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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

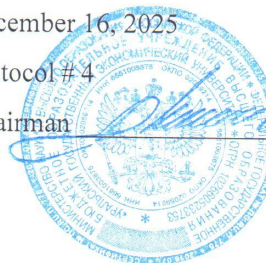
Head of the Department Falchenko O.D.

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 commercial transactions and foreign trade contracts
Field of study	38.04.02 Management
Profile	International business (on English)
Form of study	Full-time
Year of enrollment	2026

Compiled by:
Professor,
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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

The purpose of mastering this course is to develop competencies related to acquiring knowledge about the main forms and methods of foreign economic cooperation between Russian enterprises and foreign partners, the use of tools for the financial and economic assessment of international commercial transactions, as well as the consolidation of practical skills in the preparation of foreign economic contracts and their subsequent implementation.

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 2						
Credit	216	12	4	8	204	6
Semester 3						
Exam, Coursework	72	24	8	16	21	2
	288	36	12	24	225	8

4. PLANNED RESULTS DEVELOPMENT OPOP

As a result of mastering the OPOP, 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

UK-1 Able to carry out a critical analysis of problematic situations based on a systems approach and develop an action strategy	ID-2.UK-1 Be able to: identify problem situations, search for information and solutions
	ID-3.UK-1 Have practical experience in developing and justifying a strategy for solving a problem situation based on a systems approach

Professional competencies (PC)

Code and name of the competence	Indicators of competency achievement
organizational and managerial	
PC-1 Preparation and execution of foreign economic transactions	<p>ID-1.PK-1 Know:</p> <ul style="list-style-type: none"> Regulatory legal acts governing foreign economic activity product requirements Regulatory legal acts governing state support for foreign economic activity Types, forms and instruments of state support for foreign economic activity Rules for preparing documentation for a foreign trade contract Document flow procedures in an organization 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>PC-1 Preparation and execution of foreign economic transactions</p>	<p>ID-2.PK-1 Be able to:</p> <ul style="list-style-type: none"> Use computing, copying, auxiliary equipment and various types of telecommunications Formulate and distribute tasks among employees of a department within an organization Communicate with potential partners using modern means of communication Conduct business correspondence with foreign partners Assess the effectiveness and compliance of documentation of commercial proposals and requests from participants in foreign economic activity Identify the interests of potential partners to formulate individual proposals To generalize and systematize the requirements of the legislation of the Russian Federation and the requirements of international agreements and treaties for foreign economic activity To generalize and systematize information on the organization's areas of activity
	<p>ID-3.PK-1 Have practical experience:</p> <ul style="list-style-type: none"> Planning and setting tasks for employees of a department within an organization Obtaining and analyzing information on the implementation of foreign trade contracts Ensuring internal interaction between the organization's specialized specialists on the terms of cooperation with potential partners for the conclusion and (or) management of a foreign trade contract Determination of the circle of participants in the implementation of a foreign trade contract Interaction with the organization's relevant specialists and third-party organizations to verify the reliability of potential partners for concluding a foreign trade contract Processing of received data, information and documents about potential partners for concluding a foreign trade contract Conducting a final analysis of proposals from potential partners on terms of cooperation for concluding a foreign trade contract Selecting potential partners for concluding a foreign trade contract Ensuring the approval of the draft foreign trade contract within 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 treaties Compilation of a list and monitoring of changes in measures of state support for foreign economic activity

PC-3 Planning of foreign economic activities of the organization	<p>ID-1.PK-3 Know:</p> <p>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:</p> <p>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>
	<p>ID-3.PK-3 Have practical experience (work activities):</p> <p>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</p>

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		
Semester 2		216					

Topic 1.	Mechanisms of state regulation of foreign trade activities in the Russian Federation. Regulatory legal acts governing foreign economic activity. The nature of commercial transactions and their classification in accordance with areas of foreign economic cooperation. Organizational, legal, and economic conditions	216	4		8	204	
Semester 3		45					
Topic 2.	The structure and terms of a foreign trade contract. Rules for preparing foreign trade contract documentation . Economic justification for decisions in the field of foreign economic activity. Specifics of using basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions. PC-	22	4		8	10	
Topic 3.	Economic justification of decisions based on foreign economic performance indicators . Assessment of the organization's export potential and import needs . PC-1, PC-3	23	4		8	11	

6. FORMS CURRENT CONTROL AND INTERMEDIATE CERTIFICATIONS SCALES ASSESSMENTS

Section/Topic	Type of assessment tool	Description of the assessment tool	Evaluation criteria
Current control (Appendix 4)			

<p>Topic 1</p>	<p>KTR 1.1 COMPREHENSIVE CASE STUDY (Appendix 4)</p>	<p>Assignment for the preparation of a competitive list for the import of dyes for the chemical industry</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>
<p>Topic 2</p>	<p>KTR 1.2 Testing (Appendix 4)</p>	<p>Test of knowledge of delivery terms (Incoterms)</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>

<p>Topic 3</p>	<p>KTR 2.1 COMPREHENSIVE CASE STUDY (Appendix 4)</p>	<p>A calculation and graphic work and case study on calculating the efficiency of a foreign trade transaction using Incoterms and the customs legislation of the EAEU (customs value, tariff preferences)</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>
<p>Topic 2</p>	<p>KTR 1.3 Testing (Appendix 4)</p>	<p>Test of knowledge of delivery terms (Incoterms)</p>	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>

Topic 3	KTR 2.2 Creative work (Appendix 4)	Draw up a foreign trade contract using a standard structure (the object and counterparties are chosen by the student)	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>
Topic 3	KTR 2.3 Creative work (Appendix 4)	Based on the contract drawn up in KTR 2.2, calculate the customs value and customs duties for the transaction.	<p>10 points</p> <p>Criteria: up to 49% of the total number of points scored - "unsatisfactory"; from 50% to 69% of the total number of points scored - "satisfactory"; from 70% to 84% of the total number of points scored - "good"; from 85% to 100% - "excellent".</p>
Interim assessment (Appendix 5)			
2nd semester (For)	Tickets for the test (Appendix 5)	The ticket consists of 2 theoretical questions.	50-100% - passed; 0-49

3rd semester (Exam)	Test (Appendix 5)	Theoretical questions in the form of a test and a practical assignment	Criteria: up to 49% - "unsatisfactory"; from 50% to 69% - "satisfactory"; from 70% to 84% - "good"; from 85% to 100% - "excellent".
3rd semester (KR)	Coursework	List of coursework topics (Appendix 3), Methodological recommendations for completing coursework on the subject (Appendix 7).	Criteria: up to 49% - "unsatisfactory"; from 50% to 69% - "satisfactory"; from 70% to 84% - "good"; from 85% to 100% - "excellent".

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. Mechanisms of state regulation of foreign trade activities in the Russian Federation. Regulatory legal acts governing foreign economic activity. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner in foreign economic activity. UK-1, PK-1, PK-3

Mechanisms for state regulation of foreign trade activities in the Russian Federation. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner for foreign economic activity.

