

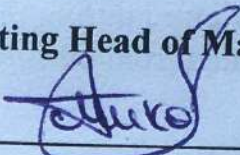
MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE

SUMY NATIONAL AGRARIAN UNIVERSITY

Department of Management

«CONFIRMED»

Acting Head of Management department


_____ **(A.M. Mykhailov)**

« 09 » July 2020

CURRICULUM

20 PP Foreign economic activity (SYLLABUS)


Specialty: 073 Management

Educational degree: "bachelor"

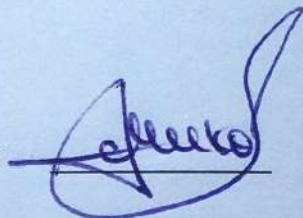
Faculty: Economics and Management

2020 – 2021 academic year

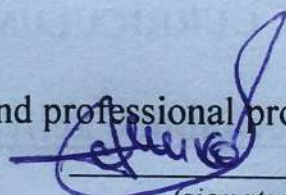
Curriculum of the discipline «Foreign economic activity» was worked out for the 3rd year students in specialty 073 "Management", ED "Bachelor".

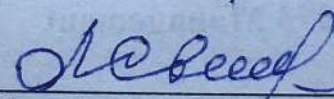
Elaborated by: Dashutina L.O. , Assoc. Prof., PhD, Associated Professor of Management department

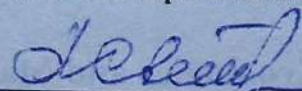
Curriculum is reviewed during the meeting of Management department. Protocol № 12 dated from 09 July 2020.

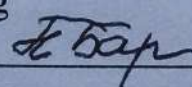
Acting Head of Management department  A.M. Mykhailov

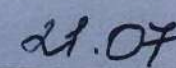
Agreed:

Guarantor of educational and professional program (project team leader)  (Mykhailov A.M.)
(signature) (surname and initials)

Dean of E&M faculty  (N.I. Strochenko)
where the discipline is taught

Dean of E&M faculty  (N.I. Strochenko)
to which the department belongs

Methodist of Education Quality, licensing and accreditation Department  (U. Boparwa)

Registered in the electronic data base:  2020 y.
data

1. Description of the Course

Indicators	Branch of knowledge, training direction, qualification level	Characteristics of course	
		full-time education	correspon- den- ce
Number of credits - <i>4</i>	Branch of knowledge 07 “Management and Administrate”	<i>Regulatory</i>	
Module - <i>2</i>	Specialty: 073 Management	Year of training:	
Content modules: 4		2020-2021	-
Individual scientific research task : <i>preparing the contract</i>		course	
		3	-
		Semester	
Total quantity – <i>120 h</i>		5	-
		Lectures	
Weekly hours for full- time: classes – 4 independent work – 4	Educational degree: bachelor	30 h	-
		Practical classes, seminars	
		30 h	-
		Laboratory-	
		-	-
		Independent work	
		36 h	-
		Individual tasks: 24 h	
	Type of control: Exam		

Note.

Correlation of numbers of classes to independent and individual work is – 50/50 (60/60).

2. Aim and Tasks of Curriculum

2.1. The purpose of studying the discipline.

The **purpose of discipline** is to get a systematic knowledge of objective laws, conditions, processes and specific features of international business activity and to acquire skills for their practical use by students.

2.2. Tasks of the discipline.

According to the purpose of discipline we can formulate the **main task of discipline**: teaching students the methodology of understanding the essence of international business activity, goals, motives and conditions of its emergence, legal and economic environment development, and economic analysis of foreign trade enterprises and its evaluation.

The study of the discipline "Foreign Economic Activity" involves the formation of students' competencies:

№	Type of program competencies	Program competence	Code
	General		
1		Ability to apply conceptual and basic knowledge, understanding the subject area and the profession of manager.	GC2
2		Appreciation and respect for diversity and multiculturalism, ability to work in an international context.	GC8
	Professional (special)		
1		Ability to identify functional areas of the organization and the relationships between them.	SC3

2.3 Program learning outcomes

As a result of studying the discipline "Foreign Economic Activity" the student must be able to demonstrate the following learning outcomes:

№	Program learning outcomes	Code
1	Demonstrate skills of situation analysis and communication in various areas of the organization.	PLO11.
2	Assess the legal, social and economic consequences of the organization.	PLO12
3	Demonstrate the ability to act socially responsibly and socially consciously on the basis of ethical considerations (motives), respect for diversity and interculturalism.	PLO15

4	Demonstrate the ability to provide legal justification, financial feasibility, customs support and security of business operations of economic entities in the markets of agricultural products and food.	PLO20
---	---	-------

3. Curriculum of Discipline

Approved by the Academic Council of SNAU
Protocol №6 dated 23.05.2018

Semantic module 1. *Theoretical and methodological aspects of FEA*

Topic 1. Foreign trade and its role in the development of the national economy.

