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Информация о владельце: МИНИСТЕРСТВО НАУКИ И ВЫСШЕГО ОБРАЗОВАНИЯ РОССИЙСКОЙ ФЕДЕРАЦИИ  
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MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION  
Federal State Budgetary Educational Institution of Higher Education  
"Ural State University of Economics"

Approved  
at the Department meeting

December 8, 2025  
Protocol # 5  
Head of the Department Falchenko O.D.

Approved  
by the Council for Educational and  
Methodological Issues and Quality of  
Education

December 16, 2025  
Protocol # 4  
Chairman  Karkh D.A.



(signature)

### COURSE PROGRAMME

Title	International Market Research
Field of study	38.04.02 Management
Profile	International business (on English)
Form of study	Full-time
Year of enrollment	2026
Compiled by:	
Associate Professor, PhD	
Falchenko O.D.	

Ekaterinburg  
2025

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## INTRODUCTION

The working program of the discipline is part of the main professional educational program of higher education - the master's program, developed 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 Training 38.04.02 Management (Order of the Ministry of Education and Science of Russia dated August 12, 2020, No. 952)
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### 1. TARGET DEVELOPMENT DISCIPLINES

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

### 2. PLACE DISCIPLINES IN STRUCTURE OPOP

Discipline refers to the part formed by the participants of educational relations.

### 3. SCOPE OF THE DISCIPLINE

Interim assessment	Hours					Z.e.
	Total for the semester	Contact work (according to			Independent work including preparation of tests and coursework	
		Total	Lectures	Practical classes, including course design		
Semester 3						
Credit	108	16	4	12	92	3

### 4. PLANNED RESULTS DEVELOPMENT OPOP

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

Code and name of the competence	Indicators of competency achievement
UK-1 Able to carry out a critical analysis of problematic situations based on a systems approach and develop an action strategy	ID-1.UK-1 Know: methods of critical analysis; methodology of a systems approach; methods of identifying problem situations
	ID-2.UK-1 Be able to: identify problem situations, search for information and solutions

UK-1 Able to carry out a critical analysis of problematic situations based on a systems approach and develop an action strategy	ID-3.UK-1 Have practical experience in developing and justifying a strategy for solving a problem situation based on a systems approach
UK-5 Able to analyze and take into account cultural diversity in the process of intercultural interaction	ID-1.UK-5 Know: the fundamentals of social interaction aimed at solving professional problems; mechanisms of intercultural interaction in society
	ID-2.UK-5 Be able to: present professional information in the process of intercultural interaction; analyze the characteristics of social interaction taking into account national and ethnocultural characteristics
	ID-3.UK-5 Have practical experience in organizing interactions in a professional environment taking into account national and ethnocultural characteristics; skills in intercultural interaction taking into account cultural diversity

Professional competencies (PC)

Code and name of the competence	Indicators of competency achievement
<b>organizational and managerial</b>	
PC-2 Evaluation of the effectiveness of foreign trade transactions	ID-1.PK-2 Know: Methods and principles of system analysis of foreign economic information Fundamentals of risk management in foreign economic activity Basics of Business Planning Terms of a foreign trade contract Marketing and pricing features English language (threshold advanced level B2) Fundamentals of Economic Theory The procedure for preparing established reports
	ID-2.PK-2 Be able to: Interact with the organization's departments to identify the overall strategy for the organization's development Work with information systems and databases on foreign economic activity Assess the organization's export potential and the organization's import needs Prepare proposals on the priorities of the organization's foreign economic activities Calculate financial performance indicators of an organization's foreign economic activity Prepare proposals (reports) for the development of the organization's foreign economic activities

<p>PC-2 Evaluation of the effectiveness of foreign trade transactions</p>	<p>ID-3.PK-2 Have practical experience: Assessing the possibility of an organization receiving state support for foreign economic activity  Preparation of proposals on the feasibility of obtaining state support for foreign economic activity  Assessment of the organization's export potential and the organization's import needs  Preparation of proposals on the priorities of the organization's foreign economic activity of the organization's foreign economic activities</p> <p>Conducting an analysis of the results of the organization's foreign economic activity  Preparation of proposals for the development of the organization's foreign economic activities</p>
<p>PC-3 Planning of foreign economic activities of the organization</p>	<p>ID-1.PK-3 Know:  Regulatory legal acts governing foreign economic activity  product requirements</p> <p>Regulatory legal acts governing state support for foreign economic activity  Types, forms and instruments of state support for foreign economic activity  Methods and principles of system analysis of foreign economic information  Rules for preparing documentation for a foreign trade contract  Document flow procedures in an organization  Fundamentals of risk management in foreign economic activity  Basics of Business Planning  Terms of a foreign trade contract  Marketing and pricing features  Business communication ethics and negotiation rules  English language (threshold advanced level B2)  Fundamentals of Economic Theory  Fundamentals of labor legislation of the Russian Federation  Rules of administrative document flow  The procedure for preparing established reports  Fire safety regulations  Occupational health and safety requirements</p> <p>ID-2.PC-3 Be able to:  Use computing, copying, auxiliary equipment and various types of telecommunications  To generalize and systematize information about the organization's objectives in the field of foreign economic activity  Develop strategic and current plans for the organization's foreign economic activities  To generalize and systematize information on the organization's areas of activity</p>

