

Basic information about the subject (independent of the cycle)

<b>Module name</b>	<b>International commercial rules. Logistical and legal aspects</b>
Erasmus code	
ISCED code	
Language of instruction	English
Website	
Prerequisites	Basic knowledge in Economics, Management, Law, International Economic Relations.
ECTS points hour equivalents	<p><b>Contact hours (work with an academic teacher): 15 h</b></p> <p><b>Total number of hours with an academic teacher: 15 h</b></p> <p><b>Number of ECTS points with an academic teacher: 2</b></p> <p><b>Non-contact hours (students' own work): 10 h</b></p> <p><b>Total number of non-contact hours: 10 h</b></p> <p><b>Number of ECTS points for non-contact hours 1</b></p> <p><b>Total number of ECTS points for the module: 3</b></p>
Educational outcomes verification methods	Presentation, discussion, questions and answers, exercises, test.
Description	<p>In the age of globalisation and liberalisation of the principles of economic cooperation, foreign trade and international logistics are gaining in significance in the business activities of firms. The necessity to reduce the risks and problems that can occur during an international sales transaction, has led to the development of international standards in the field of transport, insurance, inspection of goods known as International Commercial Terms (Incoterms®).</p> <p>The Incoterms® rules were first introduced by the International Chamber of Commerce (ICC) in 1936. The terms have been revised several times. Since 1980, a revision has been carried out every ten years. The current version of the rules is Incoterms®2020. Anyway, the previous Incoterms®2010 is still in use.</p> <p>The module covers the knowledge in the area of:</p> <ol style="list-style-type: none"> <li>1. International trade. Definition. Basic transactions.</li> <li>2. The constantly growing role of the foreign and international logistics.</li> <li>3. Agreement as a negotiated legally enforceable understanding of parties.</li> <li>4. Basic element of the sales agreement.</li> <li>5. Description of the of the subject of a sales agreement (contract).</li> <li>6. The terms of sales agreement, price and terms of payment.</li> <li>7. Applicable law.</li> <li>8. Other clauses: Legal validity of a sales contract, Arbitration clause, Penalty clause, Complaints clause, Force majeure, Re - export prohibiting clause.</li> </ol>

	<p>9. The International commercial rules and their application in sales agreements.</p> <p>10. The ICC (International Chamber of Commerce). History. Mission. Policy commissions.</p> <p>11. The history of the Incoterms rules.</p> <p>12. Detailed description of the Incoterms® 2010 rules: 2 groups, 11 rules</p> <p>1) RULES FOR ANY MODE OR MODES OF TRANSPORT EXW - EX WORKS FCA - FREE CARRIER CPT - CARRIAGE PAID TO CIP - CARRIAGE AND INSURANCE PAID TO DAT - DELIVERED AT TERMINAL DAP - DELIVERED AT PLACE DDP - DELIVERED DUTY PAID</p> <p>2) RULES FOR SEA AND INLAND WATERWAY TRANSPORT FAS - FREE ALONGSIDE SHIP FOB - FREE ON BOARD CFR - COST AND FREIGHT CIF - COST INSURANCE AND FREIGHT</p> <p>13. Differences between the rules in the Incoterms®2010 and Incoterms®2020</p> <ul style="list-style-type: none"> <li>- DPU – DELIVERED AT PLACE UNLOADED</li> <li>- Different level of insurance cover in CIP and CIF</li> <li>- Verified Gross Mass, VGM according to the requirements of SOLAS Convention (International Convention for the Safety of Life at Sea).</li> </ul>
<p>Reading list</p>	<ul style="list-style-type: none"> <li>▫ S. Kuczynski, <i>INCOTERMS rules. Answer to the challenges of modern times</i>, Business English Magazine no. 11/2019.</li> <li>▫ Incoterms®2010 by the International Chamber of Commerce, Paris 2010.</li> <li>▫ Incoterms®2020 by the International Chamber of Commerce, Paris 2019.</li> <li>▫ Coyle, J.J., Bardi, E.J., Langley, J., <i>The Management of Business Logistics: A Supply Chain Perspective</i>, Southwestern, Thomson Learning, 2003.</li> <li>▫ <i>Legal Aspects of International Trade</i>, The International Bank for Reconstruction and Development, Washington, DC, 2001</li> <li>▫ <i>A Guide to Navigating the International Commercial Terms</i>, Law360, October 19, 2015.</li> <li>▫ <i>The Impact of Incoterms 2010 on Supply Chain Security: Both Global and Domestic</i>, BY MAREX, 2011.</li> <li>▫ United Nations Convention on Contracts for the International Sale of Goods (CISG) in the year 1980 (<a href="https://www.lawteacher.net/freelaw-essays/international-law/the-international-conventions-on-carriage-of-goods-international-law-essay.php">https://www.lawteacher.net/freelaw-essays/international-law/the-international-conventions-on-carriage-of-goods-international-law-essay.php</a>).</li> <li>▫ Hamburg Rules For International Carriage (<a href="https://www.lawteacher.net/free-law-essays/international-law/hamburg-rules-for-internationalcarriage.php">https://www.lawteacher.net/free-law-essays/international-law/hamburg-rules-for-internationalcarriage.php</a>)</li> </ul>