The essence of the concept of "foreign trade", the main types and forms of foreign economic activity of an enterprise. The concept of objects and subjects of foreign economic activity. Principles of foreign trade. Features of foreign trade. Reasons of development of foreign trade at the enterprise.

Topic 2. The main directions and indicators of foreign economic activity development in Ukraine.

Foreign policy. Main stages of development foreign trade in Ukraine. The balance of payments of Ukraine, its structure and characteristics.

Semantic module 2. *Regulation of FEA*

Topic 3. The system of foreign economic activity's regulation in Ukraine.

Characteristics of the regulation system of foreign economic activities: principles, goals, methods. National regulation of foreign trade. Supranational regulation of foreign trade. Economic and administrative methods of regulation of foreign economic activity.

Topic 4. Customs and tariff regulation of foreign trade.

The essence and principles of customs regulation of foreign economic activity. Characteristics of customs regimes. Customs authorities of Ukraine: objectives, functions, structure. The commodity nomenclature of foreign economic activity.

Topic 5. Features of customs and tariff regulation of foreign trade.

Declaration of the goods, forms and procedures. Customs value and methods for its determination. Unified Customs Tariff. Types of duties and customs duties.

Topic 6. State taxes in the field of foreign trade.

Types and functions of taxes in foreign economic activity. Purpose and procedure of customs taxes calculation (VAT, customs duties, excise tax) of foreign trade. The procedure of VAT refunds for export.

Topic 7. Non-tariff regulation of foreign economic activity.

Non-tariff means of regulation, their classification and characteristics. Quantitative restrictions: licensing and quotas. Funds tariff regulation.

Certification, standardization, technical barriers, local content requirements to the components packaging and labeling of goods.

Topic 8. Currency regulation of foreign economic activity of Ukraine.

The essence, main principles and tools of currency regulation. Objects and subjects of currency regulation. Types of currency transactions.

Semantic module 3. *Fundamentals of foreign economic operations in the business.*

Topic 9. International operations and banking services of foreign trade.

The essence of international payments and the necessity of banking services in the field of foreign trade. Forms of international payments. Types and means of payment. The main types of banking services in foreign trade. The forms of exporters and importers lending. The clearing system.

Topic 10. The forms of enterprises exit to the foreign markets.

Preconditions and motivation of enterprises exit to the foreign markets. Classification and characteristic of exit forms into the foreign markets. The research of the firms potential possibilities at the exit to the foreign markets. Criteria for selecting the output form companies to foreign markets. Search and selection of partners.

Topic 11. Pricing in International Business.

Foreign Price: essence concept, function, classification of foreign trade prices. Stages of formation of the contract price. The price level, base of prices, the unit of measure. Methods of fixing prices. Price discounts and allowances. The main factors of pricing in foreign trade. The principles of world prices determining. The specifics of price formation for raw materials and finished products.

Topic 12. Trade and intermediary activity in foreign markets.

Essence and types of intermediary. Characteristics of intermediaries in terms of authority and the place they occupy in foreign markets. Intermediary regulation in Ukraine. Agreement of pure commission. Sales agents, agents, distributors, dealers, simple agents, agents with the right of "first hand", monopoly (exclusive) agents.

Semantic module 4. *Management of foreign economic transactions of enterprises.*

Topic 13. Compensation trade in foreign economic activity.

The essence and peculiarities of compensation agreements. Classification of counter trade transactions. A natural exchange transactions. Cooperation on a commercial basis, industrial cooperation, franchising, operations on tolling. Transactions that involve the seller participation in the sale of goods, which are proposed by purchaser.

Topic 14. Structure and content of international contracts.

The concept of external economic contract. Terms of the contract: required and optional. Content and description of the main terms of the contract.

Topic 15. The economic analysis of international business activity.

The economic analysis in the field of International Business. The analysis of foreign trade. Methodological approaches to determine the effectiveness of foreign trade. Analysis of the rational use of funds in foreign trade. Evaluation of the effectiveness of currency exports and imports.

Topic 16. Risks in foreign economic activity and their insurance.

The essence and classification of the FEA risks. The methods of risk insurance in foreign trade.

Topic 17. Transport service of foreign trade.

The essence of the system and regulate movement. Features of the international carriage by different types of transport: sea, rail, road, air, pipeline and mixed modes of transport.

Topic 18. Foreign trade of enterprises in the free economic zones.

The purpose and objectives of the special economic zones. Classification and description of types of free economic zones. The main types of offshore companies. World experience of using special economic zones. Offshore companies and purposes of their using. The activities of offshore banks.

