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| **Prowadzący** | **dr Sergiusz Kuczyński** |
| **Oferta PJO\*** | TAK / ~~NIE~~\*\* |
| **Oferta PJOE\*** | TAK / ~~NIE~~\*\* |
| **Kierunek, rok, stopień dla PJO** | Logistyka, III r. I st. i/lub I r. II st., Erasmus |
| **Semestr roku 2022/2023** | zimowy / letni\*\* |

\* PJO – przedmiot w języku obcym dla studentów polskich / PJOE – przedmiot w języku obcym dla studentów Erasmus+
\*\* zostawić właściwe

BASIC INFORMATION ABOUT THE SUBJECT (INDEPENDENT OF THE CYCLE)

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| **Module name** | **International commercial rules. Logistical and legal aspects** |
| **Erasmus code** |  |
| **ISCED code** |  |
| **Language of instruction** | English |
| **Website** | [https://www.umcs.pl/en/courses-in-english-2021-2022,21582.htm](https://www.umcs.pl/en/courses-in-english-2021-2022%2C21582.htm)(dla PJOE) |
| **Prerequisites** | Basic knowledge in Economics, Management, Law, International Economic Relations. |
| **ECTS points hour equivalents** | Contact hours (work with an academic teacher): 15 h Total number of hours with an academic teacher: 15 hNumber of ECTS points with an academic teacher: Non-contact hours (students' own work): 10 hTotal number of non-contact hours: 10 hNumber of ECTS points for non-contact hours: Total number of ECTS points for the module: 3 |
| **Educational outcomes verification methods** | Presentation, discussion, questions and answers, exercises, test. |
| **Description** | **The module covers the knowledge in the area of:**1. International trade. Definition. Basic transactions.2. The constantly growing role of the foreign and international logistics.3. Agreement as a negotiated legally enforceable understanding of parties.4. Basic element of the sales agreement.5. Description of the of the subject of a sales agreement (contract).6. The terms of sales agreement, price and terms of payment.7. Applicable law.8. Other clauses: Legal validity of a sales contract, Arbitration clause, Penalty clause, Complaints clause, Force majeure, Re -export prohibiting clause.9. The International commercial rules and their application in sales agreements.10. The ICC (International Chamber of Commerce). History. Mission. Policy commissions.11. The history of the Incoterms rules.12. Detailed description of the Incoterms®2010 rules:2 groups, 11 rules1) 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

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

13. Differences between the rules in the Incoterms®2010 and Incoterms®2020 * DPU – DELIVERED AT PLACE UNLOADED
* Different level of insurance cover in CIP and CIF
* Verified Gross Mass, VGM according to the requirements of SOLAS Convention (International Convention for the Safety of Life at Sea).

14. Summary. Q&A Session. |
| **Reading list** | 1. S. Kuczynski, INCOTERMS rules. Answer to the challenges of modern times, Business English Magazine no. 11/2019.
2. Incoterms®2010 by the International Chamber of Commerce, Paris 2010.
3. Incoterms®2020 by the International Chamber of Commerce, Paris 2019.
4. Coyle, J.J., Bardi, EJ., Langley, J., The Management of Business Logistics: A Supply Chain Perspective, Southwestern, Thomson Learning, 2003.
5. Legal Aspects of International Trade, The International Bank for Reconstruction and Development, Washington, DC, 2001
6. A Guide to Navigating the International Commercial Terms, Law360, October 19, 2015.
7. The Impact of Incoterms 2010 on Supply Chain Security: Both Global and Domestic, BY MAREX, 2011.
8. United Nations Convention on Contracts for the International Sale of Goods (CISG) in the year 1980 (https://www.lawteacher.net/freelaw-essays/international-law/the-international-conventions-on-carriage-of-goods-international-law-essay.php).
9. Hamburg Rules For International Carriage (https://www.lawteacher.net/free-law-essays/international-law/hamburg-rules-for-internationalcarriage.php)
10. The Importance Of Incoterms For International Sales Contracts (https://www.lawteacher.net/free-law-essays/international-law/
11. importance-incoterms-international-sales-contracts-international-law-essay.php).
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| **Educational outcomes** | **KNOWLEDGE**1. Student identifies basic elements of the international sales contract.
2. Student defines elements of the International Commercial Rules (Incoterms®2010 and Incoterms®2020 versions).
3. Student knows the separate rules of the Incoterms®, obligations of the seller and buyer, risk and costs occurring in the separate commercial rules.
4. Student knows the differences in the Incoterms®2010 and Incoterms®2020 versions.

**SKILLS**1. Student is able to identify obligations of the seller and buyer, risk and costs occurring in the separate commercial rules.
2. Student is able to calculate prices of the goods using different Incoterms® rules as well as prepare complete offer for a foreign client.
3. Student is able to prepare a complete commercial agreement using contract clauses.

**ATTITUDES**1. Student is aware of importance of preparation of the right commercial contract as well as using different contractual clauses.
2. Student is aware of importance of the Incoterms rules in effective international logistics operation management.
3. Student is aware of logistical, legal, customs components of the effective international sales / purchase transaction.
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| **Practice** | n/a |

INFORMATION ABOUT CLASSES IN THE CYCLE

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| **Website** | [https://www.umcs.pl/en/courses-in-english,21103.htm](https://www.umcs.pl/en/courses-in-english%2C21103.htm) (dla PJOE) |
| **Educational outcomes verification methods** |  |
| **Comments** |  |
| **Reading list** |  |
| **Educational outcomes** | KNOWLEDGESKILLSATTITUDES |
| **A list of topics** | 1.
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| **Teaching methods** |  |
| **Assessment methods** |  |