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**FEDERAL STATE AUTONOMOUS EDUCATIONAL INSTITUTION OF  
HIGHER EDUCATION PEOPLES' FRIENDSHIP UNIVERSITY OF  
RUSSIA NAMED AFTER PATRICE LUMUMBA  
RUDN UNIVERSITY**

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**Faculty of Economics**

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**COURSE SYLLABUS  
FOREIGN ECONOMIC ACTIVITY**

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

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

**The course instruction is implemented within the professional education  
programme of higher education**

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**International Economic Relations**

(name (profile/specialization))

## 1. COURSE GOALS

The objectives of mastering the discipline "Foreign Economic Activity" are to form students' orientation skills in the problems, institutions and instruments of foreign economic activity and the ability to use the knowledge gained in practice.

## 2. LEARNING OUTCOMES

The development of the discipline "Foreign Economic Activity" 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)*

Competence code	Competence	Competence indicators
PC-1	Able to collect and analyze the initial data necessary for the calculation of economic and socio-economic indicators	PC-1 Know how to work with sources of international statistical information, analyze the dynamics of the main characteristics of international economic relations
		PC-1 Know the legal foundations of international economic relations, understand and be able to analyze their impact on the foreign economic policy of the Russian Federation
		PC-1 Able to possess the basic skills and basic skills of applied analysis of the international situation
PC-2	Able to participate in the implementation of foreign economic projects	PC-2 Able to work in a multicultural environment and in an international team
		PC-2 Able to professionally competently analyze and explain the position of Russia
		PC-2 Know how to use the techniques of establishing professional contacts and developing professional communication, including in foreign languages

## 3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline "Foreign Economic Activity" refers to the mandatory part of the the mandatory component.

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 "Foreign Economic Activity".

*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	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
PC-1	Able to collect and analyze the initial data necessary for the	-	International settlements and currency transactions;

<b>Code</b>	<b>Competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
	calculation of economic and socio-economic indicators		International payment systems and instruments; Foreign trade insurance; Project-technological internship; Undergraduate practice; Final state examination procedures; Degree thesis procedures
PC -2	Able to participate in the implementation of foreign economic projects	World commodity markets	International logistics; International economic integration; Fragmentation of production and cross-border value chains; Foreign economic activity of Russian regions; World energy market; Project-technological internship; Undergraduate practice; Final state examination procedures; Degree thesis procedures

#### 4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The total laboriousness of the discipline "Foreign Economic Activity" is 5 credits.

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

<b>Type of educational work</b>		<b>TOTAL,</b>	<b>Semester</b>
		<i>academic hours.</i>	<b>6</b>
<i>Contact,, ac.h</i>		56	56
Lectures		34	34
Lab work (LR)			
Seminars (workshops/tutorials)		17	17
<i>Self-study (ies), academic hours</i>		34	34
<i>Evaluation and assessment academic hours</i>		18	18
<b>Overall laboriousness of the discipline</b>	<i>academic hours</i>	<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 type of academic work*

