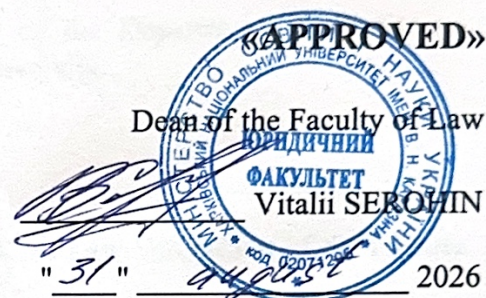


Ministry of Education and Science of Ukraine

V. N. Karazin Kharkiv National University

Department of Civil Law Disciplines



WORK PROGRAM OF THE ACADEMIC DISCIPLINE

INTERNATIONAL COMMERCIAL AGREEMENTS

level of higher education	- second (master's)
field of knowledge	- D Business, Administration and Law
specialty	- D 9 International Law
Educational program	- International Law
type of discipline	- mandatory
Faculty	- Law

2026 / 2027 academic year

The program has been recommended for approval by the Academic Council of the Faculty of Law

August 31, 2026, Protocol No. 1

PROGRAM DEVELOPER:

Voronov K., PhD, Associate Professor, Associate Professor of the Department of Civil Law Disciplines, Faculty of Law, V.N. Karazin Kharkiv National University.

The program was approved at a meeting of the Department of Civil Law Disciplines of the Faculty of Law

Protocol No. 1 of August 28, 2026

Head of the Department
civil law disciplines



Olena USTYMENKO

The program has been approved by the guarantor of the educational and professional program of the second (master's) level of higher education in the specialty «International Law»

Guarantor of the educational and professional program
second (master's) level of higher education
«International Law»



Oleksandr HAVRYLENKO

The program was approved by the scientific and methodological commission of the Faculty of Law

Minutes of August 31, 2026, No. 1

Head of the Scientific and Methodological Commission
Faculty of Law



Hanna ZUBENKO

INTRODUCTION

The program of the academic discipline «International Commercial Agreements» is compiled in accordance with the educational and professional program for the Master of Laws, specialty D9 International Law.

1. Description of the academic discipline

1.1. The purpose of teaching the academic discipline is to train specialists who have a high level of legal awareness and legal culture, possess the knowledge and practical skills necessary for their professional activities to solve specific tasks in the field of commercial law, are able to independently navigate modern international commercial legal relations, and make balanced and well-founded decisions within the framework of their professional competence.

1.2. The main objectives of studying the discipline are to identify and analyze legal problems, form and justify legal positions, and apply the acquired knowledge in practical situations.

1.3. Number of credits – 3

1.4. Total number of hours - 90

1.5. Characteristics of the academic discipline	
By choice	
Full-time study	Correspondence form of study
Year of preparation	
1st	1st
Semester	
2nd	2nd
Lectures	
2 hours	4 hours
Practical, seminar classes	
2 hours	4 hours
Laboratory classes	
Independent work	
62 hours	82 hours
Individual tasks	

1.6. List of competencies formed by this discipline:

GC 1. Ability to think critically, analyze, and synthesize.

GC 5. Ability to develop and manage projects.

GC 10. Ability to use information and communication technologies.

SK 4. Ability to effectively ensure the adaptation of Ukrainian legislation to EU law in law-making, law-interpretation and law-enforcement contexts, to provide legal support to European integration and Euro-Atlantic processes in various spheres of public relations.

SK 5. Ability to prepare draft national and international legal acts, provide proposals for the implementation of international standards into national legislation, and bring domestic legislation into line with international law.

SK 7. Ability to solve problems of international law, adaptation of Ukrainian legislation to EU law in new or unfamiliar environments in the presence of incomplete or limited information, taking into account aspects of social and ethical responsibility.

SK 9. Ability to develop and implement innovations in various fields and institutions of international law, EU law using international legal instruments.

1.7. List of learning outcomes that this discipline forms:

RN 1. Identify, analyze and propose ways to solve multifaceted problems of international and national legal content.

RN 3. Communicate fluently in the state and foreign languages orally and in writing to discuss issues of professional activity, research results and innovations, search and analysis of relevant information.

RN 5. To provide legal representation of the client in international judicial bodies, national courts, international commercial arbitrations, other international organizations, state authorities and local governments.

RN 8. Prepare draft international treaties and acts of national legislation, provide proposals for eliminating conflicts between the norms of international law, as well as bringing the norms of national law into line with the norms of international law.

