International Commercial Transactions 30 questions

1. The essence of International commercial transactions, their objects, subjects and stages
2. Types of International commercial transactions: Main, supplementary and specific commercial operations
3. International Conventions regulating international commercial transactions. The Wien Convention 1980 and The Hague Convention 1985
4. Tariff barriers applied in International Commerce: ad-valorem tax, specific tax, compound tax and import quota appliance cases
5. Non-tariff barriers applied in International Commerce: licenses and quotas
6. Non-tariff barriers applied in International Commerce: local content requirement, voluntary export restraints and technical standards
7. Non-tariff barriers applied in International Commerce: dumping, subsidies and lending
8. Import/export operations. Re-import and Re-export cases and their reasons
9. Direct and indirect types of export. Piggyback scheme an d other possible scenarios
10. Commercial intermediaries and their role in international trade
11. International Terms of Sale (Incoterms) and its role in international business. E, C, F, D group Incoterms explanation.
12. Stages of International contracting. Inquiry, Offer and counter Offer. Acceptance.
13. Types of offer: Free and Firm offer and cases of their appliance
14. International trade contract essence and structure. Preamble and Objects of the contract
15. International trade contract essence and structure. Price, quality and warranty part
16. International trade contract essence and structure. Terms of payment and transportation
17. International trade contract essence and structure. Packaging, labeling and arbitration
18. International trade contract essence and structure. Terms of delivery and force majeure
19. International trade contract essence and structure. Guarantees, sanction and compensation
20. Forms of Intermediary business Trade Companies and peculiarities of modern intermediary operations
21. Types of commercial intermediation, agents, commissioners, brokers and factors
22. Commodity exchanges and main exchanges in the world. Types of Exchange Deals
23. Structure of commodity exchanges, types of operations, participants.
24. Futures, forwards, option contracts and hedging
25. Auctions: Definition and Traded Commodities. Structure and types of auctions
26. International tenders, types of tenders, participants and tender procedures
27. E-commerce essence and types. Pros and cons of E-commerce. Models of e-commerce (B2B, B2C, C2C, B2E) and their appliance
28. International trade of licenses. Types of license and license agreement structure
29. International leasing, parties of leasing contracts and types of leasing
30. International tourism. Modern tourism services, tourism companies and agencies, hotel chains