

(Ф 03.02-91)

MINISTRY OF EDUCATION AND SCIENCE
National Aviation University
Faculty of Economics and Business Administration
Department of management of foreign economic activity of the enterprise

APPROVED
University rector

« ____ » _____ 2018 p.



Quality management system

SYLLABUS
On educational discipline
"FOREIGN ECONOMIC ACTIVITY OF ENTERPRISES"

Field of study: 0306 "Management and administration"

Major: 6.030601 "Management"

Year of studying – 4^d

Semestry – 7th

Lecture classes – 51

Exam – 7th semester

Self work – 54

Total (hour/credits ECTS) – 105/3,5

Term paper (1) – 7th semester

Index NB-6-6.030601/15-3.1.9

QMS NAU NP 11.02.03-01-2018



The curriculum of the discipline "Foreign Economic Activity of Enterprises" is developed on the basis of the educational-professional program and curriculum No. НБ-6-6.030601 / 15 for the training of higher education graduates of the Bachelor's degree of education degree 6.030601 "Management" and related normative documents.

The curriculum has been developed by:

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The training program was discussed and approved at the meeting of the graduation department of the direction 6.030601 "Management" - the department of management of foreign economic activity of enterprises, the protocol number ____ from " __ " _____ 2018

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The curriculum was discussed and approved at the meeting of the Scientific and Methodological and Editorial Board of FEBA, protocol No. ____ from " __ " _____ 2018

Head of NMRR _____ A.Tofanchuk

AGREED

Acting Dean

_____ S. Petrovskaya

" ____ " _____ 2018

Document level is 3b.

Planned period between audits - 1 year

Accepted copy number 2



1. INTRODUCTION

The curriculum of the academic discipline "Foreign Economic Activity of Enterprises" is developed on the basis of "Methodological Guidelines for the Development and Design of Educational and Working Curriculum Programs of the disciplines", put into effect by the order of 16.06.2015. №37 / pp.

This academic discipline is the theoretical basis of the totality of knowledge and skills that form the profile of specialists in the field of foreign economic activity.

The purpose of teaching the discipline is to form students of modern economic thinking and systems of special knowledge in the field of foreign economic activity, mastering the basic theoretical positions and mastering the necessary practical skills, which should ensure the effectiveness of their activities as managers in the field of management in the enterprise.

The tasks of studying the discipline are:

acquaintance with the system of management of foreign economic activity in the state and in the world, its functions, rights and responsibilities,
studying the practice of organizing and assessing the effectiveness of foreign economic activity directly at Ukrainian and foreign enterprises.

As a result of studying this discipline student must:

Know:

- economic essence and main theories of development of foreign economic activity;
- methodological principles and methodical tools for studying international economic relations;
- peculiarities of estimation and forecasting of development of international economic relations;
- methodological principles of management of the policy of maintaining the competitiveness of the national economy;
- provisions on trends in the development of world production cooperation;
- trends, current state and procedure for the implementation of international trade in goods, services, currency and financial resources;
- approaches to the study of the processes of formation and regulation of international scientific and technical exchange;
- peculiarities and trends of international economic integration;
- the current state of solving global global problems.

Be able:


- To collect, analyze and use the necessary information to assess trends in the development of the world economic system and to adopt, on this basis, correct, reasoned, well-considered management decisions;
- to assess the impact on the development of the world business environment of various political, social and economic factors;
- analyze the role and place of the country in the global commodity and financial markets;
- analyze, diagnose the influence of regulatory actions of interstate, supranational institutions on the development of the national economy;
- understand and effectively form competitive advantages of goods, enterprises, industries, their place in maintaining the competitiveness of the national economy;
- use tools to assess the effectiveness of TNCs, international financial and credit organizations in the national and world economic space;
- analyze the indicators that characterize the state of modern global problems.

The educational material of the discipline is structured modularly and consists of two training modules, namely:

- educational module number 1 "Main measures of foreign economic activity in Ukraine",
- Training module number 2 "Main stages of signing and signing a purchase and sale contract in foreign economic activity", each of which is logically completed, relatively independent, integral parts of the curriculum, the assimilation of which involves modular control works and analysis of the results of their implementation.

A separate third module is the course work that a student performs in the seventh semester. The KP is an important part of consolidating and deepening the theoretical and practical knowledge and skills acquired by the student in the process of mastering the discipline's educational material.

The academic discipline "Foreign Economic Activity of Enterprises" is based on the knowledge of such disciplines as: "Management", "Personnel Management" and is the basis for studying such disciplines as: "Export-import and export operations", "International monetary and credit relations" and others.

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2. SUBJECT CONTENT

2.1. Module №1 "Main measures of foreign economic activity in Ukraine"

Topic 2.1.1. Modern theories and practice of the world economy for the management of foreign economic activity.

