

Study program: **CUSTOMS AND FREIGHT – FORWARDING (Second cycle of studies)**

Duration of the study program: **1 year**

ECTS credit points: **60**

Objectives of the study program:

Postgraduate studies at the Department of *Customs and freight forwarding* were first introduced in the academic year 2004/2005, with the study program *Contemporary development tendencies in Customs and Freight – Forwarding*. The study program was introduced as a result of the need within the customs and the business community, by the academic staff who has knowledge of customs, international trade and logistics, economics and law. In order to be thoroughly understood, customs requires a multidisciplinary approach from the economic, legal, political, and social and security perspective, which is a confirmation of the need for the existence of a study program that meets the complex challenges. After 13 years since the introduction of the study program of postgraduate studies, through its constant revising, today we offer fully modernized study program and a study program which is harmonized with the requirements of the business and the scientific community.

The delivery of goods internationally means crossing national borders and respect of the procedures and fees at this crossing. The transport of goods across borders requires the fulfillment of a number of procedures imposed by laws and international treaties. In order to properly implementation of this process, we need staff who have appropriate knowledge in the field.

The second cycle in *Customs and Freight – Forwarding* is allowing students to gain knowledge in international trade and contemporary customs systems, to know the customs regulations in international trade and to acquire skills in forwarding - logistic operations.

The second cycle of studies in *Customs and Freight – Forwarding* has an aim to profile employees who can successfully meet the requirements of management positions both within the public and within the private sector. Students will be able to use their skills in customs and freight forwarding - logistics companies, as well as operating in the business entities that perform foreign - trade operations. The knowledge and skills acquired in this study program students can use also in the public administration, but in the same time for running their own

business, especially in the freight forwarding - logistics sector. They'll gain knowledge, skills and abilities that will allow them to smoothly carry out their activities in the field of foreign trade. The knowledge and skills acquired during their studies, also enable students for easier acquisition of advocating licenses in the activities that have be done before the customs authorities. Knowledge in the field of customs and freight forwarding gained on this study program fully complies with the European and global trends and standards for customs and freight forwarding activities, which allows the students their involvement in international institutions in this area, such as the World Customs Organization, World Trade Organization.

The goal of the second cycle in *Customs and Freight – Forwarding* is also to prepare a part of the students for their further upgrading in the area of international trade, logistics, management, economics and law, giving the basis and motivation for their involvement in the academic community and gaining doctoral degree on some of domestic or foreign universities.

SPECIFIC QUALIFICATION DESCRIPTORS

<p>Knowledge and understanding</p>	<ul style="list-style-type: none"> - Demonstrates knowledge and qualitatively higher level of understanding in the field of customs and freight-forwarding, logistics, international economics, international law and organizational and technical - technological sciences, under internationally recognized high - educational and scientific standards; - Identifies and applies well-established principles in the fields of economic, legal, organizational and technical - technological sciences, as well as in the fields of science related to customs and freight-forwarding; - Describes and discusses the essential aspects and concepts in the field of customs and freight-forwarding; - Acquired the ability to apply appropriate methodologies for solving complex problems in customs and freight-forwarding, on a systematic and creative way. It provides a basic and an opportunity for originality in developing and applying autonomous ideas in a context of research regulations within customs and freight-forwarding sector; - Acquire and develop skills to use an expanded and deepened knowledge continuously, keeping in touch with modern trends in customs and freight-forwarding in developed countries, as well as research in a field of customs and freight-forwarding in a broad multidisciplinary and interdisciplinary context; - Displays high level of professional competence in more specific scientific fields that contribute to the formation of complex sublimated transformed in the field of customs and freight-forwarding.
<p>Applying knowledge and</p>	<ul style="list-style-type: none"> - Builds ability for critically, independently and creatively problems solving with some originality in new situations and emerging circumstances, related to their field of study;

