (preparation), 30 hour(s) i 0 minuts (additional work)					
Student obligations	Regular attendance, doing homework.					
Consultations	After lectures.					
Literature	1. Ivana Popović-Petrović, Predrag Bjelić, Uvod u međunarodno poslovanje, Ekonomski fakultet, Beograd, 2022. 2. Ivan Marković, Miloš Todorović, Spoljnotrgovinsko i carinsko poslovanje, Ekonomski fakultet Niš, 2017. 2. Miodrag Marković, Spoljnotrgovinsko poslovanje, Čigura štapma, Beograd, 2006 3. Rajko Unčanin, Spoljnotrgovinsko i devizno poslovanje, Velarta, Beograd, 2006.					
Examination methods	Colloquium: 40 points Activity: 15 points Final exam: 45 points					
Special remarks						
Comment						
Grade:	F	E	D	C	B	A
Number of points	less than 50 points	greater than or equal to 50 points and less than 60 points	greater than or equal to 60 points and less than 70 points	greater than or equal to 70 points and less than 80 points	greater than or equal to 80 points and less than 90 points	greater than or equal to 90 points