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MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION

Ural State University of Economics

APPROVED

at the meeting of the department

8 December 2020

protocol № 3

Acting Head of Department Falchenko O.D.

APPROVED

The Council on Educational and
Methodological Issues and Education Quality

20 January 2021

protocol № 6

Chairman

Karkh D.A.



MODULE PROGRAMME

Title	International Commercial Transactions and Foreign Trade Contracts
Field of study	38.04.02 MANAGEMENT
Profile	International Management (In English)
Mode of study	intra-extramural form of study
Year	2021

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Yekaterinburg
2021

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INTRODUCTION

The program of the subject is part of the main professional educational program of higher education - the Master's Degree program worked out in accordance with the Federal State Educational Standard of Higher Education

Federal State Educational Standard of	Federal State Educational Standard of Higher Education - Master's degree in the field of Management 38.04.02 (Order of the Ministry of Education and Science of the Russian Federation No. 952 dated 12.08.2020)
ИИС	

1. THE PURPOSE OF MASTERING THE SUBJECT

The purpose of the subject is the formation of competencies related to the acquisition by students of knowledge about the main forms and methods of foreign economic cooperation of Russian enterprises with foreign partners, the use of financial and economic assessment tools for international commercial transactions, as well as the consolidation of practical skills in the preparation of foreign economic contracts and their subsequent execution.

2. THE PLACE OF THE SUBJECT IN THE CURRICULUM

The subject belongs to the variable part of the curriculum.

3. THE SCOPE OF THE SUBJECT

Assessment	Hours					Credits
	Total per semester	Classroom work			Independent work, including reading for tests and course papers	
		Total	Lectures	Practical classes, including course projects		
Semester 3						
Credit	144	28	8	20	116	4
Semester 4						
Exam, course paper	144	16	4	12	92	4
	288	44	12	32	208	8

4. LEARNING OUTCOMES OF THE PROGRAM

As a result of mastering the Program, the graduate should have the competencies established in accordance with the Federal State Educational Standard of Higher Education.

Universal competences (UC)

Code and name of competence	Indicators of competence formation
UC-1 is able to carry out a critical analysis of problematic situations based on a systematic approach, to develop a strategy of actions	ID-3.UC-1 Have practical experience in the development and argumentation of a strategy for solving a problem situation based on a systematic approach

UC-1 is able to carry out a critical analysis of problematic situations based on a systematic approach, to develop a strategy of actions	ID-2.UC-1 Be able to: identify problematic situations, search for information and solutions
	ID-1.UC-1 To know: methods of critical analysis; methodology of a systematic approach; methods of identifying a problematic situation

Professional competences (PC)

Code and name of competence	Indicators of competence formation
organizational and managerial	
PC-1 Preparation and execution of foreign economic transactions	<p>ID-3.PC-1 Have practical experience in:</p> <ul style="list-style-type: none"> Planning and allocation of tasks for employees of a department in the organization Obtaining and analyzing information on the foreign trade contracts Ensuring internal interaction between the relevant specialists of the organization on the terms of cooperation with potential partners for the conclusion and (or) execution of a foreign trade contract Determining the circle of participants in the implementation of a foreign trade contract Interaction with the relevant specialists of the organization and third-party organizations in order to verify the reliability of potential partners for the conclusion of a foreign trade contract Processing of the received data, information and documents about potential partners for the conclusion of a foreign trade contract Conducting a final analysis of the proposals of potential partners on the terms of cooperation for the conclusion of a foreign trade contract Selection of potential partners for the conclusion of a foreign trade contract Ensuring the approval of the draft foreign trade contract in the organization and with the counterparty Ensuring the procedure for signing a foreign trade contract with a counterparty Monitoring changes in the requirements of the legislation of the Russian Federation for foreign economic activity and changes in the requirements of international agreements and contracts Compiling a list and monitoring changes in measures of state support for foreign economic activity

