

NAME OF THE COURSE		International Business				
Code	ECMB03	Year of study	2.			
Course teacher	Dražen Derado, Ph.D. Vladimir Šimić, Ph.D.	Credits (ECTS)	5			
Associate teachers		Type of instruction (number of hours)	L	S	E	F
			26		13	
Status of the course	elective	Percentage of application of e-learning	30%			
COURSE DESCRIPTION						
Course objectives	The aim of the course is to give theoretical knowledge and empirical evidence thus enabling students to: carry out business operations in foreign trade, including sale on foreign markets, contracting business deals and safe realisation of foreign trade operations, as well as optimal use of instruments of international payments.					
Course enrolment requirements and entry competences required for the course	<ul style="list-style-type: none"> • Course enrolment requirements: regulated by the Statute of the Faculty of Economics, and the Regulation on study and studying. • Entry competences include computer skills (program package <i>Microsoft Office</i>) and English language proficiency. 					
Learning outcomes expected at the level of the course (4 to 10 learning outcomes)	<p>LEARNING OUTCOME FOR THE COURSE: to organize successfully foreign trade by phases of its realization, taking into account both internal and external factors as potential constraint to successful business operations (level 6/7).</p> <p>INDIVIDUAL LEARNING OUTCOMES:</p> <ol style="list-style-type: none"> 1. to assess the optimal way of sale and entry on foreign market (level 6). 2. to analyse transport clauses (delivery parity) and legal regulation of foreign trade in the Republic of Croatia (level 6). 3. to calculate price in foreign trade by using price calculus (level 6). 4. to comment on advantages and disadvantages of different instruments of international payments (level 6). 5. to differentiate among various types of foreign trade (level 6). 					
Course content broken down in detail by weekly class schedule (syllabus)	Lectures		Exercises			
	Topic	Hours	Topic	Hours		
	International trade theories	2	Introduction to the course. Outline of the course requirements.	2		
	International mobility of production factors – FDI and MNE – and global markets	2	Curriculum revision. Student presentations.	2		
	Company's internal organization and internationalization strategy	2	Curriculum revision. Student presentations.	2		
	Export strategy	2	Curriculum revision. Student presentations.	2		
	Global production and international sourcing	2	Curriculum revision. Student presentations.	2		

	The role of exchange rate in international business	2	Curriculum revision. Student presentations.	2		
	Price calculus in foreign trade	2	Curriculum revision. Student presentations.	2		
	The impact of government intervention on international business	2	Curriculum revision. Student presentations.	2		
	Business opportunities through international economic integration	2	Curriculum revision. Student presentations.	2		
	Exports and imports – from plan to realization	2	Curriculum revision. Student presentations.	2		
	Countertrade	2	Curriculum revision. Student presentations.	2		
	International collaborative ventures	2	Curriculum revision. Student presentations.	2		
	International contractual relations	2	Curriculum revision. Student presentations.	2		
Format of instruction	<input checked="" type="checkbox"/> lectures <input checked="" type="checkbox"/> seminars and workshops <input checked="" type="checkbox"/> exercises <input type="checkbox"/> <i>on line</i> in entirety <input checked="" type="checkbox"/> partial e-learning <input type="checkbox"/> field work		<input checked="" type="checkbox"/> independent assignments <input checked="" type="checkbox"/> multimedia <input type="checkbox"/> laboratory <input type="checkbox"/> work with mentor <input checked="" type="checkbox"/> other: guest lectures			
Student responsibilities	<ul style="list-style-type: none"> regular class attendance (min. 70% of lectures and min. 70% of seminars). 					
Screening student work (<i>name the proportion of ECTS credits for each activity so that the total number of ECTS credits is equal to the ECTS value of the course</i>)	Class attendance	1	Research		Practical training	
	Experimental work		Report		Quiz	
	Essay		Seminar essay	1		
	Tests	3*	Oral exam			
	Written exam	3	Project			
Grading and evaluating student work in class and at the final exam	<p>* Passing two progress tests can replace the written exam.</p> <ul style="list-style-type: none"> PRE-TERM EXAM: includes passing two progress tests; final mark is calculated as a simple average of the success on two progress tests (each carrying 50% of the final grade) according to the following distribution of points: 0-49 points: insufficient (1), 50-64 points: sufficient (2), 65-79 points: good (3), 80-89 points: very good (4), 90-100 points: excellent (5). EXAM: positively graded written exam entail passing the course. <p>All tests (progress tests and final exams) can be carried out in written and/or oral form, either in physical or virtual environment.</p>					

	Title	Number of copies in the library	Availability via other media
Required literature (available in the library and via other media)	Cavusgil, S. T., Knight, G., Riesenberger, J. R., (2020), <i>International Business - The New Realities</i> (5 th ed.), London: Pearson.		
	Geringer, M., McNett, J., (2023), <i>International Business</i> (3 rd ed.), New York: McGraw Hill.		
	Derado, D., (2022), authorized lecture materials.	-	Intranet EFST (www.efst.hr)
Optional literature (at the time of submission of study programme proposal)	Books: <ol style="list-style-type: none"> 1. Wild, J. J., Wild, K. L., (2019), <i>International Business - The Challenges of Globalization</i> (9th ed.), Essex: Pearson Education. 2. Jager, H., Japma, C. (2011), <i>Introduction to International Economics</i> (2nd ed.), Basingstoke: Palgrave Macmillan. 3. International Chamber of Commerce, (2010), <i>Incoterms® 2010 - ICC rules for the Use of Domestic and International Trade Terms</i>, Paris: ICC Services Publications. Other publications: <ol style="list-style-type: none"> 4. International Chamber of Commerce, (2010), <i>Incoterms® 2010 - ICC rules for the Use of Domestic and International Trade Terms</i>, Paris: ICC Services Publications 5. International Chamber of Commerce Digital Library (http://library.iccwbo.org/clp.htm?). Web-sources: <ol style="list-style-type: none"> 6. Croatian Chamber of Commerce (https://www.hgk.hr/). 7. European Union - Import and Export web-page (https://europa.eu/european-union/life-business_en). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
Quality assurance methods that ensure the acquisition of exit competences	<ul style="list-style-type: none"> • Monitoring of class attendance and success in realization of students' duties (teacher). • Supervision of lecture progress (Vice-Dean for Education). • Analysis of success rate per core subjects (mandatory and elective) throughout the study programme (Vice-Dean for Education). • Students' Survey (University of Split, Centre for Quality Improvement). • Exams ascertain the realization of the learning outcomes per course. Exam content is regularly checked (Vice-Dean for Education). 		
Other (as the proposer wishes to add)	Lectures are held in English language.		