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APPROVED

Council on Educational and Methodological

Issues and the Quality of Education

20 January 2021

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Kurkh D.A.

MODULE PROGRAMME

Module title International Market Research

Field of study 38.04.02 MANAGEMENT

Profile International Business (in the English language)

Mode of study intra-extramural form of study

Enrollment year 2021

Developed by:

Associate Professor, Candidate of Economics

Vyazovskaya V.V.

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

1. THE PURPOSE OF MASTERING THE SUBJECT

Mastering the course creates the basis for understanding the patterns and trends in the development of international and domestic trade, mastering the methodology of studying foreign and Russian markets of goods and services and is an important condition for the successful operation of firms engaged in trading activities.

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

		Classroom work		n work	ork	
Assessment	Total per semester	Total	Lectures	Practical classes, including course projects	Independent work, including reading for tests and course papers	Credits
Semester 4						
Credit	108	24	4	20	84	3

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
	ID-2.UC-1 Be able to: identify problematic situations, search for information and solutions

take into account the diversity of cultures in the process of	ID-3.UC-5 Have practical experience in organizing interaction in a professional environment taking into account national and ethno-cultural characteristics; have skills of intercultural interaction taking into account the diversity of cultures
	ID-2.UC-5 Be able to: present professional information in the process of intercultural interaction; analyze the features of social interaction taking into account national, ethno-cultural characteristics
	ID-1.UC-5 To know: the basics of social interaction aimed at solving professional tasks; mechanisms of intercultural interaction in society

Professional competence	es (PC)
Code and name of competence	Indicators of competence formation
organizational and managerial	
	ID-3.PC-2 Have practical experience in:
effectiveness of foreign economic transactions	Assessing the possibility of an organization receiving state support for foreign economic activity
economic transactions	Preparation of proposals on the feasibility of obtaining state support for foreign economic activity
	Assessment of the export potential of the organization, the needs of the organization in the import
	Preparation of proposals on the priorities of the organization's foreign economic activity
	Evaluation of the effectiveness of the organization's foreign economic activity
	Analysis of the results of the organization's foreign economic activity Preparation of proposals for the development of the organization's foreign economic activity
	ID-2.PC-2 Be Able to:
	Interact with organizational units to identify the overall development strategy of the organization
	Work with information systems and databases on foreign economic activity
	Assess the export potential of the organization, the needs of the organization in the import
	Prepare proposals on the priorities of the organization's foreign economic activity
	Calculate financial performance indicators of the organization's foreign economic activity
	Prepare proposals (reports) on the development of the organization's foreign economic activity

PC-2 Evaluation	of the	ID-1.PC-2 Know:
effectiveness of		Methods and fundamentals of system analysis of foreign economic
economic transaction	_	information
conomic transaction	115	Fundamentals of risk management in foreign economic activity
		Basics of business planning
		Terms of the foreign trade contract
		Marketing and pricing features
		English (threshold advanced level B2)
		Fundamentals of economic theory
		The procedure for drawing up the established reporting
PC-3 Planning	of the	ID-3.PC-3 Have practical experience (labor actions):
organization's		Preparation of a draft plan of foreign economic activity, taking into account
economic activity		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
		foreign economic activity
		ID-2.PC-3 Be Able to:
		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
		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

5. PLAN OF THE COURSE

	Торіс		Classroom work				Control of
			Lectures	Laboratory classes	Practical classes	Independent work	independent work
	Semester 4	108					
Topic 1.	Economic conjuncture as an object of scientific research. Factors and conditions of economic conjuncture formation международного рынка.	26	1		4	21	
Topic 2. Cyclical and non-cyclical factors of the formation of foreign trade conjuncture		26	1		4	21	
Topic 3. The structure of world commodity markets and trends in the development of international trade. World prices.			1		6	21	
Topic 4.	Features of the study of the conjuncture of individual international commodity markets.		1		6	21	

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)		
Topic 1-3	Module test 1 (Appendix 4)	Test	Max 10 points	
Topic 1-3	Module test 2 (Appendix 4)	Practical tasks	Max 10 points	
Topic 4	Module test 3 (Appendix 4)	Overview of the world commodity market	Max 10 points	
Interim control (Appendix 5)				
4 семестр (За)	Module test (Appendix 5)	Test and a practical task.	Max 100 points	

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. Economic conjuncture as an object of scientific research. Factors and conditions of formation of the economic conjuncture of the international market.

