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| **AZƏRBAYCAN DÖVLƏT İQTİSAD UNİVERSİTETİ** |
| **BEYNƏLXALQ İQTİSADİYYAT MƏKTƏBİ** |
| **BEYNƏLXALQ İQTİSADİYYAT (İNGİLİS DİLLİ) KAFEDRASI**  Fənn: **International Commercial Transactions**  Müəllim: Qənirə Ibrahimova  Qrup: 1003,1004  **İMTAHAN SUALLARI** |

1. **The essence of International commercial transactions**
2. **Stages of International commercial transactions**
3. **Subjects of International commercial transactions**
4. **Objects of International commercial transactions**
5. **Forms of International commercial transactions**
6. **Intra-company and inter-company commercial transactions**
7. **Main commercial operations**
8. **Supplementary commercial operations**
9. **Specific commercial operations**
10. **The Wien Convention 1980**
11. **The Hague Convention 1985**
12. **Tariff and non-tariff barriers**
13. **Tariff barriers: ad-valorem, specific and compound taxes**
14. **Non-tariff barriers: licenses and quotas**
15. **Non-tariff barriers: Local content requirement and technical standards**
16. **Non-tariff barriers: Voluntary export restraints and subsidies**
17. **Non-tariff barriers: Dumping and lending**
18. **Import/export operations.**
19. **Direct and indirect types of export**
20. **International Terms of Sale (Incoterms) and it's role in international business**
21. **Explain E – group Incoterms.**
22. **Explain C – group Incoterms.**
23. **Explain F – group Incoterms.**
24. **Explain D – group Incoterms.**
25. **International chamber of commerce as a part of international business**
26. **Stages of international contracting**
27. **Marketing as a crucial stage of international commerce**
28. **Inquiry as an invitation to trade**
29. **Offer as an invitation to trade**
30. **Counter offer and its main functions**
31. **Acceptance and its main functions**
32. **Types of offer: Free offer and cases of its appliance**
33. **Types of offer: Firm offer and cases of its appliance**
34. **Explain the difference between offer and inquiry**
35. **Termination of offer: reasons and results**
36. **International Business (3S analysis)**
37. **Porter model of international business**
38. **Vernon model of international business**
39. **International trade contract essence and structure**
40. **Preamble of the contract**
41. **Objects of the contract**
42. **Price of the contract**
43. **Quality and warranty**
44. **Delivery details**
45. **Terms of payment**
46. **Packaging and labeling**
47. **Transportation**
48. **Guarantees, sanction and compensation part**
49. **Force majeure**
50. **Arbitration of the contract**
51. **Commercial intermediaries and their role in international trade**
52. **Types of intermediary trade**
53. **Forms of Intermediary business Trade Companies**
54. **Types of commercial intermediation, agents, commissioners, brokers and factors**
55. **Peculiarities of Modern Intermediary Operations**
56. **Commodity exchanges and main exchanges in the world**
57. **Types of Exchange Deals**
58. **Structure of commodity exchanges, types of operations, participants.**
59. **Futures, forwards, hedging**
60. **Auctions: Definition and Traded Commodities**
61. **Structure and types of auctions**
62. **Definition and essence of international tenders**
63. **Tender, types of tenders and participants**
64. **Tender procedures**
65. **E-commerce essence and types**
66. **Pros and cons of E-commerce**
67. **Models of e-commerce (B2B, B2C, C2C, B2E)**
68. **Types and aims of exhibitions and fairs**
69. **International trade of technology, knowledge, consulting and other services**
70. **Types of technological exchange**
71. **International trade of licenses. Types of license**
72. **Structure of license agreement**
73. **Single, exclusive and full license, license payment types**
74. **International tourism. Modern tourism services, tourism companies and agencies, hotel chains**
75. **International leasing, parties of leasing contracts and types of leasing**