



Information about the subject

Degree: Bachelor of Arts Degree in Law

Faculty: Faculty of Legal, Economic and Social Sciences

Code: 312025 **Name:** -International Commercial Transactions

Credits: 6,00 **ECTS Year:** 4 **Semester:** 1

Module: Optional Courses

Subject Matter: Itinerary of Economic Law **Type:** Elective

Field of knowledge: Social and Legal Sciences

Department: Private Law

Type of learning: Classroom-based learning

Languages in which it is taught: Spanish

Lecturer/-s:

314D	<u>Marian Montesinos Bonet</u> (Responsible Lecturer)	marian.montesinos@ucv.es
OP3101	<u>Marian Montesinos Bonet</u> (Responsible Lecturer)	marian.montesinos@ucv.es
31GI4	<u>Marian Montesinos Bonet</u> (English Responsible Lecturer)	marian.montesinos@ucv.es



Module organization

Optional Courses

Subject Matter	ECTS	Subject	ECTS	Year/semester
Itineraries of Basic Legal Sciences	36,00	-Canon Law Institutions	6,00	4/2
		-History of European Construction	6,00	4/2
		-Human Rights	6,00	4/2
		-Roman Law	6,00	This elective is not offered in the academic year 24/25
		-Social Doctrine of the Catholic Church	6,00	This elective is not offered in the academic year 24/25
		-State Ecclesiastical Law	6,00	4/2
Itinerary of Economic Law	60,00	Banking Law	6,00	This elective is not offered in the academic year 24/25
		Consumer Law	6,00	This elective is not offered in the academic year 24/25
		Corporate Finance	6,00	4/0
		-Insurance Law	6,00	4/2



Itinerary of Economic Law		Intellectual Property Law	6,00	This elective is not offered in the academic year 24/25
		-International and Comparative Law of Brands, Designs and Unfair Competition	6,00	4/2
		International Commercial Law	6,00	This elective is not offered in the academic year 24/25
		-International Commercial Transactions	6,00	4/1
		-International Taxation Law	6,00	4/0
		Law and Notary Practice	6,00	4/2
<hr/>				
Itinerary of Sectorial Administrative and Specialized Labour Law	72,00	Air and Maritime Law	6,00	4/2
		-Employment Procedural Law	6,00	This elective is not offered in the academic year 24/25
		Energy Law	6,00	This elective is not offered in the academic year 24/25
		Environmental Law	6,00	This elective is not offered in the academic year 24/25
		European Union Competition Law	6,00	4/1



Itinerary of Sectorial Administrative and Specialized Labour Law	Information and Communication Technology Law	6,00	4/0
	National Health System Law	6,00	This elective is not offered in the academic year 24/25
	Public Contract Award Law	6,00	This elective is not offered in the academic year 24/25
	-Real Estate Law	6,00	This elective is not offered in the academic year 24/25
	-Trade Union Law	6,00	This elective is not offered in the academic year 24/25
	Transport Law	6,00	This elective is not offered in the academic year 24/25
	Water Law	6,00	This elective is not offered in the academic year 24/25

Recommended knowledge



Students must have passed, at least, 48 ECTS of FB from the first two semesters. Students can freely choose the electives they want, breaking with the proposed grouping. As explained previously, the Study Plan has three optional subjects that are grouped in this way: CSV: 339494975704842696708194 - Verifiable at <https://sede.educacion.gob.es/cid> and Citizen Folder <https://sede.administracion.gob.es> Identifier: 2501242 79 / 113 - 1 optional subject in the seventh semester. - 2 optional subjects in the eighth semester. It would be interesting if the student at this point in their academic training had basic knowledge of commercial management, financial management and strategic planning of the company. Furthermore, it would be highly recommended to be up to date with economic events and the main international global macro trends, through daily reading of national and international press.

Prerequisites

Students must have passed at least the 48 ECTS of Basic Training of the first two semesters. Students are free to choose the electives they wish, breaking with the grouping proposed. As explained above, the Study Plan has three optional subjects that are grouped in this way:

- 1 optional subject in the seventh semester.
- 2 optional subjects in the eighth semester.

Learning outcomes

At the end of the course, the student must be able to prove that he/she has acquired the following learning outcomes:

- R1 To know the international commercial contractual obligations and clauses.
- R2 To learn how to use the Incoterms.
- R3 To differentiate between the different parties involved in the achievement of an international commercial contract.
- R4 To learn how to apply the international transport legislation.
- R5 To know how to use the technical means and tools to ensure compliance with the contract and collection in international trade.



