

<b>Annex No. 3</b>		<b>First Cycle Studies Course Programme</b>			
1.	Course Title	<b>International Commercial Law</b>			
2.	Code	INT420			
3.	Study programme	/			
4.	Organizer of the study programme (university unit i.e. institute, chair, department)	Faculty of Economics- Skopje, Ss. Cyril and Methodius University in Skopje Chair of International Trade			
5.	Level (first, second, third cycle)	First cycle			
6.	Academic year / semester	Fourth year/ summer semester	7.	Number of ECTS credits	7.5
8.	Professor	Prof. Goran Koevski PhD			
9.	Preconditions for enrolment	None			
10.	<p><b>Course Objectives (Competencies):</b> After completing this course, students should:</p> <ol style="list-style-type: none"> <li>1. Obtain in-depth knowledge of international commercial law and international commercial agreements.</li> <li>2. Develop skills for analysis of specific cases in practice in the field of international commerce.</li> <li>3. Develop skills on how to identify the challenges and legal opportunities offered by various international instruments.</li> <li>4. Get acquainted with the relevant institutions in the sphere of international commerce that participate in the process of creating international commercial law.</li> <li>5. Get acquainted with the processes of harmonization of international commercial law that takes place at international and regional level.</li> <li>6. Obtain knowledge of the most important instruments governing various agreements in the field of international commerce.</li> <li>7. Obtain in-depth knowledge about the agreement for international sale of goods, as the most important agreement in international trade and commerce.</li> <li>8. Gain knowledge about electronic commerce, international regulation and the latest trends in the sphere of e-commerce.</li> <li>9. Get acquainted with the agreements that serve as the most commonly used instruments for the internationalization of businesses – franchise, licensing and distribution agreements.</li> <li>10. Get acquainted with the payment and security instruments in international trade that are most often used, such as documentary letters of credit and bank guarantees.</li> <li>11. Become familiar with various agreements used as instruments for alternative financing of businesses such as leasing, factoring and forfeiting.</li> <li>12. Obtain basic knowledge about the ways of resolving commercial disputes in international trade through alternative methods such as negotiation, conciliation, mediation and arbitration.</li> </ol>				
11.	<p>Course content:</p> <ol style="list-style-type: none"> <li>1. Historical development of international commercial law;</li> <li>2. The process of unification and harmonization of international commercial law;</li> <li>3. The importance of <i>lex mercatoria</i> in international commerce;</li> <li>4. The most important institutions and instruments for the development of international commercial law (UNCITRAL, UNIDROIT, ICC);</li> <li>5. Basic principles of international commercial law;</li> <li>6. Main features of international commercial agreements;</li> <li>7. Contracts for the international sale of goods;</li> </ol>				

	8. E- commerce and instruments regulating electronic commerce on a regional and global level; 9. Franchise agreements; 10. License agreements; 11. Distribution agreements; 12. Leasing agreements; 13. Factoring agreements; 14. Forfeiting agreements; 15. Instruments for payment and security within the framework of international commerce- bank guarantee and documentary letter of credit; 16. Dispute resolution in international commerce; 17. Alternative ways of resolution of commercial disputes - negotiation, conciliation, mediation and arbitration.				
12.	Learning methods: lectures with PPT presentations and LCD screens, interactive classes, case study, individual and group project assignments, guest lectures, distance learning in case of necessity.				
13.	Total hours	7.5 ECTS x 30 hours = 225 classes			
14.	Allocation of hours per activity	60+30+45+90 =225 classes			
15.	Types of teaching activate	15.1.	Interactive lectures with presentations	60 classes	
		15.2.	Seminars	30 classes	
16.	Other types of activity	16.1.	Project assignments	0 classes	
		16.2.	Individual assignments	45 classes	
		16.3.	Self - study	90 classes	
17.	Grading method 60+30+10=100 points				
	17.1.	Test	60 points		
	17.2.	Individual tasks / project (assignments: written and oral)- Essay	30 points		
	17.3.	Active participation in class	10 points		
18.	Grading scale	Less than 50 points	5 (five) (F)		
		From 51 to 60 points	6 (six) (E)		
		From 61 to 70 points	7 (seven) (D)		
		From 71 to 80 points	8 (eight) (C)		
		From 81 to 90 points	9 (nine) (B)		
		From 91 to 100 points	10 (ten) (A)		
19.	Preconditions for taking the final exam	Realized activities from 15 and 16			
20.	Language	Macedonian			
21.	Evaluation method	Internal evaluation and survey			
22.	Literature				
	22.1.	Mandatory literature			
		No.	Author	Title	Publisher
1.	Aleksandar Nikolovski	<i>Megjunarodno Trgovsko Pravo</i>	FON Univerzity	2006	

		2.	Jadranka Dabovic – Anastasovski, Goran Koevski, Valentin Pepeljugoski & Nenad Gvrilovikj	<i>Dogovori na avtonomna trgovska praktika</i>	Faculty of Law Iustinianus Primus, Ss Cyril and Methodius University in Skopje	2012
		3.	Toni Deskoski	<i>Konvencija na Obedinetite Nacii za megunarodna prodazba na stoki</i>	Faculty of Law Iustinianus Primus, Ss Cyril and Methodius University in Skopje	
22.2.	Supplemental literature					
		No.	Author	Title	Publisher	Year
		1.	DiMatteo L.	<i>International Business Law and the Legal Environment</i>	Routledge, Taylor and Francis Group	2017
		2.	Joseph Morrisey & Jack Graves	<i>International Sales Law and Arbitration</i>	Wolter Kluwer	2008
		3.	Ingeborg Schwenzer, Pascal Hachem & Christopher Kee	<i>Global Sales and Contract Law</i>	Oxford University Press	2012
		4.	Lucinda Miller	<i>The Emergence of EU Contract Law</i>	Oxford University Press	2011