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MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION  
Federal State Budgetary Educational Institution of Higher Education  
"Ural State University of Economics"

Approved  
at the Department meeting

December 8, 2025  
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Approved  
by the Council for Educational and  
Methodological Issues and Quality of  
Education

December 16, 2025  
Protocol # 4  
Chairman  Karkh D.A.  
(signature)



### COURSE PROGRAMME

Title	Incoterms
Field of study	38.04.02 Management
Profile	Management of international tourism (in English)
Form of study	Full-time
Year of enrollment	2026
Compiled by: Professor, Doctor of Economics Sciences Kovalev V.E.	

Ekaterinburg  
2025

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## INTRODUCTION

The work program of the discipline is part of the main professional educational program of higher education-the master's program developed in accordance with the Federal State Educational Standard of Higher Education

State Educational Standard of	Federal State Educational Standard of Higher Education -Master's degree in the field of training 38.04.02 Management (Order of the Ministry of Education and Science of the Russian Federation No. 952 of
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### 1. THE PURPOSE OF MASTERING THE DISCIPLINE

The purpose of mastering the discipline is to form competencies related to students' obtaining knowledge about the main forms and methods of foreign economic cooperation between Russian enterprises and foreign partners, using financial and economic assessment tools for international commercial operations, as well as strengthening practical skills in preparing foreign economic contracts and their subsequent implementation.

**2. PLACE OF THE DISCIPLINE IN THE STRUCTURE OF THE MAIN PROFESSIONAL**  
Discipline refers to the part formed by the participants of educational relations.

### 3. SCOPE OF THE DISCIPLINE

Intermediate certification	Hours			Independent work Independent work including preparation of tests and term	credit units
	Just a semester	Contact work (according to study assignments)			
		papers Total	Practical exercises, including course design e		
Semester 3					
Credit	72	8	8	64	2

### 4. PLANNED RESULTS OF MASTERING THE MAIN PROFESSIONAL EDUCATIONAL PROGRAM

As a result of mastering the main professional educational program, the graduate should have formed the competencies established in accordance with the Federal State Educational Standard for Higher Education.

Code and name of the competence	Indicators of achievement of competencies
organizational and managerial	
PC-2 Planning внешнеэкономической of the organization's foreign economic activity	AI-1.PC-2 Know: Regulatory legal acts regulating state support for foreign economic activity; Types, forms and tools of state support for foreign economic activity; Methods and fundamentals of system analysis of foreign economic information; Procedure for document flow in an organization; Fundamentals of Risk Management in Foreign Economic activity; Fundamentals of Business planning; Marketing and Pricing Features; Fundamentals of economic Theory

PC-2 Planning внешнеэкономической of the organization's foreign economic activity	AI-2.PC-2 Should Be Able To: Generalize and systematize information about the organization's tasks in the field of foreign economic activity; Develop strategic and current plans for the organization's foreign economic activity; Generalize and systematize information about the organization's activities
	AI-3.PC-2 Have practical experience: Preparation of a draft foreign economic activity plan, taking into account the priorities of the organization's foreign economic activity; Presentation of the organization's foreign economic activity plan; Making, if necessary, additions and changes to the organization's foreign economic activity plan; Approval and submission of the final foreign economic activity plan to the organization

### 5. TOPIC PLAN

Topic	Hours						
	Name of the topic	Total hours	Contact work (according to study assignments)			independent work	Control of independent work
			Lectures	Laboratory exercises	Practical exercises classes		
Semester 3		72					
Topic 1.	Rules for registration of documentation under a foreign trade contract. Regulatory legal acts regulating foreign economic activity. Structure and terms of the foreign trade contract. PC-2	22			2	20	
Topic 2.	INCOTERMS structure. Group E. Group F. Group C. Group D. PC-2	24			4	20	
Topic 3.	Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. The choice of INCOTERMS as a tool for reducing risks in foreign trade operations. PC-2,3	26			2	24	

### 6. FORMS OF CURRENT CONTROL AND INTERIM CERTIFICATION ШКАЛЫ ASSESSMENT OF THE ASSESSMENT SCALE

Section/Subject	Type of evaluation tool	Description of the evaluation tool	Evaluation criteria
Current control (Appendix 4)			