PC-3 Planning of foreign economic activities of the organization	ID-3.PK-3 Have practical experience (work activities): Preparation of a draft plan for foreign economic activity taking into account the priorities of the organization's foreign economic activity Presentation of the organization's foreign economic activity plan Making, if necessary, additions and changes to the organization's foreign economic activity plan Coordination and presentation of the final plan for foreign economic activity within the organization
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### 5. THEMATIC PLAN

Topic	Hours						
	Topic Title	Total hours	Contact work (according to academic activity)			Independent work	Control of independent work
			Lectures	Laboratory	Practical classes		
<b>Semester 3</b>		<b>108</b>					
Topic 1.	Economic conditions as an object of scientific research. Factors and conditions for the formation of the economic situation in the international market. UK	26	1		4	21	
Topic 2.	Cyclical and non-cyclical factors in the formation of the foreign trade situation UK -5.1 PC-2.3	26	1		4	21	
Topic 3.	The structure of global commodity markets and trends in the development of international trade. World prices. UK - 5.1 PC - 2.3	28	1		2	25	
Topic 4.	Peculiarities of the study of the situation in individual international commodity markets. UK-5.1 PC-2.3	28	1		2	25	

### 6. FORMS CURRENT CONTROL AND INTERMEDIATE CERTIFICATIONS SCALES ASSESSMENTS

Section/Topic	Type of assessment tool	Description of the assessment tool	Evaluation criteria
<b>Current control (Appendix 4)</b>			
Topics 1-3	Test 1 (Appendix 4)	The test consists of a quiz	Maximum 10 points
Topics 1-3	Test 2 (Appendix 4)	The test consists of solving practical problems.	Maximum 10 points
Topic 4	Test 3 (Appendix 4)	Compilation of a market overview of the global commodity market of your choice	Maximum 10 points
<b>Interim assessment (Appendix 5)</b>			
3rd semester (For)	Test (Appendix 5)	The test consists of a test and a practical assignment.	Maximum 100 points

## DESCRIPTION OF RATING SCALES

The indicator for assessing the mastery of the basic educational program is formed on the basis of combining current monitoring and midterm assessment of the student.

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

Ongoing assessment. A 100-point grading system is used. Student work is assessed throughout the semester by the instructor in accordance with the instructor's developed assessment system for academic achievement in the given course.

The work programs of disciplines and internships set out the types of ongoing monitoring, planned results of monitoring activities, and criteria for assessing academic achievements.

During the semester, the instructor conducts at least three assessments to evaluate student performance. If class attendance is included in the rating, this indicator constitutes no more than 20% of the maximum score for the course.

Midterm assessment. A 5-point grading system is used.

The student's work is assessed at the end of a course (or part of a course) by the instructor in accordance with the instructor's developed system for assessing student achievement in that course. Midterm assessment is also conducted upon completion of competency development.

The procedure for converting the rating provided for by the assessment system for a discipline into a five-point system.

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

Average level – 69% - 50% – satisfactory.

Evaluation indicator	On a 5-point scale	Characteristics of the indicator
100% - 85%	Great	possess theoretical knowledge in full, understand, independently know how to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results at a high level
84% - 70%	Fine	possess theoretical knowledge in full, understand, independently know how to apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results.  There may be some errors that the student can correct independently during the work process (answer , etc.)
69% - 50%	satisfactorily	have general theoretical knowledge, are able to apply, research, identify, analyze, systematize, categorize , calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, and evaluate results at an average level. Mistakes are made that the student finds difficult to correct on his own.
49% or less	unsatisfactory	do not have a full range of general theoretical knowledge, and are unable to independently apply, research, identify, analyze, systematize, categorize, calculate indicators, classify, develop models, algorithmize, manage, organize, plan research processes, or evaluate results. The skills and abilities to solve professional problems have not been developed
100% - 50%	passed	the characteristic of the indicator corresponds to "excellent",
49% or less	not credited	the indicator characteristic corresponds to "unsatisfactory"

## 7. CONTENT DISCIPLINES

### 7.1. Lecture Contents

Topic 1. Economic conditions as an object of scientific research. Factors and conditions for the formation of the economic situation in the international market. UK-5.1 PC-2.3

The evolution of the concept of "economic environment" in the development of global commodity markets. Applied and theoretical definitions of the economic environment. Properties of the economic environment: volatility, cyclicity, and dynamism. N.D. Kondratiev's definition of the economic environment as the direction and degree of change in a set of market indicators at a given point in time compared to the previous one.