<p>PC-1 Preparation and execution of foreign economic transactions</p>	<p>ID-2.PC-1 Be Able to:</p> <ul style="list-style-type: none"> Use computers, copy machines and other equipment and various types of telecommunications Formulate and distribute tasks among the employees of the department in the organization Communicate with potential partners using modern means of communication Write business emails and letters to foreign partners Evaluate the effectiveness and compliance of the documentation of commercial proposals, requests of participants in foreign economic activity Identify the interests of potential partners to form individual proposals Generalize and systematize the requirements of the legislation of the Russian Federation and the requirements of international agreements and contracts for foreign economic activity Generalize and systematize information about the activities of the organization
	<p>ID-1.PC-1 Know:</p> <ul style="list-style-type: none"> Legal acts regulating foreign economic activity International agreements in the field of standards and product requirements Legal acts regulating state support of foreign economic activity Types, forms and instruments of state support for foreign economic activity Rules for registration of documentation on a foreign trade contract The order of document flow in the organization Terms of the foreign trade contract Marketing and pricing features Ethics of business communication and rules of negotiation English (threshold advanced level B2) Fundamentals of economic theory Fundamentals of labor legislation of the Russian Federation Rules of administrative document management The procedure for drawing up the established reporting Fire safety rules Labor protection requirements
<p>PC-3 Planning of the organization's foreign economic activity</p>	<p>ID-3.PC-3 Have practical experience (labor actions):</p> <ul style="list-style-type: none"> Preparation of a draft plan of foreign economic activity, taking into account the priorities of the organization's foreign economic activity Presentations of the organization's foreign economic activity plan Making, if necessary, additions and changes to the plan of foreign economic activity of the organization Coordination and presentation in the organization of the final plan of <u>foreign economic activity</u> <p>ID-2.PC-3 Be Able to:</p> <ul style="list-style-type: none"> Use computers, copy machines and other equipment and various types of telecommunications Generalize and systematize information about the tasks of the organization in the field of foreign economic activity Develop strategic and current plans for the organization's foreign economic activity Summarize and systematize information about the activities of the organization

PC-3 Planning of the organization's economic activity of the foreign	ID-1.PC-3 Know: Legal acts regulating foreign economic activity International agreements in the field of standards and product requirements Legal acts regulating state support of foreign economic activity Types, forms and instruments of state support for foreign economic activity Methods and fundamentals of system analysis of foreign economic information Rules for registration of documentation on a foreign trade contract The order of document flow in the organization Fundamentals of risk management in foreign economic activity Basics of business planning Terms of the foreign trade contract Marketing and pricing features Ethics of business communication and rules of negotiation English (threshold advanced level B2) Fundamentals of economic theory Fundamentals of labor legislation of the Russian Federation Rules of administrative document management The procedure for drawing up the established reporting Fire safety rules Labor protection requirements
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5. PLAN OF THE COURSE

Topic	Hours						
	Topic	Total, in hours	Classroom work			Independent work	Control of independent work
			Lectures	Laboratory classes	Practical classes		
Semester 3		144					
Topic 1.	Mechanisms of state regulation of foreign trade activity in the Russian Federation. Legal acts regulating foreign economic activity. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in foreign economic activity.	72	4		10	58	

Topic 2.	Structure and terms of the foreign trade contract. Rules for the preparation of documentation for a foreign trade contract. Economic justification of decisions in the field of foreign economic activity. Features of the use of basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the execution of foreign trade transactions and documentation on the execution of foreign trade transactions.	72	4		10	58	
Semester 4		108					
Topic 3.	Economic justification of decisions based on the performance indicators of foreign economic activity. Assessment of the export potential of the organization, the needs of the organization in the import.	108	4		12	92	

6. FORMS OF CURRENT CONTROL AND INTERIM CERTIFICATION ASSESSMENT SCALES

Module/Topic	Type of evaluation	Description of evaluation method	Evaluation criteria
Current control (Appendix 4)			
Module 1	Module test 1.1 (Appendix 4)	Assignment to design a competitive list for the import of dye for the chemical industry	10 points Criteria: below 49% of the total is "unsatisfactory"; 50% to 69% of the total is "satisfactory"; 70% to 84 % of the total is "good"; 85% to 100% is "excellent".