<p>Topic 1</p>	<p>Test paper 1 (Appendix 4)</p>	<p>Preparation and defense of a report-presentation on the selected topic.</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84 % of the total number of points scored - "good"; from 85% to 100%- "excellent".</p>
<p>Topic 2</p>	<p>Test paper 2 (Appendix 4)</p>	<p>Test to test knowledge of delivery terms (Incoterms)</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84 % of the total number of points scored - "good"; from 85% to 100%- "excellent".</p>

Topic 3	Test paper 3 (Appendix 4)	Case study on calculating the effectiveness of a foreign trade transaction using Incoterms and the customs legislation of the EAEU (customs value, tariff preferences)	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory";</p> <p>from 50% to 69% of the total number of points scored - "satisfactory";</p> <p>from 70% to 84 % of the total number of points scored - "good";</p> <p>from 85% to 100%- "excellent".</p>
Intermediate certification (Appendix 5)			
3 semester (For)	Test work (Appendix 5)	The control work consists of a test and a practical task.	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory";</p> <p>from 50% to 69% of the total number of points scored - "satisfactory";</p> <p>from 70% to 84 % of the total number of points scored - "good";</p> <p>from 85% to 100% - "excellent".</p>

## DESCRIPTION OF ASSESSMENT SCALES

The indicator for assessing the development of the main professional educational program is formed on the basis of combining the current control and intermediate certification of the student.

The rating indicator for each discipline is expressed as a percentage, which shows the level of preparation of the student.

**Current control.** A 100-point rating system is used. Assessment of student performance during the semester is carried out by the teacher in accordance with the developed system of assessment of academic achievements in the course of training in this discipline.

The working programs of disciplines and practices set out the types of ongoing control, planned results of control activities, and criteria for evaluating academic achievements.

During the semester, the teacher conducts at least 3 control activities to assess the student's performance. If class attendance in a discipline is included in the rating, then this indicator is no more than 20% of the maximum number of points in the discipline.

**Intermediate certification.** A 5-point rating system is used. Assessment of the student's work at the end of the discipline (part of the discipline) is carried out by the teacher in accordance with the system developed by him for evaluating the student's achievements in the course of training in this discipline. Intermediate certification is also carried out at the end of competence formation.

The procedure for transferring the rating provided for by the rating system for a discipline to a five-point system.

High level-100% - 70% - excellent, good.

Average level-69% - 50% - satisfactory.

Rating indicator	5-point rating indicator	Indicator characteristics
100% - 85%	excellent	have excellent theoretical knowledge in full, understand, independently know how to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, carry out evaluation
84% - 70%	good	have good theoretical knowledge in full, understand, independently know how to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results.  There may be some errors corrected by the student independently in the course of work (answer, etc.)
69% - 50%	satisfactory	have satisfactory general theoretical knowledge, are able to apply, investigate, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, etc. evaluate results at an average level. Mistakes are allowed that the student finds difficult to correct on their own.
49 % or less	unsatisfactorily	do not have a full amount of general theoretical knowledge, do not know how to independently apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results. Skills and abilities for solving professional tasks are not formed
100% - 50%	credited	indicator characteristics correspond to "excellent", " good", "satisfactory"
49 % or less	not credited	indicator characteristics correspond to "unsatisfactory"

## 7. CONTENT OF THE DISCIPLINE

### 7.2 Content of practical classes and laboratory work

Topic 1. Rules for processing documentation under a foreign trade contract. Regulatory legal acts regulating foreign economic activity. Structure and terms of the foreign trade contract. PC-2

Mechanisms of state regulation of foreign trade activity in the Russian Federation. The essence of commercial operations and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

Fundamentals of legislation regulating foreign economic activity of economic entities of the Russian Federation at the present stage.

The essence and main types of international commercial transactions. Classification of international commercial transactions. Basic methods of international commercial transactions.

The concept of a foreign economic transaction. Factors that determine the external economic nature of transactions. Subjects and objects of foreign economic transactions. Classification of types of foreign economic transactions by objects of transactions. The essence and features of concluding foreign economic transactions on fuel, raw materials and food products, machinery and equipment, scientific and technical knowledge and services.

