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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

Protocol # 5

Head of the Department Falchenko O.D.

Approved
by the Council for Educational and
Methodological Issues and Quality of
Education

December 16, 2025

Protocol # 4

Chairman  Karkh D.A.



COURSE PROGRAMME

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

Ekaterinburg
2025

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INTRODUCTION

The working 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

Federal 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 Russia dated August 12, 2020, No. 952)
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1. TARGET DEVELOPMENT DISCIPLINES

The purpose of mastering this course is to develop competencies related to students acquiring knowledge about the main forms and methods of foreign economic cooperation between Russian enterprises and foreign partners, the use of tools for the financial and economic assessment of international commercial transactions, as well as the consolidation of practical skills in preparing foreign economic contracts and their subsequent implementation.

2. PLACE DISCIPLINES IN STRUCTURE OPOP

Discipline refers to the part formed by the participants of educational relations.

3. SCOPE OF THE DISCIPLINE

Interim assessment	Hours				Z.e.
	Total for the semester	Contact work (according to		Independent work including preparation of tests and coursework	
		Total	Practical classes, including course design		
Semester 3					
Credit	72	8	8	64	2

4. PLANNED RESULTS DEVELOPMENT OPOP

As a result of mastering the OPEP, the graduate should have developed the competencies established in accordance with the Federal State Educational Standard of Higher Education.

Code and name of the competence	Indicators of competency achievement
organizational and managerial	
PC-2 Evaluation of the effectiveness of foreign trade transactions	ID-1.PK-2 Know: Methods and principles of system analysis of foreign economic information Fundamentals of risk management in foreign economic activity Basics of Business Planning Terms of a foreign trade contract Marketing and pricing features English language (threshold advanced level B2) Fundamentals of Economic Theory The procedure for preparing established reports

<p>PC-2 Evaluation of the effectiveness of foreign trade transactions</p>	<p>ID-2.PK-2 Be able to: Interact with the organization's departments to identify the overall strategy for the organization's development Work with information systems and databases on foreign economic activity Assess the organization's export potential and the organization's import needs Prepare proposals on the priorities of the organization's foreign economic activities Calculate financial performance indicators of an organization's foreign economic activity Prepare proposals (reports) for the development of the organization's foreign economic activities</p>
	<p>ID-3.PK-2 Have practical experience: Assessing the possibility of an organization receiving state support for foreign economic activity Preparation of proposals on the feasibility of obtaining state support for foreign economic activity Assessment of the organization's export potential and the organization's import needs Preparation of proposals on the priorities of the organization's foreign economic activity of the organization's foreign economic activities</p> <p>Conducting an analysis of the results of the organization's foreign economic activity Preparation of proposals for the development of the organization's foreign economic activities</p>
<p>PC-3 Planning of foreign economic activities of the organization</p>	<p>ID-1.PK-3 Know: Regulatory legal acts governing foreign economic activity product requirements</p> <p>Regulatory legal acts governing state support for foreign economic activity Types, forms and instruments of state support for foreign economic activity Methods and principles of system analysis of foreign economic information Rules for preparing documentation for a foreign trade contract Document flow procedures in an organization Fundamentals of risk management in foreign economic activity Basics of Business Planning Terms of a foreign trade contract Marketing and pricing features Business communication ethics and negotiation rules English language (threshold advanced level B2) Fundamentals of Economic Theory Fundamentals of labor legislation of the Russian Federation Rules of administrative document flow The procedure for preparing established reports Fire safety regulations Occupational health and safety requirements</p>

PC-3 Planning of foreign economic activities of the organization	ID-2.PC-3 Be able to: Use computing, copying, auxiliary equipment and various types of telecommunications To generalize and systematize information about the organization's objectives in the field of foreign economic activity Develop strategic and current plans for the organization's foreign economic activities To generalize and systematize information on the organization's areas of activity
	ID-3.PK-3 Have practical experience (work activities): Preparation of a draft plan for foreign economic activity 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 Coordination and presentation of the final plan for foreign economic activity within the organization

5. THEMATIC PLAN

Topic	Topic Title	Total hours	Contact work (according to academic activity)			Independent work	Control of independent work
			Lectures	Laboratory	Practical classes		
			Hours				
Semester 3		72					
Topic 1.	Rules for preparing documentation for a foreign trade contract. Regulatory legal acts governing foreign economic activity. Structure and terms of a foreign trade contract. PC-2.3	22			2	20	
Topic 2.	INCOTERM structure. Group E. Group F. Group C. Group D.	24			4	20	
Topic 3.	Specifics of using basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Selecting INCOTERMS as a tool for reducing risks in foreign trade transactions. PC-2.3	26			2	24	