Competencies

Depending on the learning outcomes, the competencies to which the subject contributes are (please score from 1 to 4, being 4 the highest score):

GENERAL	Weighting			
	1	2	3	4
CG1 Knowledge of the Science being studied, in this case of the science of Law, fundamentally of the most practical branches, with their international and economic implications and their specialized language.				X
CG2 Analysis and synthesis capacity				X
CG4 Problem-solving capacity.				X
CG8 Ethical commitment to information management.				X
CG10 Knowledge of a foreign language in relation to the Science of Law.			X	
CG12 To be able to develop audiovisual presentations.				X
CG13 Information management capacity.				X
CG15 Ability to work in interdisciplinary teams.				X
CG16 Ability to develop and maintain one's own competencies, skills and knowledge according to the standards of the profession.				X
SPECIFIC	Weighting			
	1	2	3	4
CE2 Understanding of the different ways of creation of Law in its historical evolution and in its current reality, assimilating the existence of subordinate and supranational legal systems and the forms in which they are articulated.				X



Assessment system for the acquisition of competencies and grading system

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3	40,00%	Practical tests
R1, R2, R3	40,00%	Attendance, active participation and favourable attitude in the subject/ course/ module
R1, R2, R3	20,00%	Written theoretical tests

Observations

Evaluation system

The theoretical part of the course will represent 35% of the final grade, while the practical part will represent 45%. The evaluation of the practical part is subject to the grade of the theoretical exam passing a minimum of 5.

The practical part will consist of different practices carried out throughout the course, both in and out of the classroom, of which both the content and the writing and exposition will be evaluated. The student who passes the practical part throughout the course and fails the theoretical exam will keep the grade of the practical part passed only for the 2nd convocation.

The student who does not attend class, and therefore does not do the practical part during the course, will have to take a practical exam in addition to the theoretical one, having to pass both in order to pass the course. In no case will the grade of any of them be saved for subsequent exams. In any case, the evaluation of the students will be continuous and permanent, analyzing in each class the progress of the students, as it could not be otherwise in classes with a reduced number of students.

According to article 9 of the General Regulations for the Evaluation and Qualification of Official Teachings and Own Degrees of the UCV, the continuous evaluation system is the preferred evaluation system at the UCV. The art. 10 allows, however, for those students who, in a justified and accredited manner, express their inability to attend in person (or to synchronous communication activities for virtual and/or hybrid teaching modalities), their evaluation on an extraordinary basis in the so-called single evaluation. Said single evaluation must be requested within the first month of each semester to the Dean of Faculty through the Vice-Deaneries or Master's Directorates, with the express decision on the admission of said request from the student concerned being the responsibility of the latter.

The evidence to be presented and/or the test/s to be carried out in the single evaluation by the student will be carried out through the same theoretical test as for the rest of the students and through a practical test consisting of the delivery of practical work corresponding to the different



topics taught in face-to-face classes, although the percentages awarded to the different evaluation instruments will be the following: 50% practical tests and 50% theoretical tests.

Single evaluation: According to Article 9 of the General Regulations for Evaluation and Grading of Official Studies and UCV's own degrees, the continuous evaluation system is the preferred evaluation system at the UCV. Art. 10 allows, however, for those students who, in a justified and accredited way, show their inability to attend in person (or to synchronous communication activities for virtual and/or hybrid teaching modalities), their extraordinary evaluation in the so-called single evaluation. This single evaluation must be requested within the first month of each semester to the Dean's Office of the Faculty through the Vice-Dean's Offices or Master's Directorates, competing to this the express decision on the admission of the request of the student concerned.

The evidence to be presented and/or the test/s to be taken in the single evaluation by the student will be carried out by means of the same theoretical test as for the rest of the students and by means of a practical test consisting of the delivery of practical work corresponding to the different subjects taught in the classroom classes, although the percentages given to the different evaluation instruments will be as follows: 50% practical tests and 50% theoretical tests.

CLASS ATTENDANCE IN FACE-TO-FACE DEGREES

In accordance with the development guidelines of the General Regulations for the Evaluation and Qualification of Official Teachings and Own Degrees of the UCV, in face-to-face degrees, class attendance with a minimum of 80% of the sessions of each subject will be required as a requirement to be evaluated. This means that, if a student does not attend the sessions of each subject, in a percentage greater than 20%, he/she will not be able to be evaluated, neither in the first nor in the second call, unless the person responsible for the subject, with the approval of the person responsible for degree, in view of duly justified exceptional circumstances, exempt from the minimum attendance percentage. The same criterion will be applicable for hybrid or virtual degrees in which teachers must maintain the same percentage in the requirement of "presence" in the different training activities, if any, even if these are carried out in virtual environments.

MENTION OF DISTINCTION:

The mention of "Honors" may be awarded to students who have obtained a grade equal to or greater than 9.0. Their number may not exceed five percent of the students enrolled in a group in the corresponding academic year, unless the number of students enrolled is lower.

Learning activities

The following methodologies will be used so that the students can achieve the learning outcomes of the subject:



- M1 Group work sessions supervised by the teacher. Study of legal cases, both true and fictitious. Significant construction of knowledge through student interaction and activity. Critical analysis of values and social commitment.
- M8 Exposition of contents by the teacher, analysis of competences, explanation and demonstration of capacities, skills and knowledge in the classroom.
- M9 Supervised monographic sessions with shared participation.
- M11 Personalised attention and in small groups. Period of instruction and/or orientation carried out by a tutor with the aim of reviewing and discussing the materials and topics presented in the classes, seminars, readings, completion of assignments, etc.
- M12 Set of written and/or oral tests used in the initial, formative or summative evaluation of the student.
- M13 Group preparation of readings, essays, resolution of problems, seminars, papers, dossiers, etc., to be presented or delivered in theory classes, practical classes, and/or small group tutorials.
- M14 Student's study: individual preparation of readings, essays, problem-solving, seminars, works, reports, etc. to present or deliver in the theoretical classes, practical classes and/or small group tutorials.



