

## Task 1

A. Determine the dynamics of changes in the indicator "conditions of trade"

1) food and raw materials, 2) leather goods, 3) machinery and equipment of the country by quarters of the i-th year and display on the chart.



a - the value of the index "terms of trade"

b - statistical periods (by quarters)

Initial conditions for calculations:

Table. 1. Export-import operations of the country in the i-th year in million conditions

Cargo structure International trade	I quarter		II quarter		III quarter		IV quarter	
	Export FOB	Import CIF	Export FOB	Import CIF	Export FOB	Import CIF	Export FOB	Import CIF
Food and raw materials	13,12	38,21	14,72	35,11	15,41	40,16	12,11	52,41
Mineral products	18,02	119,3	15,18	89,42	11,491	123,2	14,78	142,3
Chemical products	19,39	13,16	14,86	15,18	27,11	15,23	24,17	12,22
Leather goods	17,24	21,79	28,12	21,52	20,17	20,32	20,21	23,45
Timber	12,31	10,06	14,23	17,33	17,16	16,11	17,15	18,25
Textiles	14,19	9,19	35,19	14,15	18,16	12,46	18,48	10,32
Metals	29,32	17,16	38,52	15,18	30,19	18,14	31,70	12,15
Machinery and equipment	19,09	78,16	21,17	96,01	18,18	80,11	18,07	90,77
Various industrial products	11,30	24,57	17,22	19,15	14,17	21,15	14,33	22,52
<b>Total :</b>								

B. Fill in table 2. on the database of table 1., give the calculation of each indicator separately, draw conclusions.

Table 2. Indicators of development of export-import operations by groups of goods

№	Calculated indicators	Food and Raw Materials	Leather Products	Machinery and Equipment
1.	Price (P) of exports in the first quarter of the first year			
2.	Price (P) of imports in the first quarter of the first year			
3.	Price (P) of exports in the IV quarter of the i-th year			
4.	Price (P) of imports in the IV quarter of the i-th year			
5.	Index of change in export prices ( $\square$ P exports) in the IV quarter. compared with the			

	first quarter.			
6.	Index of change in the price of imports ( $\square$ P of imports) in the IV quarter. compared with the first quarter.			
7.	Index of "terms of trade" for the i-year			
8.	$\square$ P export / $\square$ P import			
9.	Foreign trade turnover of the first year			
10.	The balance of foreign trade balance in the i-th year			

**Task 2.** Analyze the situational exercise and offer your own vision of the problem:

Greeting. You have been transferred to the position of Plant Director of a subsidiary of Company X, which is located in Country 1. This company is the largest manufacturer of carburetors for cars in the world. And country 1 has low per capita income (fifth country at the end of the list). During your first visit to the plant, you are shocked that most of the workers are very young teenagers who work with dangerous chemical elements (for example, barefoot children push containers on the floor where chemicals are spilled for 12 hours a day). You promise to fix this situation immediately. On the same day, you become aware that the plant does not violate either the company's policies or the laws of country 1. You are considering implementing occupational safety standards, such as in the United States, where the Company's Head Office is located. In addition, you want to introduce online education opportunities for those children who work in the factory because they have dropped out of school.

Questions for discussion:

1. Will you agree to work in the specified position?
2. What measures should be taken to change the current situation?
3. What methods can be used to resolve the situation?

**Task 3.**

The Ukrainian company has signed a contract for the supply of finished products on DDR terms. The cost of the party - 37 thousand dollars. Load costs - 9

thousand dollars. Basic transportation - 10%. Insurance - 3%. The amount of duty is 15%. Determine the customs value, the amount of duty and VAT.

#### **Task 4**

Determine the best option for the price of the goods for the importer (buyer), under the conditions offered by the offers of exporters (Table 1):

Basic conditions of exporters' offers

№ I variant of the offer of the German trading firm II variant of the offer

French trading company III version of the offer of a Spanish trading company

1. Basic terms of delivery - DAT Illichivsk,

Incoterms –2010 Basic conditions

Deliveries - CIF, Illichivsk, Incoterms –2010 Basic terms of delivery - FOB, Valencia,

Incoterms –2010

2. Delivery time 60 days Delivery time 60 days Delivery time 30 days

3. The price of a consignment of goods - 255,000 thousand conditions. one. The price of a consignment of goods is 257,000 thousand conditions. one. The price of a consignment of goods is 252,000 thousand conditions. one.

4. Terms of insurance - at the expense of the importer Terms of insurance - at the expense of the exporter Terms of insurance - at the expense of the importer

Determine the costs included in the basic terms of delivery of each of the options, additional costs to calculate each item separately. Find the final absolute costs of the importer for the three options and compare them with the risks, draw conclusions.