	<ul style="list-style-type: none"> <li>▫ The Importance Of Incoterms For International Sales Contracts (<a href="https://www.lawteacher.net/free-law-essays/international-law/importance-incoterms-international-sales-contracts-international-law-essay.php">https://www.lawteacher.net/free-law-essays/international-law/importance-incoterms-international-sales-contracts-international-law-essay.php</a>).</li> </ul>
Educational outcomes	<p><b>KNOWLEDGE</b></p> <ul style="list-style-type: none"> <li>• Student identifies basic elements of the international sales contract.</li> <li>• Student defines elements of the International Commercial Rules (Incoterms®2010 and Incoterms®2020 versions).</li> <li>• Student knows the separate rules of the Incoterms®, obligations of the seller and buyer, risk and costs occurring in the separate commercial rules.</li> <li>• Student knows the differences in the Incoterms®2010 and Incoterms®2020 versions.</li> </ul> <p><b>SKILLS</b></p> <ul style="list-style-type: none"> <li>• Student is able to identify obligations of the seller and buyer, risk and costs occurring in the separate commercial rules.</li> <li>• Student is able to calculate prices of the goods using different Incoterms® rules as well as prepare complete offer for a foreign client.</li> <li>• Student is able to prepare a complete commercial agreement using contract clauses.</li> </ul> <p><b>ATTITUDES</b></p> <ul style="list-style-type: none"> <li>• Student is aware of importance of preparation of the right commercial contract as well as using different contractual clauses.</li> <li>• Student is aware of importance of the Incoterms rules in effective international logistics operation management.</li> <li>• Student is aware of logistical, legal, customs components of the effective international sales / purchase transaction.</li> </ul>
Practice	Exercises during classes related to separate subjects of a lesson.

#### Information about classes in the cycle

Website	
Educational outcomes verification methods	Discussion, questions and answers, test.
Comments	
Reading list	<ul style="list-style-type: none"> <li>▫ S. Kuczynski, <i>INCOTERMS rules. Answer to the challenges of modern times</i>, Business English Magazine no. 11/2019.</li> <li>▫ Incoterms®2010 by the International Chamber of Commerce, Paris 2010.</li> <li>▫ Incoterms®2020 by the International Chamber of Commerce, Paris 2019.</li> <li>▫ Coyle, J.J., Bardi, E.J., Langley, J., <i>The Management of Business Logistics: A Supply Chain Perspective</i>, Southwestern, Thomson</li> </ul>

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A list of topics	<p>The module covers the knowledge in the area of:</p> <ol style="list-style-type: none"> <li>1. International trade. Definition. Basic transactions.</li> <li>2. The constantly growing role of the foreign and international logistics.</li> <li>3. Agreement as a negotiated legally enforceable understanding of parties.</li> <li>4. Basic element of the sales agreement.</li> <li>5. Description of the of the subject of a sales agreement (contract).</li> <li>6. The terms of sales agreement, price and terms of payment.</li> <li>7. Applicable law.</li> <li>8. Other clauses: Legal validity of a sales contract, Arbitration clause, Penalty clause, Complaints clause, Force majeure, Re-export prohibiting clause.</li> <li>9. The International commercial rules and their application in sales agreements.</li> <li>10. The ICC (International Chamber of Commerce). History. Mission. Policy commissions.</li> <li>11. The history of the Incoterms rules.</li> <li>12. Detailed description of the Incoterms® 2010 rules: 2 groups, 11 rules <ol style="list-style-type: none"> <li>1) RULES FOR ANY MODE OR MODES OF TRANSPORT <ul style="list-style-type: none"> <li>EXW - EX WORKS</li> <li>FCA - FREE CARRIER</li> <li>CPT - CARRIAGE PAID TO</li> <li>CIP - CARRIAGE AND INSURANCE PAID TO</li> <li>DAT - DELIVERED AT TERMINAL</li> <li>DAP - DELIVERED AT PLACE</li> <li>DDP - DELIVERED DUTY PAID</li> </ul> </li> <li>2) RULES FOR SEA AND INLAND WATERWAY TRANSPORT <ul style="list-style-type: none"> <li>FAS - FREE ALONGSIDE SHIP</li> <li>FOB - FREE ON BOARD</li> <li>CFR - COST AND FREIGHT</li> <li>CIF - COST INSURANCE AND FREIGHT</li> </ul> </li> </ol> </li> <li>13. Differences between the rules in the Incoterms®2010 and Incoterms®2020 <ul style="list-style-type: none"> <li>- DPU – DELIVERED AT PLACE UNLOADED</li> <li>- Different level of insurance cover in CIP and CIF</li> <li>- Verified Gross Mass, VGM according to the requirements of SOLAS Convention (International Convention for the Safety of Life at Sea).</li> </ul> </li> </ol>
Teaching methods	Presentation, discussion, questions and answers, exercises,
Assessment methods	Discussion, questions and answers, test.

**Lecturer / Trainer: Sergiusz Kuczyński**