4. Curriculum Structure

Name of semantic modules and topics	Number of hours					
	full-time education					
	Total	including				
L		P	Lab	Ind	I.W.	
1	2	3	4	5	6	7
<i>Module 1. Theoretical and Methodological Basis of the Organization and Regulation of FEA</i>						
Semantic module 1. Theoretical and Methodological Aspects of FEA						
Topic 1. Foreign trade and its role in the development of the national economy	6	2	2			2
Topic 2. The main directions and indicators of foreign economic activity development in Ukraine	2	-	-			2
Total for semantic module 1	8	2	2			4
Semantic module 2. Regulation of FEA						
Topic 3. The system of foreign economic activity's regulation in Ukraine	8	2	2		2	2
Topic 4. Customs and tariff regulation of foreign trade	6	2	2			2
Topic 5. Features of customs and tariff regulation of foreign trade	2	-	-			2
Topic 6. State taxes in the field of foreign trade	8	2	2		2	2
Topic 7. Non-tariff regulation of foreign economic activity	8	2	2		2	2
Topic 8. Currency regulation of foreign	8	2	2		2	2

economic activity of Ukraine						
Total for semantic module 2	40	10	10		8	12
Total hours for module 1	48	12	12		8	16
<i>Module 2. The Organization and Technique of Foreign Operations</i>						
Semantic module 3. Fundamentals of foreign economic operations in the business						
Topic 9. International operations and banking services of foreign trade	8	2	2		2	2
Topic 10. The forms of enterprises exit to the foreign markets	6	2	2			2
Topic 11. Pricing in International Business	6	2	2			2
Topic 12. Trade and intermediary activity in foreign markets	8	2	2		2	2
Total for semantic module 3	28	8	8		4	8
Semantic module 4. Management of foreign economic transactions of enterprises						
Topic 13. Compensation trade in foreign economic activity	8	2	2		2	2
Topic 14. Structure and content of international contracts	8	2	2		2	2
Topic 15. The economic analysis of international business activity	8	2	2		2	2
Topic 16. Risks in foreign economic activity and their insurance	8	2	2		2	2
Topic 17. Transport service of foreign trade	8	2	2		2	2
Topic 18. Foreign trade of enterprises in the free economic zones	4	-	-		2	2
Total for semantic module 4	44	10	10		12	12
Total hours for module 2	72	18	18		16	20
Individual task					24	
Total hours for the course	120	30	30		24	36

5. Topics and plans of lectures

#	<i>Name of topics</i>	<i>Quantity of hours</i>
1	<p>Topic 1. Foreign trade and its role in the development of the national economy</p> <p><i>Plan</i></p> <p>1. The essence of the concept of "foreign trade", the main types and forms of foreign economic activity of an enterprise.</p> <p>2. The concept of objects and subjects of foreign economic activity.</p> <p>3. Principles of foreign trade.</p> <p>4. Features of foreign trade.</p>	2

	5. Reasons of development of foreign trade at the enterprise.	
2	Topic 2. The main directions and indicators of foreign economic activity development in Ukraine <i>Plan</i> 1. Foreign policy. 2. Main stages of development foreign trade in Ukraine.	2
3	Topic 3. The system of foreign economic activity's regulation in Ukraine <i>Plan</i> 1. Characteristics of the regulation system of foreign economic activities: principles, goals, methods. 2. National regulation of foreign trade. 3. Supranational regulation of foreign trade. 4. Economic and administrative methods of regulation of foreign economic activity.	2
4	Topic 4. Customs and tariff regulation of foreign trade <i>Plan</i> 1. The essence and principles of customs regulation of foreign economic activity. 2. Characteristics of customs regimes. 3. Customs authorities of Ukraine: objectives, functions, structure.	2
5	Topic 5. Features of customs and tariff regulation of foreign trade <i>Plan</i> 1. Declaration of the goods, forms and procedures. 2. Customs value and methods for its determination. 3. Unified Customs Tariff. 4. Types of duties and customs duties.	2
6	Topic 6. State taxes in the field of foreign trade <i>Plan</i> 1. Types and functions of taxes in foreign economic activity. 2. Purpose and procedure of customs taxes calculation (VAT, customs duties, excise tax) of foreign trade. 3. The procedure of VAT refunds for export.	2
7	Topic 7. Non-tariff regulation of foreign economic activity <i>Plan</i> 1. Non-tariff means of regulation, their classification and characteristics. 2. Quantitative restrictions: licensing and quotas. 3. Funds tariff regulation. 4. Certification, standardization, technical barriers, local content requirements to the components packaging and labeling of goods.	2
8	Topic 8. International operations and banking services of	2