Module 1	Module test 1.2 (Appendix 4)	Test to verify knowledge of the terms of delivery (Incoterms)	<p>10 points</p> <p>Criteria: below 49% of the total is "unsatisfactory"; 50% to 69% of the total is "satisfactory"; 70% to 84 % of the total is "good"; 85% to 100% is "excellent".</p>
Module 1	Module test 1.3 (Appendix 4)	Calculation and graphic work and case study on calculating the effectiveness of a foreign trade transaction using Incoterms and the customs legislation of the EAEU (customs value, tariff preferences)	<p>10 points</p> <p>Criteria: below 49% of the total is "unsatisfactory"; 50% to 69% of the total is "satisfactory"; 70% to 84 % of the total is "good"; 85% to 100% is "excellent".</p>

Module 2	Module test 2.1 (Appendix 4)	The module test consists of tasks to test knowledge on the topic under consideration	10 points Criteria: below 49% of the total is "unsatisfactory"; 50% to 69% of the total is "satisfactory"; 70% to 84 % of the total is "good"; 85% to 100% is "excellent".
Module 2	Module test 2.2 (Appendix 4)	The module test consists in solving a complex case study (practical task) on the topic.	10 points Criteria: below 49% of the total is "unsatisfactory"; 50% to 69% of the total is "satisfactory"; 70% to 84 % of the total is "good"; 85% to 100% is "excellent".
Interim control (Appendix 5)			
3 semester (Credit)	Module test (Appendix 5)	It consists of a test (theoretical part) and a comprehensive case study (solving a practical problem)	50-100% - pass; 0-49% - fail.
4 семестр (Эк)	Module test (Appendix 5)	It consists of a test (theoretical part) and a comprehensive case study (solving a practical problem)	50-100% - pass; 0-49% - fail.

4 semester (Course paper)	Course paper (Appendix 3, Appendix 7)	Preparation and defense of course work in the subject.	Criteria: below 49% - "unsatisfactory"; 50% to 69% - "satisfactory"; 70% to 84 %- "good"; 85% to 100%- "excellent".
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DESCRIPTION OF ASSESSMENT SCALES

The indicator of the assessment of the outcomes of the Program is formed on the basis of combining the current and interim certification of the student.

The rating indicator for each discipline is expressed as a percentage, which shows the level of a student's knowledge.

Current certification. A 100-point grading system is used. The evaluation of the student's work during the semester is carried out by the teacher in accordance with the system of evaluation of academic achievements developed by him in teaching this discipline.

In the programs of subjects and practices, the types of current certification, the planned results of control measures and criteria for evaluating academic achievements are fixed.

During the semester, the teacher conducts at least 3 assessments to evaluate the student's performance. If attendance of classes in a discipline is included in the rating, then this indicator is no more than 20% of the maximum number of points in the discipline.

Interim certification. A 5-point grading system is used. The evaluation of the student's work at the end of the subject (part of the subject) is carried out by the teacher in accordance with the system developed by him for evaluating the student's achievements. Interim certification is also carried out at the end of the formation of competencies.

The procedure for transferring the rating provided by the assessment system to a five-point grading scale.

High level - 100% - 70% - excellent, good.

The average level is 69% - 50% - satisfactory.

Evaluation indicator	5-point grading scale	Characteristic of the indicator
100% - 85%	Excellent (5)	A student has profound theoretical knowledge and understands how to apply it; they can investigate, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results at a high level.
84% - 70%	Good (4)	A student has profound theoretical knowledge and understands how to apply it; they can investigate, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results. There may be mistakes corrected by the students themselves in the process of work.
69% - 50%	Satisfactory (3)	A student has general theoretical knowledge, is able to apply, investigate, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results at an average level. Mistakes are made and the student finds it difficult to correct on their own.
49 % and less	Unsatisfactory (2)	A student has an incomplete amount of general theoretical knowledge, does not know how to independently apply, investigate, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, evaluate results. Skills and abilities have not been formed to solve professional problems
100% - 50%	pass	the characteristic of the indicator corresponds to "excellent", "good", "satisfactory"
49 % and less	fail	the characteristic of the indicator corresponds to "unsatisfactory"

7. CONTENT OF THE SUBJECT

7.1. Content of lectures

Topic 1. Mechanisms of state regulation of foreign trade activity in the Russian Federation. Legal acts regulating foreign economic activity. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the foreign economic activity.

