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|  **UNIVERSITY OF NIŠ** |
| **Course Unit Descriptor** | **Faculty**  | Faculty of Economics |
| **GENERAL INFORMATION** |
| Study program  | **Business Management** |
| Study Module (if applicable) | International Management |
| Course title | Foreign Trade Management |
| Level of study | [x] Bachelor [ ]  Master’s [ ]  Doctoral |
| Type of course | [x]  Obligatory [ ]  Elective |
| Semester  |  [ ]  Autumn [x] Spring |
| Year of study  | Third |
| Number of ECTS allocated | 7 |
| Name of lecturer/lecturers | Ivan MarkovićMiloš Todorović |
| Teaching mode |  [x] Lectures [ ] Group tutorials [ ]  Individual tutorials [ ] Laboratory work [x]  Project work [ ]  Seminar [ ] Distance learning [ ]  Blended learning [ ]  Other |
| **PURPOSE AND OVERVIEW (max. 5 sentences)** |
| *To enable students to independently perform tasks in the field of foreign trade (imports and exports), foreign exchange operations (billing and payments abroad), to conduct international trade negotiations, perform related, special and other foreign affairs, develop an entrepreneurial spirit to do business with other countries by studying the specificity of trade customs, habits, etc.**A qualification for the development of business through foreign affairs, mastering the technique of foreign trade in all segments of different types of foreign transactions, as well as the technique of international payment and collection of foreign exchange earnings.* |
| **SYLLABUS (brief outline and summary of topics, max. 10 sentences)** |
| *An analysis of different foreign trade arrangements (classic, related, special, financial, etc.), studying techniques of placing goods on the world market (through international fairs, auctions, bids, stock exchange, samples etc.), an analysis of payment instruments in foreign trade (an international documentary letter of credit, banking remittances, documentary collection, etc.), studying the customs of trade (INCOTERMS), the technique of international negotiations.* |
| **LANGUAGE OF INSTRUCTION** |
| [x] Serbian (complete course) [ ]  English (complete course) [ ]  Other \_\_\_\_\_\_\_\_\_\_\_\_\_ (complete course)[x] Serbian with English mentoring [ ] Serbian with other mentoring \_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| **ASSESSMENT METHODS AND CRITERIA** |
| **Pre exam duties** | **Points** | **Final exam** | **points** |
| **Activity during lectures** | **20** | **Written examination** |  |
| **Practical teaching** | **10** | **Oral examination** | **50** |
| **Teaching colloquia** | **20** | **OVERALL SUM** | **100** |
| **\*Final examination mark is formed in accordance with the Institutional documents** |