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**Federal State Autonomous Educational Institution for Higher Education
PEOPLES' FRIENDSHIP UNIVERSITY OF RUSSIA
(RUDN University)
Faculty of Economics**

ANNOTATIONS OF DISCIPLINES (MODULES) OF THE EP

**Recommended by the Didactic Council for the Education Field of
38.04.01 Economics**

(code and name of the direction of training/specialty)

**The development of the discipline is carried out within the framework of the
implementation of the main professional educational program of higher education:**

International Trade

(name (profile/specialization))

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

| | | |
|--|---|---|
| Name of discipline | | <i>Macroeconomics (advanced level)</i> |
| Scope of discipline, credits / ak.h. | | 3/108 |
| THE CONTENT OF THE DISCIPLINE | | |
| The name of the sections (topics) of the discipline | | Summary of sections (topics) of the discipline: |
| 1. | Introduction to Advanced Macroeconomics | Methods of Macroeconomic Analysis. System of National Accounts. |
| 2. | General economic equilibrium | Macroeconomic equilibrium in the neoclassical model. Macroeconomic Equilibrium in the Keynesian Model Neoclassical Synthesis |
| 3. | Cyclicity and economic growth | Modern models of the economic cycle. Neoclassical Growth Models. Harrod-Domar's Neo-Keynesian Models of Economic Growth by R. Solow |
| 4. | Economic policy | Approaches to Inflation Modeling: Monetary and Non-Monetary Concepts. Fiscal Policy and Budget Deficit |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | <i>Microeconomics (advanced level)</i> |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. The main parameters of the market | 1.1: Supply and demand functions. Their characteristics 1.2: Simple dynamic models of the market for a single product |
| Section 2. Theory of consumer behavior and market demand | 2.1: Theory of Consumer Preferences 2.2: Consumer Behavior Model 2.3: Income Effect and Substitution Effect |
| Section 3. Firm Theory and Market Structure | 3.1 Production function and its properties. 3.2: Production costs and profits in the short and long term 3.3: The behavior of the firm in different markets |
| Section 4. Economic equilibrium and welfare | 4.1: General economic equilibrium 4.2: Economic theory of welfare. |
| Section 5. Theory of choice under conditions of uncertainty | 5.1: Consideration of Uncertainty and Risk in Theories of Consumption and Production 5.2 Asymmetric Information |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|---|
| Name of discipline | <i>Econometrics (advanced)</i> |
| Scope of discipline | 3 credits (108 hrs.) |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Multiple linear regression model | Pairwise linear regression model. Multivariate linear regression model. Asymptotic properties of OLS estimates. Selection of a set of explanatory variables. Comparison of nested and non-nested models. Functional form testing. Dummy variables in regression models. |
| Estimation methods for violation of classical regression conditions | Assessment methods under various prerequisites: OMNK, DOMNK, MIP, OMIP, DMNC, MMP |
| Univariate time series models | ARMA models. Single roots. Tests for a single root. Conditional heteroscedasticity. ARCH and GARCH models. |
| Multivariate time series models | Dynamic models with stationary variables. Models with non-stationary variables. Cointegration. Testing for cointegration. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

