

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
Lesya Ukrainka Volyn National University
Faculty of International Relations
Department of International Economic Relations and Project Management

SYLLABUS
normative educational component
«International Trade»

Preparation of bachelors
specialty 292 «International Economic Relations»
educational and professional programs «International Business»,
full-time form of education

Lutsk - 2024

Syllabus of the educational component «International Trade» of training bachelors in the field of knowledge 29 «International Relations» specialty 291 «International Economic Relations» of educational and professional program «International Business».

Developer: Skorokhod Iryna Sviatoslavivna, Doctor of Economics, Professor of the Department of International Economic Relations and Project Management.

Agreed

Guarantor of educational and professional program:



/ A. O. Boiar

The syllabus of the educational component was approved at a meeting of the Department of International Economic Relations and Project Management, Protocol No. 1 of August 29, 2024.

Head of the Department:



(Boiar A.O.)

I. DESCRIPTION OF THE EDUCATIONAL COMPONENT

Name of indicators	Branch of knowledge, specialty, educational and professional program, educational level	Characteristic educational component
Full-time form of education	29 – International Relations 292 – International Economic Relations, EPP «International Business», bachelor's degree	Normative
Number of hours/credits 120/4		Year of study – 2027-2028
INDT: Yes		Semester – 7- th
		Lectures – 28 hours
		Practical (seminar) – 24 hours
		Independent work – 60 hours
Consultations – 8 hours		
Form of control: exam		
Language of instruction	English	

II. INFORMATION ABOUT THE TEACHER

Name: Iryna Skorokhod
 Scientific degree: Doctor of Economic Sciences
 Academic status: Professor
 Position: Professor of the Department of International Economic Relations and Project Management
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 Class days: <http://94.130.69.82/cgi-bin/timetable.cgi?n=700>

III. DESCRIPTION OF THE EDUCATIONAL COMPONENT

1. Course abstract

The educational component «International Trade» is aimed at forming in higher education applicants a system of special knowledge on the problems and prospects of the development of international trade for fundamental and special education and practical work in the specialty. Throughout the course, students will get acquainted with the basic concepts, structure and indicators of international trade, instruments for regulating international trade. Special attention is paid to modern trends in the development of world trade, specific forms of international trade, the development of international trade relations, economic problems of international trade. Additionally, students will study

international standardization and certification of products and the peculiarities of pricing on world commodity markets.

2. Prerequisites: "International Economic Integration", "Mathematics and Statistics for an International Economist", "Economics and FEA of Ukraine", "Customs Affairs", "World Economy and Markets Conjuncture", "International Monetary and Financial Relations", "Theory of International Monetary Relations".

3. Post-requisites: «Accounting and Analysis of Foreign Economic Activity», «Regulation and security of international business».

4. The purpose and objectives of the educational component

The **purpose** of the educational component is to provide students with special knowledge and practical skills regarding the patterns of development, tools and regulation of international trade. The **objectives** of the educational component are to provide students with theoretical knowledge and practical skills in analyzing the patterns of development of international trade, familiarizing themselves with the categorical apparatus, providing knowledge regarding the peculiarities of the functioning of international trade, correctly assessing the processes occurring in modern international trade; acquiring the skills to recognize trends in regional and sectoral international trade.

5. Forms and methods of teaching: interactive lecture (verbal and illustrative-demonstration methods: narration, explanation, discussion, presentation, demonstration, question-answer, brainstorming), webinar, analysis of situations and solving situational problems, electronic testing.

6. Learning outcomes (competencies)

Integral competence: the ability to solve complex specialized problems and practical problems in the field of international economic relations in general and international business in particular, as well as in the learning process, which involves the application of new theories and methods in conducting comprehensive research of world economic relations, is characterized by complexity and uncertainty.

GC 1. Ability to exercise their rights and responsibilities as a member of society, to realize the values of civil (free democratic) society and the need for its sustainable development, the rule of law, human and civil rights and freedoms in Ukraine.

GC 2. Ability to preserve and multiply moral, cultural, scientific values and achievements of society based on understanding the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society and in the development of society, technology and technology, use different types and forms physical activity for active recreation and a healthy lifestyle.

GC 6. Ability to communicate in foreign languages.

GC 8. Ability to abstract thinking, analysis and synthesis.

GC 11. Ability to work in a team.

GC 12. Knowledge and understanding of the subject area and understanding of professional activity.

PC1. Ability to identify the characteristics and trends of the world economy, especially the implementation of economic policy and global integration / disintegration processes, including Euro-Atlantic integration.

PC3. Ability to identify features of the functioning of the environment of international economic relations and models of economic development.

