

**PEOPLES' FRIENDSHIP UNIVERSITY OF RUSSIA
LAW INSTITUTE**

Recommended by ISSC

Description of the Discipline

CUSTOMS DEPARTMENT

**Program and Description
of the Course**

Customs aspects of economic integration

38.05.02

Specialty of Customs

Focus of the program (profile)

Foreign economic activity in the context of the digitalization of the economy; customs control

1. Goals and objectives of discipline:

The purpose of discipline "Customs aspects of economic integration" is to explore modern concepts, approaches and methods to control the foreign economic activity of a firm; to consider external and internal factors of doing international business.

The main objectives of the discipline are:

- to study the methodology of organization of foreign economic activity at the level of a firm;
- to explore the nature and methods of management of foreign economic activity of the company in the conditions of unstable economy;
- to develop students' practical skills in the finding and selection a strategic foreign partner and analyzing activities of foreign companies in the Russian market, finding the solution to the problems of business internationalization;
- to develop students' practical skills of analyzing tendencies in the world markets; competent assessment of financial risks, skills of the independent analysis and its application to certain practical tasks: diagnostics and control of actions of the international companies and Russian companies implementing economic activity with foreign partners.

2. Place of the discipline in the structure of the study plan:

The discipline belongs to the part formed by the participants of educational relations, the mandatory part of block 1 of the curriculum in the specialty 38.05.02 "Customs" (specialty), read in all specializations.

Table 1 shows the previous and subsequent disciplines aimed at the formation of discipline competencies in accordance with the competence matrix.

| № | Code and name of competence | Preceding disciplines | Subsequent disciplines (groups of disciplines) |
|--------------------------------|--|---|--|
| Professional competence | | | |
| | PC-5.1 - Demonstrates knowledge about the system of public administration, the system of customs authorities, tasks and functions of customs authorities, determines the place and role of customs authorities in the structure of public administration | History of customs affairs and customs policy in Russia | The theory of public administration. Customs authorities in the national security system. Management of customs authorities. |

3. Requirements for the results of mastering the discipline:

The process of studying the discipline is aimed at developing the following competencies:

table 2

Formed competencies

| Competencies | Competence name | Indicators of achievement of competencies |
|--------------|---|---|
| PC-5 | Able to determine the place and role of | PC-5.1 - Demonstrates knowledge about the |

| | | |
|--|---|--|
| | customs authorities in the structure of government when interacting with other government bodies and organizations, including international | system of government, the system of customs authorities, tasks and functions of customs authorities, determines the place and the role of customs authorities in the structure of government |
|--|---|--|

know:

the methods of organization of foreign economic activity at the enterprise level: types of foreign economic operations; the specific features of foreign economic operations; equipment transactions.

be able to:

independently analyze the efficiency of domestic firms in foreign markets, as well as the functioning of foreign companies in the Russian market.

get:

practical skills of management of foreign economic activity of the company (including skills of efficiency assessment of foreign economic relations, determining the customs value of imported and exported goods, insurance, international cargo, conducting financial and monetary calculations, and so on).

4. The educational volume of discipline and types of training activities

The overall complexity of discipline is **3 credit units (Full-time education)**

| Type of school work | Total hours | module | | | |
|--------------------------|-------------|--------|----|------------|----|
| | | 9 | 10 | 11 | 12 |
| | 108 | | | | |
| Including: | | | | | |
| lectures | 18 | | | 18 | |
| Seminars (C) | 18 | | | 18 | |
| Self-study (total) | 69 | | | 69 | |
| The overall credit hours | 108 | | | 108 | |
| | 3 | | | 3 | |

The overall complexity of discipline is **3 credit units (part-time education)**

| Type of school work | Total hours | semester | | | |
|--------------------------|-------------|----------|--|------------|--|
| | | | | 5 | |
| | 108 | | | | |
| Including: | | | | | |
| lectures | 17 | | | 17 | |
| Seminars (C) | 17 | | | 17 | |
| Self-study (total) | 74 | | | 74 | |
| The overall credit hours | 108 | | | 108 | |
| | 3 | | | 3 | |

The overall complexity of discipline is **3 credit units (extramural studies)**

| Type of school work | Total hours | semester | | | |
|--------------------------|-------------|----------|--|------------|--|
| | | | | 5 | |
| | 108 | | | | |
| Including: | | | | | |
| lectures | 4 | | | 4 | |
| Seminars (C) | 6 | | | 6 | |
| Self-study (total) | 98 | | | 98 | |
| The overall credit hours | 108 | | | 108 | |
| | 3 | | | 3 | |

5. Content of discipline

5.1. The content of the sections of the discipline.

Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises.