<b>Name of the discipline section</b>	<b>Contents</b>	<b>Type of educational work</b>
Section 1. National company in international trade: difficulties and risks of entering the foreign market	Topic 1. The international trade system and its objects. Globalization of the world economy and its driving forces: liberalization and new technologies. Alternative ways for companies to enter foreign markets.	Lectures, Seminars
Section 2. Adaptation of the company to activities in the foreign market	Topic 2. Formation of a marketing mix in relation to the peculiarities of the external market. Marketing-mix – 4 "P" of marketing: P1 – product – product; P2 – price – price; P3 – place – sales/distribution; P4 – promotion – sales promotion.	Lectures, Seminars
Section 3. Marketing research: methodology and sources of information	Topic 3. Marketing research. Features of market and brand research. Chamber of Commerce and Industry of Russia, banks, consulting firms, etc. The activities of the company "Dan & Bradstreet" in Russia. Electronic sources of information.	Lectures, Seminars
Section 4. Preparation and conclusion of a foreign trade transaction	Topic 4. International trade transaction: concept and objects. Types of international transactions. Preparation for the conclusion of a foreign trade transaction: offer, offer, acceptance, order. Signing of an international contract for the sale of goods - a contract.	Lectures, Seminars
Section 5. Standardization of conditions and unification of international trade law	Topic 5. Standard contracts in international trade. The concept, form and scope of a standard contract. The UN Vienna Convention on Contracts for the International Sale of Goods (1980). The Vienna Convention and Russia.	Lectures, Seminars
Section 6. Contract for the international sale of goods	Topic 6.1. Subject of the contract. The preamble. Methods of determining the quality of the goods. Quality certificate.	Lectures, Seminars
	Determination of the quantity of goods in the contract. The system of weights and measures. The "about" clause. Franchise clause. The time and date of delivery of the goods. Methods of fixing delivery dates in the contract.	Lectures, Seminars
	Topic 6.2. Contract price and payment terms. Price with indication of the BUP. The currency of the price and the currency of the contract. Discounts from prices. Methods of fixing the price of the goods in the contract. The connection of the payment with the moment of delivery of the goods. Payment forms: bank transfer, collection, letter of credit.	Lectures, Seminars
	Topic 6.3. Packaging, labeling, delivery-acceptance, guarantees, complaints and sanctions. Conventional penalty for late delivery: the amount of the fine, the procedure for its calculation; the maximum amount of the fine.	Lectures, Seminars

<b>Name of the discipline section</b>	<b>Contents</b>	<b>Type of educational work</b>
Section 7. Basic terms of delivery – Incoterms-2020	Topic 6.4. Force majeure and arbitration. Types of force majeure. Consequences of the occurrence of force majeure. Arbitration clause in the contract. The rule of applicable law.	Lectures, Seminars
Section 8. Documentation formalizing the execution of a foreign trade contract	Topic 7. Incoterms 2020. The essence of the basic terms of delivery. Correlation of Incoterms concepts and basic delivery conditions. Incoterms 2020: conditions of Group E, F, C, D. The term "free". The term "no commitment". The term "customs clearance". The concept of a carrier.	Lectures, Seminars
Section 9. Non-traditional methods of export financing: factoring, forfeiting	Topic 8. Foreign trade documentation. Commercial documents. Commercial account: details, functions and types. Transport documents. Bill of lading as a document of title. Customs documents. Veterinary, sanitary, phytosanitary and quarantine certificates.	Lectures, Seminars
Section 10. Intermediaries in international trade	Topic 9. Short- and medium-term financing. International factoring as short-term export financing. Discounting invoices. Factoring and regression to the exporter. Forfeiting as a medium-term export financing. The role of the forfeitor bank and the issuing bank.	Lectures, Seminars
Section 11. International trade in scientific and technical knowledge	Topic 10. International mediation. The role of intermediaries in international trade. Classification of intermediaries according to the scope of powers granted. Dealers and distributors. Commission operations.	Lectures, Seminars

## 6. MATERIAL AND TECHNICAL SUPPORT OF DISCIPLINE

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

<b>Audience type</b>	<b>Equipping the classroom</b>	<b>Specialized educational/laboratory equipment, software and materials for mastering the discipline (if necessary)</b>
Lecture hall	Auditorium 101 for conducting lecture-type classes, equipped with a set of specialized furniture; a blackboard (screen) and technical means of multimedia presentations.	Asus F6A Laptop, Casio XJ-S 400 UN Multimedia Projector, Casio XJ-V 100W Multimedia Projector, GEHA 244*244 Projection Screen, Draper 203*1 Wired Screen, Defender Mercury 35 MklI Speaker System, Philip TV
Seminary	Auditorium 103 for seminar-type classes, group and individual consultations, ongoing monitoring and interim certification, equipped with a set of specialized furniture and	Asus F6A Laptop, Casio XJ-S400UN Multimedia Projector, Digis Electra MW