Mechanisms of state regulation of foreign trade activity in the Russian Federation. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the foreign economic activity.

Fundamentals of legislation regulating foreign economic activity of economic entities of the Russian Federation at the present stage.

The essence and main types of international commercial transactions. Classification of international commercial transactions. The main methods of international commercial transactions.

The concept of a foreign economic transaction. Factors determining the foreign economic nature of transactions. Subjects and objects of foreign economic transactions. Classification of types of foreign economic transactions by transaction objects. The essence and features of concluding foreign economic transactions on fuel and raw materials and food products, machinery and equipment, scientific and technical knowledge and services.

Application of the UN Convention on Contracts for the International Sale of Goods (The Vienna Convention of 1980) in the foreign trade activities.

Topic 2. Structure and conditions of the foreign trade contract. Rules for the preparation of documentation for a foreign trade contract. Economic justification of decisions in the field of foreign economic activity. Features of the use of basic and transport conditions (INCOTERMS) in the execution of foreign trade contracts. Tools for reducing financial risks in the execution of foreign trade transactions and documentation on the execution of foreign trade transactions.

The structure of the foreign trade contract and the economic justification of decisions in the field of foreign trade. Features of the use of basic and transport conditions (INCOTERMS) in the execution of foreign trade contracts. Tools for reducing financial risks in the execution of foreign trade transactions and documentation on the execution of foreign trade transactions.

Methods of carrying out foreign economic operations. The essence and advantages of direct and indirect methods of foreign economic transactions. Procedures for preparing foreign economic transactions with direct connections.

Mediation in foreign trade operations. Types of trade and intermediary operations. The essence of brokerage and commission foreign economic transactions and resale operations. Ways to reward intermediaries.

Types of foreign economic contracts and features of their conclusion. Legal aspects of the foreign trade contract of sale. The structure of the foreign economic contract. The content and procedure for filling in sections of the agreement.

A set of international rules (Incoterms 2020) used in determining the basic conditions for the delivery of goods. Groups and types of conditions, fundamental differences between them. Accepted official abbreviations of terms. Features of the use of terms in various modes of transportation of goods. Distribution of costs and risks associated with the delivery of goods, as well as responsibilities for completing and paying for commercial documents between the seller and the buyer according to Incoterms 2020 (under different basic delivery conditions). The obligations of the seller and the buyer are common for different basic terms of delivery.

Features of determining payment terms in a foreign trade contract. Payment methods used in international trade practice. Types of payments, their differences and features of use. Currency control in the implementation of foreign economic activity.

Regulatory legal acts regulating foreign economic activity International agreements in the field of standards and product requirements Regulatory legal acts regulating state support for foreign economic activity Types, forms and instruments of state support for foreign economic activity Rules for documentation on a foreign trade contract The order of document flow in the organization Terms of a foreign trade contract Marketing and pricing features. Ethics of business communication and rules of negotiation

Topic 3. Economic justification of decisions based on performance indicators of foreign economic activity. Assessment of the export potential of the organization, the needs of the organization in the import. Economic justification of decisions based on the performance indicators of foreign economic activity. The main indicators of the effectiveness of foreign economic activity. The concept of contractual and statistical value of goods. The essence of the customs value of goods. Customs duties (import and export), taxes (VAT and excise duty), fees (for customs clearance) levied by customs authorities in the field of customs affairs. Types of customs duties: ad valorem, combined, specific. The procedure for calculating the total customs payment. The principles of forming a project task within the framework of the designated problem; the main requirements for project work and criteria for evaluating the results of project activities. Methods and fundamentals of system analysis of foreign economic information. Fundamentals of risk management in foreign economic activity. Fundamentals of business planning. Terms of the foreign trade contract. Marketing and pricing features. The procedure for drawing up the established reporting

7.2 The content of practical classes and laboratory classes

Topic 1. Mechanisms of state regulation of foreign trade activity in the Russian Federation. Legal acts regulating foreign economic activity. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the foreign economic activity. Mechanisms of state regulation of foreign trade activity in the Russian Federation. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

The seminar is a complex case study, the solution of practical problems.

