

## Master Affaires et Management International

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Course Title:	<b>Customs and Incoterms</b>
Contact Hours:	10
ECTS Credits:	2
Instructor:	Mr. Vadim YEFREMOV, Associate Professor

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### ➤ DESCRIPTION AND LEARNING OBJECTIVES OF THE COURSE

The main objective of the course is to familiarize the students with historical and legal roots of Incoterms and Customs Regulations, developments, which lead to the current Incoterms 2010 and their present applications, as well as provide the students with necessary tools and knowledge allowing them to conduct a successful and sustainable international business in the future.

### ➤ TOPICS OF EACH SESSION OR SUMMARY OF THE COURSE

International Commercial Law: history, development, current status quo  
Incoterms 2010 – general overview, developments comparing to previous version  
Incoterms 2010 – definitions, passing the title, risk, insurance  
Incoterms 2010 – choosing the right term  
International Commercial Transaction – payment methods, documentation  
International Commercial Transaction – financing, risk mitigation, countertrade, transfer pricing

### ➤ EVALUATION AND GRADING

**ATTENDANCE – 10%, PARTICIPATION – 10%, MIDTERM – 30%, FINAL – 50%**

### ➤ BIBLIOGRAPHY

**International Business Law – August, Mayer, Bixby ISBN 978-0-13-603775-0**

**Law of Global Commerce – Neipert, ISBN 978-0-13-040873-5**

**Gestion des Operation Import-Export – Adassovsky, Poulain, ISBN 978-2-74950029-4**

**Incoterms 2010 – International Chamber of Commerce, ISBN 978-92-842-0080-1**