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**Federal State Autonomous Educational Institution  
of Higher Education "Peoples' Friendship University of Russia named after Patrice  
Lumumba "**

**Faculty of Economics**

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(name of the main educational unit (OUP)-developer of the EP HE)

**COURSE WORKING PROGRAM**

**Finance organizations**

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(name of the discipline/module)

**Recommended by the MSS for the direction of training/specialty:**

**38.04.02 «Management»**

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(code and name of the training area/specialty)

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

**International marketing**

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(name (profile/specialization) of the EP HE)

## 1. COURSE GOALS

The discipline "Finance of organizations" plays an important role in mastering the methods of making informed decisions in the field of financial management and the formation of financial thinking. The main purpose of the discipline is to develop students' knowledge and practical skills in managing the resources of the organization, attracting the necessary capital.

Based on the goal, in the process of studying the discipline, it is supposed to solve the following tasks:

consider the fundamental concepts of financial management;

give a description of financial markets, financial institutions;

to reveal the methodological principles of developing strategies for the development of the organization;

to reveal the content of methods of diagnostics of financial condition, financial planning and modeling;

consider methods for evaluating investment decisions;

to reveal the features of working capital management;

to present different approaches to capital structure management;

to consider methods of risk measurement and accounting in management decision-making.

In addition, in the process of studying the discipline "Finance of organizations", the following tasks are solved in practical classes:

acquisition of financial modeling experience;

development of financial analysis and forecasting skills;

-development of understanding of the role of environmental factors for financial management;

consolidation of presentation skills in the process of working on educational situations provided for in the course...

## 2. REQUIREMENTS FOR THE RESULTS OF MASTERING THE DISCIPLINE

The development of the discipline "Finance organizations " is aimed at the formation of the following competencies (parts of competencies) in students:

*Table 2.1. List of competencies formed by students during the development of the discipline (results of the development of the discipline)*

<b>Code</b>	<b>Competence</b>	<b>Competence achievement indicators (within this course)</b>
<b>PC-6</b>	Able to manage the marketing activities of an international company	PC-6.1. Knows the specifics of working with various international marketing tools  PC-6.2. Knows the basics of international sales, international marketing communication  PC-6.3. Is able to apply methods of evaluating the effectiveness of solutions in the field of international marketing

Code	Competence	Competence achievement indicators (within this course)
		<p>PC-6.4. Is able to analyze the actions of international partner companies</p> <p>PC-6.5. Possesses analytical, system and communication skills to conduct successful activities in a rapidly changing international marketing environment</p> <p>PC-6.6. Has the skills of a creative approach to the problems of developing and implementing international marketing strategies of the company</p>
<b>PC-2</b>	Capable of developing, implementing and managing innovative products and intangible assets in the company's international markets	<p>PC-2.1 Knows how to select innovations in the field of professional activity (commercial, or marketing, or advertising, or logistics, or commodity research)</p> <p>PC-2.2 Able to work with digital data, assess its sources and relevance</p> <p>PC-2.3 Is able to analyze and evaluate their economic efficiency of innovative products</p> <p>PC-2.4 Owns the methods of development and evaluation of the effectiveness of innovative trade and technological, or marketing, or logistics, or advertising technologies</p>
<b>GPC-6</b>	able to critically evaluate the possibilities of digital technologies for solving professional tasks, work with digital data, evaluate their sources and relevance	<p><b>GPC -6.1.</b> Owns digital technologies for the successful solution of professional tasks</p> <p><b>GPC -6.2.</b> Is able to work with digital data, evaluate their sources and relevance</p> <p><b>GPC -6.3.</b> Is able to use general or specialized application software packages designed to perform professional tasks</p>
GPC-2	Able to apply modern techniques and methods of data collection, advanced methods of their processing and analysis, including the use of intelligent information and analytical systems, in solving management and research tasks	<p>GPC -2.1. Owns modern techniques and methods of data collection, methods of search, processing, analysis and evaluation of information for solving management tasks</p> <p>GPC -2.2. Conducts analysis and modeling of management processes in order to optimize the organization's activities</p> <p>GPC -2.3. Uses modern digital systems and methods in solving management and research tasks</p>
UC-2	Able to manage the project at all stages of its life cycle	<p>UC-2.1. Formulates a problem, the solution of which is directly related to the achievement of the project goal;</p> <p>UC-2.2. Defines the links between the tasks set and the expected results of their solution;</p> <p>UC-2.3. Within the framework of the tasks set, determines the available resources and restrictions, the applicable legal norms;</p> <p>UC-2.4. Analyzes the schedule for the implementation of the project as a whole and chooses the best way to solve the tasks, based on the current legal norms and</p>