	<p>foreign trade</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. The essence of international payments and the necessity of banking services in the field of foreign trade. 2. Forms of international payments. 3. Types and means of payment. 	
9	<p>Topic 9. Pricing in International Business</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. Foreign Price: essence of concept, function, classification of foreign trade prices. 2. Stages of formation of the contract price. 3. The price level, base of prices, the unit of measure. 4. Methods of fixing prices. 	2
10	<p>Topic 10. Trade and intermediary activity in foreign markets</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. Essence and types of intermediary. 2. Characteristics of intermediaries in terms of authority and the place they occupy in foreign markets. 3. Intermediary regulation in Ukraine. 	2
11	<p>Topic 11. Structure and content of international contracts</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. The concept of external economic contract. 2. Terms of the contract: required and optional. 3. Content and description of the main terms of the contract. 	2
12	<p>Topic 12. The economic analysis of international business activity</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. The economic analysis in the field of International Business. 2. The analysis of foreign trade. 3. Methodological approaches to determine the effectiveness of foreign trade. 4. Analysis of the rational use of funds in foreign trade. 5. Evaluation of the effectiveness of currency exports and imports. 	2
13	<p>Topic 13. Risks in foreign economic activity and their insurance</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. The essence and classification of the FEA risks. 2. The methods of risk insurance in foreign trade. 	2
14	<p>Topic 14. Transport service of foreign trade</p> <p><i>Plan</i></p> <ol style="list-style-type: none"> 1. The essence of the system and regulate movement. 2. Features of the international carriage by different types of transport: sea, rail, road, air, pipeline and mixed modes of transport. 	2

15	Topic 15. Foreign trade of enterprises in the free economic zones <i>Plan</i> 1. The purpose and objectives of the special economic zones. 2. Classification and description of types of free economic zones. 3. The main types of offshore companies.	2
	Total	30

6. Topics of practical classes

#	<i>Name of topics</i>	<i>Quantity of hours</i>
1	Topic 1. Foreign trade and its role in the development of the national economy	2
2	Topic 2. The main directions and indicators of foreign economic activity development in Ukraine	2
3	Topic 3. The system of regulation of foreign economic activity in Ukraine	2
4	Topic 4. Customs and tariff regulation of foreign trade	2
5	Topic 5. Features of customs and tariff regulation of foreign trade	2
6	Topic 6. State taxes in the field of foreign trade	2
7	Topic 7. Non-tariff regulation of foreign economic activity	2
8	Topic 8. International operations and banking services of foreign trade	2
9	Topic 9. Pricing in International Business	2
10	Topic 10. Trade and intermediary activity in foreign markets	2
11	Topic 11. Structure and content of international contracts	2
12	Topic 12. The economic analysis of international business activity	2
13	Topic 13. Risks in foreign economic activity and their insurance	2
14	Topic 14. Transport service of foreign trade	2
15	Topic 15. Foreign trade of enterprises in the free economic zones	2
	Total	30

7. Independent work

#	<i>Name of topics</i>	<i>Quantity of hours</i>
1	Topic 1. Foreign economic activity and its role in the development of the national economy. 1. Functions of foreign economic activity. 2. Reasons and prerequisites for the development of foreign economic activity.	2
2	Topic 2. The main directions and indicators of foreign economic activity in Ukraine.	2

	<ol style="list-style-type: none"> 1. Foreign economic policy of the state. 2. The main stages of development of foreign economic activity in Ukraine. 3. Balance of payments of Ukraine, its structure and characteristics. 	
3	<p>Topic 3. The system of regulation of foreign economic activity in Ukraine.</p> <ol style="list-style-type: none"> 1. National regulation of foreign economic activity. 2. Supranational regulation of foreign economic activity. 3. Economic and administrative methods of regulating foreign economic activity. 	2
4	<p>Topic 4. Customs and tariff regulation of foreign economic activity.</p> <ol style="list-style-type: none"> 1. Characteristics of customs regimes. 2. Customs authorities of Ukraine: tasks, functions, structure. 3. Freight nomenclature FEA. 	2
5	<p>Topic 5. Features of customs and tariff regulation of foreign economic activity.</p> <ol style="list-style-type: none"> 1. Declaration of goods: forms and procedures. 2. Customs value and methods of its determination. 3. Common customs tariff. 4. Types of duties and customs rates. 	2
6	<p>Topic 6. National taxes in the field of foreign economic activity.</p> <ol style="list-style-type: none"> 1. Procedure for VAT refund on export. 	2
7	<p>Topic 7. Non-tariff regulation of foreign economic activity.</p> <ol style="list-style-type: none"> 1. Financial means of non-tariff regulation. 2. Certification, standardization, technical barriers, requirements for the content of local components, requirements for packaging and labeling of goods. 	2
8	<p>Topic 8. Currency regulation of foreign economic activity of Ukraine.</p> <ol style="list-style-type: none"> 1. Types of foreign exchange transactions. 	2
9	<p>Topic 9. International settlements and banking services for foreign economic activity.</p> <ol style="list-style-type: none"> 1. The main types of banking services in the field of foreign economic activity. 2. Forms of lending to exporters and importers. 3. Clearing system. 	2
10	<p>Topic 10. Forms of access of enterprises to foreign markets.</p> <ol style="list-style-type: none"> 1. Prerequisites and motivation of enterprises to enter foreign markets. 2. Classification and characterization of forms of access to foreign markets. 3. Study of the potential of the firm when entering foreign 	2

