

SYLLABUS

INTERNATIONAL EUROPEAN
UNIVERSITY



EUROPEAN SCHOOL OF BUSINESS



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Course Name				
		Foreign economic activity of the enterprise		
Lecturer (s)				
		Olena Vlasenko, PhD in Economics, associate professor, 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#zzz-014		
Consultations				
online consulting		First Thursday of the month 9 a.m. – 10 a.m.		
offline consulting		Wednesday 12 p.m. – 1 p.m.		
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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
		<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>



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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

The study of 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 Foreign economic activity of the enterprise 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 Foreign economic activity of the enterprise 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 activity.

4 Learning outcomes

PLO 5. To describe the content of functional areas of organization operations.

PLO 6. To define skills in finding, collecting and analyzing information, calculating criteria for grounding managerial decisions.

PLO 8. To apply management methods for ensuring efficient organization operations.

PLO 11. To show skills in analyzing the situation and carrying out communications in different areas of organization activities.

PLO 12. To assess legal, social and economic consequences of organization functioning.

PLO 13. To talk in state and foreign languages both orally and in written form.

PLO 15. To show the ability to act in a socially conscious manner based on ethical considerations (motives), respect of diversity and multiculturality.

PLO 18. To identify ecological and economic and legal consequences of enterprise functioning in the context of social steady development.

PLO 19. To assess enterprise participation in European integration processes and detect prospects of their future development.



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5 ECTS credits

120 academic hours / 4 ECTS credits

6 Discipline structure

Content sections and topics	Amount of hours											
	full-time mode of study						part-time mode of study					
	total	including					total	including				
		1	p	lab.	ind.	i. w.		1	p	lab.	ind.	i. w.
1	2	3	4	5	6	7	8	9	10	11	12	13
Content section 1. Foreign economic activity (FEA).												
Topic 1. Subject, content and objectives of the course.	11	4	1	-	-	6	10	-	-	-	-	10
Topic 2. The system of regulation of foreign economic activity of Ukraine. Foreign economic policy of the country.	9	2	1	-	-	6	12	2	-	-	-	10
Topic 3. Customs and tariff regulation of foreign economic activity.	10	2	2	-	-	6	8	-	-	-	-	8
Topic 4. Forms of enterprises entering foreign markets.	9	2	1	-	-	6	8	-	-	-	-	8
Topic 5. Counter trade operations.	9	2	1	-	-	6	10	-	2	-	-	8
Topic 6. Intermediary and lease operations on foreign markets.	9	2	1	-	-	6	8	-	-	-	-	8
Topic 7. Organization, conclusion and execution of foreign economic contracts.	9	2	1	-	-	6	10	2	-	-	-	8
Total per content section 1	66	16	8	-	-	42	66	4	2	-	-	58
Content section 2. Structure and content of contracts												
Topic 8. The price of goods in international sales contracts.	9	2	1	-	-	6	10	-	-	-	-	10
Topic 9. Currency and monetary terms of foreign economic contracts.	9	2	1	-	-	6	12	2	-	-	-	10
Topic 10. Organization and technology of international transportation.	12	4	2	-	-	6	12	-	2	-	-	10
Topic 11. Organization and functioning of enterprises with foreign capital.	12	4	2	-	-	6	12	-	-	-	-	10
Topic 12. Economic efficiency of foreign economic activity.	12	4	2	-	-	6	10	-	-	-	-	10
Total per content section 2	54	16	8	-	-	30	54	2	2	-	-	50
Total hours	120	32	16	-	-	72	120	6	4	-	-	110



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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. Customs and tariff regulation of foreign economic activity.
4. Forms of enterprises entering foreign markets.
5. Counter trade operations.
6. Intermediary and lease operations on foreign markets.
7. Organization, conclusion and execution of foreign economic contracts.
8. The price of goods in international sales contracts.
9. Currency and monetary terms of foreign economic contracts.
10. Organization and technology of international transportation.
11. Organization and functioning of enterprises with foreign capital.
12. Economic efficiency of foreign economic activity.

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List of selective tasks

1. Reveal the essence of regulation of foreign economic activity.
2. The economic content of international economic contracts.
3. The main forms and methods of implementation of foreign trade by subjects of foreign economic activity.
4. Particularities of sea, rail, road and air transportation.
5. The main types of taxes imposed on subjects of foreign economic activity in Ukraine.
6. Methods for assessing the production and economic activity of subjects of foreign economic activity.
7. Foreign economic activity in the system of categories of international economy.
8. Organizational structure of foreign economic activity in Ukraine.
9. Classification and varieties of international economic contracts.
10. Regulation of foreign trade operations of subjects of foreign economic activity.
11. Organization of work of forwarding companies.
12. Existing benefits in the implementation of foreign economic activity and the mechanism of their provision.
13. Methodology of analyzing foreign economic activity.
14. Necessity and particularities of international marketing of foreign economic activity.
15. The structure of international economic contracts.

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Discipline features

Period of teaching	Semester	International disciplinary integration	Year of study	Courses: general training/ professional training/elective
1 semester	4th semester	available	2st year	Professional training



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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.

<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: <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.

<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 in the form of presentations, case studies, group work and practical discussion classes. 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 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.

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.

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



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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. Hrebelyk O.P. Fundamentals of foreign economic activity: textbook / O.P. Hrebelyk. – 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. Kozak Y.H., Saveliev Y.V., Shengelia T., Kuryliak V.E., Gribincea A., Ukhanova I.O., Sukach O.O., Sulym O.V., Yermakova O.A., Zakharchenko O.V., Zaiets M.A., Burlachenko D.M., Bodenchuk L.B., Momotenko N.S., Shvahireva V.S. Foreign economic activity: study guide. 6th edition, revised and supplemented / Edited by Y. Kozak. - K.: Center for Educational Literature, 2019. – 292 p.
5. Hobela V.V. Management of Foreign Economic Activity: study guide. Lviv: Lviv State University of Internal Affairs, 2021. 244 p.
6. Foreign economic activity of the enterprise: textbook / A.A. Mazaraki, T.M. Melnyk, O.V. Dyachenko, et al. / edited by A.A. Mazaraki, T.M. Melnyk. – Kyiv: Kyiv National University of Trade and Economics, 2019. – 652 p.

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.
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.
7. Rumiantsev A.P. Foreign economic activity [Study guide] / Rumiantsev A.P. – K.: Center for educational literature, 2004. – 377 p.



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15 Recommended sources of information

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-UA>

16 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!