RN 10. Provide legal support to the processes of adapting various branches of Ukrainian legislation to European Union law.

RN 11. Organize and conduct negotiations, ensure effective communication with specialists at the national and international levels.

RN 13. Develop and implement innovative and research projects in the field of international law, taking into account legal, social, economic and ethical aspects.

RN 15. Participate in the development and implementation of scientific projects, including international ones, assess the necessary resources and possible risks.

RN 16. Assess the authenticity of information and the reliability of sources, analyze it and use it for scientific research and professional activities in the field of international law.

1.8. Prerequisites: Theory of law and state. Civil law. Civil procedure.

2. Thematic plan of the academic discipline

Section I. General characteristics and types of international commercial agreements.

Topic 1. The essence of international commercial agreements.

International commercial transactions and international commercial agreements. Concept, types, parties and functions. Types and content of international commercial agreements. The essence of the main stages of preparing international commercial agreements. Principles of international commercial agreements. UN Convention on Contracts for the International Sale of Goods. Convention on the Limitation Period in the International Sale of Goods. Principles of international commercial agreements. General conditions of sale. International trade terms (INCOTERMS-2020). Typical force majeure clause.

Topic 2. International purchase and sale of goods.

International purchase and sale: essence, meaning, current state in Ukraine. Regulatory and legal regulation of international purchase and sale of goods. Concept and features of a contract of international purchase and sale of goods. Preparation for the conclusion of a contract of international purchase and sale of goods and its conclusion. Concept and features of international trade in services. Classification of services in international trade. Regulation of international trade in services. Main trends in the development of the world services market. General characteristics of commercial relations in the field of international transportation (transport services).

Topic 3. International investment agreements.

International investment agreements: history and development. Concept and types of

international investment agreements. Multilateral investment agreements. Regional investment treaties. Bilateral investment treaties. Sources of international legal regulation of investment relations in Ukraine. The essence of mediation and its role in international trade.

Topic 4. International commercial agreements with intellectual property rights.

International intellectual property market: concept and economic role. Main international treaties in the field of intellectual property. The role of bilateral trade agreements in securing intellectual property rights. Commercialization of intellectual property objects: content, principles and main methods. Franchising. International leasing.

Topic 5. Insurance in international trade activities.

General characteristics of the insurance market. Insurance market in 2024. Trends in 2025-2026. Insurance: concept and classification. Insurance contract.

Section II. General characteristics and types of international financial relations.

Topic 6. Legal regulation of international financial relations.

General characteristics of international financial relations and sources of their legal regulation. Legal regulation of banking activities. Legal regulation of the securities market and international currency relations. The essence and features of international trade settlements.

Topic 7. Antitrust regulation of international economic relations.

History of the formation and formation of competition legislation (foreign experience). Foreign experience of state management of economic competitiveness. International legal regulation of control over compliance with legislation on the protection of economic competition. Adaptation of competition legislation of Ukraine to the law of the European Union at the current stage of the European integration process.

3. Structure of the academic discipline

Chapter and topic names	Number of hours											
	full-time education						correspondence form of study					
	total	including					total	including				
		l	w	lab	ind	Wed		l	w	lab	ind	Wed
Chapter 1. General characteristics and types of international commercial agreements												
Topic 1. The essence of international commercial agreements	12	2	2			8	15	2	2			11
Topic 2. International purchase and sale of goods	12	2	2			8	11					11
Topic 3. International investment agreements.	12	2	2			8	11					11
Topic 4. International commercial agreements with intellectual property rights.	12	2	2			8	11					11
Topic 5. Insurance in international trade activities.	14	2	2			10	11					11
Total under section 1	62	10	10			42	59	2	2			55
Section 2. General characteristics and types of international financial relations												
Topic 6. Legal regulation of international financial relations.	14	2	2			10	17	2	2			13
Topic 7. Antitrust regulation of international economic relations.	14	2	2			10	14					14

Total by section 2	28	4	4			20	31	2	2			27
Total hours	90	14	14			62	90	4	4			82

4. Seminar topics

No	Topic name	Hours
1.	The essence of international commercial agreements.	2 (2)
2.	International purchase and sale of goods .	2
3.	International investment agreements.	2
4.	International commercial agreements with intellectual property rights.	2
5.	Insurance in international trade activities.	2
6.	Legal regulation of international financial relations.	2 (2)
7.	Antitrust regulation of international economic relations.	2
	Together	14 (4)