Code	Competence	Competence achievement indicators (within this course)
		available resources and limitations; UC-2.5 Monitors the progress of the project, adjusts the schedule in accordance with the results of the control.

### 3. THE PLACE OF DISCIPLINE IN THE STRUCTURE OF THE EP HE

The discipline "Finance organizations " refers to the Variety part formed by the participants of the educational relations of the block B.1.V.13 of the OP HE.

Within the framework of the educational program, students also master other disciplines and/or practices that contribute to achieving the planned results of mastering the discipline "Finance organizations ".

*Table 3.1. The list of the components of the educational program that contribute to the achievement of the planned results of the development of the discipline*

Code	Competence name	Previous courses	Next courses
UC-2	Able to manage the project at all stages of its life cycle		Managerial economics Finances of organizations Digital marketing Marketing forecasting methods
GPC-6	Able to critically assess the capabilities of digital technologies for solving professional problems, work with digital data, assess their sources and relevance		Modern strategic analysis Finances of organizations Marketing forecasting methods
GPC-2	Able to apply modern techniques and methods of data collection, advanced methods of their processing and analysis, including the use of intelligent information and analytical systems, in solving management and research tasks		Managerial economics Finances of organizations Digital marketing Marketing forecasting methods

Code	Competence name	Previous courses	Next courses
PC-2	Capable of developing, implementing and managing innovative products and intangible assets in the company's international markets		Modern strategic analysis Finances of organizations Marketing forecasting methods
PC-6	Able to manage the marketing activities of an international company		Managerial economics Finances of organizations Digital marketing Marketing forecasting methods

\* - it is filled in in accordance with the matrix of competencies and SP EP HE

#### 4. SCOPE OF DISCIPLINE AND TYPES OF ACADEMIC WORK

The total labor intensity of the discipline "Finance organizations " is 3 credit units.

*Table 4.1. Types of educational work by periods of mastering the EP in for FULL-time education*

Type of educational work	Total	Semester			
		1	2	3	4
<i>Contact work, ac.h.</i>	108			108	
Lectures (LC)	18			18	
Laboratory work (LR)					
Practical/seminar classes (SZ)	18			18	
Independent work of students, ac.h.	45			45	
Control (exam / test with assessment), ac.h.	27			27	
<b>Total labor intensity of the discipline</b>	ак.ч.	108		108	
	зач.ед.	<b>3</b>		<b>3</b>	

#### 5. COURSE CONTENT

*Table 5.1. The content of the discipline (module) by type of academic work*

COURSE PART NAME	PART CONTENT	WORK TYPE
Section 1. Fundamental concepts of financial organizations.	The concept of an efficient market. Changing the valuation of money over time. Analysis of discounted cash flows. Opportunity costs. Balanced portfolio	LTR, SS