General economic and product conditions. Macro- and micro-level market research. Objectives and tasks, commercial significance of market assessments. Principles of market research: consideration of retrospective trends in changing market conditions; consideration of the interrelationships between product markets; dependence of product conditions on general economic conditions; continuous market research. Sources of market information. Potential market capacity, firm market share. Market saturation. Structure and content of a typical market

Topic 2. Cyclical and non-cyclical factors in the formation of the foreign trade situation UK - 5.1 PC-2.3

Cyclical factors shaping the global economic situation and the general economic situation. The role of economic cycles and their modifications in the global economy. A three-tier system of cycles: minor cycles, medium-sized industrial or business cycles, and major economic cycles. Periodization of economic downturns and long waves in the global economy. Patterns of major economic cycles. Business cycle phases (crisis, depression, recovery, and recovery) as fundamental factors shaping global commodity markets.

The general economic situation in the global economy. Forecast of cyclical dynamics for the global economy as a whole and for individual countries.

Non-cyclical factors shaping the foreign trade situation. 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 situation in world markets. The impact of the exchange rate on the prices and volumes of exports and imports. The relationship between the dynamics of the real exchange rate and the balance of payments.

The net export effect, the J-curve effect, the Marshall-Lerner condition. The activities of the World Trade Organization to liberalize global and national markets. The increasing role of environmental protection. The mechanism of formation and forms of manifestation of the commodity situation.

Topic 3. The structure of global commodity markets and trends in the development of international trade. World prices. UK-5.1 PC-2.3

Marketing and pricing. Classification of global commodity markets by industry: the market for manufactured goods, the market for raw materials and construction materials, and the market for services. UN Standard International Trade Classification . Harmonized Commodity Description System.

Dividing global markets into open and closed sectors based on the degree of regulation and monopolization. International purchase and sale transactions in the closed global commodity market include intra-corporate trade, countertrade, specialized trade, cross-border trade, and subcontracted supply of goods.

Types of countertrade: barter transaction, counterpurchase, compensation transaction, clearing.

Contracts on the open global commodity market: exchange transactions, auction transactions, regular short-term transactions, tender transactions.

Trends in the development of trade in machinery and equipment, commodities, services, and technology. Developing online businesses and e-commerce.

Commodities. International commodity exchanges, general and specialized.

Functions of international commodity exchanges and types of exchange transactions. Methods of analyzing exchange

market conditions: fundamental analysis, applied analysis, graphical methods. Short and long hedging.

Russia's role in international trade. The dynamics of exports, imports, and the structure of Russia's foreign trade. The main commodity groups of Russian exports include fuel and energy products, metals and metal products, wood processing and

pulp and paper products, petrochemicals, and precious stones. Export-oriented sectors of Russian industry, characterized by a high share of exports in total production. Russia's place in global markets for gas, oil, titanium, ferrous metals, aluminum, nickel, gold, coal, machinery and equipment, and others.

The impact of global commodity market conditions on Russia's exports and economy.

The Russian economy's dependence on global oil, natural gas, and ferrous and non-ferrous metal markets. A brief description of changing global oil market conditions and

their impact on foreign exchange earnings from the country's exports. A formula for calculating additional revenue

or losses for the country due to changes in global and export prices. The impact of foreign trade conditions on Russia's macroeconomic indicators. Stabilization funds, reserve funds, and

Topic 4. Peculiarities of Researching the Situation in Individual International Commodity Markets. UK - 5.1 PC-2.3

The situation on world markets for export goods: oil, gas, diamonds, aluminum, nickel, copper, ferrous metals, mineral fertilizers, timber, etc.

The situation on world markets for imported goods: sugar, coffee, cocoa beans, tea, cotton, machinery and equipment, oilseeds, meat, etc.

## 7.2 Contents of practical classes and laboratory work

Topic 1. Economic conditions as an object of scientific research. Factors and conditions for the formation of the economic situation in the international market. UK-5.1 PC-2.3

Survey:

How do you translate the word "conjuncture" from Latin? When did this concept begin to be used in business lexicon?

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

What properties of the market situation do you know?

Why are there two types of market conditions? Provide definitions.

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

What are the objectives of studying global market conditions? Who needs to know market forecasts?

How does the marketing definition of the market situation differ from the theoretical one?

What market indicators do you know?

What is market capacity and how to calculate it?

Topic 2. Cyclical and non-cyclical factors in the formation of the foreign trade situation UK - 5.1 PC-2.3

Survey:

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

What is the periodization of major economic cycles? Identify the patterns of their development.

What are the phases of the business cycle and how are they related to the situation in global 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?

What phase of the business cycle are the world's leading countries in?

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

What is the difference between nominal and real indicators?

How does the Central Bank's interest rate change during the cycle?

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

What is the relationship between potential market capacity and market saturation?

Why and how is a company's market share determined?

What are the similarities and differences between the concepts of "data" and "information"?