5. Tasks for independent work

No	Types and content of independent work	Hours
1.	The essence of international commercial agreements (study of additional literature on the topic).	8 (11)
2.	International purchase and sale of goods (study of additional literature on the topic).	8 (11)
3.	International investment agreements (study of additional literature on the topic).	8 (11)
4.	International commercial agreements with intellectual property rights (study of additional literature on the topic).	8 (11)
5.	Insurance in international trade activities (study of additional literature on the topic).	10 (11)
6.	Legal regulation of international financial relations (study of additional literature on the topic).	10 (13)
7.	Antitrust regulation of international economic relations (study of additional literature on the topic).	10 (14)
	Together	62 (82)

6. Individual tasks

Not included in the curriculum.

7. Teaching methods

During classes, three groups of teaching methods are used:

1. verbal, which involve a descriptive disclosure of educational material, an explanation of the essence of the relevant phenomenon, concept, process, instruction on the specifics of the application of individual norms, checking the level of independent processing of educational material, etc.;
2. visual, the essence of which is to demonstrate diagrams, tables, drawings (if available), and presentations;
3. practical, which manifest themselves in the formation of skills and abilities in operating with legal categories, applying legal norms and using acquired knowledge when conducting seminar classes.

8. Control methods

Control methods are methods of diagnostic activity that allow for feedback in the learning process in order to obtain data on the success of learning and the effectiveness of the learning process. Control measures determine the compliance of the level of knowledge, skills and abilities acquired by students with the requirements of regulatory documents on higher education.

Current control is carried out at each seminar classroom session in the form of oral questioning, student performances, writing test papers, etc.

At the end of the course, a test is taken in the form of a written test, which may include detailed answers to questions and answers to tests.

The maximum number of points that a student can score when taking the final test in an academic discipline is 40. The maximum number of points that a student can score when studying an academic discipline is 100.

Test questions for the subject "International Commercial Agreements":

1. International commercial transactions and international commercial agreements.
2. The concept and types of international commercial agreements.
3. Parties and functions of international commercial agreements.
4. Types and content of international commercial agreements.
5. The essence of the main stages of preparing international commercial agreements.
6. Explain the concepts of offer and acceptance when concluding international commercial agreements.
7. The procedure for concluding an international commercial contract.
8. Trade customs: concept, essence and general rules of use.
9. Principles of international commercial agreements.
10. UN Convention on Contracts for the International Sale of Goods.
11. Convention on the Limitation Period in the International Sale of Goods.
12. Principles of international commercial agreements.
13. General terms and conditions of sales.
14. International trade terms (INCOTERMS-2020).
15. Typical force majeure clause.
16. International sales and purchases: essence, meaning, current state in Ukraine.
17. Regulatory and legal regulation of the international purchase and sale of goods.
18. The concept and characteristics of a contract for the international sale of goods.
19. Preparation for and conclusion of an international contract for the sale of goods.
20. The concept and features of international trade in services.
21. Classification of services in international trade.
22. Methods of service delivery and mechanisms for implementing agreements on international trade in services.
23. Regulation of international trade in services.
24. Main trends in the development of the global services market.
25. General characteristics of commercial relations in the field of international transportation (transport services).
26. Classification of international transportation.
27. Sources of legal regulation of international transportation.
28. Law applicable to contracts of international carriage.
29. Sea transportation.
30. Air transportation.
31. Transportation by rail.
32. Transportation by road.
33. International investment agreements: history and development.

34. The concept and types of international investment agreements.
35. Multilateral investment agreements.
36. Regional investment treaties.
37. Bilateral investment treaties.
38. Sources of international legal regulation of investment relations in Ukraine.
39. The essence of mediation and its role in international trade.
40. Main types of intermediaries.
41. Types of international mediation operations.
42. Trade and intermediary operations and their functions.
43. Problems of attitude and development of trade and intermediary activities in Ukraine.
44. International intellectual property market: concept and economic role.
45. Main international treaties in the field of intellectual property.
46. The role of bilateral trade agreements in securing intellectual property rights.
47. Commercialization of intellectual property objects: content, principles and basic methods.
48. Franchising.
49. International leasing.
50. General characteristics of the insurance market.
51. Insurance: concept and classification.
52. Insurance contract.
53. General characteristics of international financial relations and sources of their legal regulation.
54. Legal regulation of banking activities.
55. Legal regulation of the securities market and international currency relations.
56. The essence and features of international trade settlements.
57. History of the formation and formation of competition legislation (foreign experience).
58. Foreign experience in public management of economic competitiveness.
59. International legal regulation of control over compliance with legislation on the protection of economic competition.
60. Adaptation of Ukrainian competition legislation to European Union law at the current stage of the European integration process.

