

SYLLABUS

**INTERNATIONAL EUROPEAN
UNIVERSITY**



**EUROPEAN SCHOOL
OF BUSINESS**

**Management of foreign
economic activity**

2022-2023



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Course Name 

 Management of foreign economic activity

Lecturer (s) 

 Roman Halenin, PhD in Economics, associate professor at the Department of Management, Finance and Business Administration

Lecturer's profile 

 <https://business.ieu.edu.ua/pro-yemsh/struktura-kafedry-vykladachi/kafedry/kafedra-menedzhmentu#galenin>

Consultations

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 –

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Discipline page 

 <https://business.ieu.edu.ua/navchannia/orhanizatsiia-osvitnoho-protsesu/robochi-prohramy/bakalavrat>

Form of final control

test

def. test

exam



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1 Brief discipline annotation

World experience shows that the establishment of an efficient market system of the state is possible only when it is integrated into the global economic system. Important prerequisites for achieving such a position of Ukraine in the transformational stage of economic activity are the entry of subjects of foreign economic activity into foreign markets and training of highly professional marketing specialists. Management of foreign economic activity is a basic discipline in the whole cycle of training of future specialists. Therefore, its main purpose is to provide students with fundamental knowledge of foreign economic activity in the context of market transformations and appropriate skills with their application in practical activities.

2 Background for studying discipline

Laws and regularities of functioning and development of structural elements and subjects of foreign economic activity; trends and contradictions of development of interaction between subjects and elements of the world economy; development trends of international financial markets and financial mechanisms serving foreign economic activity of enterprises.

3 Goal and objectives of the discipline

The goal of the Management of foreign economic activity discipline is to provide future economists with theoretical knowledge in foreign economic activity, system knowledge and skills to ensure the economic efficiency of foreign economic activity.

Key objectives of the Management of foreign economic activity discipline are to understand the essence and specifics of the mechanism of foreign economic activity of Ukraine at the present stage:

- to study the regulatory legal framework for regulation of foreign economic activity of enterprises;
- the ability to analyze and assess trends, contradictions and expediency of determining key areas of foreign economic activities of enterprises of different forms of ownership;
- to study the specifics of introducing different forms of entering foreign markets;
- to study the main procedures for concluding foreign economic contracts;
- the ability to assess the efficiency of foreign economic transactions and foreign economic activity of the enterprise as a whole;
- to make appropriate conclusions;
- to use the acquired knowledge in practice, to make professional decisions corresponding to the state economic policy and basic provisions of international agreements to which Ukraine has acceded in order to maximize profits from foreign trade, investment and other types of foreign economic activities.

4 Learning outcomes

PLO 1. To show knowledge and understanding of the theoretical fundamentals and principles of marketing activities.

PLO 5. To identify and analyze the key characteristics of marketing systems of different levels, as well as the particularities of their entities.

PLO 6. To identify functional areas of marketing activities of a market entity and their relations in the management system, calculate appropriate indicators characterizing the efficiency of such activities.

PLO 8. To apply innovative approaches to marketing activities of a market entity, adapt flexibly to changes in the marketing environment.

5 ECTS credits

3 ECTS credits / 90 academic hours

Content sections and topics	Amount of hours											
	full-time mode of study						part-time mode of study					
	total	including					total	including				
		l	p	lab.	ind.	i. w.		l	p	lab.	ind.	i. w.
2	3	4	5	6	7	8	9	10	11	12	13	
Content section 1. Foreign economic activity												
Topic 1. Subject, content and objectives of the course.	9	2	2			5	12	2				10
Topic 2. The system of regulation of foreign economic activity of Ukraine. Foreign economic policy of the country.	13	4	4			5	12	2				10
Topic 3. Forms of enterprises entering foreign markets.	9	2	2			5	12					12
Topic 4. Counter trade operations.	11	4	2			5	10					10
Total per content section 1	42	12	10			20	46	4				42
Content section 2. Structure and content of contracts												
Topic 5. Organization, conclusion and execution of foreign economic contracts.	12	4	2			6	14	2	2			10
Topic 6. The price of goods in international sales contracts.	10	2	2			6	10					10
Topic 7. Organization and development of international transportation.	12	4	2			6	10					10
Topic 8. Organization and functioning of enterprises with foreign capital.	14	4	2			8	10					10
Total per content section 2	48	14	8			26	44	2	2			40
Total hours	90	26	18			46	90	6	2			82



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List of obligatory tasks

1. Subject, content and objectives of the course.
2. The system of regulation of foreign economic activity of Ukraine. Foreign economic policy of the country.
3. Forms of enterprises entering foreign markets.
4. Counter trade operations.
5. Organization, conclusion and execution of foreign economic contracts.
6. The price of goods in international sales contracts.
7. Organization and development of international transportation.
8. Organization and functioning of enterprises with foreign capital.

