

FOREIGN ECONOMIC ACTIVITY OF AN ENTERPRISES

Academic discipline relates to the cycle of disciplines of professional and practical training.

The subject of the course is a complex set of economic, legal, financial relations in the sphere of economic activity between enterprises of Ukraine – subjects of FEA and foreign firms in Ukraine and abroad, justification of the mechanism of organization, regulation, planning and effective governance of market transformation of foreign economic activity of Ukrainian enterprises.

Discipline covers the following issues:

- Foreign economic activity of the subjects of market relations. Factors that stimulate the development of FEA. Subjects of FEA. Approaches to the classification of FEA. Types of FEA. Main trends and indicators of Ukrainian FEA development.
- Regulation of FEA. The system of state regulation of FEA. Legal regulation of FEA. Administrative regulation of FEA. Customs regulation of FEA. The essence of the tariff and its functions. Determination of custom by purpose and functionality, by origin, by influence, by direction of motion, by method of calculation, by principle of constraints, by mechanism of action, by period of application. Determination of customs value. The meaning and organization of customs control.
- State taxes in FEA. Types and functions of taxes in FEA.
- Non-tariff regulation of FEA. The essence of licensing and quotas for foreign economic operations. Types of quotas and licenses.
- Currency regulation of FEA. The essence of currency relations and their manifestations. Currency values and currency transactions. Economic and administrative instruments of currency regulations. The exchange rate and its types.
- International payments and banking services. Forms of settlement and payments in foreign economic activity.
- Organization of foreign market entry. Preconditions and reasons for enterprises entry to foreign markets. Ways of the foreign market entry. Search and selection of partners. Methods of establishing contacts with a potential partner. Specifics of analysis of foreign markets.
- Pricing in foreign economic activity. Approaches to determine export contract prices. A determination algorithm of export contract prices based on a comparison with the prices of competitors. Determination of basic export price and conditions of its change in the negotiating process.
- Foreign economic operations and agreement. The main types of foreign agreements: purchase and sale, counter trade (barter, counter purchase, framing, compensation, reverse purchase), clearing (monetary and financial,

operating, emergency, futures, options), rental (rating, hiring, leasing), intermediary (agency, commission, consignment, transportation, storage), investment, processing raw materials.

- Foreign economic contract. Content of foreign trade contract. Regulation of contracts by international laws. The requirements for the form of contract. A typical international contract of purchase-sale. Forms of a typical contract. The structure of foreign trade contracts of purchase-sale of goods.
- Trading-intermediary operations in foreign markets. The main principles of international intermediary activity. Types of intermediaries in foreign trade. Essence and functions of trade- intermediary firms. The structure and content of intermediary agreements. Regulation of intermediary operations in Ukraine.
- Compensation trade in the field of foreign economic activity. Types of agreements of counter trade. Barter transactions. Commercial compensation.
- Evaluation of the efficiency of foreign economic activity. Indicators of economic efficiency of export and import, the order of their calculation.