Determine the costs included in the basic terms of delivery of each of the options, additional costs to calculate each item separately. Find the final absolute costs of the importer for the three options and compare them with the risks, draw conclusions.

The structure of costs in the price of goods:

Costs Share of costs

1. Costs in the exporting country:

1.1. - transportation of 1%

1.2. - overload of 0.5%

1.3. - shipping costs 0.5%

1.4. - port dues 0.5%

1.5. - 4% licensing

1.6. - 3% certification

2. Load on the main transport 0.5%

3. Basic transportation (freight at transport rates)

Calculated from the invoice value, if it is not included in the basic terms of delivery 10%

4. Insurance ("hull" and "cargo") of the main transportation.

Calculated from the invoice value, if it is not included in the basic terms of delivery 12%

5. Customs formalities in the country of importer:

Calculated from the customs value of the consignment of goods - is a conditional value, ie the price paid or payable at the time of crossing the customs border of the state. If the price under the basic terms of delivery is less than the customs value, the costs are added, if the price under the basic terms of delivery is more than the customs value, the costs are deducted

5.1. Duty 10%

5.2. 20% VAT

6. Costs in the country of the importer (calculated from the customs value)

6.1. - unloading of 0,2%

6.2. - transportation of 1%

6.3. - shipping costs 0.2%

**Task 5.** Solve the problem.

A consignment of equipment arrived in Ukraine from China. In accordance with the terms of ZTK, the delivery was made under the condition of FCA - Kyiv. The unit cost is \$ 200. The total number of 1000 units.

Costs:

- quality control - 0.1%;

- packaging, labeling - 0.3%;
- load on transport - 0.2%;
- delivery to the main carrier - 4%;
- export duty - 3%;
- import duty - 10%
- VAT - 20%
- load on the main transport - 0.2%;
- insurance - 1.5%;
- payment for basic transport - 6%;
- unloading - 0.2%;
- delivery from the main transport - 2%;
- unloading at the warehouse - 0.2%.

Determine the contract value, invoice value, importer price.

### **Typical tests on the discipline**

?

The "positive" balance of trade indicates that:

- + more goods are exported than imported
- more goods are imported than exported
- there is a tendency to increase trade
- there is a downward trend in trade

?

The purchase of products accompanied by a return supply in order to achieve an export-import balance is called:

- + countertrade operation
- export operation
- import operation
- operation with toll raw materials

?

The geographical structure of world trade distributes trade flows by:

- + territorial sign
- organizational feature
- integration feature
- a value sign

?

Type of foreign economic activity that does not involve investment:

- joint venture
- + export
- a branch of TNCs
- a subsidiary

?

The basic terms of delivery of "Incoterms - 2010" "Basic transportation costs paid" include:

- EXW
- FCA, FAS, FOB
- CFR, CIF, CPT, CIR
- + DAP, DAT, DDP

?

Transportation insurance under an international contract of sale is included in the following basic terms of delivery:

- EXW
- FOV
- CFR
- + CIF

?

Choose the term of the basic terms of delivery when the contract value will be the highest

- CIR - insurance and transportation paid to
- FOB - free on board
- CIF - cost, insurance, freight
- + DDP - duty free delivery

?

An indicator that shows the percentage of imports to GDP:

- + import quota
- foreign trade balance quota
- export quota
- foreign trade balance

?

The term "Incoterms" is an abbreviated set of words:

- international trade characteristics
- + international commercial terms
- means of international transportation
- mechanism of division of responsibilities

?

The set of export-import relations of an individual country with other actors in the world economy is called.

- international financial exchange
- + foreign trade
- leasing
- franchising

?

Tariff means of regulating foreign economic activity include:

- contingent
- + customs taxation
- quotas
- licensing

?

The principle of state policy aimed at supporting national producers of finished products, which restricts freedom of trade, is called:

- assistance
- liberalization
- + protectionism
- free trading

?

The country's foreign trade turnover is:

- + the amount of exports and imports of goods and services
- the difference between exports and imports
- the totality of imports of goods, services, capital, labor
- the totality of exports of goods, services, capital, labor

?

The balance of foreign trade balance is an indicator of:

- + effectiveness of international trade
- structures of international trade
- efficiency of international trade
- intensity of international trade

?

The document issued by the shipowner to the shipper, certifying the acceptance of cargo for carriage by sea, is:

- + bill of lading
- air waybill
- waybill
- Versailles transport document

?