| Name of the discipline | Professional Foreign Language |
|--|--|
| Scope of discipline, credits / ak.h. | 6 / 216 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. ENGLISH LANGUAGE | Topic 1.1. Feedback. Grammar: Modal verbs + have + past participle; 3 conditional sentence; used to, be/get used to. |
| | Topic 1.2. Selling more. Grammar: Tail Questions; Denial Questions. |
| | Тема 1.3. New Business. Грамматика: Времена Future Continuous, Future Perfect. |
| | Topic 1.4. Financial control. Grammar: Articles; verbs of cause and effect. |
| | Topic 1.5. Fair trade. Grammar: Modal verbs; inversion in formal style. |
| Section 2. SPANISH | Topic 2.1. Presentaciones. Gramática: Nombre sustantivo. Lectura: Presentación |
| | Topic 2.2. Saludos. Gramática: Verbo. Conjugaciones. |
| | Topic 2.3. Familia. Gramática: Artículo/Genero/ Pronombres. |
| | Topic 2.4. Patios. Gramática: Numerales ordenales |
| | Topic 2.5. Comer. Gramática: Imperativo afirmativo. |
| Section 3. FRENCH | Topic 3.1. Faites connaissance. |
| | Topic 3.2. Communiquezen ligne. |
| | Topic 3.3. Partez en déplacement. |
| | Topic 3.4. Organisez votre journée! |
| | Topic 3.5. Découvrez l'entreprise. |
| | Topic 3.6. L'environnement de l'entreprise. |
| Section 4. ITALIAN | Topic 4.1. Imprese e società. |
| | Topic 4.2. Contratti e fatture. |
| | Topic 4.3. Banche in Italia. Operazioni creditizie. |
| | Topic 4.4. Business plan e marketing. Le strategie di marketing. |
| | Topic 4.5. Commerce e globalizzazione. Il sito di commercio elettronico. |
| Section 5. GERMAN | Topic 4.6. Investimenti finanziari in Italia. |
| | Topic 5.1. Ausbildung in Deutschland. |
| | Topic 5.2. Arbeitswelt in Deutschland. Existenzgründung. Arbeitslosigkeit |
| | Topic 5.3. Der Kunde ist König. |
| | Topic 5.4. Standort Deutschland |
| | Topic 5.5. Wirtschaftsbranchen. Die Automobilindustrie. |
| Section 6. CHINESE | Topic 5.6. Deutsche Familienunternehmen. DAX-Index. |
| | Topic 6.1. 收入与消费 |
| | Topic 6.2. 价格与价值 |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| | Topic 6.3. 供给与需求 |
| | Topic 6.4. 龙都与竞争 |
| | Topic 6.5. 成本与利润 |
| | Topic 6.6. 经济危机与通货膨胀 |
| Section 7. KOREAN | Topic 7.1. 근로계약, 무역계약, 매매계약, 임대자계약. |
| | Topic 7.2. 선보이다, 출시하다, 시제품, 개발, 제작. |
| | Topic 7.3. 광고 휴과, 광고를 의뢰하다, 광고를 내다, 광고를 신다, 광고 문구. 고가/저가, 고급/저급, 고층/저층, 고임급/저임급, 고비용/저비용 |
| | Topic 7.4. 상담원, 결제, 쇼호스트, 자동 주문, 모이자 할부, 선착순. 구매력, 경제력, 자금력, 영향력, 잠재력 |
| | Topic 7.5. 시장성, 시장 점유율, 전망, 성장, 독점. |
| | Topic 7.6. 임대하다, 권리금, 상권, 손익분기점, 손실, 순이익. 음식점, 본점, 지점, 할인점, 대리점 |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|---|
| Name of the discipline | International Settlements and Currency Transactions |
| Scope of discipline, credits / ak.h. | 2/72 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. | Topic 1. Introduction to the discipline: |
| | Topic 2. Financial Globalization |
| Section 2. Development of the World Monetary System and the Market | Topic 3. The World Monetary System |
| | Topic 4. Regulation of International Monetary Instruments Relations |
| | Topic 5. Global Currency Market |
| Section 3. Basics of International Settlements | Topic 6. International Settlements: Definition and Types |
| | Topic 7. The Role of Central Banks and International Financial Organizations in the Regulation of International Monetary and Credit Relations |
| | Topic 8. Eurocapitols Market |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|---|
| Name of the discipline | "Customs Aspects of the Movement of Goods in International Trade" |
| Scope of discipline, credits / ak.h. | 4/144 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Basic Concepts and Sources of Customs Law. | Topic 1. Customs and Customs Regulation. |
| | Topic 2. Sources of Customs Law. |
| | Topic 3. Persons carrying out activities in the field of Customs |
| Section 2. Fundamentals of Customs and Tariff Regulation in the EAEU | Topic 4. Unified product nomenclature foreign economic activity |
| | Topic 5. EAEU Customs Tariff: Customs Tariff Structure, Customs Duty and Types of Customs Rates Duties |
| | Topic 6. Country of origin |
| | Topic 7. Systems of benefits and preferences in EAEU |
| | Topic 8. Customs value of goods and Methods of its determination |
| Section 3. Customs procedures | Topic 9. General Provisions on Customs Procedures. |
| | Topic 10. Peculiarities of customs procedures in the EAEU. |
| Section 4. Customs payments | Topic 11. General provisions relating to customs payments. |
| | Topic 12. Peculiarities of calculation of customs duties, taxes and fees. |
| Section 5. Customs clearance and declaration of goods and vehicles | Topic 13. Customs operations, prior to the submission of the customs declaration. |
| | Topic 14. Customs Regulations Declaration |
| Section 6. Customs control | Topic 16. General Provisions on Customs Control, Forms and Procedure for Customs Control, Application of the Risk Management System |
| Section 7. Liability for offences in the Customs | Topic 17. Administrative and Criminal Liability for Violation of Norms and Rules of Customs Legislation. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|--|
| Name of discipline | "International Finance" |
| Scope of discipline, credits / ak.h. | 6/216 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Financial flows and external debts in the world economy. | <p>Topic 1.1. Genesis and development of international finance and capital markets in the context of financial globalization.</p> <p>Topic 1.2. External deficits and debts of the national economy: theoretical aspect.</p> <p>Topic 1.3. External debts and payments of developed and developing countries.</p> <p>Topic 1.4. U.S. deficit and debt economy.</p> <p>Topic 1.5. Theories of international capital flows.</p> |