The current level of Russia's integration into the world economy. The role of transnational corporations in the global economy. Russian TNCs in the world economy. The Russian legislation on foreign economic activity of enterprises. Organization regulation of foreign trade activity in the Russian Federation. The application of special protective, antidumping and compensatory measures while importing goods. The RF law "On export control" of 18 July 1999 No. 183-FZ (as amended on 18.07.2005 No. 90-FZ).

Topic 2. The specificity of foreign trade transactions.

Foreign economic transactions and their classification. Arranging foreign economic operations. The technique of foreign economic operations. Foreign trade operations. Foreign exchange transactions. Insurance operations. Operations associated with advertising activities. Investment operations. Mergers and acquisitions. International strategic alliances. International scientific-technical cooperation. Exchange transactions.

Topic 3. Finding the foreign partner. Business negotiations with foreign partners.

Classification of firms operating in the global market. The legal status and responsibility of firms. The choice of countries and the study of foreign market. The basic indicators of activity of foreign firms: accounting firms, problems of comparability of financial statements, the indicators of the firm.

Purpose, objectives, organization of business meetings with foreign partners. Features of correspondence and talks on telephone, and personally. The program for the visit of a foreign partner. International customs business negotiations. Organizational preparation of negotiations. Tactics of negotiations. Business communication in a crisis situation. Documenting the results of the negotiations.

Topic 4. The conclusion and execution of foreign trade contracts.

The signing of the contract. The conclusion of the contract by the exchange of written messages. Features of contracts for scientific and technical cooperation and construction. The license agreement. The performance of export transactions. Preparation of goods for shipment. Customs clearance. Shipment and transportation. Calculations with buyers. Settlement of claim transactions. Tactics are actions at the party to refuse payment. The execution of the import transactions.

Topic 5. Foreign economic activity in the sphere of technology transfer.

International technology transfer and intellectual property protection. International and Russian legal regulation of technology transfer and intellectual property. The basic concepts used in the field of technology transfer. Features of international treaties in the field of technology transfer.

Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones.

The concept of an offshore jurisdiction. The activities of offshore companies. Export operations of offshore companies. Import operations of offshore companies. Modern policy of developed countries in relation to offshore companies.

Topic 7. Insurance in foreign economic activities. General risk management issues.**Topic 8. Customs regulation of foreign economic activity. The structure of customs authorities and their main functions.****5.2. Sections of disciplines and types of classes****Full-time education**

| TOPIC | lectures (h) | seminars (h) | CPC | Just an hour. |
|---|-------------------------|-------------------------|------------|------------------------------|
| Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises. | 2 | 2 | 9 | 13 |
| Topic 2. The specificity of foreign trade transactions. | 2 | 2 | 9 | 13 |
| Topic 3. Finding the foreign partner. Business negotiations with foreign partners. | 2 | 2 | 9 | 13 |
| Topic 4. The conclusion and execution of foreign trade contracts. | 2 | 2 | 9 | 13 |
| Topic 5. Foreign economic activity in the sphere of technology transfer. | 2 | 2 | 9 | 13 |
| Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones. | 2 | 2 | 9 | 13 |
| Topic 7. Insurance in foreign economic activities. General risk management issues. | 3 | 3 | 9 | 15 |
| Topic 8. Customs regulation of foreign economic activity. The structure of customs authorities and their main functions. | 3 | 3 | 9 | 15 |
| Total | 18 | 18 | 72 | 108 |

part-time education

| TOPIC | lectures (h) | seminars (h) | CPC | Just an hour. |
|---|-------------------------|-------------------------|------------|------------------------------|
| Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises. | 2 | 2 | 9 | 13 |
| Topic 2. The specificity of foreign trade transactions. | 2 | 2 | 9 | 13 |
| Topic 3. Finding the foreign partner. Business | 2 | 2 | 9 | 13 |

| | | | | |
|---|----|----|----|-----|
| negotiations with foreign partners. | | | | |
| Topic 4. The conclusion and execution of foreign trade contracts. | 2 | 2 | 9 | 13 |
| Topic 5. Foreign economic activity in the sphere of technology transfer. | 2 | 2 | 9 | 13 |
| Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones. | 2 | 2 | 9 | 13 |
| Topic 7. Insurance in foreign economic activities. General risk management issues. | 2 | 2 | 10 | 14 |
| Topic 8. Customs regulation of foreign economic activity. The structure of customs authorities and their main functions. | 3 | 3 | 10 | 16 |
| Total | 17 | 17 | 74 | 108 |

extramural studies

| TOPIC | lectures (h) | seminars (h) | CPC | Just an hour. |
|---|-----------------|-----------------|-----|---------------------|
| Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 2. The specificity of foreign trade transactions. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 3. Finding the foreign partner. Business negotiations with foreign partners. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 4. The conclusion and execution of foreign trade contracts. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 5. Foreign economic activity in the sphere of technology transfer. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones. | 0,5 | 0,75 | 12 | 13,25 |
| Topic 7. Insurance in foreign economic activities. General risk management issues. | 0,5 | 0,75 | 13 | 14,25 |
| Topic 8. Customs regulation of foreign economic activity. The structure of customs authorities and their main functions. | 0,5 | 0,75 | 13 | 14,25 |
| Total | 4 | 6 | 98 | 108 |