COURSE PART NAME	PART CONTENT	WORK TYPE
	theory. The ratio between risk and return. Market risk assessment. A model for assessing the profitability of financial assets. The concept of the $\beta$ -coefficient. The theory of arbitrage pricing. Valuation of stocks and bonds. The theory of options and their evaluation.	
Section 2. Short-term financial decisions.	Analysis of financial activity. Assessment of working capital needs. Working capital management policy. Planning the duration of the operational cycle. Working capital financing. Spontaneous financing. Short-term loans. Money management. Forecasting cash flows. Inventory management and control. Ways to improve the efficiency of the supply chain.	LTR, SS
Section 3. Capital investment planning	Formation of the capital investment budget. Methods of project evaluation. Net present value (NPV). Internal Rate of Return (IRR). Comparison of NPV and IRR criteria. The present value of future costs. Change in the price of capital. Change of net circulating capital. The impact of taxes. Liquidation value.	LTR, SS
Section 4. Sources of corporate financing.	The components of capital and their price. The price of the source "borrowed capital". The price of the source "preferred shares". The source price is "retained earnings". The price of the source "ordinary shares of the new issue". A model for assessing the profitability of financial assets. Weighted average and marginal cost of capital. Capital structure theory Costs associated with financial difficulties and agency costs. Models of financial leverage. Calculation of the optimal capital structure. Managing your own capital. Models of sustainable growth. Production and financial leverage. Production and financial risks in the context of general risk.	LTR, SS
Section 5. Dividend policy and capital structure.	Dividend policy. Theories of dividend preference. Dividend reinvestment plans. Repurchase of shares. Payment of dividends by shares and splitting of shares. The effect of financial leverage.	LTR, SS
Section 6. Financial planning and forecasting.	Principles of financial planning. The system of forecasts and plans of the organization. Methods of planning and forecasting. Budgeting as an organization's financial management tool.	LTR, SS

## 6. MATERIAL AND TECHNICAL SUPPORT OF THE DISCIPLINE

Table 6.1. Material and technical support of the discipline

Audience type	Equipping the audience	Specialized educational/laboratory equipment, software and materials for the development of the discipline (if necessary)
Lecture hall	An auditorium for conducting lecture-type classes, equipped with a set of specialized furniture; a board (screen) and technical means of multimedia presentations. Audience 340	Multimedia Projector Casio XJ-F100W Wall Screen Digis Dsem-1105
Computer class	A computer classroom for conducting classes, group and individual consultations, ongoing monitoring and intermediate certification, equipped with personal computers (in the amount of 21 pcs.), a blackboard (screen) and multimedia presentation technical means. Audience 27, 29	Lenovo AIO-510-22ISH Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio Monoblock, 21" Casio XJ-V 100W Multimedia Projector monitor, Motorized Digis Electra 200*150 Dsem-4303 Screen
For independent work of students	An auditorium for independent work of students (can be used for seminars and consultations), equipped with a set of specialized furniture and computers with access to EIOS.	Library Hall

\* - the audience for independent work of students must be specified!!

## 7. EDUCATIONAL, METHODOLOGICAL AND INFORMATIONAL SUPPORT OF THE DISCIPLINE

### a) basic literature

1. Finance : textbook and workshop for universities / N. I. Berzon [et al.] ; under the general editorship of N. I. Berzon. — 2nd ed., reprint. and add. — Moscow : Yurayt Publishing House, 2021. - 498 p. — (Higher education). — ISBN 978-5-534-01172-2. —URL: <https://urait.ru/bcode/468472>
2. Nikitushkina, I. V. Corporate Finance : textbook for universities / I. V. Nikitushkina, S. G. Makarova, S. S. Studnikov ; under the general editorship of I. V. Nikitushkina. — 2nd ed., reprint. and add. — Moscow : Yurayt Publishing House, 2021. - 521 p. — (Higher education). — ISBN 978-5-534-02788-4. —URL: <https://urait.ru/bcode/468676>

### b) additional literature

1. Finance [Electronic resource] : Textbook for universities / Edited by M.V.Romanovsky, O.V.Vrublevskaaya. - 3rd ed., reprint. and additional ; Electronic text data. - Moscow: Yurayt, 2011. - ISBN 978-5-9916-1001-8.
2. Finance of organizations (enterprises) [Electronic resource] : Textbook. - Electronic text data. - Moscow : Prospect, 2015. - 352 p. - ISBN 978-5-392-16757-9.