PC4. Ability to substantiate the peculiarities of the implementation of forms of international economic relations at the mega-, macro-, meso- and micro-levels.

PC5. Ability to conduct a comprehensive analysis and monitoring of world markets, assess changes in the international environment and be able to adapt to them.

PC6. Ability to analyze international markets for goods and services, tools and principles of international trade regulation.

PC8. Ability to determine the functional features, nature, level and degree of relationships between the subjects of international economic relations at different levels and to establish communication between them.

PC11. Ability to conduct research on economic phenomena and processes in the international sphere, taking into account causal and spatio-temporal relationships.

PC12. Ability to use regulatory documents and reference materials in carrying out professional activities in the field of international economic relations.

PC16. The ability to constantly improve the theoretical level of knowledge, generate and effectively use them in practice.

PLO4. Systematize and organize the received information on processes and phenomena in the world economy; assess and explain the impact of endogenous and exogenous factors on them; formulate conclusions and develop recommendations taking into account the peculiarities of the national and international environment.

PLO8. Understand, identify and describe new phenomena, processes and trends of global development, mechanisms and tools for economic policy and global integration / disintegration processes, including Euro-Atlantic integration

PLO9. Understand and be able to apply, in accordance with other requirements of the educational program, modern theories and methods of solving specialized complex problems and practical problems in the field of international trade in goods and services, international capital movements, international monetary and financial and credit relations, human resources mobility, international technology transfer.

PLO11. Substantiate their own opinion on the specific conditions for the implementation of forms of international economic relations at the mega-, macro-, meso- and micro-levels.

PLO13. Select and skillfully apply analytical tools to study the state and prospects of development of certain segments of international markets for goods and services using modern knowledge of methods, forms and tools of international trade regulation.

PLO19. Understand and apply current legislation, international regulations and agreements, reference materials, current standards and specifications, etc. in the field of international economic relations.

PLO24. Justify the choice and apply information and analytical tools, economic and statistical methods of calculation, complex analysis techniques and methods of monitoring world markets.

PLO28. Use the acquired knowledge in the field of international management and marketing for independent analysis of world economic processes and making informed management decisions on this basis; analyze the specifics of the culture of international business in different countries; choose ways to enter international markets; analyze international markets and the international economic environment; develop measures to increase the competitiveness of the enterprise in foreign markets.

PLO30. Analyze the trade and economic opportunities of the firm, identify markets and forecast the activities of firms in international markets, use in practice knowledge in finance, customs, banking and insurance to develop and implement a development plan based on investment and innovation model, analyze and summarize operating results, accounting, financial and investment activities of an international company.

7. The structure of the educational component

Names of content modules and topics	Total	Lec.	Sem.	Indep. work	Cons.	Control method*/ Max points
Content module 1. Theoretical basics of the development and regulation of international trade						
Topic 1. The essence, stages and indicators of the development of international trade	9	2	2	5	–	DS, RZ/3
Topic 2. Theories of international trade	8	2	2	4	–	DS, RZ/3
Topic 3. International trade regulation: national level	9	2	2	4	1	DS/2
Topic 4. International trade regulation organizations	9	2	2	4	1	DS/2
Topic 5. Trade policy of the European Union	9	2	2	4	1	DS/3
Topic 6. Trade wars in international trade	6	2	–	4	–	–
Total content module 1	50	12	10	25	3	13
Content module 2. Organization of international trade						
Topic 7. Forms of international trade	10	2	2	5	1	DS/3
Topic 8. Trading-intermediary operations in international trade	9	2	2	5	–	DS, RZ/2
Topic 9. International trade in services	10	2	2	5	1	DS/3
Topic 10. Organized international commodity markets	10	2	2	5	1	DS/2
Topic 11. International standardization and product certification	10	2	2	5	1	DS/2
Topic 12. Pricing in global commodity markets	10	2	2	5	1	DS, RZ/2
Topic 13. Modern trade policy of Ukraine	11	4	2	5	–	DS, DB/3
Total content module 2	70	16	14	35	5	17

Modular test paper						MKR /60
Individual task						INDZ/ 10
Total hours:	120	28	24	60	8	100

Control methods*: DS – discussion, DB – debate, T – tests, TR – training, RZ / K – solving problems / cases, INDS / IRS – individual task / individual work of the applicant for education, RMG – work in small groups, MKR / KR – modular test paper / test, P – abstract, as well as analytical note, analytical essay, analysis of the work, etc.

IV. EVALUATION POLICY

The teacher's policy regarding the student: Class attendance is a compulsory component. If the student is absent during the seminar for valid reasons, he/ she can complete the seminar in the handwritten form. For objective reasons (for example, illness, employment, internship), training can take place online upon agreement with the dean's office (platform Microsoft Teams).