6. Laboratory workshop. Not provided.

7. Practical exercises (seminars)

| TOPIC | Labor intensity (hour) full-time forms | Labor intensity (hour) part-time | Labor intensity (hour) correspon dence form |
|---|--|---|--|
| Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises. | 2 | 2 | 0,75 |

| | | | |
|---|----|----|------|
| Topic 2. The specificity of foreign trade transactions. | 2 | 2 | 0,75 |
| Topic 3. Finding the foreign partner. Business negotiations with foreign partners. | 2 | 2 | 0,75 |
| Topic 4. The conclusion and execution of foreign trade contracts. | 2 | 2 | 0,75 |
| Topic 5. Foreign economic activity in the sphere of technology transfer. | 2 | 2 | 0,75 |
| Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones. | 2 | 2 | 0,75 |
| Topic 7. Insurance in foreign economic activities. General risk management issues. | 3 | 2 | 0,75 |
| Topic 8. Customs regulation of foreign economic activity. The structure of customs authorities and their main functions. | 3 | 3 | 0,75 |
| Total | 18 | 17 | 6 |

Sample topics of student's projects:

- 1. Interaction of the state and business at the national and international levels.**
- 2. Mechanisms of regulation of the foreign economic activity of a firm.**
3. Features of management of finance of multinational corporation.
- 4. A risk management in the international business.**
5. Financial mechanism of activity of multinational corporation.
- 6. A project financing in the international business.**
7. The feasibility study on innovative projects taking into account attraction of foreign investments.
8. International transfer of technologies and methodical principles of an assessment of their market value.
9. International competitiveness of the companies and its comparative assessment.
- 10. Modern market strategy and their role in development of the international business.**
11. International investment projects of the companies.
- 12. A cost assessment of the rights for intellectual property in the international business.**
13. Assessment of efficiency of foreign trade activities of the enterprises.
- 14. Problems of economic security in the international business.**
15. State and prospects of the foreign trade relations between Russia and EU.
16. Strategic planning in the international company.
17. International marketing: theoretical and practical aspects.
18. Marketing strategy of world car makers in the Russian market.
19. Features of sales management in the international company.
20. Merges and absorption in the international business.
21. Problems and prospects of improvement of investment climate in Russia.
22. International leasing.
23. Branding as component of foreign economic activity of the enterprise.
24. A state and prospects of presence of multinational corporation in the Russian market.
25. Reforming of power industry: world experience and its value for Russia.
26. Planning and forecasting of financial activity of the companies: international experience and Russian practice.
27. Problems and prospects of development of the market of derivatives of Russia.

28. A role of the Russian banks in foreign economic activity.
29. Market of corporate securities of Russia.
30. Management of currency risks in the international business.
31. A role of foreign investments on securities market into the Russian Federation.
32. The transfer prices in intra firm trade of multinational corporation.
33. Current trends in the world oil market.
34. International merges and merger of commercial banks.
- 35. International electronic commerce.**
36. Foreign economic relations of the enterprises of EU countries and Russia (state and prospects of development).
37. International frenchayzing.
38. International factoring.
39. A role of sea transport in the world market of oil.
40. World market of insurance services.
41. Features of formation of strategy of competitiveness of national economy of the CIS countries (on the example of the concrete country).
42. Russia in the world market of precious metals.
43. The guaranteed delivery of the foreign trade freights: problems and solutions.
44. Features of pricing on export (import) production.
45. Commercial forms of sale of technologies in foreign trade activities.
46. Features of foreign trade activities in the field of military and technical cooperation.
47. Features of insurance of freights in foreign trade activities.
48. Insurance of financial risks in foreign trade activities.
49. Strategy of development of foreign trade activities of the enterprise (branches, regions, republics, etc.).
50. International trade in currency.
- 51. Feature of financing of the international business.**
52. Development of methods and tools of international payments.
- 53. A role of direct investments in the international business.**
- 54. Counter trade in the international business.**
- 55. Export-import transactions in the international business.**
- 56. Features of an assessment of products of intellectual activity in the international business.**
57. Public administration by innovative activity (world experience).
- 58. International experience of financing of venture business.**
59. Venture business in modern world economy.
60. Finance of multinational corporations.
61. Merges and absorption in the sphere of the international business.
- 62. Activity of the Russian multinational corporations in the sphere of the international business.**
63. Foreign portfolio investments.
64. Problems of formation of uniform insurance space on the example of the countries NAPHTHA (NAFTA).
65. Problems of adaptation of the Russian insurance market in the conditions of development of the WTO.
66. Customs and tariff regulation of foreign economic activity in the Russian Federation.
67. Use of foreign experience of a clustering of economy in regions of the Russian Federation.
68. Agency agreements in the international business
69. Commission agreements, consignments, instructions in the international business
70. Force majeure circumstances in the international business
71. Drawing up the foreign trade contract.
72. The organization and carrying out market research in the international business.