6. FORMS CURRENT CONTROL AND INTERMEDIATE CERTIFICATIONS SCALES ASSESSMENTS

Section/Topic	Type of assessment tool	Description of the assessment tool	Evaluation criteria
Current control (Appendix 4)			

<p>Topic 1</p>	<p>Test 1 (Appendix 4)</p>	<p>Preparation and defense of a presentation report on a chosen 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 2 (Appendix 4)</p>	<p>Test of 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 3 (Appendix 4)	A case study on calculating the efficiency 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>
Interim assessment (Appendix 5)			
3rd semester (For)	Test (Appendix 5)	The test consists of a test and a practical assignment.	<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 RATING SCALES

The indicator for assessing the mastery of the basic educational program is formed on the basis of combining current monitoring and midterm assessment of the student.

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

Ongoing assessment. A 100-point grading system is used. Student work is assessed throughout the semester by the instructor in accordance with the instructor's developed assessment system for academic achievement in the given course.

The work programs of disciplines and internships set out the types of ongoing monitoring, planned results of monitoring activities, and criteria for assessing academic achievements.

During the semester, the instructor conducts at least three assessments to evaluate student performance. If class attendance is included in the rating, this indicator constitutes no more than 20% of the maximum score for the course.

Midterm assessment. A 5-point grading system is used.

The student's work is assessed at the end of a course (or part of a course) by the instructor in accordance with the instructor's developed system for assessing student achievement in that course. Midterm assessment is also conducted upon completion of competency development.

The procedure for converting the rating provided for by the assessment system for a discipline into a five-point system.

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

Average level – 69% - 50% – satisfactory.

Evaluation indicator	On a 5-point scale	Characteristics of the indicator
100% - 85%	Great	possess 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, and evaluate results at a high level
84% - 70%	Fine	possess 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, and evaluate results. There may be some errors that the student can correct independently during the work process (answer , etc.)
69% - 50%	satisfactorily	have general theoretical knowledge, are able to apply, research, identify, analyze, systematize, categorize , calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results at an average level. Mistakes are made that the student finds difficult to correct on his own.
49% or less	unsatisfactory	do not have a full range of general theoretical knowledge, and are unable to independently apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, or evaluate results. The skills and abilities to solve professional problems have not been developed
100% - 50%	passed	the characteristic of the indicator corresponds to "excellent",
49% or less	not credited	the indicator characteristic corresponds to "unsatisfactory"

7. CONTENT DISCIPLINES

7.2 Contents of practical classes and laboratory work

Topic 1. Rules for preparing documentation for a foreign trade contract. Regulatory legal acts governing foreign economic activity. The structure and terms of a foreign trade contract. PC-2, 3

Mechanisms for state regulation of foreign trade activities in the Russian Federation. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner for foreign economic activity.

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

The nature and main types of international commercial transactions. Classification of international commercial transactions. Basic methods for conducting international commercial transactions.

The concept of a foreign trade transaction. Factors determining the foreign trade nature of transactions. Subjects and objects of foreign trade transactions. Classification of types of foreign trade transactions by objects of the transaction. The nature and specifics of concluding foreign trade transactions involving 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, 1980) in foreign trade activities. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner in foreign economic activity. The structure of a foreign trade contract and the economic justification for decisions in the field of foreign economic activity. The specifics of using basic and transport terms

(INCOTERMS) in the implementation of foreign trade contracts. Tools for mitigating financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions.

Methods of conducting foreign economic transactions. The nature and advantages of direct and indirect methods of conducting foreign economic transactions. Procedures for preparing foreign economic transactions with direct connections.

Foreign trade brokerage. Types of trade and brokerage operations. The nature of brokerage and commission foreign trade operations and resale transactions. Methods of remunerating brokers.

Types of foreign trade contracts and their specifics. Legal aspects of foreign trade sales contracts. Structure of a foreign trade contract.

Contents and procedures for completing contract sections.

Regulatory legal acts governing foreign economic activity.