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

The nature and main types of international commercial transactions. Classification of international commercial transactions. Basic methods for conducting international commercial transactions.

The concept of a foreign trade transaction. Factors determining the foreign trade nature of transactions. Subjects and objects of foreign trade transactions. Classification of types of foreign trade transactions by objects of the transaction. The nature and specifics of concluding foreign trade transactions involving fuel, 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 (Vienna Convention 1980) in the implementation of foreign trade activities.

Topic 2. The structure and terms of a foreign trade contract. Rules for preparing foreign trade contract documentation

. Economic justification of decisions in the field of foreign economic activity. Specifics of using basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions. PC-1

The structure of a foreign trade contract and the economic rationale for decisions in foreign trade.

Specific aspects of using basic and transport terms (INCOTERMS) in

foreign trade contracts. Tools for mitigating financial risks in

foreign trade transactions and documentation for the execution of foreign trade transactions.

Methods of conducting foreign economic transactions. The nature and advantages of direct and

indirect methods of conducting foreign economic transactions. Procedures for preparing

foreign economic transactions with direct connections.

Foreign trade brokerage. Types of trade and brokerage operations. The nature

of brokerage and commission foreign trade operations and resale transactions. Methods

of remunerating brokers.

Types of foreign trade contracts and their specifics. Legal aspects

of foreign trade sales contracts. Structure of a foreign trade contract.

Contents and procedures for completing contract sections.

A set of international rules (Incoterms 2020) used to determine the basic terms and conditions

for the delivery of goods. Groups and types of terms, and the fundamental differences between them. Accepted

official abbreviations of terms. Specific uses of terms for various modes

of transportation. Allocation of costs and risks associated with the delivery of goods, as well as

responsibilities for completing and paying commercial documents between the seller and buyer

according to Incoterms 2020 (under different basic delivery terms).

Obligations of the seller and buyer common to different basic delivery terms.

Specific aspects of determining payment terms in a foreign trade contract. Payment methods

used in international trade practices. Types of payments, their differences, and specific

uses. Currency controls in foreign economic activity.

Regulatory legal acts governing foreign economic activity;

International agreements in the field of standards and product requirements; Regulatory legal

acts governing state support for foreign economic activity; Types,

forms and instruments of state support for foreign economic activity; Rules

for preparing documentation for a foreign trade contract; Document flow procedures in

an organization; Terms of a foreign trade contract; Marketing and pricing features;

Business communication ethics and negotiation rules

Topic 3. Economic justification of decisions based on

foreign economic activity performance indicators. Assessment of an organization's export potential and

import needs. PC-1, PC-3

Economic justification of decisions based on foreign economic performance indicators

activities.

Key performance indicators 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), and fees (for customs

clearance) levied by customs authorities in the field of customs affairs. Types of customs

duties: ad valorem, combined, and specific. The procedure for calculating the total

customs payment.

Principles for formulating a project task within the framework of a defined problem; basic

requirements for project work and criteria for evaluating the results of project

activities. Methods and principles of systemic analysis of foreign economic information. Fundamentals of

risk management in foreign economic activity. Fundamentals of business planning. Terms

of a foreign trade contract. Marketing and pricing features. Procedure for preparing

established reports.

Topic 1. Mechanisms of state regulation of foreign trade activities in the Russian Federation. Regulatory legal acts governing foreign economic activity. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner in foreign economic activity. UK-1, PK-1, PK-3
Mechanisms for state regulation of foreign trade activities in the Russian Federation. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner for foreign economic activity.

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

- Formation of a mechanism for state regulation of foreign trade activities in the Russian Federation (preparation of presentations);
- Formation of the customs union EurAsEC / EEU EurAsEC / EAEU and changes in the regulatory framework for regulating foreign trade activities in the Russian Federation (assessment);
- Subjectivity of interests of foreign trade participants (Resolving a comprehensive case study and preparing a competitive list).

Topic 2. The structure and terms of a foreign trade contract. Rules for preparing foreign trade contract documentation

. Economic justification of decisions in the field of foreign economic activity. Specifics of using basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions. PC-1

The structure of a foreign trade contract and the economic rationale for decisions in foreign trade. Specific aspects of using basic and transport terms (INCOTERMS) in foreign trade contracts. Tools for mitigating financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions.

The seminar will be conducted in the form of case studies, practical tasks and testing.

Topic 3. Economic justification of decisions based on foreign economic activity performance indicators. Assessment of an organization's export potential and import needs. PC-1, PC-3

Economic justification of decisions based on foreign economic performance indicators activities

The format of the seminar is calculation and graphic work, case study.

7.3. Contents of independent work

Topic 1. Mechanisms of state regulation of foreign trade activities in the Russian Federation. Regulatory legal acts governing foreign economic activity. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner in foreign economic activity. UK-1, PK-1, PK-3
Mechanisms for state regulation of foreign trade activities in the Russian Federation. The nature of commercial transactions and their classification according to areas of foreign economic cooperation. Organizational, legal, and economic conditions for selecting a foreign partner for foreign economic activity.

The objective is to study the specifics of the legal basis for state regulation of foreign trade activities in the Russian Federation.

Objective: to identify the specific features of implementing international commercial transactions and to know the economic conditions for selecting a foreign partner when carrying out foreign economic activity.

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

Key concepts: International commercial transaction, foreign trade agreement, subject of a foreign trade agreement, object of a foreign trade agreement, UN Convention on Contracts for the International Sale of Goods (Vienna Convention 1980)

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare presentation reports on the topic (optional):

1. The mechanism of state regulation of foreign trade activities in the Russian Federation.
2. Non-tariff instruments of foreign trade regulation in the modern global economy.
3. Tariff instruments of foreign trade regulation in the modern global economy.
4. Analysis of the structure of a foreign trade contract using an example (enterprise – student's choice).
5. Application of Incoterms 2010 in foreign trade cooperation.
6. Foreign trade protectionism: international experience and Russian practice.
7. Use of letters of credit when concluding foreign trade transactions.
8. Use of collection in foreign economic activity.
9. VAT refund when carrying out foreign trade transactions: international experience.
10. Application of licensing in the Russian Federation when conducting foreign trade transactions with certain categories of goods.
11. Features of a Russian enterprise entering a foreign market (country of the student's choice).

Assignment – Creative work on developing a problem (case) based on lecture materials and a practical lesson using a company example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

Topic 2. The structure and terms of a foreign trade contract. Rules for preparing foreign trade contract documentation

. Economic justification of decisions in the field of foreign economic activity. Specifics of using basic and transport terms (INCOTERMS) in the implementation of foreign trade contracts. Tools for reducing financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions. PC-1

The structure of a foreign trade contract and the economic rationale for decisions in foreign trade. Specific aspects of using basic and transport terms (INCOTERMS) in foreign trade contracts. Tools for mitigating financial risks in foreign trade transactions and documentation for the execution of foreign trade transactions.