Application of the UN Convention on Contracts for the International Sale of Goods (Vienna Convention of 1980) in foreign trade activities. The essence of commercial operations and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity. Structure of the foreign trade contract and economic justification of decisions in the field of foreign economic activity. Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the course of foreign trade operations and documentation on execution of foreign trade transactions.

Methods of performing foreign economic operations. The essence and advantages of direct and indirect methods of carrying out foreign economic operations. Procedures for preparing foreign economic transactions with direct links.

Mediation in foreign trade operations. Types of trade and intermediary operations. The essence of brokerage and commission foreign economic operations and resale operations. Ways to reward intermediaries.

Types of foreign economic contracts and features of their conclusion. Legal aspects of a foreign trade purchase and sale agreement. Structure of a foreign economic agreement. Content and procedure for filling in sections of the agreement.

Regulatory legal acts regulating foreign economic activity.

International agreements in the field of standards and product requirements. Regulatory legal acts regulating state support for foreign economic activity. Types, forms and tools of state support for foreign economic activity. Methods and fundamentals of system analysis of foreign economic information. Rules for processing documentation under a foreign trade contract. The organization's workflow procedure. Fundamentals of risk management in foreign economic activity. Terms of the foreign trade contract.

Marketing and pricing features. Ethics of business communication and rules of negotiation. Rules for administrative document management. Procedure for drawing up the established financial statements.

The form of the seminar is the solution of a complex case study, the solution of practical problems.

- Formation of the mechanism of state regulation of foreign trade activities in the Russian Federation (preparation of presentations);
- Formation of the EurAsEC / EEU Customs Union and changes in the regulatory framework for regulating foreign trade activities in the Russian Federation (assessment);

Topic 2. INCOTERMS structure. Group E. Group F. Group C. Group D. PC-2  
Set of International Rules (Incoterms) used in determining the basic conditions of delivery of goods. Groups and types of conditions, their principal differences. Group E. Group F. Group C. Group D. Accepted official abbreviations of terms. Features of using terms for different methods of transportation of goods. Distribution of costs and risks associated with the delivery of goods, as well as responsibilities for completing and paying for commercial documents between the seller and the buyer in accordance with Incoterms (under different basic terms of delivery). General obligations of the seller and buyer for different basic terms of delivery .

Features of defining payment terms in a foreign trade contract. Payment methods used in international trade practice. Types of payments, their differences and usage features. Currency control in the course of foreign economic activity. Structure of the foreign trade contract and economic justification of decisions in the field of foreign economic activity.

Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the course of foreign trade operations and documentation on execution of foreign trade transactions. Terms of the foreign trade contract. Marketing and pricing features.

Topic 3. Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. The choice of INCOTERMS as a tool for reducing risks in foreign trade operations. PC-2.3

Economic justification of decisions based on performance indicators of foreign economic activity. Key performance indicators of foreign economic activity. The concept of contract and statistical value of goods. The essence of the customs value of goods. Customs duties (import and export), taxes (VAT and excise), fees (for customs clearance) collected by customs authorities in the field of customs affairs. Types of customs duties: ad valorem, combined, specific. Procedure for calculating the total customs payment. Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. The choice of INCOTERMS as a tool for reducing risks in foreign trade operations. Methods and fundamentals of system analysis of foreign economic information. Fundamentals of risk management in foreign economic activity. Fundamentals of business planning. Terms of the foreign trade contract. Marketing and pricing features .Procedure for drawing up the established reporting

Form of the seminar-calculation and graphic work, case study.

### 7.3. Content of independent work

Topic 1. Rules for processing documentation under a foreign trade contract. Regulatory legal acts regulating foreign economic activity. Structure and terms of the foreign trade contract. PC-2

Mechanisms of state regulation of foreign trade activity in the Russian Federation. The essence of commercial operations and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

Objective: to study the specifics of the legal framework for state regulation of foreign trade activities in the Russian Federation.

Objective: to identify the specifics of international commercial operations and to know the economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

Methodological recommendations: study lectures on topic 1 and additional literature.