The duty calculated as a percentage of the customs value of the consignment is:

- special
- combined
- + ad valorem
- specific

?

The point market of information services is:

- local radio broadcasting, newspapers, magazines
- + information networks in scientific institutions
- national television, radio and media
- global television and radio broadcasting

?

The most developed part of the information market today is:

- primary information sector
- financial information sector
- + business information sector
- consulting information sector

?

Consulting services include:

- providing address information
- + consulting on foreign economic activity
- provision of telecommunication services
- providing reference information

?

Methods of research of the international market concern:

- primary information
- secondary information
- + primary and secondary information
- information obtained by laboratory research

?

Reminders:

- aims to prove to consumers that when buying goods of a particular brand, they get the highest quality
- + important for products that are in the stage of maturity
- announces the appearance of a new product on the market
- reports a new property of a particular product

?

In which method of managing the advertising campaign, the branches of the manufacturer's company independently or through local advertising agencies create separate advertising programs, which are reduced to a general one, which is approved by the company's management:

- centralized
- decentralized
- + mixed
- complex

?

The impact of transport costs on the international economy is manifested in:

- increasing the level of specialization of countries and changes in the territorial division of labor
- increasing the level of specialization of countries and trade volumes
- reduction of trade and the level of specialization of countries
- + reducing trade and increasing the level of specialization of countries

?

Industries in which the transport costs for the transportation of finished products are much lower than for the transportation of raw materials from which it is made - are:

- + resource-oriented industries
- market-oriented industries
- industries focused on production
- freely oriented industries

?

In tramp shipping:

- are fixed in certain directions
- + are not fixed in certain directions
- have defined routes
- operated on a regular basis

?

Number of original copies of the bill of lading:

- 1
- 2
- + 3
- 4

?

An open charter is:

- standard form document
- a document indicating the type of cargo and destination
- a document without specifying the type of cargo indicating the destination
- + document without specifying the type of cargo and without specifying the destination

?

The bill of lading is:

- + document for disposal of goods in liner shipping
- a document for the disposal of goods in tramp shipping
- document to dispose of goods in liner and tramp - shipping
- a document for the disposal of goods during transportation by rail

?

The bill of lading is issued:

- + once for transportation of a certain consignment
- once for transportation of several consignments
- once for transportation of goods during the month
- for transportation of goods during the year

?

Additional flights are carried out:

- according to a special schedule and a special route
- + according to a special schedule and the route of regular flights
- according to the usual schedule for a special route
- according to the usual schedule and the route of regular flights

?

The features of maritime transport include:

- the need to build hydraulic structures
- no impact on the environment
- + seasonality of transportation
- efficiency at transportations on distance more than 200 km

?

Independence from the environment is characteristic of:

- maritime transport
- railway transport
- air transport
- + pipeline transport

?

As a result of the costs incurred by foreign tourists in the host country:

- profits of travel companies increase and demand from the tourism sector of the economy for goods and services of suppliers decreases
- the demand from the tourism sector of the economy for goods and services of suppliers increases and the personal incomes of the population indirectly related to the tourism business decrease
- + there is an increase in consumer demand and income growth in all sectors of the economy
- profits of travel companies increase and income of other sectors of the economy decreases

?

The features of international tourism as a type of economic activity include:

- lack of flexibility in proposals
- mobility of tourist services
- the ability of tourist services to preserve

+ requires the participation of a large amount of labor

?

The peculiarities of pricing in the tourism business include:

- low price elasticity in various segments of the tourism market
- coincidence in time of the moment of establishment of the price and purchase and sale of a tourist product
- + significant cost of the transaction with tourist services
- the ability of tourist services to preserve

?

The peculiarities of international trade in services do not include:

- continuity of production and consumption
- + the ability of services to save
- insensitivity
- invisibility

?

System-integrative approach to the study of international trade in services involves:

- + study of the relationships between the structural elements of the service sector
- analysis of the functions of each element
- allocation of the core in the system of international services, its study and analysis of its impact on the structural elements of the service system
- definition of separate structural elements of the service system

?

The service is:

- change in the position of an institutional unit that occurred as a result of actions and without mutual agreement with another institutional unit
- a type of labor in which the production of the beneficial effect does not coincide in time with its consumption
- type of activity, as a result of which a new material product is created
- + business activities aimed at meeting the needs of others, with the exception of activities based on employment

?

To assess the level of specialization of the country in the export of services, an index is calculated, which shows:

- the ratio of the share of exports of services to the share of exports of goods in GNP
- + the ratio of the share of exports and the share of imports of services in GNP
- the share of exports of services in GNP
- the share of imports of services in GNP

?