| Section 2. International financial markets (capital) | <p>Topic 2.1. International currency market: participants, instruments, functions, interbank market.</p> <p>Topic 2.2. The origin and development of the euro currency market; formation of Eurodollar deposits and loans.</p> <p>Topic 2.3. Structure of the international credit market.</p> <p>Topic 2.4. International bank lending and borrowing.</p> <p>Topic 2.5. Domestic and Eurobanks; competitive advantages of the Eurobanking business; Interbank Euromarket.</p> |
| Section 3. Developing countries: external financing, debt, monetary and financial crises. | <p>Topic 3.1. International Official Development Financing: Theories, Models, Practice.</p> <p>Topic 3.2. Strategies and models of economic development. Import-substituting model of catching-up type of development, its genesis, opportunities and limitations.</p> <p>Topic 3.3. The International Debt Crisis: Causes and Development; dynamics and structure of external debts and payments of crisis and solvent countries.</p> |
| Section 4. Russia in the system of international finance. | <p>Topic 4.1. Russia's external payment difficulties, problems and debts in the 1990s and 2010s. Debt obligations of foreign states to Russia and the problem of their settlement.</p> <p>Topic 4.2. Volume, structure, functions and macroeconomic efficiency of the Russian financial market.</p> |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|--|
| Name of discipline | "Economics and Organization of Foreign Economic Activity (Advanced Level)" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. A National Company in International Trade: Difficulties and Risks of Entering a Foreign Market | Topic 1. The international trade system and its facilities. Globalization of the world economy and its driving forces: liberalization and new technologies. Alternative ways for companies to enter foreign markets. |
| Section 2. Adaptation of the company to activities in the foreign market | Topic 2.1. Formation of a marketing mix in relation to the peculiarities of the foreign market. Marketing-mix – 4 "P's" of marketing: P1 – product; P2 – price; P3 – place – sales/distribution; P4 – promotion. |
| Section 3. Marketing Research: Methodology and Sources of Information | Topic 3.1. Marketing research. Features of conducting market and company research. |
| Section 4. Preparation and conclusion of a foreign trade transaction | Topic 4.1. International Trade Transaction: Concept and Objects. Types of international transactions. Preparation for the conclusion of a foreign trade transaction: offer, counteroffer, acceptance, order. Signing of a contract for the international sale of goods – a contract. |
| Section 5. Standardization of conditions and unification of international trade law | Topic 5.1. Model contracts in international trade. Concept, form and scope of application of a standard contract. United Nations Vienna Convention on Contracts for the International Sale of Goods (1980). The Vienna Convention and Russia. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| <p>Section 6. Contract for the International Sale of Goods</p> | <p>Topic 6.1. Subject of the contract. Preamble. Ways to determine the quality of goods. Certificate of Quality. Determine the quantity of goods in the contract. System of weights and measures. Topic 6.2. Contract price and payment terms. Price with BUP. The currency of the price and the currency of the contract. Discounts on prices. Ways to fix the price of goods in a contract. Forms of payment: bank transfer, collection, letter of credit. Topic 6.3. Packaging, labeling, acceptance, warranties, complaints and sanctions. Topic 6.4. Force Majeure and Arbitration. Types of force majeure. Consequences of force majeure</p> |
| <p>Section 7. Basic Terms of Delivery – Incoterms-2020</p> | <p>Topic 7.1. Incoterms-2020. The essence of the basic terms of delivery. Correlation between the concepts of Incoterms and basic terms of delivery. Incoterms-2020: terms of group E, F, C, D. Term "free". The term "no obligation". The term "customs clearance". The concept of a carrier.</p> |
| <p>Section 8. Documentation formalizing the execution of a foreign trade contract</p> | <p>Topic 8.1. Foreign Trade Documentation. Commercial documents. Commercial Invoice: Details, Functions and Types. Transport documents. Bill of lading as a document of title. Customs documents. Veterinary, sanitary, phytosanitary and quarantine certificates.</p> |
| <p>Section 9. Non-Traditional Methods of Export Financing: Factoring, Forfaiting</p> | <p>Topic 9.1. Short-term and medium-term financing. International factoring as short-term export financing. Invoice discounting. Factoring and recourse to the exporter. Forfaiting as a medium-term export financing. The role of the forfeitor bank and the avalier bank</p> |
| <p>Section 10. Intermediaries in international trade</p> | <p>Topic 10.1. International mediation. The role of intermediaries in international trade. Classification of intermediaries according to the scope of the powers granted. Dealers and distributors. Commission Transactions</p> |