What is the difference between secondary and primary data?

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

What formula should be used to determine the coefficient of variation? What economic significance does it have in market research?

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

How does inflation affect the foreign trade situation?

How does market conditions depend on the level of monopolization? How can the level of monopolization be assessed?

How can governments influence market conditions?

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

What is the role of environmental factors in shaping the market situation and commodity prices?

What is the net export effect?

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

Under what condition does the net export effect occur?

What does the Marshall-Lerner condition say?

What effect does the "J" curve characterize?

What is the effective exchange rate? How is the ruble's currency basket determined?

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

Topic 3. The structure of global commodity markets and trends in the development of international trade.  
World prices. UK-5.1 PC-2.3

Survey:

What is the global market?

What types of markets exist?

What are "goods" and "services"? What is the main difference between them?

What classifications of goods exist for international trade and statistical purposes?

What indicators characterize global commodity markets?

What is a market review? What is its structure?

Give the definition and properties of world price.

What types of world prices are there?

Where to look for global prices for goods?

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

What is the American pound worth?

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

List the types and methods of pricing in the global machinery and equipment market.

Define a transfer price. When is a price set too low, and when is it too high relative to market prices?

Definition of dumping?

Name the WTO anti-dumping code.

What are the functions of international exchanges?

What goods are considered exchange-traded?

What international universal exchanges do you know?

What is a spot transaction?

What types of forward contracts are you familiar with? How are futures contracts different from forward contracts?

What is an options transaction?

What is meant by hedging? How does long-term hedging differ from short-term hedging?

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

Name the goods in the production of which Russia occupies a leading position in the world?

In what goods does Russia rank first in global exports?

Name the goods for which Russia is a net importer.

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

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

Which sectors of the Russian economy are considered export-oriented? How can this be determined?

What is diversification?

What role does Russia play in the global economy?

Which Russian products are uncompetitive on global markets? How can non-resource exports be increased?

What share of budget revenues does oil and gas companies generate?

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

What formula is used to calculate the impact of the economic situation on export revenues and the contribution of external factors to GDP growth?

To what extent does Russia's economic development depend on the oil factor?

How much foreign currency does Russia receive from the export of military equipment and weapons, agricultural products

, and high-tech goods?

What is Dutch disease?

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

Topic 4. Peculiarities of Researching the Situation in Individual International Commodity Markets. UK - 5.1 PC-2.3

Presentation of a global commodity market overview of your choice:

INTRODUCTION

1. PRODUCTION

2. DEMAND AND CONSUMPTION OF PRODUCTS

3. INTERNATIONAL TRADE

4. PRICES

5. MARKET FORECAST

SOURCES OF INFORMATION

### 7.3. Contents of independent work

Topic 2. Cyclical and non-cyclical factors in the formation of the foreign trade situation UK -

5.1 PC-2.3

1. study of lecture material, chapters of recommended textbooks.

2. Search for current and forecast statistical data on the situation in the global economy using websites and reports of international organizations.

3. Data collection and analysis of the general economic situation. Analysis of the general economic situation in the selected country and presentation of the results at a seminar

. Analysis of non-cyclical factors in the market conditions of the product selected by the student and presentation

of the results in a seminar (PPT presentation).

4. Preparation for independent classroom work

Topic 3. The structure of global commodity markets and trends in the development of international trade.

World prices. UK-5.1 PC-2.3

1. study of the conceptual apparatus of the topic, lecture material, chapters of recommended textbooks to prepare a review of problematic issues;

2. preparation for seminars.

3. Conducting debates on the current issue of development of the global economy and the Russian economy.

Topic 4. Peculiarities of Researching the Situation in Individual International Commodity Markets. UK -

5.1 PC-2.3

Prepare a market overview of the global commodity market (optional) and present the results at a seminar in the form of a report (printed) and a PPT presentation.

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

7.3.2. Practical assignments on the subject for independent preparation for  
the test/exam  
Appendix 2.

7.3.3. List of coursework  
Coursework is not included in the curriculum.

7.4. Student's electronic portfolio  
Posting materials in the student's Electronic Portfolio is not provided.

7.5. Methodological recommendations for completing the test  
There is no test.

7.6 Methodological recommendations for completing coursework  
Coursework is not included in the curriculum.

## **8. PECULIARITIES ORGANIZATIONS EDUCATIONAL PROCESS BY DISCIPLINE FOR PERSONS WITH LIMITED OPPORTUNITIES HEALTH**

### ***By statement student***

IN purposes availability development programs For persons With limited opportunities health at  
necessity department provides next conditions:

- special order development disciplines, With taking into account states their health;
- electronic educational resources By discipline V forms, adapted To restrictions their health;
- studying disciplines By individual educational plan (outside dependencies from forms training);
- electronic education And remote educational technologies, which provide for possibilities reception  
and transmission information V available For them forms.
- access (remote access), To modern professional bases data And informational reference systems,  
compound which defined RPD.