- Formation of the mechanism of state regulation of foreign trade activity in the Russian Federation (preparation of presentations);
- Formation of the Customs Union of the EurAsEC / CES of the EurAsEC/ EAEU and changes in the regulatory framework for regulating foreign trade activities in the Russian Federation (assessment);
- Subjectivity of the interests of foreign trade participants (Solving a complex case study and drawing up a competitive list).

Topic 2. Structure and conditions of the foreign trade contract. Rules for the preparation of documentation for a foreign trade contract. Economic justification of decisions in the field of foreign economic activity. Features of the use of basic and transport conditions (INCOTERMS) in the execution of foreign trade contracts. Tools for reducing financial risks in foreign trade transactions and documentation on the execution of foreign trade transactions.

The structure of the foreign trade contract and the economic justification of decisions in the field of foreign trade. Features of the use of basic and transport conditions (INCOTERMS) in the execution of foreign trade contracts. Tools for reducing financial risks in the implementation of foreign trade transactions and documentation on the execution of foreign trade transactions.

The seminar is a case study, practical tasks and tests.

Topic 3. Economic justification of decisions based on performance indicators of foreign economic activity. Assessment of the export potential of the organization, the needs of the organization in the import. Economic justification of decisions based on performance indicators of foreign economic activity

The seminar is calculation and graphic work, case study.

7.3. Content of independent work

Topic 1. Mechanisms of state regulation of foreign trade activity in the Russian Federation. Legal acts regulating foreign economic activity. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

Mechanisms of state regulation of foreign trade activity in the Russian Federation. The essence of commercial transactions and their classification in accordance with the directions of foreign economic cooperation. Organizational, legal and economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

The purpose is to study the specifics of the legal foundations of state regulation of foreign trade activity in the Russian Federation.

Task: to identify the specifics of the implementation of international commercial transactions and to know the economic conditions for choosing a foreign partner in the implementation of foreign economic activity.

Methodological recommendations: study lectures on topic 1 and additional literature.

Basic concepts: International commercial operation, foreign economic transaction, subject of foreign economic transaction, object of foreign economic transaction, UN Convention on Contracts for the International Sale of Goods (Vienna Convention of 1980)

TASKS FOR INDEPENDENT WORK

Task - to prepare reports-presentations on the topic (optional):

1. The mechanism of state regulation of foreign trade activity in the Russian Federation.
2. Non-tariff instruments of foreign trade regulation in the modern world economy.
3. Tariff instruments of foreign trade regulation in the modern world economy.
4. Analysis of the structure of a foreign trade contract by example (enterprise - at the student's choice).
5. Application of Incoterms 2010 in foreign trade cooperation.
6. Foreign trade protectionism: international experience and Russian practice.
7. Application of letters of credit when making a foreign trade transaction.
8. The use of collection in foreign economic activity.
9. VAT refund when performing foreign trade operations: international experience.
10. Application of licensing in the Russian Federation when making foreign trade transactions with certain categories of goods.
11. Features of the Russian enterprise's entry into the foreign market (country - at the student's choice).

The task is a creative work on the compilation of a task (case) based on the materials of a lecture and a practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student individually or in a group of 2 people. The results of the work are presented and tested in practical classes.

Topic 2. Structure and conditions of the foreign trade contract. Rules for the preparation of documentation for a foreign trade contract. Economic justification of decisions in the field of foreign economic activity. Features of the use of basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the implementation of foreign trade transactions and documentation on the execution of foreign trade transactions.

