

## [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>Plan</b>	2022	<b>Modality</b>	Face-to-face	<b>Language</b> EUSKARA/CASTELLANO/ENGLISH
<b>Credits</b>	4,5	<b>Hours/week</b>	3.75	<b>Total hours</b> 67.5 class hours + 45 non-class hours = <b>112.5 total hours</b>

### 2030 AGENDA GOALS



### 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
ENAE03 - Knowledge and understanding: Sufficient knowledge of their branch of engineering, including some knowledge at the forefront of their field.	2,02
ENAE05 - Analysis in engineering: Ability to apply their knowledge and understanding in identifying, formulating and solving engineering problems using established methods.	0,4
ENAE07 - Analysis in engineering: Ability to choose and apply relevant modelling and analytical methods.	0,73
ENAE09 - Engineering projects: Understanding of the different methods and ability to use them.	0,27
ENAE15 - Practical application of engineering: Understanding of applicable methods and techniques and their limitations.	0,27
ENAE17 - Transversal competences: To work effectively, both individually and in a team.	0,27
ENAE18 - Transversal competences: To use different methods to communicate effectively with the engineering community and society in general.	0,27
ENAE20 - 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
Total:	4,5

### SECONDARY LEARNING RESULTS

#### 1RGO390 (1 sem)

#### 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

W

75%

#### MAKE-UP MECHANISMS

(No mechanisms)

Presentation and defence of exercises, case studies, 25%  
computer practical work, simulation practical work,  
laboratory practical work, term projects, end of degree  
project, master's thesis, challenges and problems

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

### **1RGO391 (1 sem)**

#### **LEARNING ACTIVITIES**

Development and writing of records, reports, presentations, audiovisual material, etc. on 2 h. 1 h. 3 h.  
projects/work experience/challenges/case studies/experimental investigations carried out  
individually and/or in teams

#### **EVALUATION SYSTEM**

**W**

Reports on the completion of exercises, case studies, 75%  
computer exercises, simulation exercises, laboratory  
exercises, term projects, challenges and problems

Presentation and defence of exercises, case studies, 25%  
computer practical work, simulation practical work,  
laboratory practical work, term projects, end of degree  
project, master's thesis, challenges and problems

#### **MAKE-UP MECHANISMS**

(No mechanisms)

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

### **1RGO392 (1 sem)**

#### **LEARNING ACTIVITIES**

Development and writing of records, reports, presentations, audiovisual material, etc. on 2 h. 1 h. 3 h.  
projects/work experience/challenges/case studies/experimental investigations carried out  
individually and/or in teams

#### **EVALUATION SYSTEM**

**W**

Reports on the completion of exercises, case studies, 75%  
computer exercises, simulation exercises, laboratory  
exercises, term projects, challenges and problems

Presentation and defence of exercises, case studies, 25%  
computer practical work, simulation practical work,  
laboratory practical work, term projects, end of degree  
project, master's thesis, challenges and problems

#### **MAKE-UP MECHANISMS**

(No mechanisms)

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

### **1RGO394 (1 sem)**

#### **LEARNING ACTIVITIES**

Development and writing of records, reports, presentations, audiovisual material, etc. on 3 h. 1 h. 4 h.  
projects/work experience/challenges/case studies/experimental investigations carried out  
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:** 3 h.  
**NCH - Non-class hours:** 1 h.  
**TH - Total hours:** 4 h.

**RG0318** [I] *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 coding/programming tests	70%	

**CH - Class hours:** 28 h.  
**NCH - Non-class hours:** 19 h.  
**TH - Total hours:** 47 h.

**1RG0393** (1 sem)

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	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.

**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	CH	NCH	TH
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	MAKE-UP MECHANISMS	
Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems	13%	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	13%		
Individual written and/or oral tests or individual coding/programming tests	74%		

**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	CH	NCH	TH
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	MAKE-UP MECHANISMS	
Reports on the completion of exercises, case studies, computer exercises, simulation exercises, laboratory exercises, term projects, challenges and problems	14%	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	14%		
Individual written and/or oral tests or individual coding/programming tests	72%		

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

## CONTENTS

Topic 1: International Contracting Introduction. The importance of the international contract. Concept, characteristics and types of international contracts. Legal instruments and dispute resolution. ICC contract for the international sale of goods. Exercises and/or discussions. Practical cases.

Topic 2: Incoterms® 2020 Rules Introduction. Concept, nature, classification, terminology. What are Incoterms® 2020 rules for and what are they not for. The Incoterms® 2020 rules: Why new Incoterms® rules? Chronology of the revision. Main changes. What's new in Incoterms® 2020 rules vs. 2010. What's new in Incoterms® 2010 vs. 2000 rules. Impact of the Incoterms® 2020 rules on the relationship and responsibilities between buyer and seller: new features in the transfer of risk. Place of delivery of goods, risks and costs. The importance of Incoterms® 2020 rules in international sales and purchases. How to incorporate Incoterms® 2020 rules in sales contracts. Incoterms® rules and the United Nations Vienna Convention of 1980 (CISG). Relationship with the obligations and responsibilities of the parties, especially regarding goods, as defined in the 1980 Vienna Convention on the International Sale of Goods. The correct use of Incoterms® rules in the calculation of international commercial offers, in order to optimize their competitiveness. Incoterms® 2020 rules and the contract of carriage. Logistic and transport aspects. How to use them. Main mistakes. Tips.

Incoterms® 2020 rules and the insurance contract. Incoterms® 2020 rules and customs management. Incoterms® 2020 rules and documentation formalization. Relationship between Incoterms® 2020 rules and international means of payment. Necessary consistency between Incoterms® rules and documentary credits. The correct choice of Incoterms® rules for each transaction. Proper use of Incoterms® 2020 rules. Exercises and/or discussions. Practical cases.

Topic 3: International transportation Introduction. Modes of transport. Physical and personal means. Price calculations based on a maritime quotation. Topic 4: International freight insurance. International trade risks. 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 London Underwriters. Coverage. Transport insurance policy vs. Transport insurance certificate. Exercises and/or discussions. Practical cases.

Topic 5: The main international trade documents Commercial documents. Transport documents. Payment and insurance documents. Customs and tax documents. Certificates. Exercises and/or discussions. Practical cases. Topic 6: International finance - International means of collection and payment. International means of payment. Introduction. The moment of payment. General criteria for the selection of means of payment. The documentary credit (CD). Definitions and concepts, intervening parties, general circuit of the documentary credit, classification, scope of compliance with the conditions of the documentary credit, modalities, operation of import documentary credits, processing of export documentary credits, costs of the documentary credit, advantages and disadvantages. Regulatory and applicable regulations (UCP 600). Exercises and/or discussions. Case studies. Topic 7: Digital transformation of international trade Introduction. Technologies applied to international trade. Digitalization of international trade. Blockchain and ICC Incoterms® rules. Real cases and current projects. Exercises and/or discussions. Practical cases.

**LEARNING RESOURCES AND BIBLIOGRAPHY****Learning resources**

- [!] *Apuntes de la asignatura*
- [!] *Proyección de videos*
- [!] *Artículos de carácter técnico*
- [!] *Consultas en páginas web relacionadas con el tema*

**Bibliography**

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