Key concepts: International commercial operation, foreign economic transaction, subject of foreign economic transaction, object of foreign economic transaction, UN Convention on Contracts for the International Sale of Goods (Vienna Convention of 1980)

#### TASKS FOR INDEPENDENT WORK

Task-prepare reports and presentations on the topic (optional):

1. The mechanism of state regulation of foreign trade activity in the Russian Federation.
2. Non-tariff instruments of foreign trade regulation in the modern world economy.
3. Tariff instruments of foreign trade regulation in the modern world economy.
4. Analysis of the structure of a foreign trade contract by example (enterprise-at the student's choice).
5. Application of Incoterms in foreign trade cooperation.
6. Foreign trade protectionism: international experience and Russian practice.
7. Application of letters of credit in foreign trade transactions.
8. Use of cash collection in foreign economic activity.
9. VAT refund for foreign trade operations: international experience.
10. Application of licensing in the Russian Federation when making foreign trade transactions with certain categories of goods.
11. Features of the Russian company's entry into the foreign market (country-at the student's choice).

Assignment – Creative work on drawing up a task (case) based on the materials of a practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student individually or in a group of 2 people. The results of the work are presented and tested in practical classes in the discipline.

Topic 2. INCOTERMS structure. Group E. Group F. Group C. Group D. PC-2  
Structure of the foreign trade contract and economic justification of decisions in the field of foreign economic activity.

Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the course of foreign trade operations and documentation on execution of foreign trade transactions.

Objective: to study the methodological basis for drawing up a foreign trade contract.

Objective: to identify the features of using basic and transport conditions in the implementation of foreign trade contracts.

Methodological recommendations: study lectures on topic 2 and additional literature.

Key concepts: Foreign trade contract, Incoterms, payment terms in contracts for the international sale of goods, currency control

#### TASKS FOR INDEPENDENT WORK

Task-prepare a report-presentation on the topic (optional):

Features of using the basic delivery condition (the basis from Incoterms 2020 at the student's choice) in carrying out foreign economic activity.

Assignment – Creative work on drawing up a task (case) based on the materials of a practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student individually or in a group of 2 people. The results of the work are presented and tested in practical classes in the discipline.

Topic 3. Features of using basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. The choice of INCOTERMS as a tool for reducing risks in foreign trade operations. PC-2,3

Economic justification of decisions based on performance indicators of foreign economic activity

Purpose: to study the indicators of economic efficiency in the implementation of foreign economic activity.

Objective: to identify the features of calculating the economic efficiency of a foreign trade transaction, taking into account different supply bases.

Methodological recommendations: study lectures on topic 3 and additional literature.

Basic concepts: Contract value, customs value, statistical value, economic effect of foreign economic activity, economic efficiency OF foreign economic activity

#### TASKS FOR INDEPENDENT WORK

Task-to prepare a report-presentation on the topic (optional):

- Stages of calculating economic efficiency in the implementation of foreign economic activity.

- \* Influence of the basic terms of delivery on the calculation of customs payments in the implementation of a foreign trade transaction.

- \* Calculation of the economic efficiency of a foreign trade transaction using the basis (student's choice basis) by example (student's choice enterprise).

Assignment – Creative work on drawing up a task (case) based on a material-practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student

individually or in a group of 2 people. The results of the work are presented and tested in practical classes in the discipline.

7.3.1. Sample questions for self-preparation for the test/exam  
Appendix 1

7.3.2. Practical tasks in the discipline for self-preparation for the test/exam  
Appendix 2

7.3.3. List  
of coursework Coursework is not provided for in the curriculum

7.4. Electronic portfolio of the student  
Placement of materials in the Electronic portfolio of the student is not provided

for 7.5. Methodological recommendations for  
Control work is not provided for in the curriculum

7.6 Methodological recommendations for the implementation of coursework  
Coursework is not provided for in the curriculum

## **8. FEATURES OF THE ORGANIZATION OF THE EDUCATIONAL PROCESS IN THE DISCIPLINE FOR PERSONS WITH DISABILITIES**

### ***At the request of the student***

In order to make the program accessible for persons with disabilities, if necessary, the department provides the following conditions:

- a special procedure for mastering the discipline, taking into account the state of their health;
- electronic educational resources on the discipline in forms adapted to the limitations of their health;
- studying the discipline according to an individual curriculum (regardless of the form of study);
- e-learning and distance learning technologies that provide for the possibility of receiving and transmitting information in forms that are accessible to them.
- access (remote access) to modern professional databases and information reference systems, the composition of which is determined by the discipline's work program.