The structure of the foreign trade contract and the economic justification of decisions in the field of foreign trade. Features of the use of basic and transport conditions (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in the implementation of foreign trade transactions and documentation on the execution of foreign trade transactions.

The purpose is to study the methodological foundations of drafting a foreign trade contract.

Task: to identify the features of the use of basic and transport conditions in the implementation of foreign trade contracts.

Methodological recommendations: study lectures on topic 2 and additional literature.

Basic concepts: Foreign trade contract, Incoterms, terms of payment in contracts for the international sale of goods, currency control

TASKS FOR INDEPENDENT WORK

Task - to prepare a presentation on the topic (optional):

1. Features of the use of the basic terms of delivery (the basis of the Incoterms of the student's choice) in the implementation of foreign economic activity.
2. Tools for reducing financial risks in the implementation of foreign trade operations (bank transfer, letter of credit, collection, etc. - at the student's choice)
3. Documentation support of foreign trade transactions (foreign trade contract, customs declaration, transaction passport, bill of lading - at the student's choice)

Task - Creative work on drawing up a task (case) based on the materials of a lecture and a practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student individually or in a group of 2 people. The results of the work are presented at practical classes.

Topic 3. Economic justification of decisions based on performance indicators of foreign economic activity. Assessment of the export potential of the organization, the needs of the organization in the import.

The purpose is to study the indicators of economic efficiency in the implementation of foreign economic activity.

Task: to identify the features of calculating the economic efficiency of a foreign trade transaction, taking into account different supply bases.

Methodological recommendations: study lectures on topic 3 and additional literature.

Basic concepts: Contract value, customs value, statistical value, economic effect of foreign economic activity, economic efficiency of foreign economic activity

TASKS FOR INDEPENDENT WORK

Task - to prepare a presentation on the topic (optional):

- * Stages of calculating economic efficiency in the implementation of foreign economic activity.
- * The influence of the basic terms of delivery on the calculation of customs payments in the implementation of a foreign trade transaction.
- * Calculation of the economic efficiency of a foreign trade transaction using the basis (the basis of the student's choice) by example (the enterprise of the student's choice).

The task is a creative work on the compilation of a task (case) based on the materials of a lecture and a practical lesson on the example of an enterprise (at the student's choice). The task is performed by the student individually or in a group of 2 people. The results of the work are presented and tested in practical classes.

7.3.1. Sample questions for self-preparation for the test / exam
Appendix 1

7.3.2. Practical tasks in the discipline for independent preparation for the test / exam
Appendix 2

7.3.3. List of topics for course papers
Appendix 3

7.4. Student's electronic portfolio
Course papers are uploaded in <http://portfolio.usue.ru>
- Course paper.

7.5. Methodological recommendations for the implementation of the test
Not included in the curriculum

7.6 Methodological recommendations for the course paper
Appendix 7.

8. FEATURES OF THE EDUCATIONAL PROCESS FOR PERSONS WITH DISABILITIES

Upon the student's request

In order to make the program accessible to people with disabilities, if necessary, the department provides the following conditions:

- a special procedure for mastering the discipline, taking into account the state of their health;
- electronic educational resources on the discipline in forms adapted to the limitations of their health;
- study of the discipline according to an individual curriculum (regardless of the form of study);
- e-learning and distance learning technologies that provide for the possibility of receiving and transmitting information in the forms available to them.
- access (remote access) to modern professional databases and information reference systems, the composition of which is determined by the Program.

