INTERNATIONAL TRADE TRANSACTION

COURSE INTRODUCTION

1. **Course content**

2. **Course objectives**

3. **Reading materials**

4. **Teaching method**

5. **Learning method**

6. **Course assessment**

1. COURSE CONTENT

1 Modes of international trade transactions

2 Incoterms

3 International sale of goods contract

4 Contract performance

2. COURSE OBJECTIVES

- The course provides students with knowledge and skills related to commercial activities in a global market and focuses on commercial transactions in a complex international environment where there are differences in politics, economics, trade policy, language, and culture.

- These transactions, ranging from direct sale, intermediary transactions, re-export, countertrade, auction, and bidding to franchise, should be conducted in accordance with international regulations and practices.

- The course is designed to achieve a balance between basic theoretical knowledge, practices and skills in international trade transactions, and research objectives at higher-level academic institutions in Vietnam and around the world.

COURSE LEARNING OUTCOMES

- Knowledge

- - CLO1: Understand basic theoretical and empirical knowledge of international trade.

- - CLO2: Analyze theory and practice in legal, economic and cultural environments to implement an international trade transaction.

- - CLO3: Assess international trade transactions ranging from contract negotiation, contract conclusion and contract implementation.

- - CLO4: Apply legal system, trade customs and trade practice to select modes of transaction and international trade procedure.

3. READING MATERIALS

1. Phạm Duy Liên, chủ biên, Giao dịch thương mại quốc tế , NXB Giao thông vận tải, 2012

2. Phan Thị Thu Hiền và cộng sự, 2020, Những điều cần biết về Incoterms 2020 trong hoạt động ngoại thương của Việt Nam, NXB Hà Nội, ISBN: 978-604-55-5694-8

3. ICC, Incoterms 2020.

4. Edgar Topritzhofer, International Business Transactions, risk analysis and tool for risks management, Publishing house Freya KG, Austria 2010

5. Fabio Bortolotti, Drafting and Negotiating International Sales Contract, 2013

6. ICC, Model International Sales Contract, 2013

7. Jan Ramberg, International Commercial Transactions, 2011

8. United Nations, Công ước Viên 1980.

Optional reading(s):

- Nguyen Xuan Minh (2011) Import- Export and international payment, VNU-HCM Publishing house

- Nguyen Tien Hoang, Practice of International Trade, 2017, VNU-HCM Publishing house

- Nguyen Tien Hoang and co-authors (2013), International commercial transactions, VNU-HCM Publishing house

Websites

- 9.　International Commerce Chamber: http://www.iccwbo.org

- 10. World Trade Organization: http://www.wto.org

- 11. World Bank, http://www.doingbusiness.org/data

- 12. World Customs Organization http://www.wcoomd.org

- 13. UNECE http://www.unece.org/trade

- 14. UN/CEFACT http://www.unece.org/cefact/

- 15. UNCTAD http://www.unctad.org/

- 16. Vietnam Customs http://www.customs.gov.vn

4. TEACHING METHOD

- Based on the lectures (handouts) given to students
- Socratic dialogue

5. LEARNING METHOD

- **Discussion**
- **Group presentation**
- **Self - study**

6. COURSE ASSESSMENT

Components	Time	Forms of Assessment	Marks	Schedule
Attendance	Without prior notice	Mark	10%	During session
Mid-term test	- Students are assigned the topics/group assignment in the first lecture	- 5-6 students/group - Submit assignment and Present	30%	13th – 14th session
Guest speaker/Co-instructor	To be noticed later			
Class activities	During session		Bonus marks	During session
Final test	60 min	Close-book Written test	60%	Scheduled by Training Dept

GROUP PRESENTATION (30%)

Draft International Sale of Goods contracts:

1. **Export rice to the Middle East (FOB, T.T)**

2. **Import steel from the US (CIF, Clean collection)**

3. **Export coffee to Canada (CFR, D/A)**

4. **Import gasoline from Russia (CIF, D/P)**

5. **Export electronic devices to Laos (DAP, T.T)**

6. **Import indoor furniture from Malaysia (CPT, L/C)**

7. **Export vegetables to Japan (CPT, D/A)**

8. **Import machinery from China (CIP, L/C)**

9. **Export seafood to EU (FCA, L/C)**

10. **Import refrigerators from Korea (DPU, T.T)**

GROUP PRESENTATION/ ASSIGNMENT

ASSIGNMENT REQUIREMENTS

+ Format: Students are encouraged to make their own contract template and company's logo.

+ Content:

(1) The contract should include the following terms and conditions: Preamble, commodity, quantity, quality, packaging and marking, delivery, price, payment, force majeure, arbitration, governing law. Additional terms and conditions may be incorporated depending on the commodity, trade customs and business strategies of the company,

(2) In addition to the contract, students are required to submit the <u>Explanatory Note</u> with the view to providing detailed explanation and rationales for each term and conditions drafted in the contract. Students are required to research on relevant trade practices and customs, standard contracts drafted by professional association and other scholarly writings (research papers, books) to support their explanations.

GROUP ASSIGNMENT

MARKING GUIDELINE

- Content:

In accordance with what you have learned in the course

In accordance with trade practices and customs (if any)

- Contract template and format: Well-designed and professional.

- Reference page (Harvard/APA styles applicable, 5 references are required in text and list) (This is applicable to Explanatory Note)

- Contract language must be clear, concise, and direct; Grammar/ Verb/ Vocabulary – No typos

- Be sure to include the Title Page (Each group member with full name, class and student number are required)

- Completed scripts must be submitted via MS Teams Assignment (File Name: Class – Chosen Topic).

TENTATIVE SCHEDULE

DAY	CONTENT	DAY	CONTENT
1ST DAY	CHAPTER 1	9TH DAY	CHAPTER 3 co-lecturer
2ND DAY	CHAPTER 1	10TH DAY	MIDTERM TEST (10%)
3RD DAY	CHAPTER 1	11TH DAY	CHAPTER 4 (EX)
4TH DAY	CHAPTER 2	12TH DAY	CHAPTER 5 (IM)
5TH DAY	CHAPTER 2	13TH DAY	PRESENTATION (20%)
6TH DAY	CHAPTER 2	14TH DAY	PRESENTATION
7TH DAY	CHAPTER 3- co-lecturer	15TH DAY	REVIEW
8TH DAY	CHAPTER 3- co-lecturer		

Thank you