	<p>markets.</p> <p>4. Criteria for choosing the forms of entry of enterprises into foreign markets.</p> <p>5. Search and selection of a partner.</p>	
11	<p>Topic 11. Pricing in foreign economic activity of the enterprise.</p> <p>1. Price level, price base, unit of price.</p> <p>2. Methods of fixing prices.</p> <p>3. Price discounts and surcharges.</p> <p>4. Principles of determining world prices.</p> <p>5. The specifics of the formation of prices for raw materials and finished products.</p>	2
12	<p>Topic 12. Trade and intermediary activities in foreign markets.</p> <p>1. Regulation of intermediary operations in Ukraine.</p> <p>2. Clean commission agreements. Sales agents, attorneys, distributors, dealers, simple agents, first-hand agents, monopoly (exclusive) agents.</p>	2
13	<p>Topic 13. Compensatory trade in the field of foreign economic activity.</p> <p>1. Transactions involving the participation of the seller in the sale of goods offered by the buyer.</p>	2
14	<p>Topic 14. The structure and content of foreign economic contracts.</p> <p>1. The concept of foreign trade contract.</p> <p>2. Content and characteristics of the main terms of the contract.</p>	2
15	<p>Topic 15. Economic analysis of foreign economic activity of the enterprise.</p> <p>1. Analysis of the dynamics of foreign economic activity.</p> <p>2. Methodical approaches to determining the effectiveness of foreign economic activity.</p> <p>3. Analysis of the rational use of funds in foreign trade.</p> <p>4. Assessment of currency efficiency of exports and imports.</p>	2
16	<p>Topic 16. Risks in foreign economic activity and their insurance.</p> <p>1. The essence and classification of FEA risks.</p>	2
17	<p>Topic 17. Transport services of foreign economic activity.</p> <p>1. The essence and system of regulation of international transport.</p> <p>2. Features of international transportation by different modes of transport: sea, rail, road, air, pipeline and mixed modes of transport.</p>	2
18	<p>Topic 18. Foreign economic activity of enterprises in the free economic zones.</p> <p>1. Classification and characterization of types of free economic zones.</p>	2

	2. World experience of using the regimes of special economic zones. 3. Activities of offshore banks.	
	Total	36

8. Individual tasks

1. Preparation of your own contract for the delivery of definite goods from foreign countries.

2. Investigate the forms of the chosen enterprise exit to the foreign markets:

- define preconditions and motivation of the chosen enterprise exit to the foreign markets;
- classify and characterize of the chosen enterprise exit forms into the foreign markets;
- research of the chosen firms potential possibilities at the exit to the foreign markets;
- define the criteria for selecting the output form companies to foreign markets;
- develop a strategy of searching and selecting the partners.

3. Organize the compensation trade in foreign economic activity of the chosen enterprise:

- define essence and peculiarities of compensation agreements;
- make the classification of counter trade transactions;
- speak about a natural exchange transactions;
- investigate cooperation on a commercial basis, industrial cooperation, franchising and operations on tolling;
- make transactions that involve the seller participation in the sale of goods, which are proposed by purchaser.

9. Methods of Training

1. Training Methods for Knowledge:

1.1. *Verbal:* narrative, explanation, discussion (heuristic and reproductive), lecture, instruct, work with the book (read, transfer, discharge, scheduling, reviewing, summarizing, making tables, charts, reference compendia etc.).

1.2. *Visual:* demonstration, illustration.

1.3. *Practical:* practical work, exercise, production practices.

2. Methods for studying the nature of the logic of knowledge.

2.1. *Analytical*

2.2. *Synthesis*

2.3. *Inductive method*

2.4. *Deductive method*

3. Methods for studying the nature and level of independent mental activity of students.

3.1. *Problem (problem-information)*

3.2. *Partly-search (heuristic)*

3.3. *Exploratory*

3.4. *Reproductive*

3.5. *Explanatory demonstration*

4. Active learning methods – use of technical training, brainstorming, debates, roundtables, business and role-playing games, training, use of problem situations, self-knowledge, the use of educational tests and controlling the use of basic lectures.

5. Interactive learning technology – the use of multimedia technology, kahoot.

10. Methods of control

1. Rating control of a 100-point scale assessment ECTS.

2. An intermediate control during the semester (interim certification).

3. Criteria assess of the current work of students:

- the level of knowledge demonstrated in practical classes;
- active in the discussion of issues brought to the class;
- quick control during classes;
- self-study topics in general or specific issues;
- perform analytical calculation tasks;
- writing essays;
- test results;
- writing assignments during the tests;
- production situations, cases and more.

4. Direct consideration in the final assessment of student performance of certain individual tasks:

- educational and practical study of the presentation of results and more.