The objective is to study the methodological foundations of drafting a foreign trade contract. Objective: to identify the specific features of using basic and transport conditions in the implementation of foreign trade contracts.

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

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

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare a presentation report on the topic (optional):

1. Features of using the basic delivery conditions (the basis from Incoterms at the student's choice) when carrying out foreign economic activities.
2. Tools for reducing financial risks when carrying out foreign trade transactions (bank transfer, letter of credit, collection, etc. – at the student's choice)
3. Documentation support for foreign trade transactions (foreign trade contract, customs declaration, transaction passport, consignment note – at the student's choice)

Assignment – Creative work on developing a problem (case) based on lecture materials and a practical lesson using a company example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

Topic 3. Economic justification of decisions based on foreign economic activity performance indicators. Assessment of an organization's export potential and import needs. PC-1, PC-3

Economic justification of decisions based on foreign economic performance indicators activities

The objective is to study the indicators of economic efficiency in the implementation of foreign economic activities.

Objective: to identify the specifics of calculating the economic efficiency of a foreign trade transaction taking into account different supply bases.

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

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

ASSIGNMENTS FOR INDEPENDENT WORK

The task is to prepare a presentation report on the topic (optional):

- Stages of calculating economic efficiency in the implementation of foreign economic activity.
- The influence of basic delivery conditions on the calculation of customs duties when implementing a foreign trade transaction.
- Calculation of the economic efficiency of a foreign trade transaction using a basis (a basis chosen by the student) using an example (an enterprise chosen by the student).

Assignment – Creative work on developing a problem (case) based on lecture materials and a practical lesson using a company example (at the student's discretion). The assignment is completed individually or in a group of two. The results of the work are presented and tested during practical lessons in the discipline.

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
Appendix 3

7.4. Student's electronic portfolio
The student's electronic portfolio (portfolio.usue.ru) for each discipline contains:
-coursework.

7.5. Methodological recommendations for completing the test
The test is not included in the curriculum.

7.6 Methodological recommendations for completing coursework
Appendix 7

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. Gromova N.M. Foreign Trade Contract [Electronic resource]: Study Guide. - Moscow: Magistr Publishing House, 2023. - 144 - Access mode: <https://znanium.com/catalog/product/1915661>

3. Karpunina E.V., Karpunin A.Yu., Gadzhiev N.G., Konovalenko S.A. Foreign economic activity [Electronic resource]: Textbook. - Moscow: OOO "Scientific Publishing Center INFRA-M", 2024. - 265 - Access mode: <https://znanium.com/catalog/product/1870116>

Further reading:

2. Organization and management of foreign economic activity of the enterprise. Study guide. [in 2 parts]. Part 2 [Electronic resource]:. - Ekaterinburg: [USUE Publishing House], 2015. - 208 – Access mode: <http://lib.usue.ru/resource/limit/ump/16/p486387.pdf>

3. Vyazovskaya V. V., Kovalev V. E., Linetsky A. F., Maydanik V. I., Plyusnina O. M., Savelyeva I. N., Semin A. N., Falchenko O. D., Yurchenko K. P. International commercial operations: theory and practice [Electronic resource]: study guide. - Ekaterinburg: [USUE Publishing House], 2019. - 244 - Access mode: <http://lib.usue.ru/resource/limit/ump/19/p492230.pdf>

4. Chudnovsky A.D., Vasyanin Yu.L., Zhukova M.A. International commercial operations [Electronic resource]: Study guide. - Moscow: KnoRus, 2016. - 133 - Access mode: <https://book.ru/book/916998>

5. Seyoum B. Export-Import Theory, Practice, and Procedures:. - , 2014. - 644

6. Ramberg J. International commercial transactions:. - , 2011. - 629

7. David PA International Logistics: The Management of International Trade Operations: 5th edition. - , 2018. - 717

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:

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

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.

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

Reference and legal information system Consultant +. Agreement No. 143/223-U/2025 from December 2, 2025 Term actions licenses to December 31, 2026

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 exam

To be credited

1. The mechanism of state regulation of foreign trade activities in the Russian Federation.
2. Foreign trade protectionism: international experience and Russian practice.
3. Instruments of trade policy in foreign economic activity.
4. Contract for the International Sale of Goods. Vienna Convention 1980.
5. Economic conditions for choosing a foreign partner when carrying out foreign economic activity.
6. Organizational and legal conditions for selecting a foreign partner in foreign economic activity.
7. Classification of operations according to areas of foreign economic cooperation.
8. The essence and methods of implementing export-import operations.
9. The procedure for preparing an export transaction.
10. The procedure for preparing an import transaction.
11. Conducting preliminary negotiations.
12. Methods of concluding foreign trade contracts of sale and purchase by the seller.
13. Methods of concluding foreign trade contracts of sale and purchase by the buyer.
14. Offer. Types of offers. Firm and open offers.
15. Country of origin of goods and its impact on the efficiency of foreign economic activity.
16. Tools for reducing financial risks in foreign trade operations.
17. Transport and logistics support for foreign economic activity. Incoterms .
18. Insurance support for foreign economic activity.
19. Customs duties in foreign economic activity.
20. VAT in foreign economic activity.
21. Excise taxes in foreign economic activity.
22. Customs duties in foreign economic activity.
23. International Sale and Purchase Contract. Standard Structure.
24. Subject and object of the international sale and purchase contract.
25. Price and total value of an international sales contract. Incoterms .
26. Quantity and quality in the international sale and purchase contract.
27. Currency terms of an international sales contract. Price currency. Payment currency.
28. Payment methods in international sales contracts. Letter of credit.
29. Payment methods in international sales contracts. Collection.
30. Payment methods in international sales contracts. Bank transfer.

For the exam

1. Basic terms of delivery in sales contracts.
2. Incoterms 2020 and the mechanism for its use in foreign economic activity.
3. Group E Incoterms 2020: application features .
4. Group F Incoterms 2020: application features.
5. Group C of Incoterms 2020: application features.
6. Group D Incoterms 2020: application features.
7. Documentation for execution of foreign trade transactions: export.
8. Documentation for execution of foreign trade transactions: import.
9. Non-tariff instruments of foreign trade regulation in the modern global economy.
10. Tariff instruments of foreign trade regulation in the modern global economy.
11. Tariff preferences when implementing foreign trade transactions.
12. Delivery condition EWX Incoterms 2020 .
13. FCA delivery terms Incoterms 2020 .

14. Delivery terms FAS Incoterms 2020 .
15. FOB Incoterms 2020
16. Delivery terms CIF Incoterms 2020 .
17. Delivery terms CFR Incoterms 2020 .
18. Delivery terms CIP Incoterms 2020 .
19. Delivery terms CPT Incoterms 2020 .
20. Delivery terms DAP Incoterms 2020 .
21. Delivery terms DPU Incoterms 2020 .
22. DDP delivery terms Incoterms 2020 .
23. Comparative characteristics of delivery conditions of groups C and F.
24. Comparative characteristics of delivery conditions of groups C and D.
25. Comparative characteristics of delivery conditions of groups E and F.
26. Comparative characteristics of delivery conditions of groups E and D.
27. Transfer of risks of loss/damage to goods from the seller to the buyer when using INCOTERMS 2020. Risk insurance.
28. Transfer of delivery costs from seller to buyer when using INCOTERMS 2020. Features of different delivery groups .
29. Evaluation of the efficiency of import operations.
30. Evaluation of the effectiveness of export operations.