73. The license agreement in the international business.
74. Performance of export contracts in the international business.
75. Performance of import contracts in the international business.
76. Participation of the companies in the international exhibitions.
77. The external economic operations connected with intellectual property.
78. Features of conducting the international business with the offshore companies.
79. Risks in the international business.
80. A risk management in the international business.
81. External economic operations with use of intermediaries.
82. Features of the foreign trade operations in the market of machine-building production.
83. Features of the foreign trade operations in the raw markets.
84. The external economic operations at merges and merger of the companies.
85. Distributor agreements in the international business
86. Influence of Russia's accession to the World Trade Organization on the enterprises and branches of national economies
87. **Formation of business structures in off-shore zones.**
88. Small business in the sphere of foreign economic activity.
89. Control system and customs and tariff regulation of foreign economic relations of Russia. Methods and tendencies.
90. Development of marketing strategy of firm (types of export policy, factorial analysis of capacity of the foreign markets, etc.).
91. **Tourism as type of the international business**
92. **Branding as type of the international business**
93. **Franchizing as type of the international business**
94. **Leasing as type of the international business**
95. **Factoring as type of the international business**

8. Material and technical support of the discipline:

| Audience type | Audience equipment |
|----------------------------------|--|
| Lecture | Classroom for lecture-type classes, Technically equipped room, designed for educational events or various academic meetings, conferences. Wi-Fi. Software: Microsoft products (OS, office suite, including MS Office / Office 365, Teams, Skype) |
| Seminar | Classroom for lecture and seminar classes, group and individual consultations, monitoring and intermediate certification:, A set of specialized furniture; hardware: Acer H6517ABD Multimedia Projector, Projector screen, Whiteboard, Wi-fi Software: Microsoft products (OS, office suite, including MS Office / Office 365, Teams, Skype) |
| For independent work of students | Classroom for lecture and seminar classes, group and individual consultations, monitoring and intermediate certification:, A set of specialized furniture; hardware: Acer H6517ABD Multimedia Projector, Projector screen, Whiteboard, Wi-fi Software: Microsoft products (OS, office suite, including MS Office / Office 365, Teams, Skype) |

9. Information support of the discipline

EBS of RUDN University and third-party EBS to which university students have access on the basis of concluded agreements:

- RUDN University Electronic Library System - RUDN University Library System <http://lib.rudn.ru/MegaPro/Web>
- EBS "University Library Online" <http://www.biblioclub.ru>
- EBS Yurayt <http://www.biblio-online.ru>
- EBS "Student Consultant" www.studentlibrary.ru
- EBS "Doe" <http://e.lanbook.com/>
- EBS "Troitsky Most"

2. Databases and search engines:

- electronic fund of legal and normative-technical documentation <http://docs.cntd.ru/>
- Yandex search engine <https://www.yandex.ru/>
- Google search engine <https://www.google.ru/>
- SCOPUS abstract database <http://www.elsevierscience.ru/products/scopus/>

9. Methodical and informational support

10. Educational and methodological support of the discipline:

BASIC SOURCES:

1. Foreign economic activity of the enterprise: textbook / ed. L.E. Strovsky. - 5th ed., Pererab. and add. - Moscow: Unity-Dana, 2015. - 504 p. - ("Golden Fund of Russian textbooks"). - Bibliogr. in the book. - ISBN 978-5-238-01772-3; The same [Electronic resource]. - URL: <http://biblioclub.ru/index.php?page=book&id=114538>

FURTHER READING:

2. International Business: Opportunities and Challenges in a Flattening World, Mason Carpenter, Sanjyot P. Dunung, Flat World Knowledge 2017.
3. International Logistics: Global Supply Chain Management Hardcover, Douglas Long, August 31, 2016.
4. Global Marketing Management, Masaaki Kotabe, Kristiaan Helsen, Hardcover: 720 pages, Wiley. 2015.
5. Building an Import/Export Business, 3rd Edition by Kenneth D. Weiss, Paperback: 320 pages, Wiley. 2015.
6. Global Marketing: Foreign Entry, Local Marketing, and Global Management by Johny K. Johansson, Hardcover: 672 pages, McGraw-Hill/Irwin 2016.