9. Points accrual scheme

The total number of points is 100.

The number of points for the test is 40.

Number of points during the semester – 60:

Number of points for answers in seminar classes $\sum 60 = 60$:

Calculation formula

$$\frac{\sum 1}{\sum 2} \times 80 = 80$$

Note:

$\sum 60$ – the sum of the maximum number of points

$\sum 1$ – the sum of points received by the student for answers in seminar classes

$\sum 2$ – number of seminar classes during the semester

8 – coefficient

Current control	Together	Test	Sum
T1-T7			
$\Sigma 60$	60	40	100

To be admitted to the test, a higher education applicant must score at least 10 points in the academic discipline during current control, independent work, etc.

Criteria for evaluating academic achievements

When studying the academic discipline, the use of artificial intelligence (AI) technologies is carried out in accordance with the Policy on the Use of Artificial Intelligence Technologies of V. N. Karazin Kharkiv National University.

IN within disciplines are applied such models using AI:

1. Model "AI is forbidden."

The use of artificial intelligence technologies is not allowed during the implementation of control measures aimed at verifying the individual knowledge and development of the competencies of the education seeker, in particular: oral questioning, modular control works, exam (offset), if other not determined teacher, others species evaluation, for whom the teacher has set restrictions on the use of AI.

2. Model "AI as assistant".

When preparing for practical classes, completing individual assignments, essays, analytical reviews, and other written work, the use of AI is permitted for: search and systematization information, selection and primary analysis scientific sources, explaining complex concepts, improving text structure, checking grammar, style and layout, generating ideas, a work plan or examples.

The final text of the work, conclusions, analysis, interpretation of results, and decisions made must be prepared independently by the student.

3. Model "AI as tool".

For certain laboratory, practical, project or research works, the use of artificial intelligence technologies may be a mandatory component of the task. In such cases, students can use generative AI models to: analyze and prepare data, generate, analyze and optimize program code, compare the results of different AI models, create visualizations, schemes or images, analysis big arrays data. carrying out experiments using modern artificial intelligence tools.

All results, received by with help AI, are subject to critical analysis, verification and revision by the education seeker.

Declaring the use of AI.

In the case of using artificial intelligence technologies, the student is required to indicate: the name of the service or AI model; date of use; nature of assistance (idea generation, information search, data analysis, code generation, text editing, etc.).

At the teacher's request, the student must provide the prompts used or explain how to use AI tools.

Undeclared use of artificial intelligence technologies or submission of generated AI material as own result educational activities under consideration as a violation of the principles of academic integrity in accordance with the internal regulatory documents of the University.

Oral response evaluation criteria

Current control is carried out, in particular, in the form of surveys and verification of the results of performances at seminars and practical classes on a five-point grading scale.

5 points are awarded under the following conditions:

- the student works actively throughout the practical session;

- provides a complete, correct, consistent, coherent, and well-founded presentation of the issue, accompanied by correct examples from doctrinal sources and references to current legislation;
- everything that is taught must demonstrate a deep understanding and orientation in the phenomena and processes being studied;
- correct comprehensive answers to additional questions from the teacher.

4 points are awarded under the following conditions:

- the student works actively during the practical session;
- gives a correct, complete presentation of the content of the textbook and the material presented by the teacher, but answers additional control questions that the teacher asks to determine the depth of understanding and the ability to navigate phenomena and processes only with some help from the teacher or colleagues;

- insufficiently comprehensive answers to the teacher's additional questions.

3 points are awarded under the following conditions:

- the student behaves passively in class, responding only to the teacher's call;
- generally demonstrates knowledge of the main educational material being considered, but makes mistakes when answering and realizes them only after the teacher's instructions;
- does not give answers to questions immediately, but only after some straining of memory, and the answers are unclear;
- unable to derive correlations with other problems of the discipline being studied without the help of a teacher;

2 points are awarded under the following conditions:

- makes significant errors or completely skips material and partially corrects these errors only after instruction from the teacher;
- the student shows ignorance of a significant part of the educational material, presents it illogically and uncertainly, there are hitches and pauses in the answer, cannot explain the problem, although he understands it;
- does not present the material coherently and consistently enough.