*Resources of the Internet information and telecommunication network:*

*UNIBC (Scientific Library) provides access to the following EBS:*

- *EBS RUDN Access mode: <http://lib.rudn.ru/> - from RUDN stationary computers*
- *University Library ONLINE – Access mode: <http://www.biblioclub.ru/>*
- *Book collections of SPRINGER publishing house. – Access mode: [www.springerlink.com](http://www.springerlink.com)*
- *Universal databases of East View. – Access mode: <http://online.ebiblioteka.ru/>*
- *EBC publishing house "Yurayt" Access mode: <http://www.biblio-online.ru>*
- *EBS Publishing House "Lan", collections*
- *Electronic library system "Znaniy.com" - access to the main collection is granted*

*Electronic resources for educational activities*

*Bulletin of the RUDN, all series / Access mode: <http://journals.rudn.ru/>*

*eLibrary.ru / Access mode <http://www.elibrary.ru/defaultx.asp> from any computer on the territory of the RUDN*

*RSL Dissertations Access mode: <https://dvs.rsl.ru/>?*

*BIBLIOPHIKA / Access mode: <http://www.bibliophika.ru/>*

*Columbia International Affairs Online (CIAO) Access mode: <http://www.ciaonet.org/>*

*East View. Collection "Statistical publications of Russia and CIS countries"*

*Grebennikon Access mode: <http://grebennikon.ru/>*

*LexisNexis Access Mode: <http://academic.lexisnexis.eu>*

*Search engines: Yandex ([yandex.ru](http://yandex.ru)), Google ([google.ru](http://google.ru)).*

*Information and reference portals:*

1. [www.advertology.ru](http://www.advertology.ru)
2. [www.marketing.spb.ru](http://www.marketing.spb.ru)
3. [www.p-marketing.ru](http://www.p-marketing.ru)
4. [www.4p.ru](http://www.4p.ru)
5. [www.advi.ru](http://www.advi.ru)
6. [www.cfin.ru](http://www.cfin.ru)
7. [www.expert.ru](http://www.expert.ru)
8. [www.rbc.ru](http://www.rbc.ru)

*Educational and methodological materials for independent work of students during the development of the discipline/ module\*:*

1. A course of lectures, standard tasks and a control test on the discipline "Finance organizations" is posted on the TUIS portal, Access mode: <https://esystem.rudn.ru/course/view.php?id=11989&notifyeditingon=1>



## **8. EVALUATION MATERIALS AND A POINT-RATING SYSTEM FOR ASSESSING THE LEVEL OF COMPETENCE FORMATION IN THE DISCIPLINE**

Evaluation materials and a point-rating system\* for assessing the level of competence formation (part of competencies) based on the results of mastering the discipline "Finance organizations " are presented in the Appendix to this Work Program of the discipline

### **Developers:**

Associate Professor of the Marketing Department

**Chernikov S.U.**

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Signature

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Full name

**Faculty name and head:  
Dean of the Faculty of Economics**

**Andronova I.V.**

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Signature

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Full name

**Head of department:  
Marketing dept head**

**A.M. Zobov.**

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Signature

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Full name

Appendix to the Work program of the discipline "Finance organizations "

APPROVED

At the meeting of the Department of Marketing

" \_\_\_\_\_ " \_\_\_\_\_ 2022, Protocol no. \_\_\_\_

Head of the Marketing Department

\_\_\_\_\_ Zobov A.M.

## **EVALUATION TASK FUND FOR THE COURSE**

**Finance organizations**

(COURSE NAME)

**38.04.02 «Management»**

(code and name of the training area)

**International Marketing**

(name of the training profile)

**Master**

Qualification (degree) of the graduate

**Passport of the evaluation fund for the discipline Finance organizations**  
**Direction / Specialty: 38.04.02. "Management"**  
**Specialization International marketing**  
**Summary evaluation table of the Finance organizations discipline**