International credit agreements, air and sea transportation of passengers and cargo are services related to:

- + those that may be the object of international trade
- those that cannot be the object of international trade
- those that can be produced both for domestic needs and for export
- those that can be produced only for domestic needs

?

Features of engineering as a special form of production are as follows:

- engineering services are embodied in the material form of the product
- services are not commercial in nature
- services do not require a direct meeting between the customer and the contractor
- + services can be replicated

?

Pre-design engineering services include:

- + market research, topographic surveys, soil research
- preparation of the master plan
- preliminary assessment of the project cost
- preparation of contract documentation

?

Розмір відсоткової частки при розрахунку винагороди за надання інжинірингових послуг за методом фактичні витрати плюс фіксована винагорода коливається в межах:

- 3-7%
- 12-15%
- 15-20%
- + 10-25%

?

In world practice, the cost of engineering and consulting services is:

- 1-3% of the cost of the object under construction
- + 3-5% of the cost of the object under construction
- 5-7% of the cost of the object under construction
- 10-25% of the cost of the object under construction

?

Factor services include:

- transport services
- insurance services
- tourist services
- + royalties

?

When creating outdoor advertising, priority should be paid to:

- + font size and color combination
- the presence of expressive text
- the presence of the company logo
- presence of signatures and comments

?

The main features of the services market include:

- + systematic development
- longer service life cycle compared to the product
- insensitivity to market changes;
- low speed of capital turnover

?

The object of marine insurance may be a property interest related to:

- by ship
- cargo
- Captain's reward
- + all of the above

?

Terms of insurance without liability for damage, except in cases of disaster, provide for compensation:

- from partial loss of cargo
- from partial loss of part of the cargo
- from complete loss of cargo
- + from the complete loss of all or part of the cargo

?

Factor services include:

- transport services
- insurance services
- tourist services
- + royalties

?

Flights operated on a contractual basis between the carrier and the customer:

- special
- + charter
- additional
- basic

?

When creating outdoor advertising, priority should be paid to:

- + font size and color combination
- the presence of expressive text
- the presence of the company logo
- presence of signatures and comments

?

The main features of the services market include:

- + systematic development
- longer service life cycle compared to the product
- insensitivity to market changes
- low speed of capital turnover

?

Bill of Lading:

- is issued to a specific recipient of the goods
- gives the right to everyone who is the owner to dispose of the goods
- provides for the need to deliver the goods to the specified party
- + provides for the need to deliver the goods at the direction of the designated party

?

The approach to the analysis of the services market, which involves the study of the relationships between the structural elements of the service system - is:

- system-structural
- system-functional
- systemic-genetic
- + system-integrative

?

The current stage of development of the world economy is characterized by:

- increase in production in the material sphere
- high rates of development of the service sector and the number of employees in it
- reduction of the share of agricultural production
- + correct answers a, b, c

?

The method that involves the study of the services market as a holistic entity:

- dialectical
- statistical
- + system
- economic

?

Industrialized countries specialize mainly in providing:

- + telecommunication services
- transport services

- tourist services
- construction services

?

In which method of pricing for travel services is the price set lower or higher than the market depending on the demands of the client, the service provided, etc. .:

- + pricing with a focus on demand
- pricing with a focus on competitors
- cost-based pricing
- pricing based on cost

?

Advertising that shows customers who are satisfied with the purchased product:

- comparative
- reminiscent
- + strengthening
- informative

?

The peculiarities of newspaper advertising include:

- the ability to demonstrate the effect of buying a product or service
- creating an image of solidity and importance of the company that advertises its products
- relatively high cost of creating an advertising appeal
- + elasticity in action

?

Transport, computer and information services require:

- + real estate of producer and consumer
- mobility of producers and consumer real estate
- consumer mobility and producer real estate
- mobility of producer and consumer

?

Tourism, education and medical services require:

- real estate of the producer and consumer
- mobility of producers and consumer real estate
- + consumer mobility and producer real estate
- mobility of producer and consumer

?

Travel to third countries organized by non-resident firms requires:

- + mobility of producer and consumer
- mobility of producers and consumer real estate

- consumer mobility and producer real estate
- real estate of the producer and consumer

?

One of the features of using a centralized method of advertising campaign management is:

- + the ability to coordinate promotional activities of the company and its branches in different regions
- the ability to take into account specific sales conditions on the ground
- the ability to respond quickly to changes in demand in the regions
- quick response to new needs of specific markets

?