International agreements in the field of standards and product requirements. Regulatory legal acts governing state support of foreign economic activity. Types, forms, and instruments of state support for foreign economic activity. Methods and fundamentals of systems analysis of foreign economic information. Rules for preparing documentation for a foreign trade contract. Document flow procedure in an organization. Fundamentals of risk management in foreign economic activity. Terms of a foreign trade contract.

Marketing and pricing features. Business communication ethics and negotiation rules. Rules for administrative document flow. Procedure for preparing established reports.

The format of the seminar is the solution of a complex case study and practical problems.

- Formation of a mechanism for state regulation of foreign trade activities in the Russian Federation (preparation of presentations);

- Formation of the customs union EurAsEC / EEU EurAsEC / EAEU and changes in the regulatory framework for regulating foreign trade activities in the Russian Federation (assessment);

- Subjectivity of interests of foreign trade participants (Resolving a comprehensive case study and preparing

Topic 2. INCOTERM structure. Group E. Group F. Group C. Group D.
A set of international rules (Incoterms) used to determine the basic terms and conditions for the delivery of goods. Groups and types of terms, and the fundamental differences between them. Group E. Group F. Group C. Group D. Accepted official abbreviations of terms. Specific uses of terms for various modes of transportation. Allocation 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 buyer according to Incoterms (under different basic delivery terms). Obligations of the seller and buyer common to different basic delivery terms.

Determining payment terms in a foreign trade contract. Payment methods used in international trade practice. Types of payments, their differences, and specific uses. Currency controls in foreign economic activity.

The structure of a foreign trade contract and the economic rationale for decisions in the field of foreign economic activity.

Using basic and transport terms (INCOTERMS) in foreign trade contracts. Tools for mitigating financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions.

Terms of a foreign trade contract. Marketing and pricing.

Topic 3. Features of the use of basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Selecting INCOTERMS as a tool for reducing risks in foreign trade transactions. PC-2, 3

Economic justification of decisions based on the 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. The procedure for calculating the total customs payment. Features of the use of 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 principles of system analysis of foreign economic information. Fundamentals of risk management in foreign economic activity. Fundamentals of business planning. Terms of a foreign trade contract. Marketing and pricing features. The procedure for preparing established reports

The format of the seminar is calculation and graphic work, case study.

7.3. Contents of independent work

Topic 1. Rules for preparing documentation for a foreign trade contract. Regulatory legal acts governing foreign economic activity. The structure and terms of a foreign trade contract. PC-2, 3

Mechanisms for state regulation of foreign trade activities in the Russian Federation. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner for foreign economic activity.

The objective is to study the specifics of the legal basis for state regulation of foreign trade activities in the Russian Federation.

Objective: to identify the specific features of implementing international commercial transactions and to know the economic conditions for selecting a foreign partner when carrying out foreign economic activity.

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

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

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare presentation reports on the topic (optional):

1. The mechanism of state regulation of foreign trade activities in the Russian Federation.
2. Non-tariff instruments of foreign trade regulation in the modern global economy.
3. Tariff instruments of foreign trade regulation in the modern global economy.
4. Analysis of the structure of a foreign trade contract using an example (enterprise – student's choice).
5. Application of Incoterms in foreign trade cooperation.
6. Foreign trade protectionism: international experience and Russian practice.
7. Use of letters of credit when concluding foreign trade transactions.
8. Use of collection in foreign economic activity.
9. VAT refund when carrying out foreign trade transactions: international experience.
10. Application of licensing in the Russian Federation when conducting foreign trade transactions with certain categories of goods.
11. Features of a Russian enterprise entering a foreign market (country of the student's choice).

Assignment – Creative work on developing a problem (case) based on the practical lesson materials using a company as an example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

Topic 2. INCOTERM structure. Group E. Group F. Group C. Group D.
The structure of a foreign trade contract and the economic rationale for decisions in foreign trade.
Specific aspects of using basic and transport terms (INCOTERMS) in foreign trade contracts. Tools for mitigating financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions.

The objective is to study the methodological foundations of drafting a foreign trade contract.
Objective: to identify the specific features of using basic and transport conditions in the implementation of foreign trade contracts.

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

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

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare a presentation report on the topic (optional):

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

Assignment – Creative work on developing a problem (case) based on the practical lesson materials using a company as an example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

Topic 3. Features of the use of basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Selecting INCOTERMS as a tool for reducing risks in foreign trade transactions. PC-2, 3

Economic justification of decisions based on foreign economic performance indicators activities

The objective is to study the indicators of economic efficiency in the implementation of foreign economic activities.