## **9. SCROLL BASIC AND ADDITIONAL EDUCATIONAL LITERATURE, NECESSARY FOR DEVELOPMENT DISCIPLINES**

### **Website libraries USUE**

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

### **Main literature:**

2. Vyazovskaya V. V., Zimina T. V., Maydanik V. I., Stremousova E. G., Falchenko O. D. Business  
analysis of foreign economic activity [Electronic resource]: study guide. - Ekaterinburg:  
USUE, 2022. - 168 - Access mode: <http://lib.wbstatic.usue.ru/resource/limit/ump/23/p495071.pdf>

3. Falchenko O. D., Maydanik V. I., Kovalev V. E., Plyusnina O. M., Stremousova E. G. Research of the business environment in foreign economic activity [Electronic resource]: study guide. - Ekaterinburg: USUE, 2023. - 135 - Access mode: <http://lib.wbstatic.usue.ru/resource/limit/ump/23/p495624.pdf>

#### **Further reading:**

2. Klinov V. G. Actual problems of economic situation research [Electronic resource]: Collection of articles. - Moscow: Magistr Publishing House, 2018. - 264 – Access mode: <https://znanium.com/catalog/product/959995>

3. Zazdravnykh A. V., Boytsova E. Yu. Theory of industrial markets: a textbook and practical training for undergraduate and graduate students: for university students studying in economic fields. - Moscow: Yurait, 2017. - 288

4. Kuznetsova G. V. The state of global commodity markets [Electronic resource]: Textbook and practical training for universities. - Moscow: URAYT, 2021. - 165 - Access mode: <https://urait.ru/hcode/475077>

5. Chapman CN, McDonnell Feit E. R for Marketing Research and Analytics: - , 2015. - 454

6. Acemoglu D., Robinson JA Why nations fail. The Origins of Power, Prosperity and Poverty: - , 2013. - 529

7. Kapustina. World Commodity Market Conditions. Lecture Course. Topic 1. Concept and Factors of Economic Conditions Formation [Electronic Resource]: - Yekaterinburg: [b. i.], 2021. - 1 - Access Mode: <http://lib.wbstatic.usue.ru/202108/18.mp4>

8. Kapustina. World Commodity Market Conditions. Lecture Course. Topic 2. Non-Cyclic Factors in the Formation of the World Market Conditions [Electronic Resource]: - Yekaterinburg: [b. i.], 2021. - 1 - Access Mode: <http://lib.wbstatic.usue.ru/202108/19.mp4>

9. Kapustina. World Commodity Market Conditions. Lecture Course. Topic 3. Pricing in World Commodity Markets [Electronic resource]: - Yekaterinburg: [b. i.], 2021. - 1 - Access mode: <http://lib.wbstatic.usue.ru/202108/20.mp4>

### **10. SCROLL INFORMATIONAL TECHNOLOGIES, INCLUDING SCROLL LICENSE SOFTWARE SUPPORT AND INFORMATIONAL REFERENCE SYSTEMS, ONLINE COURSES, USED AT IMPLEMENTATION EDUCATIONAL PROCESS BY DISCIPLINE**

#### **List of licensed software:**

Astra Linux Common Edition. Agreement No. 0417-PO/2019 from May 8, 2019, Act No. Sk000343 from May 24, 2019 And Contract No. 35-U/2018 from June 13, 2018, Act No. UT213 from December 17, 2018. Term actions licenses - without restrictions term.

MyOffice standard. Agreement No. SK-281 from 7 June 2017. Date conclusions - 07.06.2017. Term actions licenses - without restrictions term.

Libre Office. License GNU LGPL. Term actions licenses - without restrictions term.

#### **List of information reference systems, resources of the information and telecommunications network "Internet":**

Reference and legal information system Guarantee. Agreement No. 58419 from 22 December 2015. Term actions licenses -without restrictions term

## **11. DESCRIPTION LOGISTICS BASES, NECESSARY FOR IMPLEMENTATIONS EDUCATIONAL PROCESS BY DISCIPLINE**

Implementation educational disciplines is being carried out With using logistical bases USUE, providing conducting everyone species educational classes And research And independent work students:

Special premises represent by yourself educational audience For conducting everyone species classes, group And individual consultations, current control And intermediate certification.

Premises For independent work students equipped computer technology With opportunity connections To networks "Internet" And provision access V electronic informational and educational Wednesday USUE.

All premises staffed specialized furniture And equipped multimedia equipment special equipment (information and telecommunications, other computer), access To information retrieval, reference and legal systems, electronic library systems, bases data current legislation, other informational resources employees For performances educational information big audience.

For conducting classes lecture type presentations And other educational visual aids benefits, providing thematic illustrations.

