

## [GOG301] FINANCE AND INTERNATIONAL TRADE

### GENERAL INFORMATION

<b>Studies</b>	DEGREE IN INDUSTRIAL ORGANIZATION ENGINEERING		<b>Subject</b>	?
<b>Semester</b>	1	<b>Course</b>	3	<b>Mention / Field of specialisation</b>
<b>Character</b>	COMPULSORY		<b>Language</b>	CASTELLANO/EUSKARA
<b>Plan</b>	2022	<b>Modality</b>	Face-to-face	<b>Total hours</b> 67.5 class hours + 45 non-class hours = <b>112.5 total hours</b>
<b>Credits</b>	4,5	<b>Hours/week</b>	3.75	

### PROFESSORS

AZPI-PRADO LARBURU, MARTA

### REQUIRED PREVIOUS KNOWLEDGE

Subjects	Knowledge
(No specific previous subjects required)	(No previous knowledge required)

### LEARNING RESULTS

LEARNING RESULTS	KC	SK	AB	ECTS
<b>GOR307</b> - To manage an international trade operation in a globalized world, taking into account all the areas involved: legal, commercial, logistical, financial, customs and tax		x		3,78
<b>G-RTR1</b> - To develop interdisciplinary projects specific to their specialty and of gradual complexity, - becoming aware of respect for human rights and fundamental rights, and analyzing and assessing the impact of the proposed solutions on the SDGs - to acquire and/or apply basic, advanced and /or avant-garde, demonstrating the ability to work in multidisciplinary teams and/or undertake further studies with a high degree of autonomy		x		0,4
<b>G-RTR2</b> - To express information, ideas and the arguments that support them in an orderly, clear and coherent manner, orally and in writing, based on quality information, self-made or obtained from different sources, using inclusive and non-discriminatory language		x		0,32
<b>Total:</b>				<b>4,5</b>

KC: Knowledge or Content / SK: Skills / AB: Abilities

### ENAE LEARNING RESULTS

ENAE LEARNING RESULTS	ECTS
<b>ENAE03</b> - Knowledge and understanding: Sufficient knowledge of their branch of engineering, including some knowledge at the forefront of their field.	2,02
<b>ENAE05</b> - Analysis in engineering: Ability to apply their knowledge and understanding in identifying, formulating and solving engineering problems using established methods.	0,4
<b>ENAE07</b> - Analysis in engineering: Ability to choose and apply relevant modelling and analytical methods.	0,73
<b>ENAE09</b> - Engineering projects: Understanding of the different methods and ability to use them.	0,27
<b>ENAE15</b> - Practical application of engineering: Understanding of applicable methods and techniques and their limitations.	0,27
<b>ENAE17</b> - Transversal competences: To work effectively, both individually and in a team.	0,27
<b>ENAE18</b> - Transversal competences: To use different methods to communicate effectively with the engineering community and society in general.	0,27
<b>ENAE20</b> - Transversal competences: Demonstrate that they are aware of entrepreneurial practices and project management, in addition to risk control and management and understand their limitations.	0,27
<b>Total:</b>	<b>4,5</b>

### SECONDARY LEARNING RESULTS

**RG0390** [!] *Definir y gestionar los objetivos y la planificación de un proyecto que le permita adquirir y/o reforzar los conocimientos de tecnologías específicas de su especialidad,- que en ocasiones llegan a la vanguardia del conocimiento- y definir una estrate*

#### LEARNING ACTIVITIES

	CH	NCH	TH
Development and writing of records, reports, presentations, audiovisual material, etc. on projects/work experience/challenges/case studies/experimental investigations carried out individually and/or in teams	2 h.	2 h.	4 h.

#### EVALUATION SYSTEM

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems	75%
Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree	25%

#### MAKE-UP MECHANISMS

(No mechanisms)

project, master's thesis, challenges and problems

**CH - Class hours:** 2 h.  
**NCH - Non-class hours:** 2 h.  
**TH - Total hours:** 4 h.

**RG0391** [!] *Coordinar el equipo de trabajo, estimulando la cohesión y buen clima para lograr la integración de todas las personas y su contribución para alcanzar un rendimiento apropiado, tanto a nivel individual como grupal, para el desarrollo del proyecto en*

LEARNING ACTIVITIES	CH	NCH	TH
Development and writing of records, reports, presentations, audiovisual material, etc. on projects/work experience/challenges/case studies/experimental investigations carried out individually and/or in teams	2 h.	1 h.	3 h.
EVALUATION SYSTEM	W	MAKE-UP MECHANISMS	
Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems	75%	(No mechanisms)	
Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems	25%		

**CH - Class hours:** 2 h.  
**NCH - Non-class hours:** 1 h.  
**TH - Total hours:** 3 h.

**RG0392** [!] *Identificar y argumentar de forma precisa los ODS en los que incide el proyecto realizado, aportando posibles acciones para la mejora.*