The evolution of the concept of "economic conjuncture" in the process of development of world commodity markets. Applied and theoretical definitions of conjuncture. The properties of the conjuncture: volatility, cyclicity, dynamism. Definition of N.D. Kondratiev's conjuncture as the direction and degree of change in the totality of market indicators at a given time compared to the previous one.

General economic and commodity conjuncture. Macro- and micro-level of market research. Goals and objectives, commercial significance of market assessments. Principles of market research: consideration of retrospective trends in the changing market situation; consideration of the relationship of commodity markets; dependence of commodity conjuncture on general economic; continuity of market research. Sources of market information. Potential market capacity, market share of the company. Market saturation. Structure and content of a typical market review.

Topic 2. Cyclical and non-cyclical factors of the formation of foreign trade conjuncture

Cyclical factors of the formation of the global conjuncture and the general economic conjuncture. The role of economic cycles and their modification in the world economy. A three-tier system of cycles: small cycles, medium-sized industrial or business cycles, large cycles of conjuncture. Periodization of economic downturns and long waves in the world economy. Patterns of manifestation of large cycles of conjuncture. Phases of the business cycle (crisis, depression, recovery, recovery) as fundamental factors of the conjuncture of the world commodity markets. The general economic situation in the world economy. Forecast of cyclical dynamics of the world economy as a whole and individual countries of the world.

Non-cyclical factors of the formation of foreign trade conjuncture. Non-cyclical factors: permanent and temporary. The impact of scientific and technological progress, state and interstate regulation, the state of the currency and monetary system on the conjuncture of world markets. The impact of the exchange rate on prices and volumes of exports and imports. The relationship between the dynamics of the real exchange rate and the balance of payments. Net export effect, "J" curve effect, Marshall-Lerner condition. The activities of the World Trade Organization on the liberalization of world and national markets. Increasing the role of the environmental protection factor. The mechanism of formation and forms of manifestation of commodity conjuncture.

Topic 3. The structure of world commodity markets and trends in the development of international trade. World prices.

Marketing and pricing features. Classification of world commodity markets by industry: the market of manufacturing products, the market of raw materials and structural materials, the market of services. The UN Standard International Trade Classification. Harmonized product description system.

The division of world markets into open and closed sectors according to the degree of regulation and monopolization. International transactions of purchase and sale of the closed world commodity market: intra-corporate trade, counter trade, special trade, cross-border trade, subcontracting supplies of goods.

Types of counter trade: barter transaction, counter purchase, compensation transaction, clearing.

Contracts of the open world commodity market: exchange transactions, auction transactions, ordinary short-term transactions, tender transactions.

Trends in the development of trade in machinery and equipment, raw materials, services, technologies. Business development in the Internet and e-commerce.

Exchange-traded goods. International commodity exchanges, universal and specialized. Functions of international commodity exchanges and types of exchange transactions. Methods of analysis of stock market conditions: fundamental analysis, applied analysis, graphical methods. Short and long hedging.

The role of Russia in international trade. Dynamics of exports, imports and features of the structure of foreign trade of the Russian Federation. The main commodity groups of Russian exports are: products of the fuel and energy complex, metals and products made from them, products of the woodworking and pulp and paper industry, petrochemical products, precious stones. Export-oriented branches of Russian industry characterized by a high share of exports in total production. Russia's place in the world markets of gas, oil, titanium, ferrous metals, aluminum, nickel, gold, coal, machinery and equipment, etc.

The impact of the conjuncture of world commodity markets on exports and the economy of the Russian Federation. The dependence of the Russian economy on the conjuncture of the world markets of oil, natural gas, ferrous and non-ferrous metals. A brief description of the changes in the conjunctural situation on the world oil market and its impact on foreign exchange earnings from the country's exports. The formula for calculating additional income or losses of the country due to changes in world and export prices. The impact of the foreign trade environment on Russia's macroeconomic indicators. Stabilization and reserve funds, national welfare fund.

Topic 4. Features of the study of the conjuncture of individual international commodity markets.

The conjuncture of the world markets of export goods: oil, gas, diamonds, aluminum, nickel, copper, ferrous metals, mineral fertilizers, wood, etc.

The conjuncture of the world markets of imported goods: sugar, coffee, cocoa beans, tea, cotton, machinery and equipment, oilseeds, meat, etc.

