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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**

**Conjuncture of world markets for goods and services**

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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 purpose of mastering the discipline "Conjuncture of world markets for goods and services" is to provide the knowledge necessary in the practice of opportunistic and price work of any unit related to foreign trade activities.

## 2. LEARNING OUTCOMES

Studying the discipline "Conjuncture of world markets for goods and services" is aimed at forming the following competencies (part of the competencies) among students:

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

<b>Competence code</b>	<b>Competence</b>	<b>Competence indicators</b> (within the framework of this discipline)
GC-4	Able to apply modern communication technologies in the state language of the Russian Federation and 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 conditions of the partnership
		GC-4.2. Adapts speech, communication style and sign language to situations of interaction
		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, considering the peculiarities of the style of official and unofficial letters and socio-cultural differences in the format of correspondence
		GC-4.5. Uses dialogue for cooperation in academic communication of communication, taking into account the personality of the interlocutors, their communicative and speech strategy and tactics, the degree of formality of the situation
		GC-4.6. Forms and argues its own assessment of 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 searching, processing, analyzing, storing and presenting information (in the professional field) in 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 received from various sources in order to effectively use the information received to solve problems
		GC-7.2. Evaluates information, its reliability, builds logical conclusions on the basis of incoming information and data
SPC-2	Able to apply advanced instrumental methods of economic analysis in	SPC-2.1. Has knowledge of advanced instrumental methods of economic analysis
		SPC-2.2. Able to apply knowledge of advanced instrumental methods of economic and financial

<b>Competence code</b>	<b>Competence</b>	<b>Competence indicators</b> (within the framework of this discipline)
	applied and/or fundamental research	analysis in the conduct of applied and / or fundamental research
SPC -3	Able to generalize and critically evaluate scientific research in economics	SPC-3.1. Develops a program of applied and / or fundamental research in the field of economics based on the assessment and generalization of the results of scientific research 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 conclusions, prepares a conclusion and formulates recommendations 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 in solving professional problems	SPC-5-1Cognises modern information technologies and software tools used in solving professional problems SPC-5-2The ability among modern information technologies and software tools to choose the most effective for solving professional problems SPC-5-3 Has full skills in solving standard tasks of professional activity using information technologies and software tools
PC-1	Able to conduct 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 at the micro and macro levels	PC-1.1. Able to present the results of an independent study in the form of an article or a report at scientific conferences PP-1.2. Capable of Conducting Analytical Studies to Evaluate Economic Policy Interventions PC-1.3. Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole PC-1.4. Able to make strategic decisions at the micro and macro levels based on independent research
PC-2	Able to present the results of an independent study in the form of an article or a report at scientific conferences	PC-2.1. Able to conduct analytical studies to assess economic policy measures PC-2.2. Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole PC-2.3. Able to make strategic decisions at the micro and macro levels on the basis of independent research

### **3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE**

The discipline "Conjuncture of world markets for goods and services" refers to the mandatory part of block B1 of the EP.

Within the framework of the EP, students also master other disciplines and / or practices that contribute to the achievement of the planned results of mastering the discipline "Conjuncture of world markets for goods and services".

*Table 3.1. The list of Higher Education Program (me) components / disciplines that contribute to expected learning/training outcomes*

<b>Code</b>	<b>Competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
GC-4	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction		Legal regulation of economic and foreign economic activity International labor market and migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services International statistical databases (advanced level) The EU in international trade World experience in the implementation of management information systems International Transport Logistics Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks
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		Legal regulation of economic and foreign economic activity International Finance International Monetary and Credit Relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services Organization of international procurement International statistical databases (advanced level) The EU in international trade World experience in the implementation of management information systems International Corporate Marketing Strategies International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks

<b>Code</b>	<b>Competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
SPC-2	Able to apply advanced instrumental methods of economic analysis in applied and/or fundamental research		International Labour Market and Migration International monetary and credit relations International Finance International trade Customs and tariff regulation Conjuncture of world markets for goods and services International statistical databases (advanced level) The EU in international trade
SPC-3	Able to generalize and critically evaluate scientific research in economics		International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation International Corporate Marketing Strategies Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks Legal regulation of economic and foreign economic activity International Finance International Economics
SPC-5	Able to use modern information technologies and software tools in solving professional problems		International Economics International Labour Market and Migration Theory and Practice of International Business Communication International Finance
PC-1	Able to conduct 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 at the micro and macro levels		Legal regulation of economic and foreign economic activity International Finance International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services International Corporate Marketing Strategies Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks

Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
			International Commerce: Efficiency of Trade Transactions
PC-2	Able to present the results of an independent study in the form of an article or a report at scientific conferences		Legal regulation of economic and foreign economic activity International Finance International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations Customs and tariff regulation Conjuncture of world markets for goods and services Organization of international procurement International statistical databases (advanced level) World experience in the implementation of management information systems International Corporate Marketing Strategies International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks International Commerce: Efficiency of Trade Transactions

\* - is filled in accordance with the competence matrix and the SPMS OP VO

#### 4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The total labor intensity of the discipline "Conjuncture of world markets for goods and services" is 3 credits.

Table 4.1. Types of academic activities during the period of the HE program(me) mastering

Type of educational work	TOTAL, academic hours	Semester(s)			
		1	2	3	4
<i>Contact work, academic hours.</i>	54	54			
including:					
Lectures	18	18			
Lab work	-	-			
Seminars (workshops/tutorials)	18	18			
<i>Self-study (ies), academic hours</i>	36	36			
<i>Control (exam /test with grade), academic hours</i>	18				
<b>Overall labor intensity of the discipline</b>	academic hours	<b>108</b>	<b>108</b>		
	credits	<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.  
Practical exercises (seminars)

Course Modules and Contents	Modules and Topics (Units/Themes)	Type of educational work*
METHODOLOGICAL FOUNDATIONS OF MARKET RESEARCH	The essence, tasks, basic methodological prerequisites of conjunctural research.	LC, SC
	The concept of conjuncture. The conjuncture is general economic and market.	LC, SC
THE WORLD MARKET AS A SYSTEM OF SEPARATE COMMODITY MARKETS	Classification of world commodity markets	LC, SC
	Classification of goods of the group assortment.	LC, SC
MARKET RESEARCH	Factors and indicators	LC, SC
	Market analysis	LC, SC
	Forecast of conjuncture	LC, SC
FORMATION OF PRICES ON WORLD COMMODITY MARKETS	Features of price formation	LC, SC
	Types of prices, their classification	LC, SC
FEATURES OF THE DEVELOPMENT OF THE CONJUNCTURE OF WORLD MARKETS FOR RAW MATERIALS, FINISHED PRODUCTS, SERVICES	The most important trends and factors determining the development of commodity markets.	LC, SC
	The most important trends and factors determining the development of market conditions for finished products.	LC, SC
	The most important trends and factors determining the development of the conjuncture of services markets.	LC, SC
	Russia and its place in the main markets.	LC, SC

1.\* - is filled only in **the full-time** form of training: LC - lectures; LW - laboratory work; SC - seminar classes.

## 6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS

№	Name of discipline (module), practices in accordance with the curriculum	Name of special * placements and placements for independent work	Equipment of special placements and placements for independent work	List of licensed software. Details of the confirming document
1.	Conjuncture of world markets for goods and services	Moscow, Miklouho-Maclay, 6, Classroom for lectures and seminars, current control and interim assessment of students Classroom 105 Classroom for group and individual consultations- the location of the Department of International Economic Relations Classroom 114	Multimedia projector Casio XJ-M250 – 1 PC screen 1 PC. ASUS F6A notebook C2D-T5450 13" 2048MB/250Gb/Vista Home Basic+box, Office Prof Plus 2007 Rus Sch. K3447-1/IV dated 17.12.08	1. MS Windows 10 64 bit, license 86626883 2. Microsoft Windows 8.1 license 8512275 3. Microsoft Office 2016 license 86626883 4. Microsoft Excel 2010 license 5190227 5. Mentor 6. Garant System 7. Consultant plus