11. Guidelines on the organization of the discipline:

The implementation of the course suppose interactive lectures, practical sessions (workshops) including multimedia equipment and an interactive tutorial, the independent creative works and their subsequent presentation, testing, conduct group discussions on topics of the course, modern control technology knowledge.

| | |
|---------------------------|---|
| Lectures | The classroom form of instruction in which the main provisions of the academic discipline are given. The ultimate goal of the lectures is the achievement by students of the degree of mastering the theoretical knowledge they need for further professional activity. The form of the lecture can be both traditional and interactive. |
| Seminars | A classroom dialogue form of classes on one of the course topics, involving the active participation of students (all or some of them), aimed at developing their skills of independent theoretical analysis of the problems addressed in the course, including by studying texts of primary sources, accumulating practical experience in solving typical professional tasks. |
| Group academic counseling | The main task of group academic counseling is a detailed or in-depth examination of some theoretical course topics, the development of which, as a rule, makes it difficult for some students. At the request of students, it is possible to introduce additional ones for discussion: topics of particular interest to them that do not receive sufficient coverage in the lecture course. This form of study is mandatory for the teacher, the student has the right not to take part in such a consultation if he has successfully mastered this section of the course on his own or the additional topic being discussed does not interest him. |
| Individual consultations | An out-of-class form of a teacher's work with an individual student, implying discussion of those sections of the discipline that were not clear to the student, or caused by the student's desire to work on writing a course or final qualifying work for the course being studied. |
| Master class | Lecture and / or group counseling by a guest of well-known and highly qualified foreign or domestic scholar (or practice in this field). The task is to show the real side of research and applied work in science and demonstrate to students the standards of professional thinking in their chosen specialty. |
| Independent work | Reading the recommended literature (mandatory and optional), preparing for oral presentations, preparing for written examinations (midterm, final tests), writing essays, essays, term papers and final qualifying works; as well as other types of work required to complete the curriculum |

Terms and criteria for grading

From students are required to attend lectures and seminars, mandatory participation in the certification tests, the performance of the teacher's assignments. Especially appreciated is the active work at the seminar (the ability to lead a discussion, a creative approach to the analysis of materials, the ability to clearly and concisely formulate their thoughts), as well as the quality of the preparation of quizzes (tests) and reports.

Evaluation of the discipline being taught is based on the results of the study, demonstrated by students throughout the entire period of study (usually a semester). The final grade is

determined by the amount of points received by students for various types of work during the entire period of study provided by the curriculum.

All types of educational work are carried out exactly in the terms stipulated by the training program. If a student, without good reason, did not complete any of the study tasks (he missed the test, passed the abstract later, etc.), then points are not awarded for this type of study, and the works prepared after the due date are not evaluated.

For various types of work during the entire period of study a student can get the maximum amount - 100 points, of which:

- 16 points - final exam (Test 1)
- 16 points - mid-term exam (Test 2)
- 50 - active work at seminars, assignments, including homework (up to 10 points to each homework)
- 18 - Project

Evaluation Criteria

| № | Evaluation Criteria | points | |
|--------------|---|---------------------------|-----------------------------------|
| | | Corresponds to parameters | Does not correspond to parameters |
| | The structure of the work: introduction - relevance, problem, purpose, subject, objectives of the abstract, conclusion. | 2 | 1 0 |
| | Completeness of the disclosure of the topic in accordance with the purpose and objectives. Independence of the formulation of the intent and conclusions | 2 | 1 0 |
| | Bibliography, information base - used sources and literature. Completeness, correctness of the designation of sub-page footnotes and a list of references | 2 | 1 0 |
| | The design of the text of the work in accordance with the standard | 2 | 1 0 |
| | Presentation to work (at least 10 slides, reflecting the essential content of the abstract) | 2 | 1 0 |
| TOTAL | | 10 | |

Score-rating system of knowledge assessment, rating scale

| BRS points | Traditional RF ratings | ECTS |
|------------|------------------------|---------|
| 95 - 100 | Excellent - 5 | A (5+) |
| 86 - 94 | | B (5) |
| 69 - 85 | Good - 4 | C (4) |
| 61 - 68 | Satisfactory - 3 | D (3+) |
| 51 - 60 | | E (3) |
| 31 - 50 | Unsatisfactory - 2 | FX (2+) |
| 0 - 30 | | F (2) |
| 51 - 100 | Test | Passed |

Description of ECTS ratings:

A ("Excellent") - the theoretical content of the course has been mastered completely, without gaps, the necessary practical skills of working with the mastered material have been formed, all the training tasks provided by the training program have been completed, the quality of their implementation is estimated by the number of points close to the maximum.