## **9. LIST OF BASIC AND ADDITIONAL EDUCATIONAL LITERATURE REQUIRED FOR MASTERING THE DISCIPLINE**

**Сайт библиотеки USUE Library Website**

<http://lib.usue.ru/>

### **Main literature:**

2. Gromova N. M. Vneshnetorgovyi kontrakt = Contract in Foreign Trade [ Foreign Trade Contract = Contract in Foreign Trade]: Training manual. - Moscow: Magister Publishing House, 2021. - 144- Available at: <https://znanium.com/catalog/product/1215352>

3. Karpunina E. V., Karpunin A. Yu., Gadzhiev N. G., Konovalenko S. A. Vneshneekonomicheskaya deyatel'nost' [Foreign Economic activity]:Textbook. - Moscow: INFRA-M Scientific Publishing Center, LLC, 2024. - 265-Available at: <https://znanium.com/catalog/product/1870116>

#### **Additional literature:**

2. Degtyareva O. I., Ratushnyak E. S. Upravlenie vneshneekonomicheskoi deyatel'nosti v RF v usloviyakh integratsii v ramkakh EAES [Managing foreign economic activity in the Russian Federation in the context of integration within the EAEU]:Training manual. - Moscow: Magister Publishing House, 2019. - 368 – Available at: <https://znanium.com/catalog/product/1037695>

3. Ivanov M. Yu., Ivanova M. B. Vneshneekonomicheskaya deyatel'nost' [ Foreign Economic Activity]. - Moscow: RIO Publishing Center, 2020. - 128-Available at: <https://znanium.com/catalog/product/1052246>

4. Organization and management of the company's foreign economic activity. Training manual. [in 2 hours]. Part 1 [Electronic resource]:. Yekaterinburg: [USUE Publishing House], 2014. 215 - Available at: <http://lib.usue.ru/resource/limit/ump/15/p483355.pdf>

5. Organization and management of the company's foreign economic activity. Training manual. [in 2 hours]. Part 2 [Electronic resource]:. Yekaterinburg: [USUE Publishing House], 2015. - 208 – Available at: <http://lib.usue.ru/resource/limit/ump/16/p486387.pdf>

6. Vyazovskaya V. V., Kovalev V. E., Linetsky A. F., Maydanik V. I., Plyusnina O. M., Savelyeva I. N., Semin A. N., Falchenko O. D., Yurchenko K. P. Mezhdunarodnye kommercheskie operatsii: teoriya i praktika [International Commercial Operations:theory and practice]. - Yekaterinburg: [ USUE Publishing House], 2019. - 244-Available at: <http://lib.usue.ru/resource/limit/ump/19/p492230.pdf>

7. Ramberg J. ICC Guide to Incoterms 2010:Understanding and practical use No. 720E. - , 2011. - 216

8. David P.A. International Logistics: The Management of International Trade Operations:5th edition. - , 2018. - 717

### **10. LIST OF INFORMATION TECHNOLOGIES, INCLUDING THE LIST ЛИЦЕНЗИОННОГО OF LICENSED SOFTWARE AND INFORMATION REFERENCE SYSTEMS, ONLINE COURSES USED IN THE IMPLEMENTATION OF THE EDUCATIONAL PROCESS IN THE DISCIPLINE**

#### **List of licensed software:**

MyOffice is standard. Agreement no . SK-281 of 7 June 7 , 2017. Date of conclusion - 07.06.2017. The license - is valid for an unlimited period of time.