The code of the controlled competence	Controlled discipline topic	EMF (forms of control of the level of development of OOP)									Points per topic	Points per director	
		Classroom work					Independent work						Exam
		Survey	Test	Work in the classroom	Presentation	Tasks	HT execution	Essay	Project	Report			
PC-2; UC-2; GPC-2; PC-6; GPC-6	Section 1. Fundamental concepts of financial organizations.			1								1	31
	Section 2. Short-term financial decisions.			1			5		10			16	
PC-2; UC-2; GPC-2; PC-6; GPC-6	Section 3. Capital investment planning			1		4						16	36
	Section 4. Sources of corporate financing.			2	5		4					12	
	Section 5. Dividend policy and capital structure.			2	5	4	6		5			12	
	Section 6. Financial planning and forecasting.			2	3	5	3		5			15	
	<b>Evaluation</b>		10						8	9		27	
	<b>Total</b>		10	9	15	15	21		20	8	2	100	

## Description of the point-rating system

Conditions and criteria for grading. Students are required to attend lectures and seminars, participate in certification tests, and complete teacher assignments. Active work at the seminar is especially appreciated (the ability to conduct a discussion, a creative approach to the analysis of materials, the ability to clearly and succinctly formulate their thoughts), as well as the quality of preparation of control papers (tests), presentations and reports.

Grades in the disciplines taught are set 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 sum 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 within the time limits stipulated by the training program. If a student has not completed any of the training tasks without valid reasons (missed a test, passed an abstract later than the due date, etc.), then points are not awarded to him for this type of academic work, and works prepared later than the due date are not evaluated. For various types of work during the entire period of study, a student can receive a maximum amount of 100 points.

### Point-rating system of knowledge assessment, rating scale

Баллы БРС	Традиционные оценки РФ	Оценки ECTS
95 – 100	Отлично – 5	A (5+)
86 – 94		B (5)
69 – 85	Хорошо – 4	C (4)
61 – 68	Удовлетворительно – 3	D (3+)
51 – 60		E (3)
31 – 50	Неудовлетворительно – 2	FX (2+)
0 – 30		F (2)
51 - 100	Зачет	Passed

#### Description of ECTS grades:

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

In ("Very good") - the theoretical content of the course is fully mastered, without gaps, the necessary practical skills of working with the mastered material are mainly formed, all the training tasks provided for in the training program are completed, the quality of most of them is estimated 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 the mastered material have not been sufficiently formed, all the training tasks provided for in the training program have been completed, the quality of none of them has been evaluated with a minimum number of 5 points, some types of tasks have been completed with errors.

D ("Satisfactory") - the theoretical content of the course has been partially mastered, but the gaps are not significant, the necessary practical skills of caring for the mastered material have been mainly formed, most of the training tasks provided for in the training program have been completed, some of the completed tasks may contain errors.

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

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

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

Materials for assessing the level of mastering the educational material of the discipline "Marketing metrics" (evaluation materials), including a list of competencies with the indication of the stages of their formation, a description of indicators and criteria for assessing competencies at various stages of their formation, a description of evaluation scales, standard control tasks or other materials necessary for assessing knowledge, skills and (or) experience of activity, characterizing the stages of competence formation in the process of mastering the educational program, methodological materials defining the procedures of knowledge assessment, the skills, skills and (or) experience of activity characterizing the stages of competence formation have been developed in full and are available to students on the discipline page in the TUIS RUDN.

***Fund of evaluation funds for conducting intermediate certification of students in the discipline***

*Materials for assessing the level of mastering the educational material of the discipline "Finance of organizations" (evaluation materials), including a list of competencies indicating the stages of their formation, a description of indicators and criteria for assessing competencies at various stages of their formation, a description of evaluation scales, standard control tasks or other materials necessary for assessing knowledge, skills, and (or) experience of activity characterizing the stages of competence formation in the process of mastering the educational program, methodological materials defining the procedures for assessing knowledge, skills, skills and (or) experience of activity characterizing the stages of competence formation have been developed in full and are available to students on the discipline page in the TUIS RUDN.*

*The program is compiled in accordance with the requirements of the OS in the RUDN*