EXAM QUESTIONS.

International Commercial Transactions

1. Types of International Commercial Transactions, it is objects and subjects.
2. Participants of International Commercial Transactions. Counterparties and their categories. The classification of companies (by type of business, ownership, juridical status).
3. The essence of import/export operations and their types. Preparation stage of import/export operations.
4. The essence of International Terms of Sale (Incoterms). Explain E and C – group Incoterms.
5. The essence of International Terms of Sale (Incoterms). F and D – group Incoterms.
6. Customs value, the methods to define it.
7. Harmonized Commodity Description and Coding System and its usage.
8. Wien Convention of 1980. International Contract and it is explanation in accordance to Wien Convention.
9. International Contract and it is explanation in accordance to Wien Convention. The stages of signing an International Contract.
10. An offer and it is forms. Acceptance and legal engagement.
11. The content and structure of International Contract.
12. The methods of defining quantity and quality in International contracts.
13. The Price in International Contracts. The price fixing procedure
14. The payment methods in International Contracts.
15. Commercial documents: Invoice, proforma invoice, packing list, transport documentation.
16. International barter and counter purchase agreements
17. International broker and agent operations. Factoring.
18. International commission and consignation operations. Distributor and stockiest.
19. International exhibitions and fairs, their types and aims. The technology of organizing international exhibitions and fairs.
20. International Commodity exchanges, their functions and participants. The technology of trading in international commodity exchanges
21. International auctions, their specifics and types. The technology of auctions
22. International Tender. Its` technology and aims.
23. Forward and Future contracts. Hedging.
24. International countertrade deals
25. International sale of knowledge: Invention and Utility Models, Industrial Design and Trademarks
26. Patent and license. Franchising. Description and usage.
27. International trade of licenses and types of licenses
28. License and patent agents. Payment forms for licenses
29. International engineering services. Payment forms for engineering consulting
30. International organizations and Unions of entrepreneurs in international trade. Role. Methods. Examples.