9. LIST OF BASIC AND ADDITIONAL EDUCATIONAL LITERATURE NECESSARY FOR THE STUDY OF THE SUBJECT

The university website

<http://lib.usue.ru/>

Basic literature:

1. Организация и управление внешнеэкономической деятельностью предприятия. Учебное пособие : [в 2 ч.]. Ч. 1. [Электронный ресурс]:. - Екатеринбург: [Издательство УрГЭУ], 2014. - 215 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/15/p483355.pdf>

2. Организация и управление внешнеэкономической деятельностью предприятия. Учебное пособие : [в 2 ч.]. Ч. 2. [Электронный ресурс]:. - Екатеринбург: [Издательство УрГЭУ], 2015. - 208 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/16/p486387.pdf>

3. Вязовская В. В., Ковалев В. Е., Линецкий А. Ф., Майданник В. И., Плюснина О. М., Савельева И. Н., Семин А. Н., Фальченко О. Д., Юрченко К. П.. Международные коммерческие операции: теория и практика. [Электронный ресурс]: учебное пособие. - Екатеринбург: [Издательство УрГЭУ], 2019. - 244 – Режим доступа: <http://lib.usue.ru/resource/limit/ump/19/p492230.pdf>

Additional literature:

1. Иванов М.Ю., Иванова М.Б.. Внешнеэкономическая деятельность. [Электронный ресурс]: Учебное пособие. - Москва: Издательский Центр РИО, 2016. - 128 с. – Режим доступа: <https://znanium.com/catalog/product/525402>
2. Дегтярева О. И., Ратушняк Е. С., Шевелева А. В.. Управление внешнеэкономической деятельностью в РФ в условиях интеграции в рамках ЕАЭС. [Электронный ресурс]: учебное пособие. - Москва: Магистр: ИНФРА-М, 2019. - 368 – Режим доступа: <https://znanium.com/catalog/product/1037695>
3. Иванов М.Ю., Иванова М.Б.. Внешнеэкономическая деятельность. [Электронный ресурс]: Учеб. пособие. - Москва: Издательский Центр РИО, 2020. - 128 с. – Режим доступа: <https://znanium.com/catalog/product/1052246>
4. Громова Н.М.. Внешнеторговый контракт = Contract in Foreign Trade. [Электронный ресурс]: Учебное пособие. - Москва: Издательство "Магистр", 2021. - 144 – Режим доступа: <https://znanium.com/catalog/product/1215352>

10. LIST OF INFORMATION TECHNOLOGIES, INCLUDING A LIST OF LICENSED SOFTWARE AND INFORMATION REFERENCE SYSTEMS, ONLINE COURSES USED IN TEACHING THE SUBJECT**List of licensed software:**

Astra Linux Common Edition. Contract No. 1 dated June 13, 2018, act dated December 17, 2018. The license is valid for an unlimited period of time.

My Office standard. Agreement No. SK-281 dated June 7, 2017. The date of conclusion is 07.06.2017. The license is valid for an unlimited period.

Microsoft Windows 10 . Contract No. 52/223-PO/2020 dated 04/13/2020, Act No. Tr000523459 dated 10/14/2020. The license period is 30.09.2023.

Microsoft Office 2016. Contract No. 52/223-PO/2020 dated 13.04.2020, Act No. Tr000523459 dated 14.10.2020 License validity period 30.09.2023.

List of information reference systems, resources of the Internet information and telecommunication network:

The Garant legal reference system. Contract No. 58419 dated December 22, 2015. The license is valid for an unlimited period of time

- Legal reference system Consultant +. Contract No. 163/223-U/2020 dated 12/14/2020. The license is valid until 31.12.2021

11. DESCRIPTION OF THE EQUIPMENT AND FACILITIES NECESSARY FOR THE EDUCATIONAL PROCESS IN THE SUBJECT

Teaching the subject is carried out using the equipment and facilities of the Ural State University of Economics, which ensures the conduct of all types of training sessions and research and independent work of students:

Special rooms are classrooms for all types of classes, group and individual consultations, ongoing monitoring and interim certification.

The classrooms for independent work of students are equipped with computers and the Internet and provide access to the electronic information and educational environment of the Ural State University of Economics.

All rooms are equipped with specialized furniture and multimedia equipment, special equipment (information and telecommunications and others), access to information retrieval, legal reference systems, electronic library systems, databases of current legislation, other information resources serving to present educational information to a large audience.

For lectures – presentations and other educational and visual aids that provide illustrations.