11. Points for Exam

Current testing and self-study																		IW	Total for modules	Attes-tation	Final test – exam	Total
Module 1 - 15 points									Module 2 – 25 points													
Seman-tic modu-le 1 – 2 points			Semantic module 2 – 13 points						Semantic module 3 – 10 points			Semantic module 4 – 15 points										
T1	T2	T3	T4	T5	T6	T7	T8	T9	T10	T11	T12	T13	T14	T15	T16	T17	T18	15	55 (40+15)	15	30	100
2	2	3	2	3	3	4	2	2	2	3	4	3	3	2	2	2	3					

Grading scale: national and ECTS

Total points for all the educational activities	Mark ECTS	Ukrainian mark	
		For the exam, course project (work) practices	For the test
90 – 100	A	Excellent	Passed
82-89	B	Good	
75-81	C		
69-74	D	Satisfactory	
60-68	E		
35-59	FX	Bad	No passed
1-34	F		Repeated study of the course

12. Methodical Support

1. Dashutina L.O., Danilova I.S. Foreign economic activity (of enterprises). Notes of lectures for students of 2-4 years of full-time and part-time study in the specialty 073 "Management", educational degree "Bachelor". Amounts: SNAU type, 2019. 80 pages.

2. Dashutina L.O., Danilova I.S. Foreign economic activity (of enterprises). Methodical recommendations for practical classes for students of 2-4 courses of full-time and part-time form of study in the specialty 073 "Management", educational degree "Bachelor". Amounts: SNAU type, 2019. 37 pages

3. Dashutina L.O., Danilova I.S. Foreign economic activity (of enterprises). Methodical recommendations for independent study of the discipline for students of 2-4 years of full-time and part-time form of study in the specialty 073 "Management", educational degree "Bachelor". Amounts: SNAU type, 2019. 56 pages

4. Training materials based on the Moodle platform. URL: <https://cdn.snau.edu.ua/moodle/course/view.php?id=1483>.

13. Suggested Reading

Basic

1. International trade [Electronic resource]. – The mode of access: http://en.wikipedia.org/wiki/International_trade#Models.

2. On foreign trade activity [Electronic resource]: Law of Ukraine “On foreign trade activity”, 16.04.1991 № 959-XII. – The mode of access: <http://zakon3.rada.gov.ua/laws/show/959-12>.

3. UN Documents Cooperation Circles Gathering a Body of Global Agreements [Electronic resource]. – The mode of access: <http://www.un-documents.net/ocf-03.htm>.

4. Robert Gilpin Global Political Economy: Understanding the International Economic Order / R. Gilpin // Published by Princeton University Press and copyrighted, 2001, by Princeton University Press.

5. The practice of international trade // Author House 1663 Liberty Drive Bloomington, IN 47403 – 10/02/2014 by Karl Miville de Chêne. ISBN: 978-1-4969-4369-9 (sc), ISBN: 978-1-4969-4368-2 (e) / [Electronic resource]. – The mode of access: http://www.amazon.com/Practice-International-Trade-Miville-Chene/dp/1496943694#reader_1496943694.

6. Types of foreign economic activity [Electronic resource]. – The mode of access: <http://www.ukrexport.gov.ua/eng/legislation/3297.html>.

Additional

1. A Guide to Customs Export Procedures [Electronic resource]. – 2015. – The mode of access: <file:///C:/Users/%D0%90%D0%BD%D0%B4%D1%80%D0%B5%D0%B9/Downloads/export-procedures-guide.pdf>.

2. Bases of adjusting of foreign economic activity [Electronic resource]. – The mode of access: <http://www.ukrexport.gov.ua/eng/legislation/3303.html>.

3. Bird R. M. Introduction to Tax Policy Design and Development [Electronic resource] / Richard M. Bird and Eric M. Zolt. – The mode of access: [https://www.google.com.ua/url?sa=t&rct=j&q=&esrc=s&source=web&cd=6&ved=0ahUKEwil7-rowe3JAhVJvXIKHaZGCEEQFghIMAU&url=http%3A%2F%2Fwww1.worldbank.org%2Fpublicsector%2FLearningProgram%2FPracticalIssues%2Fpapers%2Fintrouction%2520to%2520tax%2520policy%2FWBI%2520Module%25201\(Bird%26Zolt\)April10.doc&usg=AFQjCNHyU9gf0zMTYVmsPbupIqN99XwNrg&sig2=9ivCiSgMTxCNIRji1k_wTg&bvm=bv.110151844,d.bGQ&cad=rja](https://www.google.com.ua/url?sa=t&rct=j&q=&esrc=s&source=web&cd=6&ved=0ahUKEwil7-rowe3JAhVJvXIKHaZGCEEQFghIMAU&url=http%3A%2F%2Fwww1.worldbank.org%2Fpublicsector%2FLearningProgram%2FPracticalIssues%2Fpapers%2Fintrouction%2520to%2520tax%2520policy%2FWBI%2520Module%25201(Bird%26Zolt)April10.doc&usg=AFQjCNHyU9gf0zMTYVmsPbupIqN99XwNrg&sig2=9ivCiSgMTxCNIRji1k_wTg&bvm=bv.110151844,d.bGQ&cad=rja).

