

International University of Logistics and Transport in Wrocław

Leading								
Item	International trade terms (Incoterms)							
Module		ECTS points	5	Reference number of the study program	L/2024/SPS/S/P - L/2024/SPS/N/P			
Direction		Specialty			Academic year			
LOGISTICS		Transport safety						
Term		IV		Year of study		II		
Form of studies	Stationary				Part-time			
Form of classes	Lecture	Exercises	Laboratories	Design	Lecture	Exercises	Laboratories	Design
Number of hours	30	20		10	15	15		9
TOGETHER	60				39			
Objective of the course	To familiarize students with the principles of Incoterms (international trade rules) and prepare them to correctly apply these rules in the practice of international trade and logistics. The course aims to develop knowledge about the division of responsibilities, costs, and risks between seller and buyer in cross-border transactions, as well as to develop the ability to consciously select the appropriate Incoterms rule depending on the mode of transport, the characteristics of the goods, and the supply chain strategy.							
Minimum knowledge required from the student before starting classes								
Students should possess a basic understanding of international logistics and foreign trade, including concepts such as export, import, supply chain, and international sales contracts. Familiarity with basic transport and commercial documents and familiarity with various modes of transportation are also recommended.								
Recommended literature to study before starting classes								
Christopher M. 2023: Logistics and Supply Chain Management, Wydawnictwo Financial Times Prent. Londyn								
SUBJECT-SPECIFIC LEARNING OUTCOMES (SLE)					KEU	EVALUATION METHODS		
	CODE	FORM			CODE	CODE	FORM	
KNOWLEDGE	W01	Has basic knowledge of the conditions under which international markets and logistics networks operate, as well as the principles of operation of logistics companies on the global market			K1_W07_L_P	MO2	Written exam in the form of a closed, single-choice test	
	W02	He possesses a basic understanding of the legal norms and principles applicable to international trade. He is familiar with the basic regulations of civil, economic, and commercial law, as well as European Union regulations regarding logistics and foreign trade, including customs agreements and domestic transit procedures. He also understands the basic concepts and principles related to the protection of industrial and intellectual property rights.			K1_W08_L_P	MO2	Written exam in the form of a closed, single-choice test	
SKILLS	U01	Students can correctly analyze and interpret phenomena and processes occurring both within an enterprise and in its external environment. They can also predict the practical consequences of specific socio-economic processes and phenomena, using standard methods and tools specific to scientific disciplines related to logistics.			K1_U01_L_P	MO8 MO9	Written test in the form of open-ended tasks Written test in the form of practical tasks	
	U02	Students can consider non-technical considerations—including environmental, economic, legal, and social—when identifying, formulating, and solving problems related to the organization and management of logistics processes. They are also able to recognize and analyze international factors influencing the functioning of logistics networks and chains.			K1_U05_L_P	MO8 MO9	Written test in the form of open-ended tasks Written test in the form of practical tasks	
	U03	Students can identify logistical problems, independently acquire the necessary data, and utilize their acquired knowledge to describe, analyze, and evaluate processes and tasks specific to international logistics. They can also develop solutions to specific problems, applying appropriate technical, legal, and organizational standards and regulations specific to this field, and then present them both orally and in writing – in Polish and in a foreign language.			K1_U07_L_P	MO8 MO9	Written test in the form of open-ended tasks Written test in the form of practical tasks	

SOCIAL COMPETENCES	K01	The student is prepared to correctly recognize and resolve ethical and moral dilemmas related to the performance of the logistics profession, while maintaining a high level of professionalism and adhering to the principles of professional ethics.	K1_K02_L_P	MO8 MO9	Written test in the form of open tasks
	Subject content	<p>Lecture</p> <p>Introduction to Incoterms and their role in international trade, History of the creation and evolution of Incoterms rules, Structure and general principles of use of Incoterms, Group E and F rules – EXW and FCA, CPT and CIP rules – carriage and insurance, Group D rules – DAP, DPU and DDP, FAS, FOB, CFR and CIF maritime rules, Comparison of Incoterms rules – allocation of risks, costs and responsibilities, Incoterms and commercial and transport documentation, Choosing the optimal Incoterms rule in logistics practice, Incoterms and customs procedures, VAT and international settlements, Most common errors and disputes related to the use of Incoterms and current challenges. Incoterms in multimodal and container transport, Incoterms and cargo insurance and risk management in the supply chain, Incoterms in international e-commerce and new business models.</p> <p>Exercises</p> <p>Comparative analysis of all Incoterms rules in tabular form, Practical exercises on the correct writing of Incoterms in commercial contracts, Selection of the optimal Incoterms rule for various means of transport, Calculation of the risk and cost transition point in individual rules, Case study – analysis of actual international contracts using Incoterms, Incoterms and transport documents (BL, AWB, CMR, CIM), Simulation of Incoterms negotiations between exporter and importer, Most common errors in the use of Incoterms and their logistic consequences, Incoterms in customs procedures and VAT settlements in EU and non-EU trade, Comprehensive case study – selection of Incoterms for a multimodal transaction taking into account costs and risks</p> <p>Laboratories</p> <p>Projects</p> <p>Comparative analysis of the impact of various Incoterms rules on the total costs and risks in a selected international transaction, Development of an optimal Incoterms strategy for a company exporting or importing a specific type of goods, Preparation of a simulation of a commercial contract using Incoterms along with an analysis of logistics, customs and insurance documentation</p>			
Teaching methods	CODE	FORM			
	MD2	Informative lecture using multimedia techniques			
	MD10	Case method (e.g. teaching scenes)			
	MD16	Exercises - solving tasks and problems			
Compulsory literature	1	Brauneis. F 2024: Intellectual Property Protection of Fact based Works Copyright and Its Alternatives, Wydawnictwo Edward Elgar Publishing Ltd, Londyn			
	2	Helmold M, Yilmaz A, Dathe T, Flouris T. 2022: Supply Chain Risk Management: Cases and Industry Insights, Wydawnictwo Springe,m Warszawa			
Additional literature	1	Zieger S. 2025: Logistics and Power: Supply Chains from Slavery to Space, Wydawnictwo University of California Press, Kalifornia			

Conditions for passing the course

The course is graded as a whole (E) – with a single grade taking into account all coursework. The requirement for admission to the lecture exam (Written exam in the form of a closed, single-choice test – MO2) is passing the labs – based on: a written test in the form of practical assignments MO9 and/or open-ended assignments MO8, and passing the lab based on practical assignments performed on computers (M010 – Project Assessment).