| <p>Section 11. International trade in scientific and technological knowledge</p> | <p>Topic 11.1. International licensing. Trade in Intellectual Property Rights: Full Transfer of Rights; licensing; know-how agreements; Franchise, distributorship, etc. International License Agreement. Types of licenses: simple, exclusive, and full licenses. Licensor's remuneration: royalties; lump-sum payment; the licensor's participation in the profits; transfer of securities, technical documentation.</p> |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | "International Labor Market and Migration" |
| Scope of discipline, credits / ak.h. | 2/72 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Demographic development and formation of labor resources | Topic 1.1. Demographic development |
| | Topic 1.2. Age structure |
| | Topic 1.3. Demographic policy |
| Section 2. Statistics and trends in the development of the international labor market | Topic 2.1. Labor force and labor market |
| | Topic 2.2. Employment and unemployment |
| | Topic 2.3. Regulation of the labor market |
| Section 3. Problems of theory and classification of migration | Topic 3.1. Migration classification |
| | Topic 3.2. Theories of migration |
| Section 4. Statistics and accounting of international migration | Topic 4.1. Migration rates |
| | Topic 4.2. Migration data sources |
| | Topic 4.3. Accounting for migration |
| Section 5. Factors and trends in international migration | Topic 5.1. Migration factors and trends |
| | Topic 5.2. Forced migration |
| | Topic 5.3. Irregular migration |
| Section 6. International migration in regions of the world | Topic 6.1. Migration in foreign regions |
| | Topic 6.2. Migration in the CIS countries |
| | Topic 6.3. Migration in Russia |
| Section 7. Instruments for regulating international migration: passports, visas, statuses, citizenship | Topic 7.1. Passport systems |
| | Topic 7.2. Visa systems |
| | Topic 7.3. Citizenship |
| Section 8. Migration policy: foreign and Russian experience. International cooperation in the field of regulation of international migration. | Topic 8.1. Migration policy of foreign countries |
| | Topic 8.2. Russia's Migration Policy |
| | Topic 8.3. International cooperation in the field of migration management |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | International databases (advanced course) |
| Scope of discipline | 3 credits (108 hrs.) |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Theoretical aspects of international statistical databases. | Topic 1. Theoretical aspects of international statistical databases (IWSDs). Definition, types and classification of MSDS. Types of statistics obtained from the DICS. Methods of processing and analysis of information received from the IPSA. Ways to present and visualize statistical data. |
| Section 2. Sources of statistical information in the field of international trade. | Topic 2. Sources of statistical information on international trade in goods and services. International classifications of goods and services. Types of statistical indicators of international trade. Methods of data processing and analysis with the help of THE UN Comtrade DATA: Statistics of international trade in goods and services of the World Trade Organization's CISDS WTO Data. Topic 3. National and external sector statistical information sources. The database of customs statistics of the Russian Federation, national statistical offices of the countries of the world: USA, Great Britain, EU. |
| Section 3. Sources of international industry statistics. | Topic 4. Sources of statistical information on international commodity markets: International industry associations of manufacturers International sectoral intergovernmental organizations. Food and Agriculture Organization of the United Nations (FAO stat) International Fertilizer Association (IFA); International Organization of Viticulture and Winemaking (OIV); International Association of Oil and Gas Producers (IOGP); International Association of Automobile Manufacturers (OICA). Topic 5. Sources of analytical industry reviews and research of world markets. Analytical reports of the Statista database; analytical reports and journals of international organizations; industry reports and forecasts of Deloitte, KPMG, RBC. |
| Section 4. World Economy Statistics of the World Bank | Topic 6. Sustainable Development Goals. Indicators of sustainable development of the world economy. Activities of international organizations to achieve the goals of sustainable development. World Bank Database: Socio-Economic Indicators of Sustainable Development of the World Economy. |
| Section 5. International ratings and indices in the field of international economic relations. | Topic 7. International ratings and indices in the field of international economic relations. The concept and methods of compiling ratings. Ratings of international official economic periodicals: the economist rankings, fortune 500. Industry ratings. Types of international economic indices: global competitiveness index (GCI); doing business; world innovation index, human capital index. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | "Customs and Tariff Regulation and Non-Tariff Regulation" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Fundamentals of Customs and Tariff Regulation | Topic 1. Trade policy of countries. Main directions. Customs and Tariff Regulation as a Method of Foreign Trade Regulation: Goals, Principles, Functions. |
| | Topic 2. World Trade Organization: History, Principles of Operation, Organizational Structure. Regional economic integration. Main integration associations. Peculiarities of the application of measures of foreign trade regulation. |