Fundamentals of theories of international division of labor and international trade. Contemporary concepts of foreign economic activity. Multilateral international institutions of regulation of foreign economic activity. World Trade Organization (WTO), Chambers of Commerce and Industry, regional economic unions ("Common Market"). Means of the foreign policy of the states. Trade and political means of expanding the export of goods. Tools for international regulation of financial flows. Shared business products. Free economic zones. International economic relations.

Theme 2.1.2. State regulation of foreign economic activity of enterprises in Ukraine.

Law of Ukraine "On Foreign Economic Activity". System of state bodies of management of foreign economic activity of enterprises. Export and import trade flows. Foreign trade policy of the state. Tariff and non-tariff regulation of foreign economic activity of the enterprise. Subjects of international trade. Trading and non-trading goods in international markets. International trade in goods and services.

Theme 2.1.3. Main types and directions of foreign economic activity of enterprises. Fundamentals of export-import operations.

Basic laws and regulations on foreign economic activity of enterprises in Ukraine. Types, forms and methods of export and import of goods, capital and labor. Scientific, scientific and technical, scientific-production, production, educational and other cooperation with foreign subjects of economic activity. International Financial Transactions and Operations with Securities. Credit and settlement transactions between the subjects of foreign economic activity. Joint ventures. Commodity exchange operations and other activities, based on forms of counter trade between subjects of foreign economic activity.

Theme 2.1.4. Fundamentals of export-import operations.

Analysis of information on the situation of the external market and on the specifically selected product. Search of foreign partners - partners; work with them on the foreign market. Organization of permanent representation in the foreign market, joint venture, establishment of contacts with resellers abroad. Organization of advertising company. Distribution of advertising materials to potential foreign partners. Participation in international exhibitions-fairs. The choice of a foreign partner. Classification of foreign firms. Checking the financial and legal status of a foreign partner. Reception of foreign partners, negotiations, preparation of documents for cooperation.

Theme 2.1.5. Tariff regulation and non-tariff regulation.

Types of quotas and licenses. Technical barriers. Hidden methods of non-tariff regulation. List of required documentation. Types and rates of duty. The main functions of the customs tariff of Ukraine. Calculation of customs payments.

Theme 2.1.6. International trade agreements and contracts of foreign economic activities enterprises.

Intention Agreement. Contract, contract in foreign economic activity. Structure and documentation. Typical contracts in the system of international trade. Treaties of the International Chamber of Commerce, Transnational Companies. Requirements for contracts of state bodies of Ukraine. The transition of risks and costs associated with the product.

Theme 2.1.7. Organization of international transportations.

Place of delivery of goods. Customs clearance. Trading practices and practices. Packaging. Marking. Checking contracts. Practice of execution of international contracts.

2.2. Module №2 "Basic stages of signing and signing a contract of sale for foreign economic activity"

Theme 2.2.1. International rules for the interpretation of the terms "INCOTERMS-2000". Customs requirements for subjects of foreign economic activity.

The INCOTERMS system is a complex of conditions under which international contracts of sale are concluded. History of system development. Classification of conditions "INCOTERMS" in terms of obligations seller and buyer. Classification of conditions "INCOTERMS-2010" depending on the type of transport. The legislation of Ukraine on customs regulation. Single customs space. Customs control and customs taxation. Dumping and Discriminatory Action. Order of goods declaration, payment of duty. Export and import quotation. Customs declaration. Certificate of passing goods. Basic terms of delivery of goods.

Theme 2.2.2. Pricing and settlement mechanism in the foreign market.



World currency system: essence, types, elements Currency ratios. National, regional and world currency systems. Classification of forms of exchange rates by way of fixation.

Theme 2.2.3. Modern price strategy of the enterprise in the foreign market.

Setting prices for goods: when entering the full market; when you enter a new product on the market; when setting prices for goods in terms of position protection; taking into account the satisfactory reimbursement of expenses; promotion of integrated sales, etc. Prices of foreign trade (trade) contracts.

Theme 2.2.4. Planning of enterprise strategy in the foreign market.

Efficiency and risks of export-import and currency operations of enterprises. Structure of enterprise strategy in the foreign market. The process of planning a market strategy. Priority in the planning of a market strategy. Phases of business strategy planning. Strategy of enterprise development.

Subject 2.2.5. Efficiency and risks of export-import and currency operations of enterprises.

Formulas for calculating efficiency. Classification of risks in foreign economic activity. Foreign exchange operations and currency risks. Hedging

Theme 2.2.6. The main approaches and methods of calculating the effectiveness of foreign economic activity.

Options for analyzing the effectiveness of foreign economic activity. Ways of assessing the effectiveness of foreign economic activity. Economic and financial risks of foreign economic activity.

Theme 2.2.7. Insurance of risks in foreign economic activity.

Main risks and their classification. Methods of avoiding and minimizing the impact of risks on the activities of enterprises. Documentary registration.