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

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

PC-1 Preparation and execution of foreign economic transactions

PC-3 Planning of foreign economic activities of the organization

Exercise	Competences	Formulation of the task
1.	PC1	The UN Convention on Contracts for the International Sale of Goods was signed on _____ in _____.
2.	PC1, 3, UK1	What basic contract terms (Incoterms 2020) oblige the Seller to enter into an insurance contract in favor of the Buyer?
3.	PC1	An offer from a seller addressed to a specific buyer and containing a deadline for a response is called: a) Offer; б) Acceptance; в) Firm offer; г) Free offer.
4.	PC1, 3, UK1	The basic terms of delivery in the contract are determined by (two answer options): a) Procedure for transportation of goods; б) Distribution of delivery costs between the seller and the buyer; в) Responsibility of the parties for the performance of the contract; г) The moment of transfer of risk for delivery of goods from the seller to the buyer.
5.	PC1, 3, UK1	The basic terms of delivery in the contract determine two important points - 1) _____ and 2) _____.
6.	PC1, 3, UK1	In what cases does the buyer bear all costs and risks after the goods have passed the ship's rail at the port of shipment and are placed on board, under the following conditions: a) FOB; б) FAS; в) CFR; г) CIF
7.	PC1, 3, UK1	The basic delivery term CIF assumes that the risk of accidental loss of or damage to the goods is transferred from the seller to the buyer _____.
8.	PC1, 3, UK1	When goods are delivered on FOB terms, the vessel's freight provides _____.
9.	PC1, 3, UK1	The basic condition "DDP Moscow, buyer's warehouse" assumes that transportation across the single customs territory is paid by _____.
10.	PC1, 3, UK1	When delivering goods on EXW terms, responsibility for loading them onto the buyer's vehicle, unless otherwise agreed, lies with _____.

Exercise	Competences	Formulation of the task
11.	PC1, 3, UK1	Under the basic CFR condition, sea transportation is carried out: a) at the risk and expense of the seller; б) at the risk of the seller, but at the expense of the buyer; в) at the buyer's risk, but at the seller's expense; г) at the risk and expense of the buyer.
12.	UK2, PK1, 3, UK1	Place the activities developed by the company to enter the foreign market with its product in the correct order: a) choosing a trading method and conducting an advertising campaign б) development and distribution of a commercial proposal в) conclusion of a foreign trade contract г) market situation analysis of the selected market д) conducting negotiations е) implementation (execution) of a foreign trade contract ж) registration of a company as a participant in foreign economic activity
13.	PC1, 3, UK1	In what form, according to international standards, should a contract for the international sale of goods involving a Russian enterprise be concluded?
14.	PC1, 3, UK1	When goods are delivered on EXW terms, responsibility for clearing the goods for export, unless otherwise agreed, lies with _____.
15.	PC1, 3, UK1	The FCA's basic condition requires the seller to fulfill its delivery obligations upon delivery of the goods (two answer options): a) to the carrier at the designated port of shipment; б) to the buyer at the designated port of destination; в) to the carrier at his enterprise, subject to ensuring the loading of the goods onto the carrier's vehicle; г) to the carrier at the named point of departure (mainline transport terminal).
16.	PC1, 3, UK1	Compare the moments of transfer of risks of accidental loss or damage to goods from the seller to the buyer with the corresponding basic terms of delivery. ☿ DAP - _____. ☿ DDP - _____. ☿ EXW - _____. ☿ FAS - _____. ☿ FCA - _____. a) at the Seller's production warehouse б) at the berth at the port of loading в) upon transfer to the first carrier of the Seller г) at the destination at the place designated by the Buyer
17.	PC1, 3, UK1	Compare the group of basic delivery terms (Incoterms 2020) and its description: a) Group D б) Group F в) Group E г) Group C 1) the main freight is not paid, i.e. the seller places the goods in the care of the

Exercise	Competences	Formulation of the task																										
		<p>first carrier specified by the buyer and chartered by him;</p> <p>2) the main freight is paid, i.e. the seller enters into a contract of carriage and places the goods in the care of the carrier;</p> <p>3) dispatch, i.e. the seller places the goods at the disposal of the buyer at his premises;</p> <p>4) arrival, i.e. the seller enters into a contract of carriage and places the goods at the disposal of the buyer at the agreed place of destination, with or without payment of duty.</p>																										
18.	PC1, 3, UK1	<p>Incoterms 2020 basic delivery term implies the seller's maximum liability for the delivery of goods under a foreign trade contract:</p> <p>a) EXW;</p> <p>б) DAP;</p> <p>в) FCA;</p> <p>г) DDP.</p>																										
19.	PC1, 3, UK1	Incoterms delivery condition ? Does 2020 imply maximum liability for the seller for the delivery of goods under a foreign trade contract?																										
20.	PC1, 3, UK1	<p>Incoterms delivery condition ? 2020 stipulates the minimum liability of the seller for the delivery of goods under a foreign trade contract:</p> <p>a) EXW;</p> <p>б) DAP;</p> <p>в) FCA;</p> <p>г) DDP.</p>																										
21.	PC1, 3, UK1	Incoterms delivery condition ? Does 2020 imply minimum liability for sellers when supplying goods under a foreign trade contract?																										
22.	PC1, 3, UK1	<p>Let's say a company needs to decide on purchasing equipment for production needs. There are two purchasing options: domestic and international.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th rowspan="2">Item No.</th> <th rowspan="2">Indicator</th> <th colspan="2">Options</th> </tr> <tr> <th>Imported equipment</th> <th>Domestic equipment</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Contract price</td> <td>40,000 dollars</td> <td>1,280,000 rubles</td> </tr> <tr> <td>2</td> <td>Costs associated with the purchase, delivery, and installation of equipment</td> <td>\$15,000</td> <td>460,000 rubles</td> </tr> <tr> <td>3</td> <td>Equipment service life</td> <td colspan="2" style="text-align: center;">8 years</td> </tr> <tr> <td>4</td> <td>Annual costs associated with operating the equipment</td> <td>210,000 rubles</td> <td>240,000 rubles</td> </tr> <tr> <td>5</td> <td>Exchange rate</td> <td colspan="2" style="text-align: center;">46 rubles/dollar</td> </tr> </tbody> </table> <p>Determine the purchase price of this product in rubles (rounded to whole numbers)</p>	Item No.	Indicator	Options		Imported equipment	Domestic equipment	1	Contract price	40,000 dollars	1,280,000 rubles	2	Costs associated with the purchase, delivery, and installation of equipment	\$15,000	460,000 rubles	3	Equipment service life	8 years		4	Annual costs associated with operating the equipment	210,000 rubles	240,000 rubles	5	Exchange rate	46 rubles/dollar	
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23.	PC1, 3, UK1	Using the data obtained in task 22, determine the consumption price of these goods in rubles (rounded to whole numbers)																										
24.	PC1, 3, UK1	<p>Using the data obtained in tasks 22-23, it is necessary to determine where it is more profitable to purchase equipment on the domestic market, and where on the foreign market.</p> <p>Determine the effect (savings/overspending) of funds in rubles (rounded to whole</p>																										