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List of selective tasks

1. Content and methodology of analyzing foreign economic activity.
2. Regulatory and legal support of foreign economic activity of Ukraine.
3. Mechanism of regulation of foreign economic activity of Ukraine.
4. Foreign trade as the main form of foreign economic activity: characteristics, forms, methods.
5. Subjects, principles and objects of foreign economic activity.
6. Methods of regulation of foreign economic activity.
7. The content, principles and procedure for concluding international economic contracts.
8. Types and kinds of international economic contracts.
9. Economic sanctions in international economic contracts.
10. Mechanism of formation of the international value of the product.
11. The mechanism of pricing on the world market.
12. The system of world prices.
13. Discounts and allowances in foreign trade.
14. Currency. Currency values. Exchange rate and its types.
15. State and non-state regulation of foreign economic activity.
16. Foreign investment and its forms.
17. Search and assessment of foreign partners.
18. Strategy and tactics of business communication.
19. Intermediaries in foreign trade.
20. Regional particularities in foreign trade of Ukraine.
21. Currency transactions and their types.
22. Special regime of foreign economic activity regulation in Ukraine.
23. Clearing system of international settlements.
24. Subjects, general forms, conditions and legal basis of international settlements.
25. Essence and specific forms of international settlements.
26. Currency and financial conditions of international economic contracts.
27. International settlements by collection.
28. International settlements on documentary letter of credit.
29. Bank transfers and settlements by checks.
30. Open account and advance payments.
31. Essence, subjects, principles and forms of international credit.
32. Taxation systems of foreign economic activity in Ukraine.
33. Customs regulation of foreign economic activity in Ukraine.
34. Currency regulation of foreign economic activity in Ukraine.
35. Competitiveness of goods on the world market.
36. Essence and forms of joint venture.
37. Characteristics of the efficiency of foreign economic activity.
38. Tariff and non-tariff regulation of foreign trade.
39. Firm credit and its types.
40. Bank credit and its types.



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9 Discipline features

Period of teaching	Semester	International disciplinary integration	Year of study	Courses: general training/ professional training/elective
1 semester	6th semester	available	3rd year	Professional training

10 Assessment system and requirements. General system of discipline assessment

As part of discipline teaching, one carries out current and final control of students' knowledge. The final grade in the form of an exam is given according to the total rating of students.

QR Code: <https://ieu.edu.ua/docs/pol-mark-esb.pdf>

According to the results of current control during a semester, students can obtain 100 points maximally, the minimum sum of points allowing students to pass the discipline is 60 points.

Correlation between national and ECTS grades and student rating: QR Code: <https://ieu.edu.ua/docs/pol-mark-esb.pdf>

11 Admission to final control

The minimum amount of points that should be obtained by students for current educational activities during a semester to be admitted to the final control is 36 points. The grade for the discipline is defined as a sum of the final points for current activities and the points for the final control and is expressed due to the multipoint scale.

The grade for the discipline completing with the exam is determined as the sum of points for current learning activities (at least 36), points for individual independent work of students (no more than 6) and points for the test (at least 24).

The overall points of the discipline are 100. The total grade for the discipline is given according to the national and European scale.

The final control in the form of an exam is carried out after learning all the topics of the discipline, during the examination session.

QR Code: <https://ieu.edu.ua/docs/050.pdf>

12 Discipline policy

To ensure fruitful learning and cognitive activities of students while studying the discipline, one holds relevant lectures and seminars in the form of presentations, group work and discussion seminars.

During classes and at the University, students should respect lecturers, staff and other students, attend classes according to the schedule, come on time and not leave classes without lecturer's permission. All academic assignments should be performed by the deadlines.

The teaching staff should constantly advance their professional level, teaching skills, general culture, as well as provide students with appropriate conditions for learning educational programs according to the requirements for the content, level and capacity of education, and encourage their comprehensive professional development. Lecturers should follow the curriculum, not be late for classes, not allow any manifestations of corruption, discrimination, bullying, harassment and infringement of the students' rights.



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13 Policy of absence and late task performance

Students who miss the current control for valid reasons confirmed by documents have the right to take current control within two weeks after returning to studying.

Students who have missed classes without valid reasons, have not participated in current control activities, have not liquidated academic failure are not admitted to the final semester control of this discipline. In this case, an academic staff member puts a mark 'non-admission' in the exam record.