understanding	<ul style="list-style-type: none"> - Determine and analyze the processes, methods and results in the field of customs and freight – forwarding; - Locate, formulate and solve complex and multidimensional problems in the area of customs and freight – forwarding, using already established methods and acquired knowledge; - Builds skills for competently involvement in the labor market in the country and abroad.
Making judgment	<ul style="list-style-type: none"> - Collect, analyze and present information from the relevant data available in the field of customs and freight – forwarding; - Acquires the ability to synthesize and integrate knowledge in the field of customs and freight – forwarding; - Acquires the ability to systematically and creatively deal with complex issues, make sound judgments, even with incomplete or limited information, which includes personal, social and ethical responsibilities in the application of their knowledge and judgments; - Acquires capacity for assessment and selection of scientific theories, methodologies, tools, and developed skills in the subject areas, and establish a new analysis and solutions on a scientific basis and related to different spheres of customs and freight – forwarding sector; - Combines theory and practice in order to solve complex problems in the field of customs and freight – forwarding, and explain the reasons for the selection of appropriate solutions.
Communication skills	<ul style="list-style-type: none"> - Communicate effectively through written reports and oral presentations, using expert terminology and technical language; - Acquired the ability to communicate their conclusions and recommendations with clear and unambiguous explanation or rationale underpinning of the conclusions and recommendations, to both professional and unskilled persons; - Acquire skills for analytical and critical thinking, entrepreneurial skills and risk assessment skills, skills for planning and decision-making, skills in leadership, skills for management with business entities in the field of freight – forwarding and logistics, management, strategic thinking and activities forecasting; - Shares and discusses concepts and ideas in the field of customs and freight - forwarding, as well with the professional community and also with the entire public society; - He/she is capable for teamwork and active cooperation within the group, by sharing responsibilities and tasks.
Learning skills	<ul style="list-style-type: none"> - Developing personal need for building further knowledge and skills for independent and autonomous action, both institutionally and in social terms; - Taking responsibility for permanent professional development and training in the field, but also in other activities that make interactions with customs and freight – forwarding; - Take initiative to identify needs for further professional advancement with a high degree of autonomy in decision making; - Regularly follow the latest scientific developments in the field of customs and freight - forwarding, such as scientific papers and journals, and participation in seminars and conferences.

List courses arranged

Semester 9

Mandatory courses

Customs modernization (10 credits)

Gaining knowledge on trade facilitation in Customs.

Customs legislation (10 credits)

Objective of this course is students to gain knowledge of the customs legislation of the Republic of Macedonia as well as knowledge of the customs legislation of the EU.

Contemporary Freight forwarding and Logistic operations (10 credits)

Main objective of the subjects is students to acquire knowledge concerning characteristics of freight forwarding and logistic operations as well as contemporary methods and techniques of operating in international trade and freight forwarding. Students are provided with theoretical knowledge that can be used as a base for further scientific researches in the field or can be practically implemented in developing national strategies for improving competitive advantages in trade logistic sector.

Semester 10

Elective courses

World Trade Organization (6 credits)

The purpose of this course is the students gain knowledge in the area of the multilateral trading system, embodied in the agreements of the World Trade Organization.

Free trade zones (6 credits)

Purpose of studying this subject is that students to gain knowledge concerning the characteristics and concept of operations of free economic zones, and to determine the methods for studying the economic effects and the impact of free zones on the national economy development.

Customs protection of the intellectual property (6 credits)

Objective of this is students to gain knowledge about intellectual property rights and the role of Customs administration in these process.

Customs procedures (6 credits)

Study programme has two parts. The aim is, students beside knowing theoretical preconditions and knowledge for different customs procedures, as precondition for easier

functioning of turnover, then its different aspects, accenting of law characteristics, knowing of practical approaches and challenges, to know and note, giving directions what could be improved through different regulative and in which segments, and through cooperation with competent institutions. Knowing and more elaborating of law aspects of customs procedure, its duration, decisions, instruments, different law remedies, execution, and administrative dispute.

Customs crimes (6 credits)

The aim of this subject is gaining of appropriate theoretical and applicative knowledge from the field of customs crimes, typical customs crimes, and others complementary crimes. Analyze of customs crime activities, Detection of customs crimes, Penal and Tort procedure for responsibility and issuing penalties and sentences to offenders of crimes and role of customs administration in criminal procedure.