B ("Very Good") - the theoretical content of the course has been fully mastered, without gaps, the necessary practical skills of working with the mastered material are basically formed,

all the training tasks provided by the training program are completed, the quality of performance of most of them is assessed by the number of points close to the maximum.

C ("Good") - the theoretical content of the course has been fully mastered, without gaps, some practical skills of working with mastered material are not sufficiently developed, all the training tasks provided for by the training program are completed, the quality of performance of none of them is assessed by the minimum number of 5 dollars, some types of tasks are completed with errors.

D ("Satisfactory") - the theoretical content of the course has been partially mastered, but the gaps are not essential, the necessary practical skills of care with the material mastered are mostly formed, most of the training tasks provided by the training program are completed, some of the completed tasks may contain mistakes.

E ("Mediocre") - the theoretical content of the course has been partially mastered, some practical skills have not been formed, many of the training tasks provided by the training program have not been completed, or the quality of performance of some of them is assessed by the number of points close to the minimum.

FX ("Conditionally unsatisfactory") - the theoretical content of the course is partially mastered, the necessary practical skills are not formed, most of the training tasks provided by the training program are not fulfilled or the quality of their implementation is assessed by the number of points close to the minimum; with additional independent work on the course material it is possible to improve the quality of the performance of training tasks

F ("Certainly unsatisfactory") - the theoretical content of the course is not mastered, the necessary practical skills are not formed, all completed training tasks contain blunders, additional independent work on the course material will not lead to any significant improvement in the quality of the training tasks.

Department of Customs Department
APPROVED
at the meeting of the department
, protocol No.
Head of Department

THE FUND OF EVALUATION TOOLS

DISCIPLINE

« Customs aspects of economic integration »

38.05.02

Specialty of Customs

Recommended for

38.05.02

Specialty of Customs

Qualification (degree) graduate: Specialty

Passport of the THE FUND OF EVALUATION TOOLS for the discipline Customs aspects of economic integration
 Direction / Specialty: 38.05.02
 Specialty of Customs
 Discipline: Customs aspects of economic integration

| Code of the controlled competence or its part | Supervised discipline section | Controlled topic of discipline | THE FUND OF ASSESSMENT TOOLS (mastering control form) | | | | | | Topic points | Section points |
|---|---|---|---|--------|--------|--------|------------------|---------|--------------|----------------|
| | | | Classroom work | | | | Independent work | | | |
| | | | Poll | Test 1 | Test 2 | Report | Classroom work | Project | | |
| PC-5.1 | Section 1. Theory of Foreign economic activity | Topic 1. Foreign economic activity of Russia. State regulation of foreign economic activity of enterprises. | 2 | 2 | 2 | 1 | 2 | 1 | 10 | 44 |
| | | Topic 2. The specificity of foreign trade transactions. | 2 | 2 | 2 | 1 | 2 | 1 | 10 | |
| | | Topic 3. Finding the foreign partner. Business negotiations with foreign partners | 2 | 2 | 2 | 2 | 2 | 2 | 12 | |
| | | Topic 4. The conclusion and execution of foreign trade contracts. | 2 | 2 | 2 | 2 | 2 | 2 | 12 | |
| PC-5.1 | Section 2. Practical aspects of Foreign economic activity | Topic 5. Foreign economic activity in the sphere of technology transfer. | 2 | 2 | 2 | 3 | 2 | 3 | 14 | 56 |
| | | Topic 6. Free economic zones (FEZ) and offshore zones. Economic transactions with companies registered in offshore zones. | 2 | 2 | 2 | 3 | 2 | 3 | 14 | |
| | | Topic 7. Insurance in foreign economic activities General risk management issues. | 2 | 2 | 2 | 3 | 2 | 3 | 14 | |
| | | Topic 8. Customs regulation of | 2 | 2 | 2 | 3 | 2 | 3 | 14 | |

| | | | | | | | | | | |
|--|--------------|--|----|----|----|----|----|----|-----|-----|
| | | foreign economic activity The structure of customs authorities and their main functions. | | | | | | | | |
| | Total | | 16 | 16 | 16 | 18 | 16 | 18 | 100 | 100 |

Test and examination materials Discipline: " Customs aspects of economic integration"
A set of assessment materials (typical tasks (tasks), non-standard tasks (tasks), sets of problem situations corresponding to future professional activities, business game scenarios, etc.), designed to assess the level of forced competencies at certain stages of training