Astra Linux Common Edition. Contract No. 0417-U / 2019 dated 08.05.2019, Act No. Sk000343 dated 24.05.2019 and Contract No. 35-U / 2018 dated 13.06.2018, Act No . UT213 dated 17.12.2018. The license - is valid for an unlimited period of time.

Libre Office. The GNU LGPL license. The license - is valid for an unlimited period of time.

#### **List of information reference systems and resources of the Internet information and telecommunications network:**

Legal reference system Consultant +. Contract No. 143/223-U / 2025 dated 02.12.2025 License validity period until 31.12.2026

31.12.2026 Garant Reference and Legal system . Agreement No. 58419 of 22 December, 2015. License validity period-no time limit

## **11. DESCRIPTION OF THE MATERIAL and TECHNICAL BASE NECESSARY FOR THE IMPLEMENTATION OF THE EDUCATIONAL PROCESS IN THE DISCIPLINE**

The implementation academic of the discipline is carried out using the material and technical base of USUE, which provides all types of training sessions and research and independent work of students:

Special premises are training rooms for all types of classes, group and individual consultations, ongoing monitoring and interim assessment.

Rooms for independent work of students are equipped with computer equipment with the ability to connect to the Internet and provide access to the electronic information and educational environment of USUE.

All rooms are equipped with specialized furniture and multimedia equipment, special equipment (information and telecommunications, other computer equipment), access to information and search systems, reference and legal systems, electronic library systems, databases of current legislation, and other information resources that serve to present educational information to a large audience.

For conducting lecture -type classes, presentations and other educational and visual aids that provide thematic illustrations.

### 7.3.1. Sample questions for self-preparation for the test/exam

#### To be credited

1. Classification of operations in accordance with the directions of foreign economic cooperation.
2. International purchase and sale contract. Vienna Convention, 1980.
3. Price conditions of a foreign trade contract.
4. Transport and insurance terms of a foreign trade contract.
5. Methods of concluding foreign trade purchase and sale contracts.
6. Basic terms of delivery in purchase and sale contracts.
7. Incoterms 2020 and the mechanism of its use in the implementation of foreign economic activity.
8. Group E Incoterms 2020: application features.
9. Group F Incoterms 2020: application features.
10. Group C Incoterms 2020: application features.
11. Group D Incoterms 2020: application features.
12. Transport and logistics support of foreign economic activity.
13. Insurance support for foreign economic activity.
14. Delivery condition EXW Incoterms 2020.
15. Delivery condition FCA Incoterms 2020.
16. Delivery condition FAS Incoterms 2020.
17. Delivery Term FOB Incoterms 2020
18. CIF delivery CIF condition Incoterms 2020.
19. Delivery condition CFR Incoterms 2020.
20. Условие поставки CIP delivery condition Incoterms 2020.
21. Delivery condition CPT Incoterms 2020.
22. Условие поставки DAP delivery condition Incoterms 2020.
23. Условие поставки DPU delivery condition Incoterms 2020.
24. Delivery condition DDP Incoterms 2020.
25. Comparative characteristics of Group C and F delivery terms..
26. Comparative characteristics of Group C and D delivery terms..
27. Comparative characteristics of Group E and F delivery terms..
28. Comparative characteristics of Group E and D delivery terms..
29. Transfer of risks of loss/damage of goods from the seller to the buyer when applying INCOTERMS 2020. Risk insurance.
30. Transfer of delivery costs from the seller to the buyer when applying INCOTERMS 2020. Features of different delivery groups.

