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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**

**Custom and tariff regulation**

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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 aim of the "Custom and tariff regulation" course is to develop students' knowledge, abilities and skills in terms of methods of studying of market conditions and executing the modern procedures of Custom and tariff regulation at the world markets, using current international information sources and programs

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

The development of the discipline "Custom and tariff regulation" 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)

Code	Competence	Competence achievement indicators (within this course)
<b>GPC-2;</b>	Able to apply modern techniques and methods of data collection, advanced methods of data processing and analysis, including the use of intelligent information and analytical systems, when solving managerial and research problems	GPC-2.1 Owns modern techniques and methods of data collection, methods of searching, processing, analyzing and evaluating information to solve management problems GPC-2.2 Analyzes and simulates management processes in order to optimize the organization's activities GPC-2.3 Uses modern digital systems and methods in solving management and research problems
PC-1	Able to conduct marketing research, taking into account the influence of the international marketing environment using the tools of a modified marketing mix corresponding to the latest global trends	PC-1.1 Knows the goals, stages and procedures for conducting marketing research PC-1.2 Able to work with digital data, assess its sources and relevance PC-1.3 Knows how to evaluate the economic and social effectiveness of marketing research PC-1.4 Knows the principles of interpreting the results of scientific research in professional activities
<b>PC-2;</b>	Capable of developing, implementing and managing innovative products and intangible assets in the company's international markets	PC-2.1 Knows how to select innovations in the field of professional activity (commercial, or marketing, or advertising, or logistics, or commodity research) PC-2.2 Able to work with digital data, assess its sources and relevance PC-2.3 Is able to analyze and evaluate their economic efficiency of innovative products 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

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

The discipline "Custom and tariff regulation" refers to the variable component formed by the participants of the educational relations of the block B1 of the EP HE.

Within the framework of the EP HE, students also master other disciplines and/or practices that contribute to achieving the planned results of mastering the discipline "Custom and tariff regulation".

Table 3.1. List of EP HE components contributing to the achievement of the planned results of mastering the discipline

Code	Competence name	Previous courses	Next courses
<b>GPC-2;</b>	Able to apply modern techniques and methods of data collection, advanced methods of data processing and analysis, including the use of intelligent information and analytical systems, when solving managerial and research problems	Corporate marketing at global markets Managerial Decision Making	R&D practice
PC-1	Able to conduct marketing research, taking into account the influence of the international marketing environment using the tools of a modified marketing mix corresponding to the latest global trends	Corporate marketing at global markets Managerial Decision Making	R&D practice
<b>PC-2;</b>	Capable of developing, implementing and managing innovative products and intangible assets in the company's international markets	Management organization theory Strategic Analysis Finance organizations Marketing Metrics Marketing management in international companies	R&D practice

\* - filled in according to the competence matrix and the SP EP HE

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

The total labor intensity of the discipline "Custom and tariff regulation" is 3 credits.

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

Types of academic activities during the period of the HE program mastering	Course workload, academic hours	Semesters			
		2	3	4	

Types of academic activities during the period of the HE program mastering		Course workload, academic hours	Semesters			
			2	3	4	
<i>Contact academic hours</i>		108			108	
Lectures LTR		18			18	
Lab works LW						
Seminars SS		18			18	
<i>Self-study, academic hours</i>		63			63	
<i>Evaluation and assessment</i>		9			9	
Course workload	academic hours	108			108	
	credits	3			3	