Head of the Department " ___ " _____ 20__

Appendix 1

TEST #1

1. Anti-dumping duty –
 - a) Export duty.
 - b) Tax on export.
 - c) Tax on intermediary activity.
 - d) Measure of counteraction to dumped imports.
2. An exchange of goods at their market price on the basis of the contract, but without carrying out monetary calculations:
 - a) Exchange transaction.
 - b) The transaction at auction.
 - c) Sale of the license.
 - d) Barter transaction.
3. Use of resources of other companies for development of own business:
 - a) Broker activity.
 - b) Advertizing.
 - c) Logistics.
 - d) Outsourcing.
4. Broker:
 - a) Organizer of logistic operations.
 - b) Stevedore.
 - c) Agent.
 - d) The intermediary concluding bargains on its own behalf and at the expense of the principal.
5. Foreign economic activity of the company:
 - a) Complex of economic, legal and organizational actions of the company.
 - b) Choice of the foreign partner.
 - c) Negotiation.

d) The sphere of business relations with residents of the foreign states.

6. Embargo:

- a) Intermediary transaction.
- b) Advertizing campaign.
- c) Way of purchase of goods.
- d) Legislative ban on the economic relations with residents of other country.

7. Customs and tariff regulation:

- a) Establishment of taxes and duties.
- b) Establishment of anti-dumping duties.
- c) Definition of rules of export-import transactions.
- d) Establishment of the import and export customs duties.

8. Force majeure:

- a) Intermediary transaction.
- b) Leasing.
- c) Country risk.
- d) Force majeure circumstance.

9. UNIDRUA:

- a) Chamber of commerce.
- b) Structure of the WTO.
- c) Structure of the UN.
- d) Intergovernmental institute of private law.

10. The main characteristics of the logistic JIT technology ("precisely in time") are:

a set of sources of delivery for protection against uncertainty;

lack of entrance quality control of production;

delivery of raw materials and accessories by the beginning of production (a minimum of stocks);

the schedule of delivery of raw materials and materials is made by the supplier;

large consignments of delivery from reliable suppliers

Evaluation criteria: Up to 16 points (up to 1 point for each question).

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TEST #2

1. Lump-sum payment:
 - a) Payment by cash.
 - b) Bank transfer.
 - c) Advance payment.
 - d) Lump sum.
2. Customs and tariff regulation:
 - a) Establishment of taxes and duties.
 - b) Establishment of anti-dumping duties.
 - c) Definition of rules of export-import transactions.
 - d) Establishment of the import and export customs duties.
3. Invoice:
 - a) The proforma invoice which is made out by the seller to the buyer according to terms of the contract.
 - b) Order.
 - c) Inquiry.
 - d) The document exposed by the seller to the buyer after acceptance by the last of the goods shipped to its address.
4. Quantitative indices of openness of national economy:
 - a) export quota
 - b) import quota
 - c) foreign trade quota
 - d) quoting of foreign trade
re-export volume
5. The option which can take place before the expiration of the term stipulated in the agreement in any day is:
 - a) American
 - b) Dutch
 - c) the mixed.
6. The effective exchange rate is ...
 - a) the exchange rate of this country in relation to currencies of the countries of the main trade partners calculated on a basket for definition of its situation and prospects

c) the exchange rate recorded at the auction at the currency exchange for this operational working day

d) real exchange rate

e) parity of purchasing power

e) the course calculated on the basis of official gold and foreign exchange reserves of the country

i) nominal exchange rate

7. Russia, as we know, export the focused country. In case of growth of ruble exchange rate concerning dollar, most possibly there will be a following:

a) falling of revenue of the export companies;

b) growth of revenue of the export companies;

c) it won't affect the enterprises in any way;

d) falling of revenue of the import companies.

8. The world prices — it:

a) all types of the prices developing in international trade;

b) the prices which are determined in coordination by world community through system of the institutes;

c) the prices of the largest export-import bargains concluded in the world commodity markets in the main world trade centers;

d) arithmetic-mean prices of international trade.

9. Specify two terms Incoterms under the terms of which the seller has the smallest duties:

a) FOB

b) CFR

c) FCA

d) EXW

e) CIF

10. Note two main criteria (in world practice) which are used for a choice of suppliers:

A) Quality of the delivered materials (raw materials)

B) Reliability of deliveries

C) Aftersales service

D) Financial position of the supplier

E) Terms of payment

Evaluation criteria: Up to 16 points (up to 1 point for each question).