Exercise	Competences	Formulation of the task																																	
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25.	PC1, 3, UK1	Using the data obtained in tasks 22-23, it is necessary to determine where it is more profitable to purchase equipment on the domestic market, and where on the foreign market. Determine the effect (savings/overspending) of funds in fractions/ units (round to hundredths).																																	
26.	PC1, 3, UK1	How does the devaluation/revaluation of the ruble against the dollar (the contract currency) affect the feasibility of carrying out an import operation?																																	
27.	PC1, 3, UK1	How does the devaluation/revaluation of the ruble against the dollar (the contract currency) affect the feasibility of carrying out an export operation?																																	
28.	PC1, 3, UK1	<p>Let's say a metallurgical plant has the ability to sell hot-rolled coils of a certain range on domestic and foreign markets.</p> <table border="1"> <thead> <tr> <th>Item No.</th> <th>Indicator</th> <th>Option 3</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Sales volume, t</td> <td>1,470</td> </tr> <tr> <td>2</td> <td>Production cost per ton of product, rub.</td> <td></td> </tr> <tr> <td>2.1</td> <td>Version for the domestic market</td> <td>5 140</td> </tr> <tr> <td>2.2</td> <td>Export version</td> <td>5,970</td> </tr> <tr> <td>3</td> <td>Unit price of the product (t)</td> <td></td> </tr> <tr> <td>3.1</td> <td>On the domestic market, RUB</td> <td>7,020</td> </tr> <tr> <td>3.2</td> <td>On the external market, USD</td> <td>250</td> </tr> <tr> <td>4</td> <td>Commercial costs associated with sales on the domestic market, RUB/t</td> <td>730</td> </tr> <tr> <td>5</td> <td>Commercial costs associated with sales on the foreign market, USD/ t</td> <td>35</td> </tr> <tr> <td>6</td> <td>Exchange rate, rub./dollar</td> <td>67</td> </tr> </tbody> </table> <p>Determine the total costs for a batch of goods for the domestic and foreign markets in rubles (rounded to whole numbers).</p>	Item No.	Indicator	Option 3	1	Sales volume, t	1,470	2	Production cost per ton of product, rub.		2.1	Version for the domestic market	5 140	2.2	Export version	5,970	3	Unit price of the product (t)		3.1	On the domestic market, RUB	7,020	3.2	On the external market, USD	250	4	Commercial costs associated with sales on the domestic market, RUB/t	730	5	Commercial costs associated with sales on the foreign market, USD/ t	35	6	Exchange rate, rub./dollar	67
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29.	PC1, 3, UK1	Using the data from task 28, determine the result - revenue from the sale of goods for the domestic and foreign markets in rubles (rounded to whole numbers).																																	
30.	PC1, 3, UK1	Using the data from tasks 28-29, determine the effect - profit from the sale of goods for the domestic and foreign markets in rubles (rounded to whole numbers). It is necessary to determine in which case it is more profitable to sell products on the domestic market, and in which – on the foreign market.																																	
31.	PC1, 3, UK1	Using the data from tasks 28-29, determine the efficiency and profitability of selling goods to domestic and foreign markets in fractions/units (rounded to hundredths). It is necessary to determine in which cases it is more profitable to sell products domestically and in which cases to sell them internationally .																																	
32.	PC1, 3, UK1	Various forms of international commercial activity aimed at making a profit are _____.																																	
33.	PC1, 3, UK1	Is a sales contract considered international if it is concluded between parties of different nationalities whose commercial enterprises are located within the territory of the same state?																																	
34.	PC1, 3, UK1	Is a contract considered international if it is concluded between parties of the same nationality whose commercial enterprises are located in the territories of different states?																																	

Exercise	Competences	Formulation of the task														
	1															
35.	PC1	Italian businesses suffered enormous losses due to the sanctions and counter-sanctions imposed by the EU and Russia in 2014. Over two years, they lost €3.6 billion. The main reason was a 34 percent decline in exports. What type of foreign trade risks are we talking about in this case?														
36.	PC1	To prepare its products for export to Egypt, a Russian equipment manufacturer decided to obtain a bank loan. However, upon applying to the bank, it was discovered that the company could not provide collateral to secure the loan. What type of foreign trade risks are we dealing with in this case?														
37.	PC1, 3, UK1	It should be noted that in China, arbitration can only be conducted by officially recognized arbitration institutions, and the parties must appoint arbitrators from the lists of the arbitration institution they have chosen. What type of foreign trade risks are we addressing in this case?														
38.	PC1, 3, UK1	<p>\$ 220,000 , including packaging costs. The primary mode of transport is sea transport.</p> <p>The remaining expenses (converted into dollars at the official exchange rate) amounted to the following amounts in thousands of dollars:</p> <table border="1"> <thead> <tr> <th>Indicator</th> <th>Sum</th> </tr> </thead> <tbody> <tr> <td>1. Customs clearance fees and customs duties</td> <td>1.3</td> </tr> <tr> <td>2. Export license</td> <td>1.0</td> </tr> <tr> <td>3. Transportation costs to the exporter's port</td> <td>1.5</td> </tr> <tr> <td>4. Chartering a vessel</td> <td>15.6</td> </tr> <tr> <td>5. Loading and unloading operations at the port of departure</td> <td>2.0</td> </tr> <tr> <td>6. Insurance of the main transportation</td> <td>4.0</td> </tr> </tbody> </table> <p>Determine the price of a foreign trade contract concluded under EXW terms (Incoterms 2020).</p> <p>Answer: price EXW - thousand dollars (rounded to tenths).</p>	Indicator	Sum	1. Customs clearance fees and customs duties	1.3	2. Export license	1.0	3. Transportation costs to the exporter's port	1.5	4. Chartering a vessel	15.6	5. Loading and unloading operations at the port of departure	2.0	6. Insurance of the main transportation	4.0
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7.3.3. List of coursework

Approximate topics of coursework:

1. " Incoterms " in the structure of a foreign trade contract.
2. Certification in foreign trade operations of Russian participants in foreign economic activity.
3. The role of chambers of commerce and industry in the foreign economic activity of enterprises.
4. Measures of currency regulation and control in the sphere of foreign economic activity of the enterprise.
5. Terms of payment in the structure of a foreign trade contract.
6. Customs and tariff regulation of foreign economic activity.
7. International transportation and transport services for foreign economic activity.
8. Determining the efficiency of export-import operations.
9. Creation and operation of enterprises with foreign investment.
10. The role of the World Trade Organization in regulating international economic cooperation
11. Insurance in the practice of foreign trade transactions.
12. Commodity nomenclature of foreign economic activity when carrying out import operations.
13. Scientific and technical cooperation and technology exchange: foreign experience and Russian practice.
14. Economic and legal conditions for the conclusion and execution of contracts in foreign economic activity.
15. The procedure for preparing and conducting an export (import) transaction (goods and buyer at the student's choice).
16. The role of foreign investment in the modernization of the Russian economy.
17. Customs and legal aspects of protecting rights to intellectual property.
18. Customs value and its role in the system of customs regulation of foreign economic activity
19. Customs control of foreign economic activity: problems and prospects.
20. Formation of a contract price based on basic delivery conditions (e.g. DAT).
21. The topic is chosen by the student and agreed upon with the supervisor.

