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

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**COURSE SYLLABUS**

**ECONOMICS AND ORGANIZATION OF FOREIGN ECONOMIC ACTIVITY  
(ADVANCED LEVEL)**

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(name of discipline/module)

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

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(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**

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(name (profile/specialization))

## 1. COURSE GOALS

The discipline "Economics and Organization of Foreign Economic Activity (Advanced Level)" is included in the Master's program "International Trade" in the direction 38.04.01 "Economics" and is studied in the 1st semester of the 1st year. The discipline is implemented by the Department of International Economic Relations. The discipline consists of 11 sections and 14 topics and is aimed at studying the specifics of foreign economic activity and its main directions.

The purpose of mastering the discipline is to form students' skills of orientation in the problems, institutions and tools of foreign economic activity and the ability to use the knowledge gained in practice

## 2. LEARNING OUTCOMES

Mastering the discipline "Economics and Organization of Foreign Economic Activity (Advanced Level)" is aimed at the formation of the following competencies (part of competencies) in students:

*Table 2.1. List of competencies formed by students when mastering the discipline (results of mastering the discipline)*

Competence code	Competence	Competence indicators
GC-4	Able to use modern communicative technologies in the state language of the Russian Federation and a foreign language(s) for academic and professional interaction	GC-4.1 Chooses the style of business communication, depending on the language of communication, the purpose and terms of the partnership; GC-4.2 Adapts speech, communication style and sign language to interaction situations; GC-4.3 Searches for the necessary information to solve standard communicative tasks in Russian and foreign languages; GC-4.4 Conducts business correspondence in Russian and foreign languages, taking into account the stylistics of official and foreign languages. informal letters and socio-cultural differences in the format of correspondence; GC-4.5 Uses Dialogue to Collaborate on Academic communication of communication, taking into account the personality of the interlocutors, their communicative-speech strategy and tactics, the degree of formality of the situation; GC-4.6 Formulates and Argues Its Own Assessment the main ideas of the participants in the dialogue (discussion) in accordance with the needs of joint activities;
GC-7	Capable of using digital technologies and methods of retrieval, processing, analysis, storage and presentation of information (in the professional field) in the context of the digital economy and modern corporate information culture	GC-7.1 Searches for the necessary sources of information and data, perceives, analyzes, remembers and transmits information using digital means, as well as with the help of algorithms when working with data obtained from various sources in order to effectively use the information obtained to solve problems; GC-7.2 Evaluates information, its reliability, builds logical conclusions based on incoming information and data;
SPC-1	Able to apply knowledge (at an advanced level) Department of Fundamental Economics at the solving practical and/or research problems	SPC-1.1 Possesses fundamental knowledge in the field of economic science; SPC-1.2 Able to use fundamental knowledge to solve applied and/or research problems; SPC-1.3 Possesses the skills of choosing methods for solving practical and research problems on the basis of fundamental economic knowledge;
SPC-2	Able to use	SPC-2.1 Possesses knowledge of advanced

Competence code	Competence	Competence indicators
	Advanced Instrumental Methods of Economic Analysis in and/or Basic Research	instrumental methods of economic analysis; SPC-2.2 Knows how to apply knowledge about advanced instrumental methods of economic and financial analysis in applied and/or fundamental research;
SPC-3	Able to summarize and critically evaluate scientific Research in Economics	SPC-3.1 Develops a program for applied and/or fundamental research in the field of economics based on the assessment and generalization of the results of scientific studies conducted by other authors; SPC-3.2 Prepares an analytical note on the results of applied and/or fundamental research in the field of economics; SPC-3.3 Summarizes the findings, prepares the conclusion and formulates recommendations based on the results of applied and/or fundamental research in the field of economics;
SPC-5	Able to use modern information technologies and software Tools for solving professional problems	SPC-5.1 Knows the modern information technologies and software used in the solution professional tasks; SPC-5.2 Is able to choose the most effective ones among modern information technologies and software tools for solving professional problems; SPC-5.3 Possesses full solution skills standard tasks of professional activity with the use of information technologies and software Funds;
PC-1	Able to carry out independent research in accordance with the developed program and on their basis to prepare analytical Materials for the evaluation of activities in the field of economic policy and strategic decision-making on micro and Macro level	PC-1.1 Able to present the results of the conducted independent research in the form of an article or report at scientific conferences; PC-1.2 Capable of conducting analytical studies to evaluate economic policy interventions; PC-1.3 Is able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole; PC-1.4 Is able to make strategic decisions at the micro and macro levels on the basis of independent research;
PC-2	Able to develop options for management decisions and justify their choice based on socio-economic criteria. Efficiency	PC-2.1 Able to sample criteria of socio-economic efficiency; PC-2.2 Is able to use the theory of managerial decision-making in practice; PC-2.3 Able to justify and argue proposed management decisions;

### 3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline "Economics and Organization of Foreign Economic Activity (Advanced Level)" belongs to the compulsory part of Block 1 "Disciplines (modules)" of the educational program of higher education.