| | Topic 3. Features of the system of legal foundations of customs and tariff regulation in the EAEU. Powers of the EAEU in the field of TTR. Unified Commodity Nomenclature of Foreign Economic Activity of the EAEU. Basic Rules of Interpretation. |
| | Topic 4. Common Customs Tariff of the EAEU: Structure, Principles. Fundamentals of Customs Value Determination. Methods of determining the customs value. |
| | Topic 5. Unified system of tariff preferences. Tariff privileges within the EAEU. Tariff quotas within the EAEU. |
| Section 2. Fundamentals of non-tariff regulation | Topic 6. Prohibitions and restrictions in foreign trade. The Concept and System of Instruments of Non-Tariff Regulation. Quotas and licensing. |
| | Topic 7. Permitting procedure for the movement of certain categories of goods (cultural values, weapons, precious metals, medicines, etc.) |
| | Topic 8. Export Controls |
| | Topic 9. Technical Regulation |
| | Topic 10. Measures of veterinary, quarantine, phytosanitary and sanitary-epidemiological control during the movement of goods across the border. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|---|
| Name of discipline | <i>International trade</i> |
| Scope of discipline | 6 credits / 216 |
| Summary of the discipline | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| <p>International trade in the context of globalization of the world economy.</p> <p>Features of modern foreign trade regulation and international trade policy.</p> <p>Russia in international trade.</p> <p>International trade in commodities.</p> <p>International trade in finished products.</p> <p>International trade in services.</p> <p>International trade in intellectual property (IPO)</p> | <ul style="list-style-type: none"> - Features of international trade (IT) at the present stage. Factors and trends in the development of MT. Geographical and commodity structure of MT. Dynamics of indicators of international trade. The role of TNCs in international trade. The impact of the crisis on the development of international trade. - Characteristic features and features of modern foreign trade regulation. Customs tariffs. Non-tariff restrictions. International practice of foreign trade regulation. Evolution of the liberalization process within the framework of the GATT/WTO. WTO as a system of agreements. - Russia's foreign trade. Dynamics of export/import structure of trade. Russia in the system of regulation of international trade. - The most important commodities are MT objects. Key indicators of international commodity trade. Features of commodity trading in world commodity markets. Forms and methods of commodity trading. Features of pricing in the world commodity markets. - Factors and trends in the development of the world market of finished products. The main indicators of international trade in finished products. Modern factors of competitiveness of goods. Modern forms and methods of international trade in finished products. - Classification of services. Dynamics of international trade in services. Geographical structure of international trade. Regional structure of international trade in services. General Agreement on Trade in Services (GATS). - Current trends in international trade in intellectual property. Classification of intellectual property. Dynamics and volume of international trade in intellectual property. Forms and methods of trade. The main centers of international trade licenses. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | Conjuncture of world markets for goods and services |
| Scope of discipline, credits / ak.h. | 3 / 108 |
| Summary of the discipline | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| 1. Methodological foundations of market research | <ul style="list-style-type: none"> The essence, tasks, definition of market research. The main methodological prerequisites for market research. The complex nature of such studies. The concept of conjuncture. The conjuncture is general economic and market. |
| 2. The World Market as a System of Separate Commodity Markets | <ul style="list-style-type: none"> The commodity market and the impact of the world economic sphere on it. Interaction and interconnection of individual commodity markets. Classification of world commodity markets for the purposes of market research. Classification of goods of a group assortment in world commodity markets. Classification criteria. |
| 3. Market research | <ul style="list-style-type: none"> Conjuncture-forming factors and their classification. Grouping of economic indicators characterizing the development of world commodity markets. Analysis of market conditions. Forecast - as the most important part of market research. |
| 4. Features of pricing in world markets 5. | <ul style="list-style-type: none"> Factors of movement of modern world prices. Determination of the level and dynamics of prices in individual commodity markets. The concept of world price. Features of pricing in the world markets of finished products. Features of price formation in world commodity markets. Types of prices and their qualifications. |
| 6. Features of the development of world markets for raw materials, finished products, services. | <ul style="list-style-type: none"> The most important trends and factors determining the development of market conditions. Features of the use of indicators of specific markets. Russia's economic interests and its place in the main markets. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