### 7.3.1. Sample questions for independent preparation for the test/exam

#### To be credited

1. Evolution of the concept of "economic environment".
2. Types of economic conditions.
3. Objectives and characteristics of the study of the situation in global commodity markets.
4. Types and properties of the market situation.
5. Market capacity.
6. Market saturation
7. Market share of the firm.
8. The impact of the KMTR on exports and the economy of the Russian Federation.
9. Structure and content of the market review.
10. Russia's place in global commodity markets.
11. Economic cycles as the root cause of changes in global market conditions. Types of cycles.
12. Large cycles of economic activity.
13. Phases of the business cycle and periodization of average industrial cycles.
14. General economic situation in the world economy
15. Non-cyclical factors shaping the market situation
16. The impact of the exchange rate and the elasticity of export (import) demand on export and import prices, trade balance
17. Factors and forms of manifestation of the market situation
18. Global oil market conditions
19. The concept and properties of world price.
20. Transfer prices.
21. Peculiarities of formation of world prices for raw materials
22. Pricing in the finished goods market, sliding price formula.
23. Foreign economic relations of Russia.
24. Reserve Fund and National Welfare Fund of Russia
25. Stock market conditions, short and long hedging
26. Anti-dumping investigations as the main non-tariff barrier.
27. Market monopolization. Concentration index.
28. Market monopolization. Herfindahl-Hirschman index .
29. Market monopolization. Linda index.
30. The concept of the global market. Market levels: national, external, international, and global.

**7.3.2. Practical assignments on the subject for independent preparation for the exam/test**

**Sample practical assignments for the test**

**UK-1** Able to carry out a critical analysis of problematic situations based on a systems approach and develop an action strategy

**UK-5** Able to analyze and take into account cultural diversity in the process of intercultural interaction

**PC-2 - Evaluation of the effectiveness of foreign trade transactions**

**PC-3 - Planning of foreign economic activities of the organization**

Exercise	Competencies	Formulation of the task	Answer
1.	PC-3.2	Please note the characteristics of the economic situation: a) dynamism б) cyclicality в) volatility г) marketability д) multiplicity of indicators	
2.	UK-5	Which of the following researchers is the author of the "Harvard Barometer":?	
3.	PC-3	Match the Harvard Barometer component with the indicators it includes: A. Profit Barometer B. Production barometer B. Sales Barometer G. Loan Barometer	1. 2. 3. 4. 5. 6. 7. 8. 9.
4.	PC-3	Permanent trends, long-term changes in the demand and consumption of a product are called	
5.	PC-3, UK-1	In conditions of low market conditions: a) the capacity of the commodity market is decreasing. б) the capacity of the commodity market is growing;	
6.	UK-5	The word " conjuncture" / " conjungo " translated from Latin means: a) dynamics of processes; б) combination, connection, relationship of factors; в) cyclical nature of development; г) market situation.	
7.	PC-3	In accordance with the theory of cyclical	

Exercise	Competencies	Formulation of the task	Answer
		<p>development, the foundations of which were laid by N.D. Kondratiev (1892 - 1938), one of the patterns of transition from one “big cycle” to another, causing “upward” or “downward” waves, lies in the area (mark as appropriate):</p> <ul style="list-style-type: none"> <li>a) political changes in the world</li> <li>б) the balance of economic power in the regions of the world</li> <li>в) fundamental scientific and technical discoveries and inventions</li> <li>г) discovery of new energy sources</li> </ul>	
8.	PC-3, UK-1	Calculate the EU butter market capacity. Domestic butter production amounted to 1,475,000 tons, imports amounted to 55,000 tons, and stocks at the beginning of the year amounted to 210,000 tons, while stocks at the end of the year amounted to 150,000 tons.	
9.	PC-3, UK-1	Calculate the final price of the equipment using the sliding price formula if the share of raw materials and supplies is 30%, the share of wages is 40%, and the prices of raw materials during the period of equipment production increased by 5%, and wages by 6%, the base price is \$1000.	
10.	PC-3	The favourability of the situation on the world commodity market is assessed from the point of view of	
11.	PC-3	<p>Match the driving force and manifestations:</p> <p>1. The driving forces behind the development of the global market are</p> <ul style="list-style-type: none"> <li>a) constant disruptions of the equilibrium of the market system;</li> <li>б) global economic and political crises;</li> <li>в) natural disasters; and various force majeure circumstances.</li> </ul> <p>Manifestations of the driving forces of the global market:</p> <ul style="list-style-type: none"> <li>1. earthquakes.</li> <li>2. new methods of competition;</li> <li>3. new organizational and legal forms of regulating emerging competition;</li> <li>4. new needs of the global community;</li> <li>5. new technological links in the production sphere;</li> <li>6. decline in production;</li> <li>7. overproduction of goods;</li> <li>8. victory of military dictatorships;</li> <li>9. the emergence of new goods and</li> </ul>	

