



Course: Commercial Diplomacy

Lecturers: Yaroslava Glushchenko, Ph.D., Assoc

Languages: Ukrainian, Russian

Subject of the educational course: study of the basics of commercial diplomacy, tools of trade policy in international relations, legal acts regulating trade conflicts.

The goal of the course includes formation of following **abilities** of students:

- ❖ to conduct commercial negotiations;
- ❖ to determine the influence of factors and analyze changes in trade policies and methods used commercial diplomacy;
- ❖ to organize functional software foreign trade transactions.

Main task of educational course: According to the requirements of the program of the course students after mastering academic discipline should demonstrate results of studies:

Knowledge:

- ✓ of the relationship between the subjects of business, special designs, methods and techniques that are the basis of commercial diplomacy
- ✓ of unified international rules of trade in goods, services, intellectual property;
- ✓ of the mechanics of international trade practice market protection measures (special protective, antidumping and countervailing) standards and technical barriers, rules of origin;
- ✓ of forms and methods of commercial diplomacy in the formation and implementation of trade policy;
- ✓ of procedural mechanisms for the WTO to resolve trade disputes and review of trade policies of member countries;
- ✓ of problem areas of international trade regulation, requiring multilateral legal harmonization - competition policy, investment, the environment, electronic commerce.

Skills:

- ✓ to organize and conduct commercial negotiations;
- ✓ to analyze the causes of commercial conflicts and disputes;
- ✓ to develop recommendations for the prevention of commercial conflicts.

Experience:

- ✓ independent work of the elements of discipline;
- ✓ explore the latest achievements in the field of commercial diplomacy;
- ✓ to use of instruments for regulating international trade relations.

COURSE DURATION 18 academic hours of lectures, 18 academic hours of seminars, 24 academic hours including individual exercise.

REQUIREMENTS TO STUDENTS: knowledge of the fundamentals of international economic relations, trade policy instruments.

