



## 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:** -

**Type of learning:** Classroom-based learning

**Languages in which it is taught:** Spanish

**Lecturer/-s:**



## 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 23/24
		-Social Doctrine of the Catholic Church	6,00	This elective is not offered in the academic year 23/24
		-State Ecclesiastical Law	6,00	4/2
Itinerary of Economic Law	48,00	Banking Law	6,00	This elective is not offered in the academic year 23/24
		Consumer Law	6,00	This elective is not offered in the academic year 23/24
		-Insurance Law	6,00	4/2
		Intellectual Property Law	6,00	This elective is not offered in the academic year 23/24



Itinerary of Economic Law		-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 23/24
		-International Commercial Transactions	6,00	4/1
		-International Taxation Law	6,00	This elective is not offered in the academic year 23/24
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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 23/24
		Energy Law	6,00	This elective is not offered in the academic year 23/24
		Environmental Law	6,00	This elective is not offered in the academic year 23/24
		European Union Competition Law	6,00	4/1
		Information and Communication Technology Law	6,00	4/0



Itinerary of  
Sectorial  
Administrative and  
Specialized  
Labour Law

National Health System  
Law

6,00

This elective is not  
offered in the  
academic year  
23/24

Public Contract Award  
Law

6,00

This elective is not  
offered in the  
academic year  
23/24

-Real Estate Law

6,00

This elective is not  
offered in the  
academic year  
23/24

-Trade Union Law

6,00

This elective is not  
offered in the  
academic year  
23/24

Transport Law

6,00

This elective is not  
offered in the  
academic year  
23/24

Water Law

6,00

This elective is not  
offered in the  
academic year  
23/24

## Recommended knowledge

Students must have passed at least 48 ECTS of FB in the first two semesters. Students can freely choose the electives they want, breaking with the grouping that is proposed. As explained above, the Study Plan has three optional subjects that are collected in this way: CSV: 339494975704842696708194 - Verifiable at <https://sede.educacion.gob.es/cid> and Carpeta Ciudadana <https://sede.administracion.gob.es/Identifier>: 250124279/113- 1 optional subject in the seventh semester.- 2 electives in the eighth semester.

## 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



CE3	Ability to use constitutional principles and values as a working tool in the interpretation of the legal system.				X
CE4	Ability to understand and know how local, regional, state, community, and international institutions work, in their genesis and as a whole, and to identify the competent institution or administration in each case as well as the sectoral law applicable in each case.				X
CE6	Ability to identify and know the rights of the workers and their means of defence.			X	
CE8	Ability to know the law applicable to intra-community transactions and to international transactions outside the community and the means of enforcing it.				X
CE9	Ability to enforce legal norms with the economic environment.				X
CE10	Ability to negotiate accounting instruments,			X	
CE11	Ability to legally analyze the feasibility of the main financial operations.			X	
CE12	Ability to know the forms of taxation in our legal system.				X
CE14	Ability to lodge appeals against acts of the different bodies of the various administrations or institutions.			X	
CE20	Mastery of computer techniques in obtaining legal information and communication of legal data (Internet, databases of legislation, jurisprudence, bibliography).				X



## Assessment system for the acquisition of competencies and grading system

Assessed learning outcomes	Granted percentage	Assessment method
R1, R2, R3, R4, R5	40,00%	Practical tests
R1, R2, R3, R4, R5	40,00%	Attendance, active participation and favourable attitude in the subject/ course/ module
R1, R2, R3, R4, R5	20,00%	Written theoretical tests

### Observations

The theoretical part of the subject will represent 20% of the final grade, while the practical part will represent 40%. The evaluation of the practical part is subject to the theoretical exam grade exceeding a minimum of 5.

The practical part will consist of different practices carried out throughout the course, both in the classroom and outside it, of which both the content and the writing and presentation will be evaluated. The student who passes the practical part throughout the course and fails the theoretical exam will keep the mark of the practical part approved only for the 2nd call.

The student who does not attend class, and therefore does not carry out the practices throughout the course, will have to take a practical exam in addition to the theoretical one, having to pass two to pass the course. In no case will the note of any of them be saved for subsequent calls.

In any case, the evaluation of the students will be continuous and permanent, analyzing the progress of the students in each class, as it could not be otherwise in classes with a small number of students

### MENTION OF DISTINCTION:

According to Article 22 of the Regulations governing the Evaluation and Qualification of UCV Courses, the mention of "Distinction of Honor" may be awarded by the professor responsible for the course to students who have obtained, at least, the qualification of 9 over 10 ("Sobresaliente"). The number of "Distinction of Honor" mentions that may be awarded may not exceed five percent of the number of students included in the same official record, unless this number is lower than 20, in which case only one "Distinction of Honor" may be awarded.