| Name of discipline | Organization of international procurement |
|---|---|
| Scope of discipline, credits / ak.h. | 2 / 72 |
| Summary of the discipline | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Regulation of the procurement process at the state level and within individual organizations | Topic 1. The importance of the procurement process for individual economic agents and for the functioning of the economy as a whole |
| | Topic 2. Legislative norms governing public procurement in the Russian Federation |
| | Topic 3. Local regulations governing the procurement process at the level of individual organizations: types, meaning, principles of formation and subsequent functioning |
| Section 2. The current situation in the context of Russia's participation in international procurement | Topic 4. The policy of the Russian Federation in the field of procurement of goods/works/services abroad by budgetary institutions, state corporations and companies with state participation |
| | Topic 5. The policy of the Russian Federation in the field of facilitation/obstruction of GWS purchases abroad by non-state economic agents. The policy of "import substitution", etc. |
| Section 3. Methods of implementation and support of the procurement process | Topic 6. Tender procedure: methods, types, features of this type of procurement |
| | Topic 7. Procurement on a non-alternative basis: reasons, methods of implementation, justification procedure |
| | Topic 8. Contractual support of the procurement process: key clauses of contracts, applicable contract law, etc. |
| Section 4. Current trends in international procurement | Topic 9. Consideration of the concept of "general contractor" and "general supplier". Examples of the implementation of the policy of generalized procurement of GWS |
| | Topic 10. EPCI contracts as one of the main ways to implement complex engineering projects |
| | Topic 11. Features of procurement of intellectual property |
| | Topic 12. The concept of "local content" as one of the factors in the development of international procurement |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Name of discipline | "Theory and Practice of International Business Communication" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Culture of International Business Communication | Topic 1. Business Cultures in International Business |
| | Topic 2. Speech culture of business communication |
| | Topic 3. Psychological Culture of International Business Communication |
| Section 2. Forms of international business communication | Topic 4. Non-verbal culture of business communication |
| | Topic 5. Public speaking: the basics of oratory |
| | Topic 6. Business conversation on the phone |
| | Topic 7. Business communication with the press and the media, methods of preparation and organization of briefings and press conferences |
| | Topic 8. Presentation |
| Section 3. Business negotiations as a special kind of business communication | Topic 9. Organization of the negotiation process. Organization of international negotiations |
| | Topic 10. Negotiation: stages of the negotiation process, strategies and tactics |
| Section 4. Business protocol and etiquette | Topic 11. Business etiquette and culture of behavior of a business person |
| | Topic 12. The image of a business person. Requirements for business attire |
| | Topic 13. Protocol events |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|--|
| Name of discipline | "International Corporate Marketing Strategies" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Development of market segmentation strategies | <p>1.1. Case Study: An Overview of Market Segmentation Strategies Questions</p> <p>1.2. Case: development of market segmentation strategies and identification of target segments on the example of the global market for high-tech products Questions</p> <p>1.3. Case: development of market segmentation strategies and allocation of target segments on the example of the global banking market Questions</p> <p>1.4. Case: segmentation of the global market for fast food restaurants Questions</p> <p>1.5. Case: segmentation of the laptop market Questions</p> |
| Section 2. Analysis of foreign economic strategies of companies | <p>2.1. Case: analysis of the strategies of companies implementing the concept of a multinational market Questions</p> <p>2.2. Case: analysis of the strategies of companies implementing the concept of the global market Questions</p> <p>2.3. Case: analysis of companies' strategies in the global transport services market Questions</p> <p>2.4. Case: analysis of the strategies of companies in the global market of the construction industry Questions</p> <p>2.5. Case: marketing decisions of companies regarding the method of entering the foreign market Questions</p> <p>2.6. Case: market research contributes to the promotion of new products Questions</p> |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| <p>Section 3. Development of strategies for companies in the global market</p> | <p>3.1. Case: development of strategies for the protection and attack of market segments (defensive marketing strategies) Questions</p> <p>3.2. Case: development of strategies for the protection and attack of market segments (offensive marketing strategies) Questions</p> <p>3.3. Case: strategies of competition of companies in the global automotive market Questions</p> <p>3.4. Case: implementation of regional strategies for conquering the market Questions</p> <p>3.5. Case: outsourcing as a concept of effective marketing Questions</p> <p>3.6. Case: joint entrepreneurial activity as a concept of effective marketing Questions</p> <p>3.7. Case Study: Relationship Marketing Questions</p> |
| <p>Section 4. Communications in International Marketing</p> | <p>Communications in International Marketing</p> <p>4.1. Case: directions of brand image research Questions</p> <p>4.2. Case: branding as a concept of conquering the market Questions</p> <p>4.3. Case: advertising slogans and appeals as a concept of effective marketing Questions</p> <p>4.4. Case: research of the Volkswagen brand image in Russia</p> |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|---|
| Name of discipline | "World experience in the implementation of information management systems" |
| Scope of discipline, credits / ak.h. | 2/72 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Corporate Information Systems as a Necessary Tool for Effective Enterprise Management | Topic 1.1. Corporate information systems, definition, purpose and functionality. |
| | Topic 1.2. A historical view of the approaches to the formation of strategy in the CIS. Comparative analysis of different approaches. |
| Section 2. The history of the creation of ERP-Systems: "Production planning from Gantt to ERP" | Topic 2.1. Development of methods for managing a manufacturing enterprise. |
| | Topic 2.2. Inventory Control systems. |
| | Topic 2.3. ERP II, new approaches to the formation of a unified information environment of the enterprise. |
| Section 3. ERP Systems: System Classification | Topic 3.1. The history of the development and application of ERP systems in Russia. |
| | Topic 3.2. Principles and approaches to the classification of ERP systems. |
| | Topic 3.3. Classification of ERP systems from Deloitte and Touche. |
| | Topic 3.4. Levels of organizational maturity of the enterprise and approaches to the classification of ERP systems. |
| | Topic 3.5. Summary analysis of existing solutions on the market. |
| Section 4. ERP systems: Features and criteria for choosing a system | Topic 4.1. Features of existing ERP systems. |
| | Topic 4.2. Basic technological requirements. |
| | Topic 4.3. Areas of application of various systems. |