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

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

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

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare a presentation report on the topic (optional):

- Stages of calculating economic efficiency in the implementation of foreign economic activity.
- The influence of basic delivery conditions on the calculation of customs duties when implementing a foreign trade transaction.
- Calculation of the economic efficiency of a foreign trade transaction using a basis (a basis chosen by the student) using an example (an enterprise chosen by the student).

Assignment – Creative work on developing a problem (case) based on practical lesson materials using an enterprise as an example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

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

7.3.2. Practical assignments on the subject for independent preparation for
the test/exam
Appendix 2

7.3.3. List of coursework
Coursework is not included in the curriculum.

7.4. Student's electronic portfolio
The placement of materials in the student's Electronic Portfolio is not provided.

7.5. Methodological recommendations for completing the test
The test is not included in the curriculum.

7.6 Methodological recommendations for completing coursework
Coursework is not included in the curriculum.

8. PECULIARITIES ORGANIZATIONS EDUCATIONAL PROCESS BY DISCIPLINE FOR PERSONS WITH LIMITED OPPORTUNITIES HEALTH

By statement student

IN purposes availability development programs For persons With limited opportunities health at
necessity department provides next conditions:

- special order development disciplines, With taking into account states their health;
- electronic educational resources By discipline V forms, adapted To restrictions their health;
- studying disciplines By individual educational plan (outside dependencies from forms training);
- electronic education And remote educational technologies, which provide for possibilities reception
and transmission information V available For them forms.
- access (remote access), To modern professional bases data And informational reference systems,
compound which defined RPD.

9. SCROLL BASIC AND ADDITIONAL EDUCATIONAL LITERATURE, NECESSARY FOR DEVELOPMENT DISCIPLINES

Website libraries USUE

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

Main literature:

2. Gromova N.M. Foreign Trade Contract [Electronic
resource]: Study Guide. - Moscow: Magistr Publishing House, 2021. - 144 - Access mode:
<https://znanium.com/catalog/product/1215352>

3. Karpunina E.V., Karpunin A.Yu., Gadzhiev N.G., Konovalenko S.A. Foreign economic activity [Electronic resource]: Textbook. - Moscow: OOO "Scientific Publishing Center INFRA-M", 2024. - 265 - Access mode: <https://znanium.com/catalog/product/1870116>

Further reading:

2. Degtyareva O.I., Ratushnyak E.S. Management of foreign economic activity in the Russian Federation in the context of integration within the EAEU [Electronic resource]: Study guide. - Moscow: Magistr Publishing House, 2019. - 368 - Access mode: <https://znanium.com/catalog/product/1037695>

3. Ivanov M.Yu., Ivanova M.B. Foreign economic activity [Electronic resource]: Textbook. - Moscow: Publishing Center RIO, 2020. - 128 - Access mode: <https://znanium.com/catalog/product/1052246>

4. Organization and management of foreign economic activity of the enterprise. Study guide. [in 2 parts]. Part 1 [Electronic resource]:. - Ekaterinburg: [USUE Publishing House], 2014. - 215 – Access mode: <http://lib.usue.ru/resource/limit/ump/15/p483355.pdf>

5. Organization and management of foreign economic activity of the enterprise. Study guide. [in 2 parts]. Part 2 [Electronic resource]:. - Ekaterinburg: [USUE Publishing House], 2015. - 208 – Access mode: <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. International commercial operations: theory and practice [Electronic resource]: study guide. - Ekaterinburg: [USUE Publishing House], 2019. - 244 - Access mode: <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 PA International Logistics: The Management of International Trade Operations: 5th edition. - , 2018. - 717

10. SCROLL INFORMATIONAL TECHNOLOGIES, INCLUDING SCROLL LICENSE SOFTWARE SUPPORT AND INFORMATIONAL REFERENCE SYSTEMS, ONLINE COURSES, USED AT IMPLEMENTATION EDUCATIONAL PROCESS BY DISCIPLINE

List of licensed software:

MyOffice standard. Agreement No. SK-281 from 7 June 2017. Date conclusions - 07.06.2017. Term actions licenses - without restrictions term.

Astra Linux Common Edition. Agreement No. 0417-PO/2019 from May 8, 2019, Act No. Sk000343 from May 24, 2019 And Contract No. 35-U/2018 from June 13, 2018, Act No. UT213 from December 17, 2018. Term actions licenses - without restrictions term.