4. Chebeleu I. C. Structure and content of the sale-buy International contract [Electronic resource] / Chebeleu Ioana Camelia, Bacter Ramona Vasilica. – The mode of access: http://protmed.uoradea.ro/facultate/anale/ecotox_zooteh_ind_alim/2009/imapa/20%20Chebeleu%20Ioana.pdf.

5. Codes for types of means of transport [Electronic resource]. – The mode of access: http://www.unece.org/fileadmin/DAM/cefact/recommendations/rec28/rec28_ecetr_d315.pdf.

6. Contract Pricing [Electronic resource]. – The mode of access: http://about.usps.com/manuals/ipm/html/ipmc5_001.html.

7. Contract pricing proposal [Electronic resource]. – The mode of access: http://web.ornl.gov/adm/contracts/library/articles_forms/contract-price-prop-ext-venx-mar06.pdf.

8. Convention on the Contract for the International Carriage of Goods by Road, United Nations [Electronic resource]. – Geneva, 19 May 1956. – The mode of access: <http://www.jus.uio.no/lm/un.cmr.road.carriage.contract.convention.1956/doc.html>.

9. Customs Rules in Ukraine [Electronic resource]. – The mode of access: <http://green-ukraine.com/customs-rules-in-ukraine>.

10. Economic activity and financial institutional risk [Electronic resource]. – 2011, May. – The mode of access: <http://www.bcb.gov.br/pec/wps/ingl/wps243.pdf>.

11. Establishing alliances between Exporters and local suppliers (of materials, components and value-added services) – the role of the public sector [Electronic resource]. – The mode of access: <file:///C:/Users/X-User/Downloads/Ukraine%20Alliances.pdf>.

12. How are foreign exchange rates affected by commodity price fluctuations? [Electronic resource]. – The mode of access: <http://www.investopedia.com/ask/answers/06/forexcommodities.asp>.

13. Justification for Intermediaries [Electronic resource]. – The mode of access: <http://www.udel.edu/alex/chapt15.html>.

14. International Terms of Payment [Electronic resource]. – The mode of access: <http://www.foreign-trade.com/reference/payment.cfm>.

15. International Trade and Intellectual Property: from Basic Steps to Complex Matters [Electronic resource]. – The mode of access: <http://ukrainianlawfirms.com/practice/100>.

16. Insurance of risks associated with the foreign economic activity [Electronic resource]. – The mode of access: <http://ukrcs.com.ua/en/services/risks-insurance/>.

17. Insurance intermediaries [Electronic resource]. – The mode of access: <http://www.fca.org.uk/firms/firm-types/intermediaries>.

18. International Trade and Capital Movements [Electronic resource]. – The mode of access: <http://www.theworldeconomy.org/advances/advances2.html>.

19. Kotysh O. Scientific Abstract of the Article "A Theoretical Insight into the Concept of Foreign Trade Operation" [Electronic resource] / O. Kotysh. – The mode of access: http://www.ed.ksue.edu.ua/ER/knt/re142_70/re142kot.pdf.

20. Methods of Payment in International Trade [Electronic resource]. – The mode of access: http://www.export.gov/tradefinanceguide/eg_main_043221.asp.

21. Möslein F. Optional Regulation of Standard Contract Terms [Electronic resource] / Florian Möslein, 2014. – The mode of access: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2397761.

22. Non-Tariff Barriers to Trade [Electronic resource]. – The mode of access: http://www.tradebarriers.org/ntb/non_tariff_barriers.

23. Non-Tariff Measures to Trade: Economic and Policy Issues for Developing Countries [Electronic resource]: United Nations publication, 2013. – The mode of access: http://unctad.org/en/PublicationsLibrary/ditctab20121_en.pdf.

24. Objectives of SEZ [Electronic resource]. – The mode of access: <http://ru.scribd.com/doc/24189987/Objectives-of-Sez#scribd>.

25. Offshore company types [Electronic resource]. – The mode of access: <http://www.unitrustcapital.com/tools.html>.

26. Performance Measures for Freight Transportation [Electronic resource] / NCFRP Program, Report #10, 2011. – The mode of access: http://onlinepubs.trb.org/onlinepubs/ncfrp/ncfrp_rpt_010.pdf.

27. Principles of the custom adjusting are during realization of foreign economic activity [Electronic resource]. – The mode of access: <http://www.ukrexport.gov.ua/eng/legislation/3310.html>.

28. UA Trade Intermediary [Electronic resource]. – The mode of access: <http://www.ua-trade.com/order.html>.

29. Sargeant N. What risks do organizations face when engaging in international finance activities? [Electronic resource] / Nicola Sargeant. – The mode of access: <http://www.investopedia.com/ask/answers/06/internationalfinancerisks.asp>.