Within the framework of the educational program of higher education, students also master other disciplines and/or practices that contribute to the achievement of the planned results of mastering the discipline "Economics and Organization of Foreign Economic Activity (advanced level)".

*Table 3.1. List of components of the EP HE that contribute to the achievement of the planned results of mastering the discipline*

Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
GC-7	Capable of using digital technologies and methods of searching, processing, analyzing, storing and presenting information (in the professional field) in the digital economy and modern corporate information culture		International trade; Customs and tariff regulation; Conjuncture of world markets for goods and services; Organization of international procurement;
GC -4	Able to apply modern communication technologies on the the official language of the Russian Federation and a foreign language(s) языке(ах) для academic and professional interaction		Organization international procurement; <i>Russian as a Foreign Language in professional activity**</i> ; Professional Foreign Language (elective); Russian Language in Professional Studies activities (elective); International Finance; <i>Professional foreign language**</i> ;

			International Settlements and
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Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
			currency transactions; Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration; <i>World experience in the implementation of information management systems**</i> ; <i>International Transport Logistics**</i> ; <i>Project Management**</i> ; <i>Currency Regulation and Currency Control in Foreign Economic Activity**</i> ; <i>Stock trading**</i> ; International trade; <i>International Economics**</i> ; <i>E-commerce**</i> ;
SPC - 1	Able to apply knowledge (at an advanced level) of fundamental economics in solving practical problems and/or research objectives		Pre-diploma practice; Scientific and research work; International Finance; Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration; International trade;
SPC - 2	Able to apply advanced Instrumental Methods of Economic Analysis in Applied and/or Basic Research		Pre-diploma practice; Scientific and research work; International Finance; Macroeconomics (advanced course); Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration; International trade; Econometrics (advanced course);
SPC - 3	Able to summarize and critically evaluate scientific research in economics		International Finance; Macroeconomics (advanced course); Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration; International trade; Organization international procurement; Pre-diploma practice; Scientific and research

Шифр	Наименование компетенции	Предшествующие дисциплины/модули, практики*	Последующие дисциплины/модули, практики*
SPC - 5	Способен использовать современные информационные технологии и программные средства при решении профессиональных задач		Преддипломная практика; Научно-исследовательская работа; Международные финансы; Таможенно-тарифное регулирование и нетарифное регулирование; Международный рынок труда и миграции; Международная торговля; Эконометрика (продвинутый курс);
PC-1	Able to conduct independent research in accordance with and on the basis of them to prepare analytical materials for the evaluation economic policy and strategic decision-making at the micro and Macro level		Pre-diploma practice; Scientific and research work; <i>World experience in the implementation of information management systems**</i> ; <i>EAEU in international trade**</i> ; <i>International Transport Logistics**</i> ; <i>Project Management**</i> ; <i>Currency Regulation and Currency Control in Foreign Economic Activity**</i> ; <i>Stock trading**</i> ; <i>International Economics**</i> ; <i>E-commerce**</i> ; International trade; International Finance; International settlements and currency transactions; Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration;
PC-2	Able to develop options for management decisions and justify their choice based on criteria of socio-economic Efficiency		International Finance; International settlements and currency transactions; Customs and Tariff regulation and non-tariff regulation; International Labour Market and Migration; Organization international procurement; <i>World experience in the implementation of information management systems**</i> ; <i>EAEU in international trade**</i> ; <i>International Transport Logistics**</i> ;

<b>Шифр</b>	<b>Наименование компетенции</b>	<b>Предшествующие дисциплины/модули, практики*</b>	<b>Последующие дисциплины/модули, практики*</b>
			<i>Project Management;</i> <i>Currency Regulation and Currency Control in Foreign Economic Activity;</i> <i>Stock trading;</i> <i>International Economics;</i> <i>E-commerce;</i> Pre-diploma practice; Scientific and research work;



#### 4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The total labor intensity of the discipline "Economics and Organization of Foreign Economic Activity (advanced level)" is "3" credits.