Libre Office. License GNU LGPL. Term actions licenses - without restrictions term.

List of information reference systems, resources of the information and telecommunications network "Internet":

Reference and legal information system Guarantee. Agreement No. 58419 from 22 December 2015. Term actions licenses -without restrictions term

Reference and legal information system Consultant +. Agreement No. 143/223-U/2025 from December 2, 2025 Term actions licenses to December 31, 2026

11. DESCRIPTION LOGISTICS BASES, NECESSARY FOR IMPLEMENTATIONS EDUCATIONAL PROCESS BY DISCIPLINE

Implementation educational disciplines is being carried out With using logistical bases USUE, providing conducting everyone species educational classes And research And independent work students:

Special premises represent by yourself educational audience For conducting everyone species classes, group And individual consultations, current control And intermediate certification.

Premises For independent work students equipped computer technology With opportunity connections To networks "Internet" And provision access V electronic informational and educational Wednesday USUE.

All premises staffed specialized furniture And equipped multimedia equipment special equipment (information and telecommunications, other computer), access To information retrieval, reference and legal systems, electronic library systems, bases data current legislation, other informational resources employees For performances educational information big audience.

For conducting classes lecture type presentations And other educational visual aids benefits, providing thematic illustrations.

7.3.1. Sample questions for independent preparation for the test/exam

To be credited

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

7.3.2. Practical assignments on the subject for independent preparation for the exam/test

Sample practical assignments for the test

PC-2 - Evaluation of the effectiveness of foreign trade transactions

PC-3 Planning of foreign economic activities of the organization

Exercise	Competences	Formulation of the task
1.	PC2, 3	Which organization develops Incoterms rules?
2.	PC3. 2	What basic contract terms (Incoterms 2020) oblige the Seller to enter into an insurance contract in favor of the Buyer?
3.	PC3. 2	The basic terms of delivery (Incoterms) in the contract are defined (two possible answers): a) Procedure for transportation of goods; b) Distribution of delivery costs between the seller and the buyer; c) Responsibility of the parties for the performance of the contract; d) The moment of transfer of risk for delivery of goods from the seller to the buyer.
4.	PC3. 2	The basic terms of delivery in the contract define two important points - 1) and 2)
5.	PC3. 2	In what cases does the buyer bear all costs and risks after the goods have passed the ship's rail at the port of shipment and are placed on board, under the following conditions: a) FOB; b) FAS; c) CFR; d) CIF
6.	PC2	The basic delivery term CIF assumes that the risk of accidental loss of or damage to the goods is transferred from the seller to the buyer
7.	PC2	When goods are delivered on FOB terms, the vessel's freight provides
8.	PC2	The basic condition "DDP Moscow, buyer's warehouse" assumes that transportation across the single customs territory is paid by
9.	PC2	When delivering goods on EXW terms, responsibility for loading them onto the buyer's vehicle, unless otherwise agreed, lies with
10.	PC2	Under the basic CFR condition, sea transportation is carried out: a) at the risk and expense of the seller; b) at the risk of the seller, but at the expense of the buyer; c) at the buyer's risk, but at the seller's expense; d) at the risk and expense of the buyer.
11.	PC2	When goods are delivered on EXW terms, responsibility for clearing the goods for export, unless otherwise agreed, lies with

Exercise	Competences	Formulation of the task
12.	PC2	<p>The FCA's basic condition requires the seller to fulfill its delivery obligations upon delivery of the goods (two answer options):</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 his enterprise, subject to ensuring the loading of the goods onto the carrier's vehicle; r) to the carrier at the named point of departure (mainline transport terminal).</p>
13.	PC2	<p>Compare the moments of transfer of risks of accidental loss or damage to goods 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 at the port of loading в) upon transfer to the first carrier of the Seller r) at the destination at the place designated by the Buyer</p>
14.	PC2	<p>Compare the group of basic delivery terms (Incoterms 2020) and its description:</p> <p>a) Group D б) Group F в) Group E r) Group C</p> <p>1) the main freight is not paid, 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) dispatch, i.e. the seller places the goods at the disposal of the buyer at his premises; 4) arrival, i.e. the seller enters into a contract of carriage and places the goods at the disposal of the buyer at the agreed place of destination, with or without payment of duty.</p>
15.	PC2	<p>Which Incoterms 2020 basic delivery term implies the seller's maximum liability for the delivery of goods under a foreign trade contract:</p> <p>a) EXW; б) DAP; в) FCA; r) DDP.</p>
16.	PC2	<p>Which Incoterms 2020 basic delivery condition stipulates the seller's maximum liability for the delivery of goods under a foreign trade contract?</p>
17.	PC2	<p>Which Incoterms 2020 basic delivery condition stipulates the seller's minimum liability for the delivery of goods under a foreign trade contract?</p> <p>a) EXW; б) DAP;</p>

