

### **CHARACTERISTICS FOREIGN ECONOMIC CONTRACTS OF INDUSTRIAL ENTERPRISES**

The article describes the essence of foreign economic activity enterprises. A bibliographic review of the term “foreign economic contract” is conducted; modern scientific schools, which involved in the field management of foreign economic activities of industrial enterprises, are defined. It is considered the economic and legal literature for the essence of “foreign economic agreement (contract).”

It is conducted the review of the literature which allows us to complete the determination of foreign economic agreement (contract) in the industrial market as an agreement between two or more subjects of foreign trade and their foreign contractors which is made in the form of commercial paper, which regulates the organizational, economic and administrative relations during foreign transactions in which one party (the seller) has the obligation to transfer industrial products under the property of the another party (the buyer), and the buyer has the obligation to accept the goods and pay for it a sum of money.

There are determined the conditions of foreign economic contract for the industrial market and the parties of the supply agreement. It is presented account features of the foreign economic contracts’ of certain types which are concluded by foreign economic operators. The structure of foreign economic contract which allows us to determine the presence of specific risks in each of its component is substantiated.

It is proved that the efficiency of foreign economic activity of industrial enterprises depends not only on the quality of contractual relations, but also on logistics enforces of the import contract. The scheme of logistic supporting of the foreign contract in the industry is presented.