*Table 4.1. Types of Educational Work by Periods of Mastering the Educational Program of Higher Education for Full-Time Study.*

Type of Academic Work	TOTAL, ac.h.		Семестр(-ы)
			1
<i>Contact work, ac.c.</i>	36		36
Lectures (LC)	18		18
Laboratory work (LR)	0		0
Practical/Seminar Sessions (SZ)	18		18
<i>Independent work of students, ac.h.</i>	45		45
<i>Control (exam/test with grade), ac.h.</i>	27		27
<b>Total Labor Intensity of the Discipline</b>	<b>Ac.h.</b>	<b>108</b>	<b>108</b>
	<b>credits</b>	<b>3</b>	<b>3</b>

## 5. COURSE MODULES AND CONTENTS

Table 5.1. The content of the discipline (module) by types of educational work

Section Number	Name of the discipline section	Contents of the section (topics)		Type of Academic Work*
Section 1	A National Company in International Trade: Difficulties and Risks of Entering the Market Overseas Market	1.1	The international trade system and its facilities. Globalization of the world economy and its driving forces: liberalization and new Technology. Alternative ways for companies to enter foreign markets.	LK, NW
Section 2	Adaptation of the company to the activities of the Overseas Market	2.1	Formation of the marketing mix in relation to the peculiarities of the external market. Marketing-mix – 4 "P's" of marketing: P1 – product; P2 – price; P3 – place – sales/distribution; P4 – promotion.	LK, NW
Section 3	Marketing Research: Methodology and Sources of Information	3.1	Marketing research. Features of the market and company Research.	LK, NW
Section 4	Preparation and Conclusion Foreign Trade Transaction	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.	LK, NW
Section 5	Standardization of conditions and unification of law International Trade	5.1	Standard Contracts in International Trade: Concept, Form and Scope of Application standard contract. Vienna Convention on the Elimination of All Forms of Discrimination against Women contracts for the international sale of goods (1980). The Vienna Convention and Russia.	LK, NW
Section 6	Contract International Purchase of Goods	6.1	Subject of the contract. Preamble. Ways to determine the quality of goods. Quality Certificate: Determination of the quantity of goods in the contract. System of weights and measures.	LK, NW
		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.	LK, NW
		6.3	Packaging, labeling, handover, warranties, claims and sanctions.	LK, NW
		6.4	Force Majeure and Arbitration. Types of force majeure. Consequences of force majeure	LK, NW
Раздел 7	Базисные условия поставки – Инкотермс-2020	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". Term "Customs clearance". The concept of a carrier.	LK, NW

Section 8	Documentation Documenting Execution Foreign Trade Contract	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.	LK, NW
Section 9	Non-Traditional Methods of Export Financing:	9.1	Short-term and medium-term financing. International factoring as short-term export financing.	LK, NW

Номер раздела	Наименование раздела дисциплины	Содержание раздела (темы)		Вид учебной работы*
	Factoring, forfaiting		Invoice discounting. Factoring and recourse to the exporter. Forfaiting as medium-term export financing. The role of the forfeitor bank and the avalier bank	
Section 10	Intermediaries in international trade	10.1	International mediation. The role of intermediaries in international trade. Classification of intermediaries according to the scope of the powers granted. Dealers & Distributors. Commission Transactions	LK, NW
Section 11	International trade in scientific and technological knowledge	11.1	International licensing. Trade in Intellectual Property Rights: Full Transfer of Rights; licensing; know-how agreements; franchise Distributorship, etc. International License Agreement. Views License: Simple, Exclusive and Full Licenses. Licensor's remuneration: royalties; lump-sum payment; the licensor's participation in the profits; transfer of securities, technical documentation.	LK, NW

## 6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS

Table 6.1. Logistics of discipline

Тип аудитории	Оснащение аудитории	Специализированное учебное/лабораторное оборудование, ПО и материалы для освоения дисциплины (при необходимости)
Лекционная	Аудитория для проведения занятий лекционного типа, оснащенная комплектом специализированной мебели; доской (экраном) и техническими средствами мультимедиа презентаций.	
Семинарская	Аудитория для проведения занятий семинарского типа, групповых и индивидуальных консультаций, текущего контроля и промежуточной аттестации, оснащенная комплектом специализированной мебели и техническими средствами мультимедиа презентаций.	
Для самостоятельной работы	Аудитория для самостоятельной работы обучающихся (может использоваться для проведения семинарских занятий и консультаций), оснащенная комплектом специализированной мебели и компьютерами с доступом в ЭИОС.	