7.2 The content of practical classes and laboratory classes

Topic 1. Economic conjuncture as an object of scientific research. Factors and conditions of formation of the economic conjuncture of the international market.

Survey:

How is the word "conjuncture" translated from Latin? When did this concept become used in business vocabulary?

What are the stages of the evolution of the concept of "economic conjuncture"?

What properties of the conjuncture do you know?

Why are there two types of conjuncture? Give definitions.

How does the definition of Kondratiev N.D. differ from the definitions of other scientists?

What are the tasks of studying the conjuncture of world markets? Who needs to know the forecasts of the conjunctural situation.

How does the marketing definition of the conjuncture differ from the theoretical one?

What indicators of the conjuncture do you know?

What is the market capacity and how to calculate it?

Topic 2. Cyclical and non-cyclical factors of the formation of foreign trade conjuncture Survey:

Name the types of economic cycles and the reasons for their occurrence.

What is the periodization of large cycles of conjuncture? Name the patterns of their development.

What are the phases of the business cycle and how are they related to the conjuncture of the world commodity markets?

What is the periodization and modification of business cycles?

How does the government regulate the economic cycle and business activity in the country?

At what stage of the business cycle are the leading countries of the world?

What indicators are used to analyze the general economic situation of the country?

What is the difference between nominal and real indicators?

How does the Central Bank's interest rate change according to the phases of the cycle?

How often do "great depressions" occur in the global economy?

How are the potential capacity of the market and its saturation related?

Why and how is the firm's market share determined?

What is common and what are the differences between the concepts of "data and information"?

What is the difference between secondary and primary data?

How are indices, growth rates, and growth rates calculated?

What formula is used to determine the coefficient of variation? What economic sense does it have in the study of market conditions?

What impact does scientific and technological progress have on commodity markets? Give examples.

How does inflation affect the foreign trade situation?

What is the dependence of the conjuncture on the level of monopolization of the market? How to assess the level of monopolization?

How can state governments influence market conditions?

Which international organizations regulate the conjuncture of the world commodity markets: WTO, UNCTAD, IMF, OPEC, etc.?

What is the role of the environmental factor in the formation of the conjuncture and commodity prices?

What is the net export effect?

How does the depreciation of the national currency affect the competitiveness of exports and the country's trade balance?

Under what condition is the net export effect fulfilled?

What does the Marshall-Lerner condition say?

What effect does the "J" curve characterize?

What is the effective exchange rate? How is the dual currency basket of the ruble determined?

How does the real exchange rate of the national currency change when the Central Bank's interest rate changes?

What non-cyclical factors influenced the market conditions of the product you are researching?

Topic 3. The structure of world commodity markets and trends in the development of international trade. World prices.

Survey:

What is the global market?

What types of markets exist?

What is a "product" and a "service"? What is their main difference?

What classifications of goods exist for the purposes of international trade and statistics?

What indicators characterize the world commodity markets?

What is a market review? What is its structure?

Define and define the properties of the world price.

What types of world prices are distinguished?

Where to look for world prices for goods?

How to convert the price of Ural oil in dollars per barrel into dollars per ton?

What is the American pound?

How does commodity pricing differ from the mechanism of price formation for finished goods?

List the types and methods of pricing on the world market of machinery and equipment.

Define the transfer price. In which case is an undervalued price set, when it is inflated relative to market prices?

Definition of dumping?

Name the WTO anti-dumping code.

What are the functions of international exchanges?

Which products belong to the stock exchange?

What international universal exchanges do you know?

What is a spot transaction?

What types of urgent transactions are you aware of? How does a futures transaction differ from a forward one?

What is an option deal?

What is meant by hedging? How does a long hedge differ from a short one?

What is the Dow Jones Index? Standard and Poor's? Financial Times?

What are the goods in the production of which Russia occupies a leading place in the world?

For which goods does Russia take the first place in world exports?

Name the goods for which Russia is a net importer.

What are the features of the structure of Russia's foreign trade, exports and imports?

What factors influence the dynamics of Russia's foreign trade?

Which sectors of the Russian economy are export-oriented? By what indicator to determine?

What is diversification?

What role does Russia play in the global economy?

Which Russian products are uncompetitive on world markets? How to increase non-resource exports?

What part of budget revenues are generated by oil and gas companies?