| Section 5. The ideology of implementing ERP systems in the enterprise | Topic 5.1. Definition of project goals. |
| | Topic 5.2. Definition of the organizational, geographical and functional framework of the project. |
| | Topic 5.3. Implementation project management. |
| Section 6. Business processes: Setting up business processes as an integral part of the ERP implementation process in the enterprise | Topic 6.1. Business processes, definitions, examples. |
| | Topic 6.2. Documentation, analysis and optimization of business processes as a necessary part of the implementation of ERP systems. |
| | Topic 6.3. Approaches to optimizing business processes. |
| | Topic 6.4. Analysis of available software tools for documenting and optimizing business processes. |
| Section 7. Landscape of IT infrastructure of telecom operators | Topic 7. 1. The role of IT systems in telecom operators. e-TOM. |
| | Topic 7.2. Analysis of the IT landscape on the example of a telecom operator. Status and analysis of solutions for Telecom.elasticity of demand for imports. The Marshall–Lerner condition on the stability of foreign exchange markets. The J-curve effect. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|--|
| Name of discipline | EAEU in international trade |
| Scope of discipline, credits / ak.h. | 2/72 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| The name of the section of the discipline | The content of the section |
| Section 1. Fundamentals of the functioning of E AEC | Topic 1.1 Main characteristics of EAEC and institutional structure. Topic 1.2 The history of the EAEU. Topic 1.3 The importance of trade for the economy of EAEC. |
| Section 2. Creation and regulation of the single market in the EAEC | Topic 2.1 The concept of a single market and the freedom of movement of goods, services, capital and people in the EEC. Topic 2.2 Stages of formation of the market EAEC Topic 2.3 Legal regulation of the single market. |
| Section 3. Implications of the creation of an integration bloc for world trade and its economic benefits for the countries participating in the EAEC | Topic 3.1 Possible effects of economic integration on trade: trade creation effects, trade diversion effects and economies of scale. Topic 3.2 Dynamics of intra-border trade and the main advantages of the single market. Topic 3.3 Trade policy of EAEC: changes in foreign trade policy within the framework of the integration bloc and WTO rules. |
| Section 4. Foreign Trade EAEC | Topic 4.1 Main foreign trade partners of EAEC in the world. Trade relations of EAEC with the USA, China, Switzerland, EU. Topic 4.2 Structure of exported products and participation of participating countries in foreign trade EAEC. Topic 4.3 Prospects for the development of foreign trade relations with other integration groups. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|--|
| Name of discipline | <i>International transport logistics</i> |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. International transport logistics: basic concepts and categories | Topic 1. Definitions of logistics. Goals, objectives and functions. |
| | Topic 2. Concepts of logistics and supply chain management. Modern process of cargo delivery |
| Section 2. Current trends in the development of international transport logistics | Topic 3. International transport and logistics in the context of the concept of sustainable development. Greening International Transport and Logistics: The EU Experience |
| | Topic 4. Digitalization of international transport operations |
| | Topic 5. Containerization of international trade. Types of containers |
| Section 3. Classification and characterization of international transport operations | Topic 6. Intermediary operations in international transport logistics. Freight forwarding |
| | Topic 7. Freight forwarding agreement. Legal regulation of freight forwarding activities. FIATA |
| | Topic 8. Logistics providers and their role in international transport logistics |
| Section 4. Material and technical base of international transport | Topic 9. Classification and types of vessels used in international water traffic |
| | Topic 10. Port infrastructure of world merchant shipping |
| | Topic 11. Port infrastructure of Russia |
| Section 5. Legal basis for international transport by various modes of transport | Topic 12. General characteristics of the national transport legislation of Russia |
| | Topic 13. Conventions and agreements governing international transport. Legal regulation of multimodal transportation |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|--|
| Name of discipline | "Project Management" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Introduction to Project Management | Topic 1.1. The concept of the project. The concept of project management. |
| | Topic 1.2. The main stages of the history of project management. The difference between operational and project activities. |
| | Topic 1.3 Criteria for the success of the project. Project limitations. The main reasons for project failure |
| Section 2. Basic Project Management Standards | Topic 2.1. Standards in project management. PMI Project Management Institute. PMI Standards. Project Program. Project Portfolio. |
| | Topic 2.2. Organizational environment of projects. Project stakeholders. Sponsor of the project. Project Manager. The customer of the project. The art and technology of management in project management. |
| | Topic 2.3 Project Management Process Groups and Areas of Expertise |
| Section 3. The main stages of project management | Topic 3.1 Project Initiation. |
| | Topic 3.2 Project Planning. |
| | Topic 3.3 Project Risk Management. |
| Section 4. Execution of the project | Topic 4.1 Leadership and management of project work. Tools for the development of the project team. |
| | Topic 4.2 The main causes of conflicts in the project. Ways to resolve conflicts in the project. Reporting on the implementation of the project. |
| Section 5. Monitoring and control of the project | Topic 5.1 Monitoring the content of the project. Analysis of deviations. Control of the project schedule. Failure to meet project deadlines. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|---|
| Name of discipline | <i>Currency regulation and currency control in foreign economic activity</i> |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Introduction to the discipline: Basic terms | 1.1 Effects of financial globalization. 1.2 Key concepts of currency relations. 1.3 Development of financial crises |
| Section 2. The development of the world monetary system | 2.1 The Paris Monetary System and the Gold Standard. 2.2 Rules of the Genoese Monetary System. 2.3 The Bretton Woods monetary system and the establishment of the International Monetary Fund. 2.4 Basic principles of the Jamaican monetary system. |
| Section 3. The world foreign exchange market | 3.1 Trends in the development of the world foreign exchange market. 3.2 Classification of foreign exchange market instruments "spot". 3.3 Derivatives foreign exchange market: characteristics and instruments. 3.4 The Role of Central Banks in Foreign Exchange Regulation |
| Section 4. International Settlements | 4.1 Monetary and financial conditions of foreign trade transactions. 4.2 Forms of international payments. |
| Section 5. International Credit Relations | 5.1 The concept and forms of international lending. 5.2 Elements of an international bank loan. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|--|---|
| Name of discipline | <i>Stock trading</i> |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| The name of the sections (topics) of the discipline | Summary of sections (topics) of the discipline: |