7.4. Student's electronic portfolio

The student's electronic portfolio (portfolio.usue.ru) for each discipline contains:
-coursework.

**Appendix 7
to the work program**

Federal State Budgetary Educational Institution of Higher Education
URAL STATE UNIVERSITY OF ECONOMICS

APPROVED
at a meeting of the Department of World
Economy and Foreign Economic Activity

METHODOLOGICAL RECOMMENDATIONS FOR COMPLETING COURSEWORK

by discipline

**INTERNATIONAL COMMERCIAL OPERATIONS AND FOREIGN TRADE
CONTRACTS**

Compiled by	Falchenko Oksana Dmitrievna, PhD in Economics , Associate Professor Vyazovskaya Veronika Vladimirovna , Ph.D. , Associate Professor Kovalev V.E., Doctor of Economics , Professor
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1. GENERAL PROVISIONS FOR COMPLETING COURSEWORK	4
2. THE PROCEDURE FOR COMPLETING COURSEWORK	5
3. CHOOSING A TOPIC FOR YOUR TERM PAPER	5
4. CONTENTS OF THE COURSE WORK	6
5. SELECTION AND STUDY OF LITERATURE ON THE TOPIC OF THE COURSE WORK	7
6. RECOMMENDED LITERATURE AND SOURCES FOR WRITING A TERM PAPER	7
7. WRITING A TERM PAPER	10
8. BRIEF REQUIREMENTS FOR THE DESIGN OF COURSEWORK	11
9. PRESENTATION AND DEFENSE OF COURSEWORK	11
10. CRITERIA FOR EVALUATING COURSEWORK	12
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INTRODUCTION FOR STUDENTS

Students studying the course "International Commercial Operations and Foreign Trade Contracts" take an exam in this course as per the curriculum. Admission to this final assessment is granted upon successful completion and defense of the coursework.

The purpose of writing a term paper is to help students develop independent, in-depth knowledge of one of the topics covered in the course "International Commercial Operations and Foreign Trade Contracts." Completing a term paper is essential:

Firstly , it consolidates and deepens students' knowledge of the subject being studied;

secondly , it introduces students to independent creative work with economic literature; teaches them to find in it the main and controversial provisions related to the problem under consideration; select, process and analyze specific material and, on its basis, draw justified conclusions;

thirdly , the student learns to consistently and economically express his thoughts when analyzing problems presented in scientific literature; to connect general theoretical positions with concrete reality;

Fourthly , the student gains experience in preparing speeches and reports for seminars, participating in discussions and student scientific conferences.

We wish you fruitful work in studying the discipline "International Commercial Operations and Foreign Trade Contracts" and successful completion of your coursework.

1. GENERAL PROVISIONS FOR COMPLETING COURSEWORK

The coursework is completed by the student in the process and defended at the end of the course within the established time frame (but no later than the day of the exam in the discipline).

The purpose of completing the course assignment: development of skills for independent scientific research work, systematization of the knowledge acquired in this course, development of abilities to solve specific scientific and practical problems in the field of management activities.

The main requirements for the coursework are as follows:

The topic of the coursework is revealed on the basis of studying the work of domestic and foreign authors and should have a scientific and practical nature.

The coursework must include elements of the student's independent scientific creativity, expressed in the selection and systematization of available information and materials on the topic being studied, the preparation of a work plan, the selection of a bibliography, the formulation and description of the problem being studied, and the formation of conclusions and proposals based on the research results.

The student's independence in completing the coursework must be demonstrated by the creation of tables, graphs, diagrams, and charts. Mechanical and verbatim copying of references is not permitted when writing the coursework. If citations are used, footnotes must be provided. The list of references (at least 25-30 sources) is compiled in accordance with bibliographic guidelines. The student is required to creatively use the selected literature to independently propose the content of the questions addressed.

Theoretical propositions on the chosen topic should be accompanied by illustrations of their practical application, identifying real-world problems and difficulties and proposing possible solutions. In this regard, special attention should be paid to studying existing experience on the topic, both domestic and international. A plan is developed for the work, the structure of which should include an introduction, the main content, a conclusion, a list of references, and, if necessary, appendices.

As the paper is written, the scholarly apparatus is developed: footnotes, references, and a bibliography. The approximate length of a term paper is 30-40 typewritten pages, 1.5-spaced on one side of a sheet of A4 white paper, excluding the bibliography and appendices.

Students should thoroughly prepare for their coursework. A positive outcome will be achieved if they regularly attend lectures, actively participate in seminars, and independently work through the course curriculum. Successful completion of a coursework project depends largely on proper organization of its preparation and writing, as well as adherence to the basic requirements.

2. PROCEDURE FOR COMPLETING COURSEWORK

The process of completing coursework includes the following main stages:

1. Preliminary selection of the topic of the course work.
2. Selection and study of literature on a pre-selected topic.
3. Analysis of available materials and factual data that can be used in preparing the coursework.
4. The final choice of the topic of the coursework, determination of the purpose and objectives of the coursework.

5. Developing a coursework plan. The individual elements of the plan should be interconnected and subordinated to the overall development of the topic. Avoid including too many questions, which will prevent a thorough and comprehensive exploration of each topic.

6. Coordination of the topic and plan of the course work with the academic supervisor and their approval.

7. Presentation of the contents of the course work in accordance with the agreed and approved plan.

8. Design of the coursework and its preparation for defense

All sections of the coursework must be logically connected to each other and subordinated to one main direction of the topic.

3. CHOOSING A TOPIC FOR YOUR TERM PAPER

A student can independently choose **a topic** for research and writing a term paper, having agreed on its choice with the academic supervisor .

With the supervisor, the student clarifies the plan of the course work ¹, the selection of literature, sources of factual materials, research methods, and determines the deadlines for completing the work.

The work must be sufficiently relevant, reveal the current state and prospects for the development of the theory and practice of the global economy, and also correspond to the field of study.