1 point is awarded under the following conditions:

- the student makes gross mistakes when presenting the material and does not correct these mistakes even when the teacher points them out;
- reveals a lack of understanding of the educational material and, as a consequence, a complete lack of skills both in analyzing phenomena and in further performing practical tasks.

Criteria for evaluating credit work

The test is written and consists of 40 test questions. Each test question has five answer options, only one of which is correct; one point is awarded for each correct answer.

Rating scale

The sum of points for all types of training activities during the semester	National scale assessment
90–100	enrolled
70-89	enrolled
50-69	enrolled
1-49	not included

10. Recommended reading

Basic literature

1. International Commercial Agreements. Dyminska O. Yu., Kibenko O. R., Kyrvel I. Yu., etc.; edited by U. Helman, S. O. Balashenko, V. I. Nagnibeda. Khmelnytskyi: Khmelnytskyi University of Management and Law, 2015. 524 p.
2. Private International Law: General Part: Textbook / edited by A. S. Dovger and V. I. Kysil. Kyiv: Alerta, 2012. 376 p.
3. International Private Law: Special Part: Textbook / edited by A. S. Dovger and V. I. Kysil. Kyiv: Alerta, 2013. 400 p.
4. Myroshnychenko V.O. International Trade Law in Schemes, Tables and Definitions: Textbook. Kyiv: Center for Educational Literature, 2020. 147 p.
5. International commercial agreements and settlements: regulatory and legal regulation. Textbook / Edited by Kozak Yu. G., Logvinova N. S. Kyiv: Center for Educational Literature, 2010. 648 p.
6. Malsky O. M. International trade law: textbook. 2nd ed., revised and supplemented. Kyiv: Yurinkom Inter, 2025. 728 p.
7. Vikhrov O. P. Legal regulation of economic relations in certain spheres and branches of the economy. Kyiv: Yurinkom Inter, 2017. 448 p.
8. Dakhno I., Aliyeva-Baranovskaya V. International Economic Law: Textbook. Kyiv: Center for Educational Literature, 2019. 368 p.

Supporting literature

1. Belyaeva A. P. The principle of freedom of contract in the legal regulation of foreign economic contracts: Abstract of the dissertation of the candidate of legal sciences: 12.00.01 / National Academy of Law of Ukraine named after Ya. Mudryi. Kharkiv, 2005. 20 p.
2. Vaytsekhovska O. R. International commercial arbitration: teaching and methodical manual / O. R. Vaytsekhovska, N. S. Fedoruk. Kharkiv: Pravo, 2024. 376 p.
3. Foreign economic contract (contract) of purchase and sale: legal regulation: monograph. Vinnytsia: VNTU, 2013. 247 p.
4. Boyarska Z.I. International Commercial Law. Kyiv, 2020. 124 p.
5. Galiakhmetov, I. A., Chorna, V. G. New lex mercatoria and modern modernization of international commercial law. *Kyiv Journal of Law*, 2024. No. 1. P. 286–293 URL: <https://doi.org/10.32782/klj/2024.1.40>
6. Gelich A.O., Gelich Yu.O. Comparative legal characteristics of the legislation of the EU and Ukraine on anticompetitive concerted actions. *Air and Space Law: Legal Bulletin. Scientific Works of the National Aviation University*. 2007. No. 3 (4). Pp. 53-56.
7. International Settlements and Currency Transactions: Textbook / O. I. Bereslavskaya, O. M. Nakonechny, M. G. Pyasetska, etc.; Edited by M. I. Savluk. Kyiv: KNEU, 2020. 392 p.
8. Tsygankova T. M. International trade: Teaching and methodical manual for independent study. Dissertation. T. M. Tsygankova, L. P. Petrashko, T. V. Kalchenko. Kyiv: KNEU, 2003. 256 p.

11. Links to information resources on the Internet, video lectures, other methodological support

1. Official web portal of the Verkhovna Rada of Ukraine. <http://portal.rada.gov.ua/>
2. Official website of the President of Ukraine. <http://www.president.gov.ua/>
3. Unified web portal of executive authorities of Ukraine. <http://www.kmu.gov.ua/>
4. Official web portal of the judicial authorities of Ukraine. <http://court.gov.ua/>
5. Official website of the Constitutional Court of Ukraine. <http://www.ccu.gov.ua/>
6. Official website of the Ombudsman of the Verkhovna Rada of Ukraine for Human Rights. <https://ombudsman.gov.ua/>