Exercise	Competencies	Formulation of the task	Answer
		services; 10. change of governments; 11. terrorist acts;	
12.	PC - 2.3, UK-1	Ten firms operate in a product market. The first firm's market share is 35%, the second firm's is 15%, the third and fourth firms' share is 6% each, the fifth and sixth firms' share is 5% each, and the remaining four firms' share is 7%. Calculate the Herfindahl-Hirschman Index. If the first and eighth firms decide to merge, should the merger be permitted? The merger is permitted if the index does not exceed 1900.	
13.	PC-3, UK-5	OPEC regulates world oil prices for its member countries by setting	
14.	PC-3	In what currency are oil export duties in the Russian Federation denominated?	
15.	PC-3, UK-5	The most successful development in the era of the dominance of the _____ economy should be recognized as the development of countries and regions where the presence of _____ was observed (establish a correspondence): 1. Agricultural economy A. Significant mineral resources 2. Industrial economy B. Intensive development of science-intensive production based on the achievements of the scientific and technological revolution, reduction of its material and energy intensity, introduction of information technologies and achievements of the scientific and technological revolution in transport 3. Post-industrial economy B. Fertile soil, rich vegetation, favorable agroclimatic conditions	
16.	PC-3, UK-5	Which industry's products predominate in the structure of Russian exports?	
17.	PC-3	Which country is the world's leading producer of aluminum?	

Exercise	Competencies	Formulation of the task	Answer
18.	UK-5	Dutch country disease means: a) hypertrophied development of the extractive sector of the economy to the detriment of the development of the country's manufacturing industry; б) weak development of institutions, which include respect for private property rights, independence of the judiciary, and the fight against corruption.	
19.	PC-3, UK-5	Which group of goods predominates in the sectoral structure of Russian imports?	
20.	U K - 5 , UK-1	Establish the sequence of compiling sections of the global commodity market situation review: a) World prices б) Market forecast в) Production and consumption г) Resume д) Supply and demand	
21.	PC-3, UK-5	Tick the correct statements: a) in the commodity structure of international trade, the share of raw materials is decreasing and the share of finished goods is increasing; б) the commodity structure of world trade has not changed over the past 50 years; в) Developed countries are characterized by a higher share of imported finished goods compared to their exports; г) Developed countries are characterized by a higher share of fuel imports.	
22.	PC-3	Which of the following refers to constantly acting market-forming factors: a) State; б) Scientific and technological progress; в) Seasonality; г) Natural disasters; д) TNC; e) Political crises.	
23.	PC-3, UK-1	The indicator characterizing the degree of market monopolization, calculated as the sum of the squares of the percentage market shares occupied by each firm producing one product, is called: a) Herfindahl - Hirschman index of market concentration ; б) threshold market share; в) market concentration ratio.	
24.	PC - 2 . 3 , UK-1	The share of sales of this company in total sales in the target market: a) market saturation; б) market share of the firm; в) market capacity.	

Exercise	Competencies	Formulation of the task	Answer																				
25.	PC - 2.3, UK-1	<p>Calculate the capacity of the European cheese market (thousand tons) for each year:</p> <table border="1"> <thead> <tr> <th>Indicators</th> <th>2010</th> <th>2011</th> <th>2012</th> </tr> </thead> <tbody> <tr> <td>Production</td> <td>5813</td> <td>5891</td> <td>5980</td> </tr> <tr> <td>Import</td> <td>110</td> <td>109</td> <td>120</td> </tr> <tr> <td>Export</td> <td>462</td> <td>524</td> <td>530</td> </tr> <tr> <td>Change in stocks</td> <td>30</td> <td>0</td> <td>10</td> </tr> </tbody> </table> <p>Draw a conclusion whether the market capacity is increasing or decreasing.</p>	Indicators	2010	2011	2012	Production	5813	5891	5980	Import	110	109	120	Export	462	524	530	Change in stocks	30	0	10	
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26.	PC-3	<p>Continue the statement: A cheap money policy is implemented when the Central Bank's interest rate</p>																					
27.	PC-3	<p>The recovery phase of the business cycle ends when:</p> <ol style="list-style-type: none"> <li>industrial production reaches pre-crisis levels;</li> <li>industrial production reaches its maximum level;</li> <li>Industrial production begins to decline.</li> </ol>																					
28.	PC-3	<p>At what phase of the business cycle (crisis, recovery, expansion) does the Central Bank increase the interest rate?</p>																					
29.	PC-3, UK-5	<p>What place does Russia occupy in the global production of military equipment and weapons?</p>																					
30.	PC-3	<p>For which phase of the business cycle are the following manifestations characteristic:</p> <ul style="list-style-type: none"> <li>Reduction of inventory,</li> <li>Stable level of production,</li> <li>Unemployment rate remains unchanged,</li> <li>The constant level of underutilization of production capacities,</li> <li>Lowering the interest rate,</li> <li>The beginning of the renewal of fixed capital,</li> <li>Reducing production costs,</li> <li>The beginning of a structural reorganization of social production?</li> </ul>																					
31.	PC-3	<p>For which phase of the business cycle are the following manifestations characteristic:</p> <ul style="list-style-type: none"> <li>Increase in the scale of production to the pre-crisis level,</li> <li>Decrease in unemployment,</li> <li>Reducing the level of underload,</li> <li>Growing scale of investments,</li> <li>Massive renewal of fixed capital,</li> <li>Changing the proportions of social production?</li> </ul>																					
32.	PC-3	<p>For which phase of the business cycle are the following manifestations characteristic:</p> <ul style="list-style-type: none"> <li>Increase in the scale of production above</li> </ul>																					