Repeated taking of the exam in the discipline is appointed in case of accomplishing all types of educational, independent (individual) work stipulated by the working program of the academic discipline and is carried out according to the approved schedule of academic failure liquidation.

QR Code: <https://ie.u.edu.ua/docs/050.pdf>

14 Academic integrity policy

Participants in the educational process rely on the academic integrity principles QR Code: <https://ie.u.edu.ua/docs/011.pdf>

15 Recommended sources of information

PRIMARY (BASIC) LITERATURE:

1. Hrupovych S.Y. Foreign economic activity of the enterprise: study guide for students of all modes of study in 6.030504 Economics of the enterprise, specialty: 076 Entrepreneurship, trade and exchange activity / Svitlana Hrupovych. – Ternopil, 2017. – 137 p.
2. Hrebelnyk O.P. Fundamentals of foreign economic activity: textbook / O.P. Hrebelnyk. – 5th edition, revised and supplemented. – Irpin: University of the State Fiscal Service of Ukraine, 2019. – 410 p. - (Tax and Customs Affairs in Ukraine Series, vol. 128)
3. Foreign economic activity of enterprises [Electronic resource]: study guide for studying the discipline for students in 07 Management and Administration, specialty: 073 Management / Igor Sikorsky Kyiv Polytechnic Institute; compiled by A.R. Dunska, H.P. Zhaldak – Electronic text data (1 file: 106 Kb) – Kyiv: Igor Sikorsky Kyiv Polytechnic Institute, 2019. – 64 p.
4. European management of foreign economic activity: study guide: in two parts / L.V. Batchenko, K.Y. Moiseienko, Y.V. Diatlova, V.V. Diatlova, O.H. Tkachenko, O.I. Tanchyk, edited by V.V. Diatlova; Ministry of Education and Science of Ukraine, Donetsk State University of Management. Kharkiv: Individual Entrepreneur Panov A.M., 2018. in two parts: figures, tables.
5. Fundamentals of foreign economic activity: textbook / O.P. Hrebelnyk; University of the State Fiscal Service of Ukraine. Irpin: University of the State Fiscal Service of Ukraine, 2019. 409 pages: figures, tables.
6. Fundamentals of foreign economic activity: study guide / Torhova L.V., Khytra O.V. Lviv: Novyi Svit-2000, 2018. 508 p.: illustrated.

ADDITIONAL LITERATURE:

1. Dakhno I.I. International trade: [Study guide] / Dakhno I.I. – K.: Center for educational literature. – 2008. – 280 p.
2. Zadoia A.O. International economy: [Study guide] / Zadoia A.O. – K.: Center for educational literature. - 2012: 416 p.
3. Kozak Y.H. International microeconomics: [Study guide.] / Kazak Y.H. – K.: Center for educational literature. – 2012: 368 p.



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Recommended sources of information

4. Foreign economic activity of the enterprise: [Study guide.] / Tiurina N.M. – K.: Center for educational literature. – 2013. – 408 p.
5. Foreign economic activity of the enterprise: [Study guide] / Shkurupii O.V. – K.: Center for educational literature. – 2012. – 246 p.
6. Foreign economic activity: [Study guide] / Rumiantsev A.P. – K.: Center for educational literature. – 2012. – 292 p.

INFORMATION RESOURCES:

1. State Statistics Service of Ukraine // [Electronic resource]. – Available at: <http://www.ukrstat.gov.ua>.
2. Ukrainian Economy // [Electronic resource]. – Available at: http://www.nbu.gov.ua/portal/soc_gum/ekuk/index.html.
3. Ministry of Economic Development, Trade and Agriculture of Ukraine // [Electronic resource]. – Available at: <https://www.me.gov.ua/?lang=uk-UA3>.
4. <http://www.president.gov.ua>
5. <http://www.rada.gov.ua>
6. <http://www.kmu.gov.ua>
7. <http://www.me.gov.ua>
8. <http://minfin.kmu.gov.ua>
9. <http://www.mon.gov.ua>
10. <http://www.ukrstat.gov.ua>
11. <http://uam.in.ua/>
12. <https://www.ama.org>
13. <http://www.marketing-research.in.ua>
14. <http://pidruchniki.com/1371042562424/marketing/>
15. <http://studme.com.ua/12250719/marketing/>
16. http://uchebnikionline.com/menedgment/menedzhment_organizatsiy
17. www.rynok.biz

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Tips on successful study during the course

If you want to succeed in this discipline, you should be:

- **persistent, attentive and curious;**
- **creative, cheerful, and open to communication and discussions;**
- **ready to acquire information and knowledge about the subject not only during lectures but also during extracurricular activities.**

See you at classes!