**7.3.2. Practical tasks in the discipline for independent preparation for the exam / test**

**Sample practical tasks for the test**

**PC-2: Planning the organization's foreign economic activity**

Task	Copmetencies	Copmetency task
1.	PC2 task form ulation n	Which organization develops Incoterms rules?
2.	PC2	What basic terms of the contract (Incoterms 2020) obliges the Seller to conclude an insurance contract in favor of the Buyer?
3.	PC2	The basic terms of delivery of Incoterms in the contract define (two possible answers): <ul style="list-style-type: none"> <li>a) The order of transportation of goods;</li> <li>б) Distribution of costs for the delivery of goods between the seller and the buyer;</li> <li>в) Responsibility of the parties for the performance of the contract;</li> <li>г) The moment of transfer of risk for the delivery of goods from the seller to the buyer.</li> </ul>
4.	PC2	The basic terms of delivery in the contract define two important points - 1) and 2)
5.	PC2	In what cases does the buyer bear all costs and risks after the goods pass through the ship's handrails in the port of shipment and are placed on board, under the following conditions: <ul style="list-style-type: none"> <li>a) FOB;</li> <li>б) FAS;</li> <li>в) CFR;</li> <li>г) CIF</li> </ul>
6.	PC2	The CIF basic delivery condition assumes that the risk of accidental loss or damage to the goods passes from the seller to the buyer
7.	PC2	When goods are delivered on an FOB basis, the ship's freight provides
8.	PC2	The basic condition "DDP Moscow, buyer's warehouse" assumes that the buyer pays for transportation across the single customs territory
9.	PC2	When the goods are delivered under EXW conditions, the buyer is responsible for loading them onto the buyer's vehicle, unless otherwise agreed.
10.	PC2	Under the basic condition CFR, sea transportation is carried out: <ul style="list-style-type: none"> <li>a) at the risk and expense of the seller;</li> <li>б) at the risk of the seller, but at the expense of the buyer;</li> <li>в) at the risk of the buyer, but at the expense of the seller;</li> <li>г) at the risk and expense of the buyer.</li> </ul>
11.	PC2	If the goods are delivered under EXW conditions, the responsibility for clearing the goods for export, unless otherwise agreed, is borne by

Task	Copmetencies	Copmetency task
12.	PC2	<p>The FCA basic condition assumes that the seller fulfills its delivery obligations when transferring the goods (two possible answers):</p> <p>a) to the carrier at the designated port of shipment;          б) to the buyer at the designated port of destination;          в) to the carrier at its own enterprise, provided that the goods are loaded onto the carrier's vehicle;          г) to the carrier at the named point of departure (main transport terminal).</p>
13.	PC2	<p>Compare the moments when the risks of accidental loss or damage of the goods pass from the seller to the buyer with the corresponding basic terms of delivery.</p> <p>✿ DAP - _____.          ✿ DDP - _____.          ✿ EXW - _____.          ✿ FAS - _____.          ✿ FCA - _____.</p> <p>a) at the Seller's production warehouse          б) at the berth in the port of shipment          в), when transferring the Seller to the first carrier          г) at the destination at the place designated by the Buyer</p>
14.	PC2	<p>, Compare the group of basic terms of delivery (Incoterms 2020) and its description:</p> <p>a) Group D          б) Group F          в) Group E          г) Group C</p> <p>1) the main freight is unpaid, i.e. the seller places the goods in the care of the first carrier specified by the buyer and chartered by him;          2) the main freight is paid, i.e. the seller enters into a contract of carriage and places the goods in the care of the carrier;          3) departure, i.e. the seller places the goods at the disposal of the buyer at its place of business;          4) arrival, i.e. the seller enters into a contract of carriage and places the goods at the buyer's disposal at the agreed destination with or without payment of duty.</p>
15.	PC2	<p>What is the basic delivery condition of Incoterms 2020 that assumes the maximum responsibility of the seller for the delivery of goods under a foreign trade contract:</p> <p>a) EXW;          б) DAP;          в) FCA;          г) DDP.</p>
16.	PC2	<p>What is the basic delivery condition of Incoterms 2020 that implies the maximum liability of the seller for the delivery of goods under a foreign trade contract?</p>
17.	PC2	<p>What is the basic delivery condition of Incoterms 2020 that implies the minimum liability of the seller for the delivery of goods under a foreign trade contract:</p> <p>a) EXW;          б) DAP;</p>