IN-CLASS LEARNING ACTIVITIES

	LEARNING OUTCOMES	HOURS	ECTS
Practical cases. M1, M8, M9, M11	R1, R2	40,00	1,60
Theoretical classes. M1, M8, M9, M11, M12, M13	R1, R2	35,00	1,40
Seminar. M9, M11	R1, R2	10,00	0,40
Assessment M1, M12, M13, M14	R1, R2	5,00	0,20
TOTAL		90,00	3,60

LEARNING ACTIVITIES OF AUTONOMOUS WORK

	LEARNING OUTCOMES	HOURS	ECTS
Group work. M1, M8, M9, M11, M12	R1, R2	40,00	1,60
Individual work.		20,00	0,80
TOTAL		60,00	2,40



Description of the contents

Description of the necessary contents to acquire the learning outcomes.

Theoretical contents:

Content block	Contents
1-Introduction: Globalization and Internationalization of the Company/	Analysis of the International Economic Environment The Foreign Trade of the Valencian Region The European Union and Companies
2- Customs Legal Regime	Customs Foreign Trade Documents
3- International Transportation	International logistics International means of transport
4- International Contracting	International Contracts Incoterms Distribution contracts
5- Foreign trade risks and their hedging	Foreign exchange risks Factoring and other risk instruments.
6- Instruments in foreign trade	Means of payment
7-Marketing and sales in foreign trade.	Market selection Segmentation Marketing mix tools: Channels, brands, products and prices



Temporary organization of learning:

Block of content	Number of sessions	Hours
1-Introduction: Globalization and Internationalization of the Company/	9,00	18,00
2- Customs Legal Regime	6,00	12,00
3- International Transportation	4,00	8,00
4- International Contracting	8,00	16,00
5- Foreign trade risks and their hedging	6,00	12,00
6- Instruments in foreign trade	6,00	12,00
7-Marketing and sales in foreign trade.	6,00	12,00



References

The course on Foreign Trade, in its theoretical aspect, does not have a manual that systematically covers all or most of the program topics.

However, there are several publications that generally cover the majority of the contents of this course:

1.Arteaga Ortiz, J. (2017). *Manual de internacionalización: técnicas, herramientas y estrategias necesarias para afrontar con éxito el proceso de internacionalización* (3rd edition). Available online.

2.Cerviño, J., Ortiz, J. A., & del Hoyo, A. F. (2020). *Essentials of International Marketing*. Available online.

Other relevant resources include:

·*La empresa española en el exterior* by ICEX España Exportación e Inversiones (2023 edition).

·*La Internacionalización de la empresa española* by ICEX España Exportación e Inversiones (2022 edition).

Additionally, there are academic articles such as:

·López-Sánchez, J.A. & Martínez-Ruiz, M.P. (2021): "Internationalization of SMEs: An approach from the perspective of family businesses," *Revista Europea de Dirección y Economía de la Empresa*.

·Sanchez, G. et al. (2020): "Internationalization strategies of companies: The case of manufacturing SMEs," *Investigaciones Europeas de Dirección y Economía de la Empresa*.

·López, J.A. & Martínez, M.P. (2020): "Internationalization and performance of family businesses," *European Journal of Management and Business Economics*.

You can explore the entire electronic library available from ICEX.

For further reading, consider searching on platforms like Google Scholar, ScienceDirect, JSTOR, Emerald Insight, Bloomberg, Harvard Business Review, Financial Times, The Economist, or the renowned Forbes magazine.

In addition to these resources, there are specific courses related to foreign trade:

·Basic Course: *Operativa y práctica del comercio exterior* (ICEX, 2018).

·Advanced Course: *Estrategia y gestión del comercio exterior* (ICEX, 2019).

Other relevant materials include:

·Jiménez, I., (2003): *Guía de la CCI para los Fundamentos del Comercio Internacional*. Cámara de Comercio Internacional.

·Díaz Mier, M.A. (coordinator, 2013): *Negocios internacionales: introducción* (International Business: Introduction).

·Hernández Muñoz, L. (2104): *Diccionario terminológico de comercio exterior* (Terminological Dictionary of Foreign Trade).

·Incoterms 2020 (International Commercial Terms) by the International Chamber of Commerce.

During the course, additional essential notes and complementary documentation will be provided for studying the subject. If you wish to explore specific topics in more depth, the professor is willing



to offer additional bibliographic and documentary references .

For online research, consider using websites such as:

- Google (search engine)
- Institutional websites (for institutional information searches, e.g., ICEX, CIRCE, MITYC)
- Company websites (for information about specific companies)