Business Logistics (6 credits)

The purpose of the study of this discipline is to provide students knowledge about business logistics and logistics systems especially in the services sector - customs and forwarding, to recognize the elements of logistics systems and participants in logistic processes, know the characteristics of the organization and management of logistics systems especially in the sphere of customs-forwarding services. Students should be able to analyze and detect problems in organization and management of logistics systems.

To solve cases of integrated logistics systems and apply the regulations in the practice of management of logistics systems.

International business (6 credits)

Purpose of the study on this subject is students to gain knowledge of international business, as a very complex activity, that enforces a high degree of knowledge and skill in concluding of business transactions in order to to minimize the risks in their realization.

International customs conventions and institutions (6 credits)

The goal is to help students get the basic knowledge about the operation, content, organizational structure, principles, goals and objectives of international customs conventions as well as the functioning of the institutions in this area.

Management in freight forwarding (6 credits)

The purpose of the program management in the forwarding business students of second cycle of the Department of Customs and forwarding to deepen their acquired knowledge about basic aspects of management as universal process with specific skills that managers in the freight companies must possess and develop to successfully to manage activities performed in these organizations. Through this program students will receive theoretical knowledge about the specifics of managerial positions in the forwarding operation with an emphasis on

planning activities, leadership, motivation of employees, the establishment of good relations and communication control.

Technological characteristics of the goods during transport (6 credits)

Introducing students to the features and characteristics of the transport of goods. Learning the ways of packaging, storage and transport of certain types of goods and prepare them for transport.

Research Methodology (6 credits)

Students from the second cycle of studies to gain knowledge of the methodological approach in scientific research and be able to independently apply the complex and different methods in modern science there, which will enable scientific literature to find solutions to certain phenomena and magnitudes and their conditionality and mutual connection.

Insurance in the international trade (6 credits)

After completing this course students should have knowledge in the following areas: *to get acquainted with deepened and more advanced comprehension in the area of insurance in the international trade.

Tax Accounting (6 credits)

After having completed this course, students should have knowledge of the following areas:

- To know the main types of taxes;
- To know the basics of tax accounting;
- To understand the functions and importance of tax accounting

Capital and Risk (6 credits)

The starting point and goal in the analysis that are elaborated in the curriculum refers to the distinction of basic concepts such as risk, certainty, uncertainty, chance, a coincidence, probability and the similar to them. But in trying for their theoretical distinction we are coming to the thesis that their conceptual determination and appropriate classification is absolutely insufficient in overcoming barriers in business operations of the economic entities and lives of ordinary people, arising from uncertainties that are include in the future, and that the main purpose and the reason for their study is to find ways for that they adequately be treated, i.e. to be adequately managed.

Accepting it as an axiom the fact that the risk exists, the challenge facing the study of this issue is to examine a number of existing theoretical research and practical experience of risk management, and to propose some theoretically - logical and possible strategies for dealing with risks. So, the risks are an integral part of life of each person and an element in the operations of each economic entity, they cannot be avoided, hence pure logic suggests that a ways and methods to live with them have to be found.

Financial Investment Management (6 credits)

The starting point and objective in the analysis covered in the curriculum refers to understanding fundamental questions regarding the issue of financial and investment decisions. The mentioned course financial and investment management is drafted to provide theoretical and applied knowledge in the field of financial reporting, financial analysis and financial planning, financial instruments and manner of trading with securities. Students have the opportunity to learn about the process of equity investments and management projects, particularly investment projects. With the successful overcoming the instruments in the domain of economic and financial analysis of investment projects, students as future managers should be able to take a real investment decision. Particular attention is paid to the preparation of investment studies, especially the economic elaborate, assessment and selection of investment projects and analysis of the risks associated with investing

Financial transactions (6 credits)

Introduction with technic and technology of payment (financial) transactions. The main objective is to master skills and technics of operation financial transactions (payment operations) as a part of financial system, bath, internal and foreign payment operation and respectively payment systems who facilitate its – institutional and functionally. Microeconomic aspects of financial transaction's costs.