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		<p>b) FCA; r) DDP.</p>														
18.	PC2	What is the basic delivery condition of Incoterms 2020 that implies the minimum liability of the seller for the delivery of goods under a foreign trade contract?														
19.	PC2	How does the devaluation/revaluation of the ruble against the dollar (the contract currency) affect the feasibility of an import operation?														
20.	PC2	How does the devaluation/revaluation of the ruble against the dollar (contract currency) affect the feasibility of an export operation?														
21.	PC2	Various forms of international commercial activity aimed at making a profit are :														
22.	PC2	<p>A domestic enterprise has signed a contract to sell 1,000 units of products to a foreign company for the amount of \$ 220,000, including packaging costs. The main transportation is carried out by sea. Other expenses (expressed in US dollars at the official exchange rate) they made up the following values in thousands of dollars:</p> <table border="1"> <thead> <tr> <th>Indicator</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>1. Customs clearance fees and customs duties</td> <td>1,3</td> </tr> <tr> <td>2. Export license</td> <td>1.0</td> </tr> <tr> <td>3. Transportation costs to the exporter's port</td> <td>1.5</td> </tr> <tr> <td>4. Ship chartering</td> <td>15.6</td> </tr> <tr> <td>5. Loading and unloading operations at the port of departure</td> <td>2.0</td> </tr> <tr> <td>6. Main transportation insurance</td> <td>4.0</td> </tr> </tbody> </table> <p>Determine the price of a foreign trade contract concluded under the terms of EXW (Incoterms 2020). Answer: the EXW price is _____ thousand dollars (rounded to tenths).</p>	Indicator	Amount	1. Customs clearance fees and customs duties	1,3	2. Export license	1.0	3. Transportation costs to the exporter's port	1.5	4. Ship chartering	15.6	5. Loading and unloading operations at the port of departure	2.0	6. Main transportation insurance	4.0
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25.	PC2	In case of disputes, which document has priority-INCOTERMS or provisions of a foreign trade contract?												
26.	PC 2	Can Incoterms 2020 be used for internal contracts?												
27.	PC 2	What are the delivery terms of Incoterms 2020 from Group F used when the main transportation is carried out by water(sea)?												
28.	PC 2	What are the delivery terms of Incoterms 2020 from Group C used when the main transportation is carried out by water(sea)?												
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31.	PC 2	What are the delivery terms of Incoterms 2020 from Group E used when the main transportation is carried out by any type of transport (transports)?												
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34.	PC 2	What are the delivery terms of Incoterms 2020 from Group D used when the main transportation is carried out by any type of transport (transports)?												
35.	PC2	<p>Использование What type of transport does the basic condition imply (compare the condition and the mode of transport?)</p> <p>‡ CIP- _____.</p> <p>‡ DAP- _____.</p> <p>‡ DDP- _____.</p> <p>‡ EXW - _____.</p> <p>‡ FOB - _____.</p> <p>‡ CIF - _____.</p> <p>‡ FCA - _____.</p> <p>a. sea transport b. any type of transport</p>												
36.	PC2	What is the delivery term of Incoterms 2020 that assumes that the contract price will include the costs associated with import customs clearance?												
37.	PC 2	What delivery terms : Incoterms terms of delivery 2020 assumes that the contract price will include the costs associated with unloading the vehicle at the destination?												
38.	PC 2	<p>Under the basic condition CPT, the risk of accidental loss or damage to the goods passes from the seller to the buyer:</p> <p>a) when the cargo crosses the ship's handrails at the port of loading;</p> <p>б) when the cargo crosses the ship's handrails at the port of unloading;</p> <p>в) when the cargo is transferred to the first carrier;</p>												

Task	Copmetencies	Copmetency task
		r) after unloading from the vehicle at the named destination.
39.	PC 2	<p>Under the terms of the FCA, where the named point is the airport, the seller's liability ends:</p> <ul style="list-style-type: none"> <li>a) when the goods are delivered to the carrier at the departure airport;</li> <li>б) when the goods are placed in the seller's finished goods warehouse;</li> <li>в) when the goods are loaded onto the air transport at the departure airport;</li> <li>г) when the goods are received by the buyer at the destination airport.</li> </ul>
40.	PC 2	<p>Under the basic condition CFR and CIF, sea transportation is carried out:</p> <ul style="list-style-type: none"> <li>a) at the risk and expense of the seller;</li> <li>б) at the risk of the seller, but at the expense of the buyer;</li> <li>в) at the risk of the buyer, but at the expense of the seller;</li> <li>г) at the risk and expense of the buyer.</li> </ul>