Academic Integrity Policy: The compliance with the norms of the Code of Academic Integrity of VNU (<http://surl.li/aagxg>) during the study process is mandatory. Writing off during ongoing testing is prohibited (including using mobile devices). Mobile devices are allowed to be used only during online testing and preparation of practical tasks during class.

Deadlines and Rescheduling Policy: Assignments that are submitted late without reason will be graded at a lower score (75% of the maximum possible points for the activity). The repassing of modules takes place with the teacher's permission if there are reasons (for example, sick leave).

Also, the student has the right to the recognition of learning outcomes obtained in formal, non-formal and/or informal education (<https://cutt.ly/9wPgvTK1>).

The maximum number of points for studying the course is 100, including:

- up to 40 points for participation in discussions (seminars) (Module 1);
- up to 10 points for INDT (module 2);
- up to 60 points for the modular test work (exam) (Module 3).

For participation in a seminar (speech, asking questions, discussing, commenting, etc.), a student can receive no more than the number of points allotted for this seminar lesson (see the table above).

V. INDIVIDUAL RESEARCH TASK

The student's individual research task involves an analytical study on the topic: «The state and prospects for the development of foreign trade ... (any country of the world is indicated at the student's choice)». The structure of the work is given below:

- 1) describe the general trends in the development of the country's economy (type of economy, main industries developed in the country, etc.);
- 2) characterize the general state of development of foreign trade (export and import volume, main trading partners, foreign trade regulation instruments, etc.);

3) calculate the following indicators:

- GDP dynamics over the last five years;
- GDP and GNP per capita;
- the growth rate of exports and imports;
- the foreign trade balance;
- the foreign trade balance-to-GDP ratio;
- the foreign trade coverage ratio;
- the export propensity ratio;
- the export competitiveness;
- the import penetration ratio;
- commodity pattern of foreign trade.

4) conclude on the effectiveness, problems and prospects for further development of the country's foreign trade.

The growth rate of exports is calculated as the percentage change of the value of exports between two periods.

The export propensity ratio measures the exports by the size of the GDP of a country. The import penetration ratio shows the extent to which the demand for goods or services is being met by foreign producers rather than from domestic production.

Export competitiveness reflects the development of a country's exports relative to its top 20 trading partners in 2023 and is measured as the ratio of a country's market share in the reference group in 2023 over that in 2019. Positive values indicate that the country is becoming more competitive with respect to its peers.

The foreign trade coverage ratio is the ratio between the value of exports and that of imports between two countries (or two zones). It may concern a product or a set of exchanges of products (goods and services). The difference between these two values is called the foreign trade balance.

VI. FINAL CONTROL

The form of final control is an exam. A student who scores more than 75 points in the exam can agree to have these points credited as a final grade for the course (without passing the exam). Students who score less than 75 points or wish to increase the final grade for the course take the exam at the time specified in the exam session schedule. The exam is held in a classic form with drawing tickets, each of which has 3 questions to be answered. For each question the student can receive up to 20 points; for the exam as a whole – up to 60 points.

If after the exam the student has scored less than 60 points for the course, he/she retakes the exam during the liquidation of academic debt. In this case, the points scored during the first passing of the exam are canceled, and the points for the current assessment remain unchanged. The maximum number of points during the liquidation of academic debt is 60. Retaking the exam is allowed no more than twice: once – to the teacher, the second – to the commission created by the dean of the faculty.

If the student did not attend classes (for good reasons), at the consultations he has the right to work out the missed classes and receive the number of points that was

determined for the missed topics, or to do the work in writing according to the instructions specified in the tasks in the MS TEAMS platform. The minimum required for successful completion of the course is 60 points (see the Regulations on the current and final assessment of knowledge at Lesya Ukrainka National University – <http://surl.li/prwyvs>).

Questions for exam:

1. Essence of international trade. Reasons of international trade.
2. Stages of international trade development.
3. Classification of international trade.
4. Advantages and disadvantages of international trade.
5. System of international trade development indicators.
6. Economic benefits from international trade.
7. Mercantilism as a theory of international trade.
8. Theory of absolute advantage by Adam Smith.
9. Theory of comparative advantage of international trade by David Ricardo.
10. Heckscher-Ohlin Theory (Factor Proportions Theory). Leontief Paradox.
11. Modern or firm-based trade theories.
12. Country similarity theory.
13. Product life cycle theory.
14. Global strategic rivalry theory.
15. Porter's national competitive advantage theory.
16. Essence of a trade policy. Types of trade policy.
17. Instruments of trade policy.
18. Importance of trade policy.
19. The essence of trade discrimination.
20. The World Trade Organization as the main regulator of international trade.
21. Advantages and disadvantages of WTO membership.
22. The definition of the technical barriers and solving the problem of technical barriers in the WTO.
23. The regulatory role of the United Nations in international trade.
24. Features of the EU common trade policy.
25. Instruments of the EU trade policy.
26. System of protective measures in the EU trade policy.
27. Characteristics of trade wars in international trade.
28. Stages of a trade war and its driving forces.
29. Practice of using trade wars in international trade.
30. The international trade in manufactured goods, machinery and equipment.
31. The international trade in raw commodities.
32. International trade in intellectual property products.
33. International countertrade. International leasing.
34. International industrial cooperation.
35. Essence of direct method in international trade.
36. Features of intra-firm trade.

37. Trading-intermediary operations.
38. Trading-intermediary firm.
39. Features of international trade in services.
40. Main trends in the development of the world services market.
41. Regulation of international trade in services.
42. International commodity exchanges.
43. Types and procedure of exchange business transactions.
44. International commodity auctions.
45. International biddings.
46. International fairs and exhibitions.
47. The essence of international product standardization.
48. Types of standards, their structure.
49. Principles and rules for harmonizing national standards.
50. Standardization of services, main stages and methods.
51. International standardization organizations.
52. The essence of certification of goods and services.
53. The procedure of carrying out work on certification of goods and services.
54. Types of prices in international trade and their characteristics.
55. Price forming factors of the world market.
56. Pricing policy of the company on the foreign market.
57. Features of customs and tariff regulation in Ukraine.
58. Ukraine's participation in international trade in goods and services.
59. Problems of Ukraine's integration into world commodity markets.
60. Competitiveness of Ukrainian goods and services on world markets.

VII. GRADING SCALE

Scale for assessment an exam

Score in points	Linguistic evaluation	ECTS scale score	
		Score	Explanation
90–100	Perfectly	A	excellent performance
82–89	Very good	B	above average level
75–81	Well	C	overall good job
67–74	Satisfactory	D	nice
60–66	Enough	E	execution meets minimum criteria
1–59	Disappointing	Fx	re-assembly required

VIII. RECOMMENDED LITERATURE AND ONLINE RESOURCES

Mandatory

1. Krugman P., Maurice O. & Marc M. (2018). International Economics: Theory and Policy. Harlow. United Kingdom: Pearson, 11th edition. 800 p.
2. Grath A. (2018). The Handbook of International Trade and Finance. London, United Kingdom; Philadelphia: Kogan Page, 14th edition. 265 p.

3. Shah Md. Ahsan Habib. (2023). Trade Finance & Foreign Exchange. Bangladesh. Dhaka. 157 p. URL: <https://surl.li/pctkxc>
4. Key Statistics and Trends in International Trade 2023. URL: https://unctad.org/system/files/official-document/ditctab2024d1_en.pdf

Supplementary

5. Skorokhod I., Hrytsiuk N. Organic Production Exports Crediting in Ukraine. *Економічний часопис Східноєвропейського національного університету імені Лесі Українки*, 2020. Вип. 3. №23. С. 44-50. URL: <https://doi.org/10.29038/2411-4014-2020-03-44-50>
6. Grazia I. (2019). Transnational corporations and international production: concepts, theories, and effects. Cheltenham, UK : Edward Elgar Publishing. 568 p.
7. Serpukhov M. (2018). Methods of conducting trade wars in international trade. Actual scientific research: Collection of scientific articles. Editoria di Modena, Rome, Italy.
8. Kozak Y., Shengelia T. (2016). International trade. Tbilisi: Publishing House «Universal». 258 p.
9. World Trade Statistical Review 2023. URL: https://www.wto.org/english/res_e/publications_e/wtsr_2023_e.htm

Online Resources

10. Official website of the World Trade Organization. URL: <http://www.wto.org>.
11. Official website of the United Nations Conference on Trade and Development. URL: <http://www.unicc.org/unctad>.
12. Official website of the International Chamber of Commerce. URL: <http://www.iccwbo.org>.
13. Official website of the Statistical Office of The European Communities (EUROSTAT). URL: <http://www.europa.eu.int/en/comm/eurostat/>.
14. Official website of the Organization for Economic Cooperation and Development. URL: <http://www.oecd.org>.
15. Official website of the International Organization for Standardization. URL: www.iso.org/
16. Official website of the World Intellectual Property Organization. URL: www.wipo.int/
17. Official website of the State Statistics Service of Ukraine. URL: <http://www.ukrstat.gov.ua>.