Approximate topics of coursework:

1. " Incoterms " in the structure of a foreign trade contract.
2. Certification in foreign trade operations of Russian participants in foreign economic activity.
3. The role of chambers of commerce and industry in the foreign economic activity of enterprises.
4. Measures of currency regulation and control in the sphere of foreign economic activity of the enterprise.
5. Terms of payment in the structure of a foreign trade contract.
6. Customs and tariff regulation of foreign economic activity.
7. International transportation and transport services for foreign economic activity.
8. Determining the efficiency of export-import operations.
9. Creation and operation of enterprises with foreign investment.
10. The role of the World Trade Organization in regulating international economic cooperation
11. Insurance in the practice of foreign trade transactions.
12. Commodity nomenclature of foreign economic activity when carrying out import operations.
13. Scientific and technical cooperation and technology exchange: foreign experience and Russian practice.
14. Economic and legal conditions for the conclusion and execution of contracts in foreign economic activity.
15. The procedure for preparing and conducting an export (import) transaction (goods and buyer at the student's choice).
16. The role of foreign investment in the modernization of the Russian economy.
17. Customs and legal aspects of protecting rights to intellectual property.
18. Customs value and its role in the system of customs regulation of foreign economic activity
19. Customs control of foreign economic activity: problems and prospects.
20. Formation of a contract price based on basic delivery conditions (e.g. DAT).
21. The topic is chosen by the student and agreed upon with the supervisor.

¹An approximate structure of the work is presented in Section 4 of these guidelines.

4. CONTENTS OF THE COURSEWORK

The structure of the coursework includes: content, introduction, chapters (at least three), conclusion, list of sources used (bibliography), and, if necessary, appendices:

content;

introduction (where the relevance of the topic and the level of its study are revealed in a concise form, the object and subject of the research are defined, the goal and objectives of the work are formed, the methods for their solution, the logic of the research, the sources on which the writing of the work is based are discussed. In terms of volume, the introduction takes 1-2 pages;

chapters (An approximate structure of the chapters of a term paper is presented below. At the end of each paragraph and chapter, brief summary conclusions and “connections” for the transition to the next part of the work should be made);

A conclusion (in which the main findings and proposals are clearly, concisely, and reasonably stated point by point. They should be concrete, logically follow from the content of the work, and reflect its main results. Proposals should be based on the conclusions, outline ways to implement the recommendations, indicate their target focus, and indicate the organizations to which they are addressed. The conclusion should be 2-3 pages long.)

list of sources used (must be prepared in accordance with GOST);

Appendices (if any). It is recommended that appendices contain tables of supporting numerical data; formulas and calculations; and supporting illustrations that could overload the text of the work and make it difficult to understand.

Section titles are formulated in accordance with the topic and structure of the coursework/thesis. However, section titles should not be repeated or duplicate the topic of the work. Below is a sample structure (outline) for a coursework:

Approximate structure of a term paper (topic: “Formation of a contract price under basic delivery conditions (e.g., DA P)”)

Introduction

1. Basic terms of delivery

1.1 Concept and purpose of basic conditions for the supply of goods

1.2 Application of Incoterms 2020 for the purpose of forming a contract price

1.3 Application of Incoterms 2020 in the field of customs and foreign economic activity

2. Analysis of the formation of the contract price under the basic delivery conditions (DA P)²

2.1. The concept of contract price

2.2 Analysis of the obligations of the buyer and seller for the purpose of determining the contract price under the basic delivery terms (DA P)

2.3. Features of accounting for insurance costs when forming a contract price under basic delivery conditions (DDP)

3. Formation of the contract price under basic delivery conditions (DA P)

3.1. Example of calculating the contract price under basic delivery conditions (DA P)

3.2. Analysis of judicial practice related to the determination of the contract price under basic delivery conditions (DA P)

Conclusion

List of references

Applications³

²the word "(DA P)" should be replaced by the corresponding basic delivery term: EXW , FOB , FCA , FAS , CIP , CIF , CPT , CFR , DAP , DPU , DDP

³if any

5. SELECTION AND STUDY OF LITERATURE ON THE TOPIC OF THE COURSE WORK

You should begin by selecting the necessary scientific literature on the relevant topic. This should primarily include textbooks and teaching aids. Follow the department's recommended reading list, as it aligns with the course syllabus.

In addition to textbooks, periodicals can be used when writing your term paper, as they are essential for analyzing modern economic processes. Articles and reports published in periodicals contain clearly and professionally presented theoretical material, are distinguished by their timely information, and an abundance of new facts and figures. When studying periodicals, pay attention to recent events, utilize current factual data, and statistical overviews.

A list of primary and secondary readings recommended by the department is provided in the course syllabus. All recommended readings are available in the library's circulation desk or reading room.

6. WRITING A TERM PAPER

The most critical and labor-intensive stage of completing coursework and final qualifying theses is their writing. At this stage, students are most required to apply theoretical knowledge; present material logically and consistently; conduct an in-depth analysis of literary, experimental, and factual data; and clearly formulate conclusions and recommendations.

The main requirements for the style and nature of presentation are:

Conciseness of presentation. Phrases should be specific and informative. Avoid covering elementary issues, as this work is intended for specialist readers only.

Logical presentation is important both when describing interconnected and interdependent processes and phenomena, and when describing processes that occur sequentially. When necessary, causal relationships should be emphasized and **expressed A personal approach** to the material being presented. This is achieved, in particular, by the use of introductory and connecting words such as: from this follows, thus, in connection with this, while, as is evident from the above, etc.

Clarity of presentation. Avoid phrases that don't express thoughts or judgments, which can hinder comprehension. When presenting the material, it is recommended to make extensive use of classifications of research objects, their step-by-step division, tabular forms, and comparative characteristics.

Use of special terminology that allows for a more concise, accurate, and professional presentation of the material.

The use of quantitative numerical indicators to characterize the state of the market, production, dynamics and structure of foreign trade turnover, competitiveness and the level of investment attractiveness of the economic environment, increasing the persuasiveness of the above.

Use of the impersonal mood. It is not recommended to use personal pronouns (for example: "I use" instead of "is used," "I believe" instead of "in our opinion" or "can be considered").

Literacy of presentation, which requires strict adherence to the rules of punctuation and spelling, and generally accepted abbreviations.

7. BRIEF REQUIREMENTS FOR THE DESIGN OF COURSEWORK

The coursework must be formatted in a certain manner in accordance with **the USUE REGULATIONS "On the requirements for the formatting of abstracts, internship reports, coursework, tests and theses."**

The work is done on a computer, on standard A4 sheets, in Times font. New Roman 14, 1.5-spaced, justified main text. The work should be bound.

The title page must include the subject, topic title, instructor's name, student's name, institute/faculty/center, group, field of study, and major. This is followed by the summary (plan) of the work and its main body. Before completing each section of the coursework, you must reproduce the assignment text in full. All tables, figures, appendices, section headings, and the main text of the work must be formatted in accordance with the university's requirements.

At the end of the paper, a list of references is provided. Please ensure that it is properly bibliographically listed. The list of references begins with monographs and textbooks listed alphabetically by author or work title. Articles from periodicals are then listed. Finally, Internet resources are cited.

For any statistical or other digital material borrowed from information sources and cited in the text of the coursework, references to the information source must be provided, which is included in the list of sources used.