Theme 2.2.8. Transportation support of foreign economic activity.

Main types of transport, their classification. Positive and negative features of each particular mode of transport. Selection criteria for the type of transport. Distribution of modes of transport and conditions of INCOTERMS.

Theme 2.2.9. Documentation used in foreign economic activity.

Certificates of origin. Certificates of quality. Cargo customs declaration. Contract and specifications to it. Another permission document.

2.3. Module №3 "Term paper".

Term paper (TP) on discipline is carried out in the seventh semester in accordance with approved methodological recommendations in order to consolidate, deepen and systematize the theoretical knowledge and skills acquired by the student in the process of mastering the educational material of discipline in the field of foreign economic activity with the use of skills of individual and independent work using different sources of information.

The specific purpose of the TP is to deepen and comprehensively disclose the content of the relevant topic of the course work, its most important issues using the tools of economic analysis for conducting research, the program of which is provided in the methodological guidelines for course design.

For successful completion of course work the student must know the peculiarities of estimating and forecasting the development of international economic relations; methodological principles of the policy of maintaining the competitiveness of the national economy; be able to assess the impact on the development of the global business environment of various political, social and economic factors; analyze the role and place of the country in the global commodity and financial markets;

The time required to perform the TP is 30 hours of independent work.

3. LIST OF REFERENCES

3.1. Basic recommended references

- 3.1.1. Customs Code of Ukraine.
- 3.1.2. Law of Ukraine "On Foreign Economic Activity" of 16.04.91. // Ukr Customs: Directory. -K .: Libra, 1993.-67s.
- 3.1.3. Law of Ukraine "On the Procedure for Settlement in Foreign Currency" of September 23, 1994 No. 185.
- 3.1.4. Law of Ukraine "On the regime of foreign investment" No. 93/96-VR dated 19.03.96.
- 3.1.5. Gorbach L.M. International Economic Relations: Textbook / L.M. Gorbach, O.V. Plotnikov - K.: Condor, 2009. - 264 p.
- 3.1.6. Gurina GS, Novak V.O. Foreign Economic Activity of Subsidiaries. -Example ..- K .: Constellation, 2013.- 425c.
- 3.1.7. Khramov VO, Bovtruk Yu.A. Foreign Economic Policy: Textbook. - K .: MAUP, 2012 - 264 p.



3.2. Additional recommendet references

- 3.2.1. State Customs Service of Ukraine. About the State Customs Service: Structure of Customs Authorities, Special Customs Institutions and Organizations [Electron. resource].
- 3.2.2. State support of Ukrainian exports. Information on commitments made by Ukraine in the process of accession to the WTO [Electronic resource].
- 3.2.3. State Border Guard Service of Ukraine. General characteristics of the state border of Ukraine [Electron. resource].
- 3.2.4. State Statistics Service of Ukraine. [Electronic resource].
- 3.2.5. Ministry of Economic Development and Trade of Ukraine. [Electronic resource].
- 3.2.6. Ministry of Infrastructure of Ukraine. The network of international transport corridors on the territory of Ukraine // [Electronic resource].
- 3.2.7. National Bank of Ukraine. Statistics: Statistical Bulletin [electronic publication "Balance of Payments and External Debt of Ukraine, 2017". [Electron. resource]. - 2017
- 3.2.8. National Institute for Strategic Studies under the President of Ukraine. Trends in post-crisis recovery of world trade: risks and priorities of foreign economic policy of Ukraine. Analytical report. [Electronic resource].
- 3.2.9. League law Legislation of Ukraine. [Electron. resource].



(Ф 03.02 – 01)

АРКУШ ПОШИРЕННЯ ДОКУМЕНТА

№ прим.	Куди передано (підрозділ)	Дата видачі	П.І.Б. отримувача	Підпис отримувача	Примітки

(Ф 03.02 – 02)

АРКУШ ОЗНАЙОМЛЕННЯ З ДОКУМЕНТОМ

№ пор.	Прізвище ім'я по-батькові	Підпис ознайомленої особи	Дата ознайомлення	Примітки

(Ф 03.02 – 04)

АРКУШ РЕЄСТРАЦІЇ РЕВІЗІЇ

№ пор.	Прізвище ім'я по-батькові	Дата ревізії	Підпис	Висновок щодо адекватності

(Ф 03.02 – 03)

АРКУШ ОБЛІКУ ЗМІН

№ зміни	№ листа (сторінки)				Підпис особи, яка внесла зміну	Дата внесення зміни	Дата введення зміни
	Зміненого	Заміненого	Нового	Анульованого			

(Ф 03.02 – 32)

УЗГОДЖЕННЯ ЗМІН

	Підпис	Ініціали, прізвище	Посада	Дата
Розробник				
Узгоджено				
Узгоджено				
Узгоджено				