One of the features of transport services is:

- the creation of transport services does not coincide in time with their consumption
- the transport industry produces new goods
- + due to the movement of goods, transport prolongs the process of production and circulation
- transport services do not depend on the factors of market economy development

?

Flights operated in accordance with the published schedule for contracted airlines:

- irregular
- + regular
- additional
- special

?

Regulation of production of raw materials, control over the delivery of finished products are the tasks:

- transport logistics
- information logistics
- production logistics
- + supply and sales logistics

?

Organization that regulates world trade in services:

- GATT
- + GATS
- IBRD
- EBRD

?

Advertising, which aims to prove to consumers that buying goods of a particular brand, they get the highest quality:

- informative
- comparative
- + convincing
- reminiscent

?

Financial service is:

- transactions with financial assets carried out in the interests of third parties at their own expense
- transactions with financial assets carried out in the interests of third parties at the expense of these persons
- transactions with financial assets carried out in their own interests at their own expense
- + transactions with financial assets carried out in the interests of third parties at the expense of these persons or at their own expense

?

Hiring is:

- short-term lease of property
- + short-term lease of property
- long-term lease of property
- medium-term lease of property

?

The features of insurance as a type of economic activity should include:

- clearly defined nature
- + targeted use of funds
- disinterest of the subject of insurance as a result of the insured event
- non-commercial nature of the service

?

When insuring investment activities, the greatest difficulties arise due to:

- economic risks
- technical risks
- + political risks
- economic risks

?

Insurance of the financial condition of the company is a kind:

- + property insurance
- third party liability insurance
- life insurance
- personal insurance

?

Direct damage, which is reimbursed by the insurance company, means:

- loss of property as a result of the insured event
- depreciation of property as a result of the insured event
- loss of income
- + loss or depreciation of property as a result of the insured event

?

The method of research of the international market which assumes change in the controlled conditions of one or several factors in the absence of changes in others:

- + experiment
- imitation
- observation
- supervision

?

The system of regulation of international advertising has:

- single-tier structure
- two-tier structure
- + three-tiered structure
- four-tier structure

?

The theory of absolute advantages investigates the influence of only one factor of production:

- raw materials
- + capital
- labor
- technology

?

Unified rules of international trade "Incoterms" are developed:

- International Monetary Fund
- General Agreement on Tariffs and Trade (GATT / WTO)
- UN Commission on Development
- + International Chamber of Commerce

?

The principle of state policy aimed at supporting national producers of finished products, which restricts freedom of trade, is called:

- free trading
- liberalization
- + protectionism

- assistance

?

The term "free" means:

- + "free"
- "credited"
- "insured"
- "registered"

?

OIL is - ...

- + North American Free Trade Agreement
- Russian oil company
- a multinational corporation
- association of oil-exporting countries

?

Name the type of foreign trade activity that involves investment.

- licensing
- + joint venture
- export
- production cooperation

?

When setting up an international joint venture, the following indicator is important:

- number of staff
- + the amount of actually made foreign investment
- volume of products produced
- sales volumes for the previous period

?

The documents for the preparation of the export agreement include:

- + offer, order confirmation, proforma invoice
- request, letter of intent
- order, competition letter
- customs declaration, invoice

?

The ratio of cash inflows in the national currency to total export costs is called:

- export quota
- + profitability of exports
- export efficiency
- the effect of exports

?

OPEC is - ...

- international joint venture of several countries (consortium)
- community of European countries
- the currency of the Arab country
- + organization of oil-exporting countries

?

Type of foreign economic activity that does not involve investment:

- joint venture
- + export
- a branch of TNCs
- a subsidiary

?

The ratio of the percentage change in the volume of exports of the current period to the percentage change in the volume of exports of the base period is:

- the coefficient of elasticity of imports
- the ratio of supply and demand in the international market
- import price index
- + export price index

?

The agreement to accept without changes all the terms of the offer is called:

- + acceptance
- offer
- by order
- by order

?

An offer sent to one potential buyer with an expiration date is called:

- unconditional acceptance
- free tender
- + firm offer
- counterfeit

?

The ratio of the export price index to the import price index is an indicator:

- + export elasticity
- elasticity of imports
- "terms of trade"
- foreign trade quota

?

A monetary document of the prescribed form, which is an unconditional order, an order of the bank's drawer to pay the check holder the specified amount of money.

- Payment order
- + Check
- Tratta
- No correct answer

?

An entity that issues money, securities, documents.

- + Issuer
- Remitent
- Legal entity
- Drawer

?

The type of letter of credit, according to which funds are booked in advance in full on a separate account.

- + Covered
- Revolver
- Callback
- Irrevocable