On the first page (title page) the student must sign and put the date of submission of the work for review.

8. PRESENTATION AND DEFENSE OF THE COURSE WORK

The student completes the coursework independently. The supervisor advises the student during the preparation process, provides guidance on individual sections of the coursework, and, after reviewing the final version, approves the student for the defense. It is not recommended to neglect consultations and immediately submit the completed coursework to the supervisor to avoid errors that could require significant revision or rewriting, but which could have been eliminated in the initial stages of preparation. Avoid attempting to obtain a completed coursework plan, scientific literature, factual material, etc. from the supervisor and thereby avoid independent work.

If the work meets the requirements, it is accepted for defense and a preliminary assessment is assigned. When preparing for the defense, the student should pay attention to the instructor's comments, shortcomings, and errors in the work. For the defense, the student prepares a short oral presentation outlining the rationale for the chosen topic, its relevance, the goals and objectives of the coursework, how to address them, and the conclusions reached. The defense of the coursework includes the student's responses to questions posed on the subject matter.

The evaluation takes into account the quality of the coursework, its scientific and theoretical level and relevance to practice, the degree of independence in presenting the material, the language and style of presentation, the formatting of the work, the student's efforts to address any identified deficiencies, the student's presentation at the defense, and their responses to questions on the research topic. Given these factors, the final grade of the coursework at the defense may not coincide with its preliminary assessment.

The defense of coursework is carried out according to a schedule communicated to students in advance.

Before the defense, the student places the coursework in the student's electronic portfolio portfolio . usue . ru .

On the day of the defense, the student prepares a 10-15-minute presentation (or report). It should reflect the relevance of the chosen topic, define the purpose and objectives of the work, clearly outline its main points and results, formulate conclusions and substantiate proposals, and provide responses to the reviewer's comments. Particular attention should be paid to highlighting the practical aspects of the work and the potential application of its key findings and conclusions in the practical activities of business entities, state and local government bodies, and others.

To ensure clarity of the presented material, illustrative tables, graphs, and diagrams are prepared, clearly and neatly on A4 sheets of paper in compliance with the requirements set forth in these guidelines. The amount of illustrative material must be sufficient to fully illustrate the information presented (5-10 sheets). Each graph, table, and diagram must be numbered in the order in which they will be used in the presentation and signed by the supervisor. All illustrative material must be used by the student during the defense.

In addition to the illustrative material, the student can optionally prepare a presentation in the Power editor Point .

The overall assessment of the thesis is made taking into account the quality of the work and the student's report, his answers to questions during the defense, and the feedback from the supervisor and reviewer.

9. CRITERIA FOR EVALUATING COURSEWORK

- The evaluation criteria are:
- ~ relevance and significance of the research topic;
 - ~ clarity of formulation of the goals and objectives of the work;
 - ~ the novelty and scientific level of the research, determined, in particular, by the establishment of patterns of change in the parameters under study, the assessment of their development trends, the development of optimization paths, etc.,
 - ~ the interconnection and determinacy of all parts (sections, subsections, points) of the work;
 - ~ the logic and sequence of the arrangement of the issues under consideration, the uniform distribution of material across sections, subsections, and points,
 - ~ completeness of the elaboration and generalization of materials from literary sources, the purposefulness of their use to reveal the essence of the problem under consideration;
 - ~ the level of development of the topic, determined by the depth and completeness of the analysis of literary , experimental and factual data;
 - ~ completeness of the research, i.e. the degree of achievement of the goal and solution of the set tasks;
 - ~ literacy, logic, clarity, informativeness, professionalism of presentation of material, persuasiveness of comments, level of generalization;
 - ~ the level of use of computer technologies and mathematical and statistical methods, which determines the objectivity and reliability of research results;
 - ~ knowledge of the methodology for researching the issues raised in the work;
 - ~ clarity of formulation, validity of conclusions, completeness of reflection of research results in them;
 - ~ targeted , concrete and realistic recommendations;
 - ~ compliance of the work design with the requirements;
 - ~ estimated economic efficiency or expected social impact;
 - ~ clarity and concreteness of the presentation of the main provisions and results of the work during defense;
 - ~ the substantiation of responses to reviewers' comments and questions asked during the defense of the work.

Correlation of criteria for assessing learning outcomes during the defense of a final qualifying work and levels of competency development:

<i>N o.</i>	<i>Evaluation criteria</i>	<i>Score</i>	<i>Criteria for assessing the development of competencies</i>	<i>Levels of competence development</i>

				<i>ment</i>
1.	An "excellent" grade is awarded if the student constructs their answer logically in accordance with the plan, demonstrates a thorough knowledge of professional terms, concepts, categories, concepts, and theories, and establishes meaningful interdisciplinary connections. They provide detailed arguments for their positions and provide compelling examples.	5	Creative productive action involves independently constructing a method of activity and searching for new information. Formulating value judgments based on available facts and established criteria.	fourth
2.	A "good" grade is awarded if the student constructs their answer according to the plan. The answer presents various approaches to the problem, but the justification for these approaches is incomplete. The student establishes meaningful interdisciplinary connections. The student provides detailed arguments for their positions and provides necessary examples, but shows some inconsistency in their analysis. The conclusions are correct. The speech is literate, and the student uses professional vocabulary.	4	Application, initial productive action – solves routine problems, makes professional and managerial decisions using known algorithms, rules, and methods, and searches for and uses information to independently perform a new action. This level involves the student combining known algorithms and techniques.	third
3.	A "satisfactory" grade is given if the answer lacks logical structure and the answer plan is inconsistently followed. The student demonstrates weaknesses in the detailed development of professional concepts. The proposed positions are stated but insufficiently substantiated. The answer is primarily theoretical in nature, and examples are limited or absent.	3	Understanding, or reproductive action, is the independent reproduction and application of information to perform a given action. At this level, a student is able to reproduce previously learned information from memory and apply learned algorithms to solve common problems.	second
4.	A "fail" grade is given if professional concepts, categories, theories are insufficiently explored. The student tends to substitute the scientific basis for the problems with mundane, everyday arguments. The answer contains a number of serious inaccuracies. The conclusions are superficial.	2	Reproductive activity (recognition of objects, properties, and processes through repeated perception of information about them or interactions with them). At this level, the student is unable to independently, without external assistance, reproduce and apply acquired information.	first

APPENDIX A - SAMPLE TITLE PAGE DESIGN

MINISTRY OF EDUCATION AND SCIENCE OF THE RUSSIAN
FEDERATION
Federal State Budgetary Educational Institution of Higher Education "Ural State
University of Economics"

COURSE WORK
**in the discipline "International commercial operations and foreign
trade contracts"**

Subject: **TYPE THE NAME IN BOLD CAPS**

Institute	Master's degrees	Student	Full name
Direction of training	04/38/01 "Economy"	Group	VED-16
Training profile	Enter	Supervisor	Surname, initials, degree, rank, position
Department	World economy and foreign economic activity		
Grade	" "		

Yekaterinburg
202 ... g.