Exercise	Competencies	Formulation of the task	Answer
		<p>the pre-crisis level,</p> <ul style="list-style-type: none"> <li>• Investment boom,</li> <li>• Increased competition,</li> <li>• Further reduction in the unemployment rate,</li> <li>• Rising price levels,</li> <li>• Interest rate increase,</li> <li>• Accumulation of contradictions of reproduction,</li> <li>• Shaping the Preconditions for the Next Overproduction Crisis?</li> </ul>	
33.	PC-3	<p>For which phase of the business cycle are the following manifestations characteristic:</p> <ul style="list-style-type: none"> <li>• Fall in profits and stock prices;</li> <li>• Increase in stocks of unsold products,</li> <li>• Reduction in the scale of production,</li> <li>• Reduction of investments,</li> <li>• Rising unemployment,</li> <li>• Reduction of wages,</li> <li>• Reduction in price levels,</li> <li>• Increase in underutilization of production capacities,</li> <li>• Interest rate increase,</li> <li>• Bankruptcy.</li> <li>• Is industrial production declining in absolute terms (from 0.5 to 2-3 years, on average 1.5 years)?</li> </ul>	
34.	PC-3	<p>Please identify specific economic cycle indicators that are countercyclical factors (multiple answers):</p> <ul style="list-style-type: none"> <li>a) the size of firms' inventories,</li> <li>б) import volume;</li> <li>в) sales volume, company profits;</li> <li>г) export volume;</li> <li>д) real interest rate;</li> <li>е) unemployment rate.</li> </ul>	
35.	PC-3	<p>The main external sign of the existence of the world market is:</p> <ul style="list-style-type: none"> <li>a) presence of foreign sellers and buyers;</li> <li>б) the presence of external demand and supply;</li> <li>в) movement of goods and services between countries;</li> <li>г) the existence of a global economic space;</li> <li>д) the presence of an international trade organization</li> </ul>	
36.	PC-3	<p>The conjuncture is:</p> <ul style="list-style-type: none"> <li>a) a science that studies the phenomena of economic life;</li> <li>б) a specific process of cyclical reproduction</li> </ul>	

Exercise	Competencies	Formulation of the task	Answer
		<p>that finds its manifestation in the dynamics of industrial production and capital investment, in fluctuations in prices and interest rates, in changes in domestic and foreign trade and other economic indicators;</p> <p>в) a set of conditions and factors that determine the development of the global economy, the economic situation of one particular country, and the development of any sphere of production;</p> <p>г) supply and demand ratio;</p> <p>д) set of production factors.</p>	
37.	PC-3	<p>Determine the sequence of stages of research into the market situation and business environment at the enterprise:</p> <p>а) Information analysis</p> <p>б) Using the results</p> <p>в) Defining the goals and directions of market research</p> <p>г) Selection of sources of information</p> <p>д) Results report</p> <p>е) Forecast assessments of the market situation</p> <p>ж) Information collection</p> <p>з) Compiling a market review</p>	
38.	PC-3, UK-1	<p>Justify the relationship between market capacity and saturation (complete the sentence): The _____ the market saturation, the _____ its potential capacity.</p>	
39.	UK-1, PC-3	<p>Match the types of economic cycles and their driving forces:</p> <p>Economic cycles:</p> <p>а) Short-term cycles – 3.5-4.5 years. J. Kitchen's model</p> <p>б) Medium-term industrial cycles – 7-11 years. K. Juglar's model</p> <p>в) Construction cycles – 15-25 years. S. Kuznets model</p> <p>г) Long-term cycles – 45-60 years. "Kondratiev's Great Waves"</p> <p>д) J. Forrester's Cycles – 200 Years</p> <p>е) E. Toffler's cycles – 1000-2000 years</p> <p>Driving forces:</p> <ol style="list-style-type: none"> <li>1. the investment cycle that initiates changes in GDP, inflation, and employment</li> <li>2. frequency of renovation of housing and some industrial buildings</li> <li>3. the emergence of new types of energy and</li> </ol>	

Exercise	Competencies	Formulation of the task	Answer
		materials 4. development of civilizations 5. technological progress, structural changes 6. inventory cycle, product life cycle	
40.	PC-3	An indicator that reflects the percentage of sales of products by a certain number of major sellers to the total sales volume in a given market is called: a) Herfindahl - Hirschman index of market concentration ; б) threshold market share; B) market concentration ratio.	