



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>Maria De Los An Montesinos Bonet</u> (Responsible Lecturer)	marian.montesinos@ucv.es
OP3101	<u>Maria De Los An Montesinos Bonet</u> (Responsible Lecturer)	marian.montesinos@ucv.es
31GI4	<u>Maria De Los An 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 25/26
		-Social Doctrine of the Catholic Church	6,00	This elective is not offered in the academic year 25/26
		-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 25/26
		Consumer Law	6,00	This elective is not offered in the academic year 25/26
		Corporate Finance	6,00	4/0
		-Insurance Law	6,00	3, 4/2



Itinerary of Economic Law		Intellectual Property Law	6,00	This elective is not offered in the academic year 25/26
		-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 25/26
		-International Commercial Transactions	6,00	4/1
		-International Taxation Law	6,00	4/0
		Law and Notary Practice	6,00	4/2
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 25/26
		Energy Law	6,00	This elective is not offered in the academic year 25/26
		Environmental Law	6,00	4/1
		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 25/26
	Public Contract Award Law	6,00	This elective is not offered in the academic year 25/26
	-Real Estate Law	6,00	This elective is not offered in the academic year 25/26
	-Trade Union Law	6,00	This elective is not offered in the academic year 25/26
	Transport Law	6,00	This elective is not offered in the academic year 25/26
	Water Law	6,00	This elective is not offered in the academic year 25/26

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



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	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

In the subject "International Economic Transactions", student evaluation is continuous and ongoing, with progress being assessed in each class—naturally, given the small class sizes.

The breakdown of the evaluation percentages is as follows:

- **40%** attendance and active participation,
- **40%** practical activities and assignments, glossaries, and commentaries that must be submitted throughout the semester (these include both in-class and out-of-class work, which will be evaluated for both content and written/oral presentation), and
- the remaining **20%** corresponds to the **written assessment** (exam or similar), details of which will be explained in class, along with the necessary preparation materials.

Attendance is mandatory. Students who do not attend class must request the **Single Evaluation (Evaluación Única)**.

According to Article 9 of the **General Evaluation and Grading Regulations for Official Degrees and Proprietary Programs at UCV**, the single evaluation is reserved for students enrolled in on-campus programs who **cannot attend classes**. This is considered an **extraordinary and exceptional** evaluation method available to those students who, for **justified and documented** reasons, are unable to follow the continuous assessment system. Such students must request it from the course instructor, who will make a **specific decision** regarding the approval or rejection of the request and communicate the outcome to the student.

The **minimum attendance required is 70%**, which serves as the threshold for considering a request for single evaluation. If granted, it will be implemented according to the following criteria:

Use of AI Tools:

Students may use **AI tools** for queries related to the subject *International Economic Transactions*, **provided that all results are verified and validated** by the students themselves. In this regard, faculty may carry out any necessary verifications.

- **Citation and attribution criteria:**



·Any use of AI tools must be **explicitly declared** in the submitted work (e.g., in a footnote or appendix).

·The name of the tool must be indicated, the **purpose of use** (e.g., grammar check, idea organization, writing example), and **where** in the work it has been used.

Responsible use of AI will be assessed as part of the **originality and academic integrity** criteria, when applicable.

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-Marketing and sales in foreign trade.	Market selection Segmentation Marketing mix tooools: Channels, brands, products and prices International Sustainability
3- Customs Legal Regime	Customs Foreign Trade Documents
4- International Transportation	International logistics International means of transport
5- International Contracting	International Contracts Incoterms Distribution contracts
6- Foreign trade risks and their hedging	Foreign exchange risks Factoring and other risk instruments.
7- Instruments in foreign trade	Means of payment



Temporary organization of learning:

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



References

Transacciones Economicas Internacionales in its theoretical component, does not have a single textbook that systematically covers all or most of the topics included in the syllabus. However, there are several publications that broadly encompass the majority of the course content:

Core bibliography (Updated)

These works generally cover most of the theoretical and practical content of the course:

- **ICEX España Exportación e Inversiones** (2018). *Basic Course: Operations and Practice in Foreign Trade*. ICEX.
- **ICEX España Exportación e Inversiones** (2019). *Advanced Course: Strategy and Management of Foreign Trade*. ICEX.
- **Jiménez, I.** (2008). *ICC Guide to the Fundamentals of International Trade*. International Chamber of Commerce.
- **Díaz Mier, M. A.** (Coord.) (2013). *International Business: An Introduction*. Editorial Pirámide.
- **Hernández Muñoz, L.** (2014). *Terminology Dictionary of Foreign Trade*. ICEX.
- **Cavusgil, S. T., Knight, G., Riesenberger, J. R.** (2021). *International Business: The New Realities*. Pearson (4th ed.).
- **Root, F. R.** (2020). *Entry Strategies for International Markets*. Jossey-Bass (updated with recent case studies).
- **Johanson, J., & Vahlne, J.-E.** (2009). *The Uppsala Internationalization Process Model Revisited: From Liability of Foreignness to Liability of Outsidership*, *Journal of International Business Studies*, 40(9), 1411–1431.

Supplementary Bibliography

Textbooks and monographs:

- **Welch, L., & Luostarinen, R.** (2022). *Internationalization: Evolution of a Concept*. Routledge.
- **Knight, G. A., & Cavusgil, S. T.** (2015). *The Born Global Firm: An Entrepreneurial and Capabilities Perspective on Early and Rapid Internationalization*. *Journal of International Business Studies*.
- **Acedo, F. J., & Casillas, J. C.** (2017). *International Trade and Global Operations Management*. Civitas-Thomson Reuters.
- **Santos, J. L., & Ruiz, A.** (2021). *Internationalization Strategies for SMEs*. ESIC Editorial.

Digital and technical resources

- **ICEX**: <https://www.icex.es>
- **Enterprise Europe Network (EEN)**: <https://een.ec.europa.eu/>
- **World Trade Organization (WTO)**: <https://www.wto.org/>
- **World Bank – Doing Business Reports**: <https://www.doingbusiness.org/>

Economic press and current affairs

It is recommended to consult specialized media to monitor economic, regulatory, and geopolitical developments:



- **Expansión:** <https://www.expansion.com>
- **Cinco Días:** <https://www.cincodias.com>
- **El Economista:** <https://www.eleconomista.es>
- **Financial Times:** <https://www.ft.com>
- **The Economist:** <https://www.economist.com>
- **El País Economía:** <https://elpais.com/economia>
- **El Mundo Economía:** <https://www.elmundo.es/economia.html>
- **ICEX Conecta2:** (News on Spanish foreign trade)

Additional note for students

Throughout the course, students will receive class notes, academic article readings, European regulations, and other essential materials for studying the subject. Additionally, the instructor will provide students—upon request—with a further selection of specialized sources tailored to specific topics of interest or academic work.