\* - the audience for independent work of students is indicated **NECESSARILY!**

## 7. RECOMMENDED SOURCES FOR COURSE STUDIES

### Main reading(sources)

1. Belova I.N. Conjuncture of world commodity markets: a textbook, Moscow, Ekon-inform, 2018

### Additional (optional) reading (sources)

1. Kuznetsova G.V. International trade in goods and services. Textbook: M., Yurayt, Year: 2016.
2. Dumoulin I.. And International Trade. Tariff and non-tariff regulation. Textbook. : M., VAVT, 2012.
3. BIKI
4. MeiMO
5. Foreign Economic Bulletin, RFTA
6. www. vniki. ru
7. www. vavt. ru
8. [www. wto. org](http://www.wto.org)
9. www. unctad. org

### *Economic reviews of international organizations*

1. BP Statistical Review of World Energy.
2. ILO. Global Wage Report 2010-2011. Wage Policies in Time of Crisis. Geneva. 2011.



3. International Economic Accounts. International Services. URL: <http://www.bea.gov/international/index.htm>.
4. International Migration Outlook: SOPEMI 2011. Paris, 2009.
5. OECD Economic Surveys: Euro Area.
6. OECD Economic Surveys: United States.
7. The Global Competitiveness Report 2011-2012. Geneva.
8. The Russian Competitiveness Report 2011. Geneva.
9. World Bank, World Development Indicators. Wash.
10. IMF. World Economic Outlook.
11. IMF. International Financial Statistics.
12. WTO, International Trade Statistics.
13. WTO, World Merchandise Export, Production and Gross Domestic Product.
14. WTO, World Trade Report 2011. Trade and Development Report.
15. UNCTAD, Development and Globalization. Facts and Figures.
16. UNCTAD, Handbook of Statistics.

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

1. RUDN University EBS and third-party EBS, to which university students have access on the basis of concluded contracts:

- ELECTRONIC LIBRARY SYSTEM RUDN University – EBS RUDN University <http://lib.rudn.ru/MegaPro/Web>
- EBS University Library Online <http://www.biblioclub.ru>
- EBS Jurait <http://www.biblio-online.ru>
- EBS Student Consultant [www.studentlibrary.ru](http://www.studentlibrary.ru)
- EBS "Lan" <http://e.lanbook.com/>
- EBS Troitsky Bridge

2. Databases and search engines:

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

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

1. A course of lectures on the discipline "Conjuncture of world markets for goods and services".

2. Materials for seminars on the discipline "Conjuncture of world markets of goods and services" are posted on the PORTAL TUIS: <https://esystem.rudn.ru/enrol/index.php?id=2322>

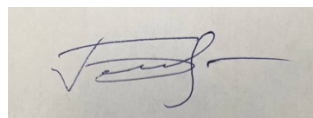
\* - all educational and methodological materials for independent work of students are placed in accordance with the current procedure on the page of **the discipline in TUIS!**

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

Evaluation materials and a grading system\* for assessing the level of formation of competencies (part of competencies) based on the results of mastering the discipline "Conjuncture of world markets for goods and services" are presented in the Appendix to this Course Syllabus of the discipline.

**AGREED:**

Developer:  
Professor of International Economic Relations



**I.N.Belova**

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



**I.V.Andronova**

Matching scores and grades

BRS Scores	Traditional assessments of the Russian Federation	ECTS Ratings
95 – 100	Excellent – 5	A (5+)
86 – 94		B (5)
69 – 85	Good – 4	C (4)
61 – 68	Satisfactory – 3	D (3+)
51 – 60		E (3)
31 – 50	Unsatisfactory – 2	FX (2+)
0 – 30		F (2)