30. Shangquan G. Economic Globalization: Trends, Risks and Risk Prevention [Electronic resource] / Gao Shangquan. – The mode of access: http://www.un.org/en/development/desa/policy/cdp/cdp_background_papers/bp2000_1.pdf.

31. Sinko A. V. Foreign Economic Activity and the Risks / Sinko A. V. // Issues of Innovation Economics, 2012. – № 4 (14). – P. 67-77.

32. State customs service of Ukraine. Procedures for bringing personal belongings into/out of Ukraine by individuals [Electronic resource]. – The mode of access: http://www.giss.nasa.gov/staff/mmishchenko/Ukraine-2010/Ukrainian_customs.pdf.

33. State Fiscal Service of Ukraine informs business about use of payment transactions recorders by single taxpayers [Electronic resource]. – The mode of access: <http://sfs.gov.ua/en/new-about-taxes--news-/212372.html>.

34. Statistical analysis of international trade and production: towards a scoreboard of indicators [Electronic resource]. – The mode of access: https://www.google.com.ua/url?sa=t&rct=j&q=&esrc=s&source=web&cd=2&ved=0ahUKEwiy5Mmje_JAhUHWiwKHZysC6wQFggiMAE&url=http%3A%2F%2Fwww.oecd.org%2Ftrade%2Fits%2F31778704.ppt&usq=AFQjCNHLAg6WhULzIDZamfWOr2uUMp8TGw&sig2=OiRg-u0sF9RvkEa_Gz1lwQ&cad=rja.

35. Supranational governance and corporate strategy: the emerging role of the World Trade Organization [Electronic resource]. – The mode of access: <http://www.hadjarian.com/company/1-s2.0-S0969593100000470-main.pdf>.

36. The brochure “Declaration of goods transported across the customs border of Ukraine” [Electronic resource]. – The mode of access: <http://sfs.gov.ua/en/new-about-taxes--hotlines-/111186.html>.

37. The Development of foreign trade of Ukraine [Electronic resource]. – The mode of access: <http://xreferat.com/113/9639-4-the-development-of-foreign-trade-of-ukraine.html>.

38. The Importance of International Payments for Startups [Electronic resource]. – The mode of access: <https://www.braintreepayments.com/blog/the-importance-of-international-payments-for-start-ups/>.

39. The new economic analyses of multinationals [Electronic resource]. – The mode of access: https://books.google.com.ua/books?id=wM_SAgAAQBAJ&pg=PA1&lpg=PA1&q=The+economic+analysis+in+the+field+of+International+Business&source=bl&ots=h0PUDdH_mu&sig=6djwh4IPTGpGepTmA0788i278gk&hl=ru&sa=X&ved=

0ahUKEwiw-b7nxO_JAhXI_XIKHalQDAkQ6AEIMjAD#v=onepage&q=The%20economic%20analysis%20in%20the%20field%20of%20International%20Business&f=false.

40. Types of Economic Analysis [Electronic resource]. – The mode of access: <http://cbkb.org/toolkit/types-of-economic-analysis/>.

41. Types of Intermediaries [Electronic resource]. – The mode of access: <http://smallbusiness.chron.com/4-types-marketing-intermediaries-24330.html>.

42. Weisbrod G. Assessing the Economic Impact of Transportation Projects. How to Choose the Appropriate Technique for Your Project [Electronic resource] / Weisbrod Glen, Burton Weisbrod. – 2014, Retrieved 16 January. – # 477. – The mode of access: <http://onlinepubs.trb.org/onlinepubs/circulars/circular477.pdf>.

43. What is Price Fixing? [Electronic resource]. – The mode of access: <http://business-law.freeadvice.com/business-law/trade-regulation/price-fixing.htm>.

14. Informational resources

1. Classification of Goods according to the FEACN of the CU [Electronic resource]. – The mode of access: http://www.eurasiancommission.org/en/act/tam_sotr/department/KlassPoTNVED_TS/Pages/default.aspx.

2. Currency transactions control [Electronic resource]. – The mode of access: <http://www2.deloitte.com/ua/en/pages/press-room/tax-and-legal-alerts/tax-currency-control.html>.

3. State Commission on Securities and Stock Market [Electronic resource]. – The mode of access: <http://www.ssmc.gov.ua>.

4. State Committee of Statistics [Electronic resource]. – The mode of access: <http://www.ukrstat.gov.ua>.

5. The Cabinet of Ministers of Ukraine [Electronic resource]. – The mode of access: <http://www.kmu.gov.ua>.

6. The Ministry of Economy [Electronic resource]. – The mode of access: <http://www.me.gov.ua>.

7. The Ministry of Finance [Electronic resource]. – The mode of access: <http://www.minfin.gov.ua>.

8. The National Bank of Ukraine [Electronic resource]. – The mode of access: <http://www.bank.gov.ua>.

9. World Bank [Electronic resource]. – The mode of access: <http://www.worldbank.org.ru>