\* - аудитория для самостоятельной работы обучающихся указывается **ОБЯЗАТЕЛЬНО!**

## 7. RECOMMENDED SOURCES FOR COURSE STUDIES

### *Reference citations:*

1. Osnovy vneshneekonomicheskogo deyatel'nosti v Rossiiskoi Federatsii [Fundamentals of Foreign Economic Activity in the Russian Federation]  
Edited by S.V. Ryazantsev Moscow: KNORUS, 2018
2. Pokrovskaya V.V. Vneshneekonomicheskie deyatel'nosti [Foreign Economic Activity].  
Textbook. In 2 parts. –  
Moscow, Yurayt Publ., 2019.
3. Gerchikova I.N. Mezhdunarodnaya kommercheskie delo [International commercial business]. Second Edition. –М.:  
UNITY-DANA, 2001

### *Further reading:*

1. Incoterms 2020. ICC Rules on the Use of National and Domestic  
международных торговых терминов / Incoterms 2020: ICC Rules for the Use of Domestic and  
International Trade Terms. - М.: Международная торговая палата, 2020

2. Commodity nomenclature of foreign economic activity of the EAEU. – www.tks.ru

### *Resources of the information and telecommunication network "Internet":*

1. RUDN University Electronic Library System and third-party electronic library systems  
to which university students have access  
on the basis of concluded contracts

- RUDN University Electronic Library System – RUDN University Electronic  
Library System

<http://lib.rudn.ru/MegaPro/Web>

- EBS "University Library Online" <http://www.biblioclub.ru>

- ЭБС Юрайт <http://www.biblio-online.ru>

- ЭБС «Консультант студента» [www.studentlibrary.ru](http://www.studentlibrary.ru)

- EBS "Troitsky Most"

2. Databases and Search Engines

- Electronic collection of legal, regulatory and technical documentation

<http://docs.cntd.ru/>

- Yandex search engine <https://www.yandex.ru/>

- Google <https://www.google.ru/>

- SCOPUS abstract database

<http://www.elsevierscience.ru/products/scopus/>

### *Educational and Methodological Materials for Independent Work of Students at Mastering the discipline/module\*:*

1. A course of lectures on the discipline "Economics and Organization of Foreign  
Economic Activity (advanced  
level)".

\* - all educational and methodological materials for independent work of students are placed  
in accordance with the current procedure on the page of the discipline **in TUIS!**

### *Educational and methodical materials for independent work of students when mastering the discipline / module\*:*

1. The author of the essay must demonstrate his achievement of the level of ideological,  
general cultural competence, i.e. demonstrate knowledge about the real world, about the  
connections and dependencies existing in it, problems, about the leading worldview theories,  
the ability to show evaluative knowledge, study theoretical works, use various research  
methods, apply various methods of creative activity.

1. It is necessary to correctly formulate the topic, select the necessary material on it.

2. Use only the material that reflects the essence of the topic.
3. In the introduction to the abstract, it is necessary to justify the choice of topic.
4. After the quote, it is necessary to make a reference to the author, for example, works on the list.
5. The presentation should be consistent. Fuzzy wording, speech and spelling errors are unacceptable.
6. The design of the abstract (including the title page, literature) must be competent.
7. The list of references shall be drawn up indicating the author, the name of the source, the place of publication, the year of publication, the name of the publishing house, the pages used.

All lectures and materials are posted on the TUIS portal:  
<https://esystem.rudn.ru/enrol/index.php?id=2322>

\* - all educational and methodological materials for independent work of students are placed in accordance with the current procedure on the page of **the discipline in TUIS!**

## **8. EVALUATION TOOLKIT & GRADING SYSTEM FOR ASSESSING THE LEVEL OF FORMATION OF COMPETENCIES IN THE COURSE**

Evaluation materials and a point-rating system\* for assessing the level of formation of competencies (part of competencies) based on the results of mastering the discipline "Theory and Practice of International Business Communication" are presented in the Appendix to this Course Syllabus of the discipline.

\* - EP is formed on the basis of the requirements of the relevant local regulatory act of RUDN University.

### **AGREED:**

Developer:  
Doctor of Economics, Professor of International  
economic relations



**I.V.Andronova**

Head of the Higher Education Program(me)  
Doctor of Economics, Professor of International  
economic relations



**I.V.Andronova**