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Sample topics of student's projects:

1. Interaction of the state and business at the national and international levels.
2. Mechanisms of regulation of the foreign economic activity of a firm.
3. Features of management of finance of multinational corporation.
4. A risk management in the international business.
5. Financial mechanism of activity of multinational corporation.
6. A project financing in the international business.
7. The feasibility study on innovative projects taking into account attraction of foreign investments.
8. International transfer of technologies and methodical principles of an assessment of their market value.
9. International competitiveness of the companies and its comparative assessment.
10. Modern market strategy and their role in development of the international business.
11. International investment projects of the companies.
12. A cost assessment of the rights for intellectual property in the international business.
13. Assessment of efficiency of foreign trade activities of the enterprises.
14. Problems of economic security in the international business.
15. State and prospects of the foreign trade relations between Russia and EU.
16. Strategic planning in the international company.
17. International marketing: theoretical and practical aspects.
18. Marketing strategy of world car makers in the Russian market.
19. Features of sales management in the international company.
20. Merges and absorption in the international business.
21. Problems and prospects of improvement of investment climate in Russia.
22. International leasing.
23. Branding as component of foreign economic activity of the enterprise.
24. A state and prospects of presence of multinational corporation in the Russian market.
25. Reforming of power industry: world experience and its value for Russia.
26. Planning and forecasting of financial activity of the companies: international experience and Russian practice.
27. Problems and prospects of development of the market of derivatives of Russia.
28. A role of the Russian banks in foreign economic activity.
29. Market of corporate securities of Russia.
30. Management of currency risks in the international business.
31. A role of foreign investments on securities market into the Russian Federation.
32. The transfer prices in intra firm trade of multinational corporation.
33. Current trends in the world oil market.
34. International merges and merger of commercial banks.
35. International electronic commerce.
36. Foreign economic relations of the enterprises of EU countries and Russia (state and prospects of development).
37. International frenchayzing.

38. International factoring.
39. A role of sea transport in the world market of oil.
40. World market of insurance services.
41. Features of formation of strategy of competitiveness of national economy of the CIS countries (on the example of the concrete country).
42. Russia in the world market of precious metals.
43. The guaranteed delivery of the foreign trade freights: problems and solutions.
44. Features of pricing on export (import) production.
45. Commercial forms of sale of technologies in foreign trade activities.
46. Features of foreign trade activities in the field of military and technical cooperation.
47. Features of insurance of freights in foreign trade activities.
48. Insurance of financial risks in foreign trade activities.
49. Strategy of development of foreign trade activities of the enterprise (branches, regions, republics, etc.).
50. International trade in currency.
51. Feature of financing of the international business.
52. Development of methods and tools of international payments.
53. A role of direct investments in the international business.
54. Counter trade in the international business.
55. Export-import transactions in the international business.
56. Features of an assessment of products of intellectual activity in the international business.
57. Public administration by innovative activity (world experience).
58. International experience of financing of venture business.
59. Venture business in modern world economy.
60. Finance of multinational corporations.
61. Merges and absorption in the sphere of the international business.
62. Activity of the Russian multinational corporations in the sphere of the international business.
63. Foreign portfolio investments.
64. Problems of formation of uniform insurance space on the example of the countries NAPHTHA (NAFTA).
65. Problems of adaptation of the Russian insurance market in the conditions of development of the WTO.
66. Customs and tariff regulation of foreign economic activity in the Russian Federation.
67. Use of foreign experience of a clustering of economy in regions of the Russian Federation.
68. Agency agreements in the international business
69. Commission agreements, consignments, instructions in the international business
70. Force majeure circumstances in the international business
71. Drawing up the foreign trade contract.
72. The organization and carrying out market research in the international business.
73. The license agreement in the international business.
74. Performance of export contracts in the international business.
75. Performance of import contracts in the international business.
76. Participation of the companies in the international exhibitions.
77. The external economic operations connected with intellectual property.

78. Features of conducting the international business with the offshore companies.
79. Risks in the international business.
80. A risk management in the international business.
81. External economic operations with use of intermediaries.
82. Features of the foreign trade operations in the market of machine-building production.
83. Features of the foreign trade operations in the raw markets.
84. The external economic operations at merges and merger of the companies.
85. Distributor agreements in the international business
86. Influence of Russia's accession to the World Trade Organization on the enterprises and branches of national economies
87. Formation of business structures in off-shore zones.
88. Small business in the sphere of foreign economic activity.
89. Control system and customs and tariff regulation of foreign economic relations of Russia. Methods and tendencies.
90. Development of marketing strategy of firm (types of export policy, factorial analysis of capacity of the foreign markets, etc.).
91. Tourism as type of the international business
92. Branding as type of the international business
93. Franchizing as type of the international business
94. Leasing as type of the international business
95. Factoring as type of the international business

Evaluation criteria: Up to 34 points: 18 points for posts - Up to - 9 points for preparation and up to 9 points for performance; 18 points for the project - Up to - 9 points for preparation and up to 9 points for performance.

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