## 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, R3, R4, R5	40,00	1,60
Theoretical classes. M1, M8, M9, M11, M12, M13	R1, R2, R3, R4, R5	35,00	1,40
Seminar. M9, M11	R1, R2, R3, R4, R5	10,00	0,40
Assessment M12, M14	R1, R2, R3, R4, R5	5,00	0,20
<b>TOTAL</b>		<b>90,00</b>	<b>3,60</b>

## LEARNING ACTIVITIES OF AUTONOMOUS WORK

	LEARNING OUTCOMES	HOURS	ECTS
Group work. M1, M8, M9, M11, M12	R1, R2, R3, R4, R5	40,00	1,60
Individual work. M11, M14	R1, R2, R3, R4, R5	20,00	0,80
<b>TOTAL</b>		<b>60,00</b>	<b>2,40</b>



## Description of the contents

Description of the necessary contents to acquire the learning outcomes.

### Theoretical contents:

Content block	Contents
Introduction: Globalization and Internationalization of the company	Analysis of the International Economic Environment C. Valenciana Foreign Trade The European Union and Business
Customs Legal Regime	The Customs Foreign Trade documents
International Transports & Logistics	International logistics International means of transport
International contracts	International contracts The Incoterms Distribution contracts
Risks in foreign trade and its coverage	The risks of change Collection Risks Factoring
Instruments in Foreign Trade	The means of collection and payment
Marketing and sales in Foreign Trade.	Selection of markets Segmentation Channels, brands, products and prices



## Temporary organization of learning:

Block of content	Number of sessions	Hours
Introduction: Globalization and Internationalization of the company	9,00	18,00
Customs Legal Regime	6,00	12,00
International Transports & Logistics	4,00	8,00
International contracts	8,00	16,00
Risks in foreign trade and its coverage	6,00	12,00
Instruments in Foreign Trade	6,00	12,00
Marketing and sales in Foreign Trade.	6,00	12,00

## References

The foreign trade course, in its theoretical aspect, does not have a manual that systematically lists all or most of the topics on the program. However, there are several publications that generally collect most of the contents of this course:

Basic course. Operation and practice of foreign trade. ICEX. 2018.Upper reaches. Foreign trade strategy and management. ICEX. 2019.Jiménez, I., 2088: ICC Guide to the Fundamentals of International Trade. Chamber of international trade.Díaz Mier, M.A. (coordinator), 2013.

International business: introduction. PyramidHernández Muñoz, L., 2104: Dictionary of foreign trade terminology. ICEX.Incoterms 2020. International Chamber of Commerce 2020.In addition, during the course, notes and complementary documentation essential for the study of the subject will be provided. Notwithstanding the foregoing, if you wish to deal in greater depth with any of the points of the program, the teacher is willing to provide the student with a greater number of bibliographic and documentary references.

Internet (webs):

- [www.google.es](http://www.google.es) (search engine)• Institution websites (searches for institutional information: eg [www.icex.es](http://www.icex.es); [www.circe.es/portal](http://www.circe.es/portal); [www.mityc.es](http://www.mityc.es))• Company websites (search for information about companies)



## Addendum to the Course Guide of the Subject

Due to the exceptional situation caused by the health crisis of the COVID-19 and taking into account the security measures related to the development of the educational activity in the Higher Education Institution teaching area, the following changes have been made in the guide of the subject to ensure that Students achieve their learning outcomes of the Subject.

**Situation 1: Teaching without limited capacity** (when the number of enrolled students is lower than the allowed capacity in classroom, according to the security measures taken).

In this case, no changes are made in the guide of the subject.

**Situation 2: Teaching with limited capacity** (when the number of enrolled students is higher than the allowed capacity in classroom, according to the security measures taken).

In this case, the following changes are made:

### 1. Educational Activities of Onsite Work:

All the foreseen activities to be developed in the classroom as indicated in this field of the guide of the subject will be made through a simultaneous teaching method combining onsite teaching in the classroom and synchronous online teaching. Students will be able to attend classes onsite or to attend them online through the telematic tools provided by the university (videoconferences). In any case, students who attend classes onsite and who attend them by videoconference will rotate periodically.

In the particular case of this subject, these videoconferences will be made through:

☒ Microsoft Teams

☐ Kaltura



## **Situation 3: Confinement due to a new State of Alarm.**

In this case, the following changes are made:

### **1. Educational Activities of Onsite Work:**

All the foreseen activities to be developed in the classroom as indicated in this field of the guide of the subject, as well as the group and personalized tutoring, will be done with the telematic tools provided by the University, through:

☒

Microsoft Teams

☐

Kaltura

Explanation about the practical sessions:

None



## 2. System for Assessing the Acquisition of the competences and Assessment System

### ONSITE WORK

#### Regarding the Assessment Tools:

☒

The Assessment Tools will not be modified. If onsite assessment is not possible, it will be done online through the UCVnet Campus.

☐

The following changes will be made to adapt the subject's assessment to the online teaching.

Course guide		Adaptation	
Assessment tool	Allocated percentage	Description of the suggested changes	Platform to be used

The other Assessment Tools will not be modified with regards to what is indicated in the Course Guide.

#### Comments to the Assessment System:

None