LEARNING ACTIVITIES	CH	NCH	TH
Development and writing of records, reports, presentations, audiovisual material, etc. on projects/work experience/challenges/case studies/experimental investigations carried out individually and/or in teams	2 h.	1 h.	3 h.
EVALUATION SYSTEM	W	MAKE-UP MECHANISMS	
Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems	75%	(No mechanisms)	
Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems	25%		

**CH - Class hours:** 2 h.  
**NCH - Non-class hours:** 1 h.  
**TH - Total hours:** 3 h.

**RG0393** [!] *Elabora la memoria del proyecto, aportando argumentos elaborados y haciendo un uso correcto, inclusivo y no discriminatorio del lenguaje.*

LEARNING ACTIVITIES	CH	NCH	TH
Development and writing of records, reports, presentations, audiovisual material, etc. on projects/work experience/challenges/case studies/experimental investigations carried out	2 h.	2 h.	4 h.

individually and/or in teams

**EVALUATION SYSTEM**

**W**

**MAKE-UP MECHANISMS**

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems

75%

(No mechanisms)

Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems

25%

**CH - Class hours:** 2 h.

**NCH - Non-class hours:** 2 h.

**TH - Total hours:** 4 h.

**RG0394** [!] *Realiza una presentación oral del proyecto, justificando las soluciones propuestas con argumentos elaborados y precisos, y haciendo un uso correcto, inclusivo y no discriminatorio del lenguaje.*

**LEARNING ACTIVITIES**

**CH**

**NCH**

**TH**

Development and writing of records, reports, presentations, audiovisual material, etc. on projects/work experience/challenges/case studies/experimental investigations carried out individually and/or in teams

3 h.

1 h.

4 h.

**EVALUATION SYSTEM**

**W**

**MAKE-UP MECHANISMS**

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems

75%

(No mechanisms)

Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems

25%

**CH - Class hours:** 3 h.

**NCH - Non-class hours:** 1 h.

**TH - Total hours:** 4 h.

**RG0318** [!] *DESCRIBE detalladamente las reglas Incoterms® de la ICC, su importancia en la compraventa internacional de mercancías (obligaciones y responsabilidades de las partes), y su incidencia en los contratos accesorios (transporte, seguro y crédito document*

**LEARNING ACTIVITIES**

**CH**

**NCH**

**TH**

Personal study and flexible development of concepts and subjects using active dynamics, to foster more meaningful learning

13 h.

13 h.

Conducting tests, giving presentations, presenting defences, taking examinations and/or doing checkpoints

2 h.

2 h.

Carrying out/resolving projects/challenges/cases, etc. to provide solutions to problems in interdisciplinary contexts, real and/or simulated, individually and/or in teams

8 h.

6 h.

14 h.

Presentation by the teacher in the classroom, in participatory classes, of concepts and procedures associated with the subjects

16 h.

16 h.

Carrying out exercises and solving problems individually and/or in teams

2 h.

2 h.

**EVALUATION SYSTEM**

**W**

**MAKE-UP MECHANISMS**

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems

15%

Individual written and/or oral tests or individual coding/programming tests

Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems

15%

Individual written and/or oral tests or individual

70%

coding/programming tests

**CH - Class hours:** 28 h.

**NCH - Non-class hours:** 19 h.

**TH - Total hours:** 47 h.

**RG0319** [!] *DISTINGUE los distintos modos de transporte, el rol del quién es qué en ellos, y la contratación del seguro de la carga en función de las condiciones específicas de cada caso.*

**LEARNING ACTIVITIES**

	<b>CH</b>	<b>NCH</b>	<b>TH</b>
Personal study and flexible development of concepts and subjects using active dynamics, to foster more meaningful learning		6 h.	6 h.
Conducting tests, giving presentations, presenting defences, taking examinations and/or doing checkpoints	1 h.		1 h.
Carrying out/resolving projects/challenges/cases, etc. to provide solutions to problems in interdisciplinary contexts, real and/or simulated, individually and/or in teams	3 h.	2 h.	5 h.
Presentation by the teacher in the classroom, in participatory classes, of concepts and procedures associated with the subjects	6 h.		6 h.
Carrying out exercises and solving problems individually and/or in teams	1 h.		1 h.