## 5. COURSE CONTENT

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

Course part topics	Work type
	LTR
Section 1. Custom and tariff regulation in the conditions of globalization of economies. Features of the Custom and tariff regulation (IT) at the present stage. Factors and tendencies of development of MT. Geographical and commodity structure of MT. Dynamics of indicators of Custom and tariff regulation. A role of multinational corporation in Custom and tariff regulation Interrelation of Custom and tariff regulation (the foreign trade flows) and PII. MT – the most important factor of economic growth in the conditions of open economy. Influence of crisis on development of Custom and tariff regulation.	LTR, SS       LTR, SS
Section 2. Features of modern foreign trade regulation and Custom and tariff regulation policy. Characteristic features and features of modern foreign trade regulation. Customs tariffs. Non-tariff restrictions. Features of application of measures of non-tariff regulation. International practice of regulation of foreign trade. Evolution of process of liberalization within the GATT/the WTO. WTO as system of agreements. Agreement on agricultural industry	LTR, SS
Section 3. Russia in Custom and tariff regulation. Foreign trade of Russia. Dynamics export / import structure of trade. Russia in system of regulation of Custom and tariff regulation	LTR, SS  LTR, SS
Section 4. Custom and tariff regulation in primary goods. The major primary goods – objects of MT. Main	LTR, SS

<b>Course part topics</b>	<b>Work type</b>
indicators of Custom and tariff regulation in primary goods. Features of trade in primary goods in the world goods markets. Forms and methods of trade in primary goods. Features of pricing in the world markets of primary goods. International commodity exchanges. Main tendencies of development of Custom and tariff regulation in primary goods. The place and economic interests of Russia in the world markets of primary goods	
Section 5. Custom and tariff regulation in finished goods. Factors and tendencies of development of the world market of finished goods. Main indicators of Custom and tariff regulation in finished goods. Modern factors of goods competitiveness. Modern forms and methods of Custom and tariff regulation in finished goods.	LTR, SS
Section 6. Custom and tariff regulation in services. Classification of services. Dynamics of Custom and tariff regulation in services. Geographical structure of Custom and tariff regulation. Regional structure of Custom and tariff regulation in services. The general agreement on trade in services (GATS).	LTR, SS
Section 7. Custom and tariff regulation in the objects of intellectual property (OIP) Current trends of Custom and tariff regulation in objects of intellectual property. Classification of objects of intellectual property. Dynamics and amount of Custom and tariff regulation in objects of intellectual property. Forms and methods of trade. Main world trade license centers	LTR, SS

\* - it is filled in only by full-time study: LTR – lectures; LR – laboratory work; SS - seminars.

## 6. MATERIAL AND TECHNICAL SUPPORT OF THE DISCIPLINE

*Table 6.1. Material and technical support of the discipline*

<b>Audience type</b>	<b>Equipping the audience</b>	<b>Specialized educational/laboratory equipment, software and materials for the development of the discipline (if necessary)</b>
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,	Lenovo AIO-510-22ISH In-

Audience type	Equipping the audience	Specialized educational/laboratory equipment, software and materials for the development of the discipline (if necessary)
	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	tel 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

Primary literature:

1. Strategy for the Global Market: Theory and Practical Applications, Vladimir Kvint, Routledge, 2015
2. Food Wars: The Global Battle for Mouths, Minds and Markets, Tim Lang and Michael Heasman, Routledge, 2015.
3. The Strategic Importance of the Global Oil Market, Leif Rosenberger, Didactic Press, 2015

Additional literature:

4. The Handbook of Global Agricultural Markets: The Business and Finance of Land, Water, and Soft Commodities, Luc Nijs, Palgrave Macmillan, 2014
5. The Travels of a T-Shirt in the Global Economy: An Economist Examines the Markets, Power, and Politics of World Trade, Pietra Rivoli, Wiley, 2014.

### ***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)).*

### Информационно-справочные порталы:

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 "Custom and tariff regulation" is posted on the TUIS portal, Access mode: <https://esystem.rudn.ru/enrol/index.php?id=13708>

## **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 "Custom and tariff regulation" are presented in the Appendix to this Work Program of the discipline.

### **Developers:**

Associate Professor of the Marketing Department

**Chernikov S.U.**

	Signature	Full name
<b>Faculty name and head: Dean of the Faculty of Economics</b>		<b>Andronova I.V.</b>
	Signature	Full name
<b>Head of department: Marketing dept head</b>		<b>A.M. Zobov.</b>
	Signature	Full name



