



Course: Commercial Diplomacy

Lecturers: Yaroslava Glushchenko, Ph.D., Assoc

Languages: Ukrainian, Russian

The subject of the educational course: the 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 the formation of the following **abilities** of students:

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

The main task of the 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.