**EVALUATION SYSTEM**

**W**

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems

13%

Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems

74%

Individual written and/or oral tests or individual coding/programming tests

**MAKE-UP MECHANISMS**

Individual written and/or oral tests or individual coding/programming tests

**CH - Class hours:** 11 h.

**NCH - Non-class hours:** 8 h.

**TH - Total hours:** 19 h.

**RG0320** [!] *INTERPRETA los principales medios de cobro y pago internacionales, y la necesaria coherencia entre las reglas Incoterms®, la gestión documental y los créditos documentarios, en un nuevo escenario que evoluciona hacia el "fintech" y el "digital trade"*

**LEARNING ACTIVITIES**

	<b>CH</b>	<b>NCH</b>	<b>TH</b>
Personal study and flexible development of concepts and subjects using active dynamics, to foster more meaningful learning	,5 h.	8 h.	8,5 h.
Conducting tests, giving presentations, presenting defences, taking examinations and/or doing checkpoints	1 h.		1 h.
Carrying out/resolving projects/challenges/cases, etc. to provide solutions to problems in interdisciplinary contexts, real and/or simulated, individually and/or in teams	5 h.	3 h.	8 h.
Presentation by the teacher in the classroom, in participatory classes, of concepts and procedures associated with the subjects	10 h.		10 h.
Carrying out exercises and solving problems individually and/or in teams	1 h.		1 h.

**EVALUATION SYSTEM**

**W**

Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems

14%

Presentation and defence of exercises, case studies, computer practical work, simulation practical work, laboratory practical work, term projects, end of degree project, master's thesis, challenges and problems

72%

Individual written and/or oral tests or individual

**MAKE-UP MECHANISMS**

Individual written and/or oral tests or individual coding/programming tests

coding/programming tests

**CH - Class hours:** 17,5 h.  
**NCH - Non-class hours:** 11 h.  
**TH - Total hours:** 28,5 h.

## CONTENTS

Topic 1: International contractingIntroduction.The importance of the international contract.Concept, characteristics and types of international contracts.Legal instruments and dispute resolution.ICC International Sale and Sale of Goods Contract.Exercises and/or debates. Practical cases. Topic 2: The Incoterms® 2020 rulesIntroduction.Concept, nature, classification, terminology.What the Incoterms® 2020 rules are for and what they are not for.The Incoterms® 2020 rules: Why new Incoterms® rules? Review timeline. Main changes.News of the Incoterms® 2020 rules vs. 2010.News of the Incoterms® 2010 rules vs. 2000.Impact of the Incoterms® 2020 rules on the relationships and responsibilities between buyer and seller: developments in the transfer of risk. Place of delivery of the goods, risks and costs.The importance of the Incoterms® 2020 rules in international sales. How to incorporate Incoterms® 2020 rules in sales contracts.Incoterms® rules and the 1980 United Nations Vienna Convention (CISG). Relation to the obligations and responsibilities of the parties, especially with respect to goods, defined in the 1980 Vienna Convention on the International Sale of Goods.The correct use of Incoterms® rules in the calculations of international commercial offers, in order to optimize their competitiveness.The Incoterms® 2020 rules and the contract of carriage. Logistics and transportation aspects. How to use them. Main errors. Tips.The Incoterms® 2020 rules and the insurance contract.The Incoterms® 2020 rules and customs management.The Incoterms® 2020 rules and the formalization of documentation.Relationship between Incoterms® 2020 rules and international payment methods. Necessary consistency between Incoterms® rules and documentary credits.The correct choice of Incoterms® rules for each transaction. Due use of the Incoterms® 2020 rules. Exercises and/or debates. Practical cases. Topic 3: International transportIntroduction.Modes of transportation. Physical and personal means. Price calculations based on a maritime quote. Topic 4: Insurance of international transportation of goodsRisks of International Trade.Risks in the business environment (market, commercial and credit, operational)Risks in foreign trade operations (political)Financial risks (exchange, interest)Cargo insurance. Definition and generalities.Clauses of the Institute of Insurers of London. Coverages.Transportation insurance policy vs. Transport insurance certificate.Exercises and/or debates. Practical cases. Topic 5: The main documents of international tradeCommercial documents.Transport documents.Payment and insurance documents. Customs and tax documents.Certificates.Exercises and/or debates. Practical cases. Topic 6: International finance – The means of international collection and paymentInternational payment methods.Introduction.The time of payment.General criteria for selecting payment methods.The documentary credit (CD). Definitions and concepts, intervening parties, general circuit of the CD, classification, scope of compliance with the conditions of the CD, modalities, operation of import CDs, processing of export CDs, costs of the CD, advantages and disadvantages.Regulatory and applicable regulations (UCP 600).Exercises and/or debates. Practical cases. Topic 7: Digital transformation of international tradeIntroduction.Technologies applied to international trade.Digitization of international trade.Blockchain and the ICC Incoterms® rules.Real cases and current projects.Exercises and/or debates. Practical cases.

## LEARNING RESOURCES AND BIBLIOGRAPHY

### Learning resources

Subject notes  
Video projections  
Technical articles  
Topic related web quires

### Bibliography

<https://incotrans.es/es/noticias/>