Exercise	Competences	Formulation of the task														
		<p>b) FCA; r) DDP.</p>														
18.	PC2	Which Incoterms 2020 basic delivery condition stipulates the seller's minimum liability 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 carrying out an import operation?														
20.	PC2	How does the devaluation/revaluation of the ruble against the dollar (the contract currency) affect the feasibility of carrying out an export operation?														
21.	PC2	Various forms of international commercial activity aimed at making a profit are														
22.	PC2, 3	<p>A domestic company signed a contract to sell 1,000 units of its product to a foreign company for \$220,000, including packaging costs. The shipment is primarily carried out by sea.</p> <p>The remaining expenses (converted into dollars at the official exchange rate) amounted to the following amounts in thousands of dollars:</p> <table border="1"> <thead> <tr> <th>Indicator</th> <th>Sum</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. Chartering a vessel</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. Insurance of the main transportation</td> <td>4.0</td> </tr> </tbody> </table> <p>Determine the price of a foreign trade contract concluded under EXW terms (Incoterms 2020). EXW price - thousand dollars (rounded to tenths).</p>	Indicator	Sum	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. Chartering a vessel	15.6	5. Loading and unloading operations at the port of departure	2.0	6. Insurance of the main transportation	4.0
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6. Insurance of the main transportation	4.0							
25.	PC2, 3	In case of disputes, which document takes precedence: INCOTERMS or the provisions of the foreign trade contract?						
26.	PC 2	Can Incoterms 2020 be used for domestic contracts?						
27.	PC 2	Which Incoterms 2020 delivery terms from group F are used when the main transportation is by water (sea) transport?						
28.	PC 2	Which Incoterms 2020 delivery terms from group C are used when the main transportation is by water (sea) transport?						
29.	PC 2	Which Incoterms 2020 delivery terms from group E are used when the main transport is by water (sea) transport?						
30.	PC 2	Which Incoterms 2020 delivery terms from group D are used when the main transportation is by water (sea) transport?						
31.	PC 2	Which Incoterms 2020 delivery terms from group E are used when the main transport is by any mode of transport(s)?						
32.	PC 2	Which Incoterms 2020 delivery terms from group F are used when the main transportation is carried out by any mode of transport(s)?						
33.	PC 2	Which Incoterms 2020 delivery terms from group C are used when the main transport is by any mode of transport(s)?						
34.	PC 2	Which Incoterms 2020 delivery terms from group D are used when the main transportation is carried out by any mode of transport(s)?						
35.	PC2	<p>What type of transport does the basic condition require (match the condition and the type 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 . maritime transport b . any type of transport</p>						
36.	PC2	Which Incoterms 2020 delivery terms assume that the contract price will include costs associated with import customs clearance?						
37.	PC 2	Which Incoterms 2020 delivery term assumes that the contract price will include costs associated with unloading the vehicle at the destination?						
38.	PC 2.3	<p>Under the basic CPT condition, the risk of accidental loss of or damage to the goods is transferred from the seller to the buyer:</p> <p>a) when the cargo crosses the ship's rails at the loading port;</p> <p>b) when the cargo crosses the ship's rails at the port of unloading;</p> <p>c) when transferring the cargo to the first carrier;</p> <p>d) after unloading from the vehicle at the named destination.</p>						
39.	PC 2.3	<p>Under FCA terms where the named point is an airport, the seller's liability ends:</p> <p>a) when handing over the cargo to the carrier at the airport of departure;</p>						

Exercise	Competences	Formulation of the task
		<ul style="list-style-type: none"> б) when placing the goods in the seller's finished goods warehouse; в) when loading goods onto air transport at the airport of departure; г) upon receipt of the goods by the buyer at the destination airport.
40.	PC 2.3	<p>Under the basic conditions of CFR and CIF, sea transportation is carried out:</p> <ul style="list-style-type: none"> а) at the risk and expense of the seller; б) at the risk of the seller, but at the expense of the buyer; в) at the buyer's risk, but at the seller's expense; г) at the risk and expense of the buyer.