| Section 1. Introduction to the discipline | Topic 1. Exchange, OTC and exchange trading Topic 2. Basic Principles of Exchange Trading Topic 3. Modern Commodities |
| Section 2. Organization and management of the exchange | Topic 5. Features of exchange activity Topic 6. Regulation of exchange activities |
| Section 3. Organization of brokerage activities | Topic 7. Stages of the trading process on the exchange Topic 8. Peculiarities of making transactions on the stock exchange |
| Section 4. Futures Contract Transactions | Topic 9. Spot & Forward Markets Topic 10. Features of Futures Contract Trading |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|---|
| Name of discipline | "Electronic commerce" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Topic 1. Introduction, course objectives. Theory and practice of e-commerce | The concept of e-commerce. The history of the subject and modern trends in the development of e-commerce. The correlation of the concepts of e-business, e-commerce, mobile commerce and others. Characteristic properties of e-commerce, its components. Economic Foundations of Doing Business on the Internet: Theory of Demand and Competition in the Online Space. Marketing mix in e-commerce. The buyer's e-commerce experience, touchpoints, and value proposition. Classification of businesses related to e-commerce, different business models in e-commerce and their comparison. |
| Topic 2. The main technologies of e-commerce | Components of e-commerce. Information technology used in e-commerce. Data storage, work with the site and mobile applications. Attracting customers to e-commerce models. Features of attraction and retention in the online environment. Systems for collecting and analyzing data on e-commerce site traffic, including web analytics tools. Monitoring the condition of the site. Tools for working with big data and the principles of building high-load information systems. |
| Topic 3. Business models and monetization in e-commerce | Types of electronic platforms. E-commerce, online shopping. Marketplace models. Classified-business model. Monetization methods in e-commerce. Their comparison, advantages, disadvantages and trends. |
| Topic 4. User Experience in E-Commerce | User experience in e-commerce, points of contact, online and offline. Collection and storage of user experience information. Approaches to the analysis of user experience. UX research, hypothesis testing, and decision-making in the lean methodology. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|---|
| Name of discipline | "International Economics" |
| Scope of discipline, credits / ak.h. | 3/108 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Classical theories of international trade | Topic 1.1. Mercantilism as an economic "system" of views. Representatives of mercantilism on the role of the state in the economy and foreign trade. The concept of "trade surplus". Trading as a "zero-sum game". |
| | Topic 1.2. Smith: The Theory of Absolute Advantage. Specialization of production and benefits of free trade. Laissez-faire policy. Criticism of mercantilism. |
| | Topic 1.3. Ricardo: The Theory of Comparative Advantage. The possibility of mutually beneficial trade for a country that does not have absolute advantages. The main directions of development of Ricardo's theory within the framework of the classical and neoclassical schools. |
| Section 2. Neoclassical theories of international trade | Topic 2.1. Heckscher-Ohlin theorem. Basic assumptions of the model. Factor intensity and factor saturation. Explanation of the structure of world trade from the standpoint of the Heckscher-Ohlin theory. |
| | Topic 2.2. Extension of the Heckscher–Ohlin model. Heckscher–Ohlin–Samuelson theorem. Stolper–Samuelson theorem: Jones amplification effect. Rybczynski's theorem. Deindustrialization and the "Dutch disease. Empirical tests of the Heckscher–Ohlin theory. Leontiev's paradox |
| Section 3. International trade policy | Topic 3.1. Theory of Customs Tariff Customs tariff: concepts and definitions. Introduction of an import tariff in a small country (partial equilibrium analysis). The net effect of an import tariff in a small country. |
| Section 4. Regional economic integration | Topic 4.1. Economic effects of regional integration. Weiner: The Theory of Customs Union. Static effects of creating and rejecting trades. Dynamic integration effects. |
| Section 5. The International Factor Movement and Multinational Corporations | Topic 5.1. TNCs, Foreign Direct Investment and International Production: A View from the Perspective of Value Chains. Hymer: the specific advantages of the firm in imperfect markets. Vernon, Ozawa, Kozhima: theories of territorial distribution of production. Buckley and Casson: The Theory of Internalization. |
| | Topic 5.2. Dunning's eclectic paradigm. Advantages of OLI: advantages of ownership, location and internalization. The importance of the eclectic paradigm for further research in FDI and international production. |
| Section 6. The balance of payments as a reflection of the country's foreign economic operations | Topic 6.1. Principles and structure of the balance of payments. Balance of payments accounts: current account and capital account and financial account. Statistical error. Changes in official foreign exchange reserves. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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| Section 7. Balance of payments and exchange rate | Topic 7. 1. The simplest model of the exchange rate. Formation of supply and demand for foreign currency through the import and export of the country. Changes in the value of foreign currency under a system of floating and fixed exchange rates. |
| | Topic 7.2. Balance of payments approach from the point of view of elasticity The price elasticity of demand for exports and the price elasticity of demand for imports. The Marshall–Lerner condition on the stability of foreign exchange markets. The J-curve effect. |
| Section 8. Macroeconomic policy in an open economy | Topic 8.1. The Mundell–Fleming model in the framework of the IS-LM-BP analysis under the condition of perfect capital mobility. The effectiveness of fiscal and monetary policy in the context of fixed and floating exchange rates. |

Disciplines (modules) are studied as part of the development of EP HE "International trade» in the direction of 38.04.01 Economics

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|---|--|
| Name of discipline | "Pre-diploma practice" |
| Scope of discipline, credits / ak.h. | 21/756 |
| THE CONTENT OF THE DISCIPLINE | |
| Sections | Themes |
| Section 1. Introduction. Safety briefing. | Safety briefing, introductory briefing. |
| Section 2. Production instruction. | Production briefing Familiarity with the profile of the organization/institution. Study of the regulatory framework governing the activities of the organization-base of practice. Study of the scientific and methodological foundations and mechanisms of organization of project activities in the organization - the basis of internship. |
| Section 3. The basic part. | Fulfillment of production tasks; Participation in solving specific professional problems; Collection, processing, systematization, analysis of factual material obtained in the course of practical training. Analysis of documents. |
| Section 4. Homestretch. | Construction of models, analysis of the results obtained. |
| Section 5. Preparation of a report on the practice | Preparation of a report on the practice |
| Section 6. Preparation for the defense and defense of the practice report | Preparation for the defense and defense of the practice report |

HEAD OF THE EP VO:

**Head of the Department
of International
Economic Relations**



Andronova I.V.

Position, BUP

Signature

Surname I.O.