What is the share of oil, petroleum products and gas in Russia's exports?

What formula is used to calculate the impact of the conjuncture on export revenues and the contribution of the external factor to GDP growth?

How many percent of Russia's economic development depends on the oil factor?

How much currency does Russia receive from the export of military equipment and weapons, agricultural products, high-tech goods?

What is the "Dutch disease"?

How do you understand the "resource curse"? What is the diagnosis for Russia?

What is a stabilization fund? Sources of formation?

Reserve Fund and National Welfare Fund?

Topic 4. Features of the study of the conjuncture of individual international commodity markets.

Presentation of a market overview of the global commodity market by choice:

introduction

- 1. PRODUCTION
- 2. DEMAND AND CONSUMPTION OF GOODS
- 3. INTERNATIONAL TRADE
- 4. PRICES
- 5. FORECAST OF MARKET CONDITIONS

SOURCES OF INFORMATION

7.3. Content of independent work

Topic 1. Economic conjuncture as an object of scientific research. Factors and conditions of formation of the economic conjuncture of the international market.

- 1. Study of the conceptual apparatus of the topic, lecture material, chapters of recommended textbooks and additional literary sources (articles).
- 2. Summary of the article by Kondratiev N.D. "On the question of the concepts of economic statics, dynamics and conjuncture".
- 3. Performing home independent calculation and graphic work "Analysis of the development of the Russian oil and gas industry".
- 5. Preparing for classroom independent work.

Topic 2. Cyclical and non-cyclical factors of the formation of foreign trade conjuncture

- 1. study of lecture material, chapters of recommended textbooks.
- 2. search for current and forecast statistical data on the situation in the world economy using websites and reports of international organizations.
- 3. data collection and analysis of the general economic situation. Analysis of the general economic situation of the selected country and presentation of the results in the form of a presentation at a seminar.

Analysis of non-cyclical factors of the market conditions of the product chosen by the student and presentation of the results at the seminar (PPT presentation).

4. Preparation for classroom independent work

Topic 3. The structure of world commodity markets and trends in the development of international trade. World prices.

- 1. study of the conceptual apparatus of the topic, lecture material, chapters of recommended textbooks to prepare an overview of problematic issues;
- 2. preparation for seminars.
- 3. Conducting debates on the urgent problem of the development of the world economy and the Russian economy.

Topic 4. Features of the study of the conjuncture of individual international commodity markets.

Make a market overview of the world commodity market (optional) and present the results at the seminar in the form of a report (in hard copy) and a presentation in PPT.

- 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 Not included in the curriculum
 - 7.4. Student's electronic portfolio Not included in the curriculum
 - 7.5. Methodological recommendations for the implementation of the test Not included in the curriculum
 - 7.6 Methodological recommendations for the course paper Not included in the curriculum

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. Клинов В. Г.. Актуальные проблемы исследования экономической конъюнктуры. [Электронный ресурс]:Сборник статей. Москва: Издательство "Магистр", 2013. 264 с. Режим доступа: https://znanium.com/catalog/product/396144
- 2. Клинов В. Г.. Актуальные проблемы исследования экономической конъюнктуры. [Электронный ресурс]:Сборник статей : Монография. Москва: Издательство "Магистр", 2018. 264 Режим доступа: https://znanium.com/catalog/product/959995
- 3. Кузнецова Г. В.. Конъюнктура мировых товарных рынков. [Электронный ресурс]:Учебник и практикум для вузов. Москва: Юрайт, 2020. 165 Режим доступа:

Additional literature:

- 1. Пашковская М. В., Господарик Ю. П.. Мировая экономика. [Электронный ресурс]: учебник для студентов вузов, обучающихся по специальности "Антикризисное управление" и другим экономическим специальностям. Москва: Синергия, 2012. 528 Режим доступа: https://znanium.com/catalog/product/451321
- 2. Заздравных А. В., Бойцова Е. Ю.. Теория отраслевых рынков. [Электронный ресурс]:Учебник и практикум для вузов. Москва: Юрайт, 2020. 288 Режим доступа: https://urait.ru/bcode/450919
- 3. Заздравных А. В., Бойцова Е. Ю.. Теория отраслевых рынков: учебник и практикум для бакалавриата и магистратуры : для студентов вузов, обучающихся по экономическим направлениям. Москва: Юрайт, 2017. 288

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:

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.

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.

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.

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.

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.