Audience type	Equipping the classroom	Specialized educational/laboratory equipment, software and materials for mastering the discipline (if necessary)
	multimedia presentation equipment.	DSEM - 1105 Motorized Screen
	Computer class 19 for conducting classes, group and individual consultations, current control and intermediate certification, equipped with personal computers (in the amount of 21 pcs.), a blackboard (screen) and multimedia presentation equipment.	Lenovo Intel I5 10160T/8 GB/256 GB/audio Monoblock, 24" monitor, Casio XJ-V 100W Multimedia Projector, Digis Electra 200*150 Dsem-4303 motorized Screen
Computer class	Auditorium 29 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.	Lenovo AIO-510-22ISH Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio Monoblock, 21" monitor, Casio XJ-V 100W Multimedia Projector, Motorized Digis Electra 200*150 Dsem-4303 screen

## RESOURCES RECOMMENDED FOR COURSE STUDY

### *Main literature:*

1. Volgina N.A. Course program and seminar plans for the course "Organization of foreign economic activity". – M.: RUDN, 2019.
2. Charles W.L. Hill. International Business: Competing in the Global Marketplace by (University of Washington). The 14th edition. McGraw Hill, 2025

### *Additional literature:*

1. Incoterms 2020. ICC Rules on the Use of National and International Trade Terms / Incoterms 2020: ICC Rules for the Use of Domestic and International Trade Terms. - Moscow: International Chamber of Commerce, 2020.
2. Commodity nomenclature of the EAEU Foreign Economic Activity. – [www.tks.ru](http://www.tks.ru)

3. Documentary letters of credit. Comparison of UCP 500 and UCP 400. In Russian and English. Publication No. 511. – Moscow: Consultbankir, 1996.
4. Guidelines for drafting international distribution contracts. In Russian and English. Publication No. 441. – Moscow: Consultbankir, 1996.
5. The standard distribution contract of the ICC. Exclusive importer-distributor. In Russian and English. Publication No. 518. – Moscow: Consultbankir, 1996.
6. Standard contract of international franchising of ICC. In Russian and English. Publication No. 557. – Moscow: Consultbankir, 2002.
7. Unified rules and customs for documentary letters of credit. In Russian and English. Publication No. 600. – Moscow: Consultbankir, 1996.
8. Unified rules for collection. Comment. In Russian and English. Publication No. 522 (e). – Moscow: Consultbankir, 1998.
9. Unified rules for collection. In Russian and English. Publication No. 522. – Moscow: Consultbankir, 1996.
10. Force majeure circumstances. In Russian and English. Publication No. 421. – Moscow: Consultbankir, 1996.

*Resources of the Internet information and telecommunication network:*

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

- Electronic library system of RUDN – EBS RUDN <http://lib.rudn.ru/MegaPro/Web>
- EBS "University Library online" <http://www.biblioclub.ru>
- ABS Yurayt <http://www.biblio-online.ru>
- EBS "Student Consultant" [www.studentlibrary.ru](http://www.studentlibrary.ru)
- EBS "Doe" <http://e.lanbook.com/>
- EBS "Trinity Bridge"

*2. Databases and search engines:*

- electronic Fund of legal and normative-technical documentation <http://docs.cntd.ru/>
- search engine Yandex <https://www.yandex.ru/>
- Google search engine <https://www.google.ru/>
- bibliographic database SCOPUS <http://www.elsevier.com/locate/scopus/>

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

*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 <https://esystem.rudn.ru/course/view.php?id=2318>*

**ASSESSMENT TOOLKIT AND GRADING SYSTEM\* FOR EVALUATION OF STUDENTS' COMPETENCES LEVEL UPON COURSE COMPLETION**  
Evaluation materials and a score-rating system\* for assessing the level of competence formation (part of competencies) based on the results of mastering the discipline "Foreign Economic Activity" are presented in the Appendix to this Work Program of the discipline.

\* - OM and BRS are formed based on the requirements of the relevant local regulatory act of RUDN University.

**DEVELOPERS:**

<b>Associate professor of Department of International Economic Relations</b>	_____ - _____	<b>Volgina N.A.</b>
Position, ED	Signature	Surname I.O.

<b>Head of the Department of International Economic Relations, Doctor of Economics, Professor</b>	_____	<b>Andronova I.V.</b>
Position, ED	Signature	_____ - Surname I.O.

**HEAD OF ED:**

<b>Head of the Department of International Economic Relations, Doctor of Economics, Professor</b>	_____	<b>Andronova I.V.</b>
Name of ED	Signature	_____ - Surname I.O.