Risk Management (6 credits)

The goal of the course on *Risk Management* is that students learn the importance of managing the risks, the objective nature of the risks, types of risks and risks exposure, and the process of managing certain risk types. If we ever thought that the operation risks are tied exclusively on financial categories and financial aspects of the operations, the modern approach on Risk Management requires a broader view. In fact, because of the extension of complexity of business activities, globalization, internationalization, international competition and many other internal and external factors, risks and managing them is a question that applies to all aspects that directly or indirectly may have a negative impact on operations. Uncertainty on which is exposed every business action is the essential point that requires study of risks, their measurement and quantification of the probability for their occurrence.

By studying the subject named as *Risk Management*, students will acquire the following competencies:

- Recognizing the need and importance of managing risks;
- Detecting the factors that determine the effectiveness of risk management;
- Developing skills and knowledge for the quantification of the risk – return ratio;
- Mastering the existing Risk Management strategies and developing the ability for skillfully combine them;
- Developing skills for Risk Management;
- Acquisition of practical and applicable knowledge for the analysis of risk exposure, anticipating potential risks and methods and procedures to manage them.

Contemporary financial systems (6 credits)

After studying these course users should be dispose knowledge about:

- The role of financial system in the economy: what a financial system consists of; who uses it and for what purposes; why the performance of the financial system is relevant to the rest of the economy.
- How financial systems differ; the different roles played by deposit and non-deposit intermediaries; the different risks faced by everyone financial instrument.
- Understand the theory of money, banking and finance.

Business Psychology (6 credits)

Get closer to the trends in the business Psychology, filtering the basic aspect - business psychology, offering tested principles, Managers education for psychological potentials and productivity. Techniques and strategies of successful operation.

Marketing research (6 credits)

This course allows students to see the significance of information when making business decisions as well as to study the the entire process of collecting, processing and analyzing data that are informative input in business decision.

E – Business (6 credits)

The aim of this course is to familiarize students with the application of information technology in the operations of companies in the tourism industry. Special emphasis is placed on marketing of products and services offered by these companies, but with the help of modern information technologies.

Contemporary Tax Systems (6 credits)

To gain detailed knowledge of tax systems that exist in the modern world through the comparative study of the tax systems in the EU Member States, the tax system of the United States and the tax systems of developing countries.

Project Management (6 credits)

Upon completion of this course, the student will be able to: Implement the key steps involved in managing a project, Organize the project into manageable components, Successfully lead project teams and work with stakeholders, Use effective tools to oversee and monitor complex projects, Develop project budgets and schedules, Bring complex projects to successful completion, Use Microsoft Project to create a project plan and monitor progress, Develop a comprehensive project plan which is ready for implementation, Analyze and apply lessons from other actual projects.

Marketing management (6 credits)

The purpose of this course is for students of a second cycle studies to gain knowledge from managing with marketing Activities Company from most economic sectors.

International Trade Logistics (6 credits)

Students of the second cycle of studies will acquire knowledge on trade international trade logistic as important link in the system of social reproduction that connects production, exchange, distribution and consumption. Students will gain higher level of specialization in international trade logistics as well as extended knowledge and experiences on current issues on trade logistics through further treatment of its economic, legal and technical aspects. Students are provided with theoretical knowledge that can be used as a base for further scientific researches in the field or can be practically implemented in developing national strategies for improving competitive advantages in international trade.

Management in customs operations (6 credits)

The purpose of the program management in customs matters is students of second cycle of the Department of Customs and forwarding to deepen their acquired knowledge about basic aspects of management as universal process with specific skills that managers at the Customs office should possess and cultivate to successfully to manage activities performed in this service. Through this program students will receive theoretical knowledge about the specifics of managerial positions in customs matters with an emphasis on planning activities, leadership, motivation of employees, the establishment of good relations and communication control.

Logistics and transport systems (6 credits)

Students will gain knowledge in the field of logistics and transport systems. Students will be able to recognize the essential features of transport, which have influence on the management of activities in logistics systems. They will also learn and apply the methods, criteria and indicators on which basis will optimize transportation.

Controlling (6 credits)

After the studying the subject, student should have a following areas of the knowledge:

- Knowledge basic on management control;
- To understand the functions of the main types of management control;
- To learn ways of analyzing the operations of enterprises.

Master theses (12 credits)