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ФИО: Силин Яков Петрович  
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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  
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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 Business: Evaluating the Effectiveness of Foreign Economic Transactions and Business Projects |
| 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<br>Falchenko O.D.   |   |
| Associate Professor, PhD<br>Stremousova E.G. |   |

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<br>- 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) |
|---------------------------------------|--|

### 1. TARGET DEVELOPMENT DISCIPLINES

The purpose of mastering the course is to develop competencies related to students acquiring knowledge about the main tools for assessing the effectiveness of foreign economic transactions and international projects involving various forms of investment, and to consolidate practical skills in preparing feasibility studies for projects with international participation.

### 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 with grade  | 144                    | 20                         | 4        | 16   | 124  | 4    |

### 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-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 |

|   |   |
|---|---|
| UK-5 Able to analyze and take into account cultural diversity in the process of intercultural | 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:<br>Methods and principles of system analysis of foreign economic information<br>Fundamentals of risk management in foreign economic activity<br>Basics of Business Planning<br>Terms of a foreign trade contract<br>Marketing and pricing features<br>English language (threshold advanced level B2)<br>Fundamentals of Economic Theory<br>The procedure for preparing established reports  |
|  | ID-2.PK-2 Be able to:<br>Interact with the organization's departments to identify the overall strategy for the organization's development<br>Work with information systems and databases on foreign economic activity<br>Assess the organization's export potential and the organization's import needs<br>Prepare proposals on the priorities of the organization's foreign economic activities<br>Calculate financial performance indicators of an organization's foreign economic activity<br>Prepare proposals (reports) for the development of the organization's foreign economic activities  |
|  | ID-3.PK-2 Have practical experience: Assessing the possibility of an organization receiving state support for foreign economic activity<br>Preparation of proposals on the feasibility of obtaining state support for foreign economic activity<br>Assessment of the organization's export potential and the organization's import needs<br>Preparation of proposals on the priorities of the organization's foreign economic activity of the organization's foreign economic activities<br><br>Conducting an analysis of the results of the organization's foreign economic activity<br>Preparation of proposals for the development of the organization's foreign economic activities |

**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 3 |   | 144         |   |            |                   |                  |                             |
| Topic 1.   | International Business: Environmental Analysis and Business Operations of International Companies. Methods and Fundamentals of Systematic     | 27          | 1   |            | 2                 | 24               |                             |
| Topic 2.   | Fundamentals of Analysis and Evaluation of the Effectiveness of Foreign Economic Operations. Assessing an Organization's Export Potential and | 29          | 1   |            | 4                 | 24               |                             |
| Topic 3.   | Evaluation of the effectiveness of international investment projects. Business  | 33          | 1   |            | 4                 | 28               |                             |
| Topic 4.   | Economic efficiency of establishing and operating an enterprise with foreign investment. Business plan and feasibility study of the project.  | 28.5        | 0.5   |            | 4                 | 24               |                             |
| Topic 5.   | Use of individual elements of investment analysis and approaches to assessing efficiency in foreign economic settlements (PC-2)               | 26.5        | 0.5   |            | 2                 | 24               |                             |

## 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 1-2</p> | <p>Test<br/>No. 1<br/>(Appendix 4)</p> | <p>The test consists of a test and two practical assignments on the topic.</p>   | <p>1 point for each correct test answer;<br/>5 points for each practical task<br/>Criteria:<br/>up to 49% of the total number of points scored - "unsatisfactory";<br/>from 50% to 69% of the total number of points scored - "satisfactory";<br/>from 70% to 84% of the total number of points scored - "good";<br/>from 85% to 100% - "excellent".</p> |
| <p>Topic 2-4</p> | <p>Test<br/>#2<br/>(Appendix 4)</p>    | <p>The test consists of a test and three practical assignments on topics 2-4</p> | <p>1 point for each correct test answer;<br/>5 points for each practical task<br/>Criteria:<br/>up to 49% of the total number of points scored - "unsatisfactory";<br/>from 50% to 69% of the total number of points scored - "satisfactory";<br/>from 70% to 84% of the total number of points scored - "good";<br/>from 85% to 100% - "excellent".</p> |

|                                 |   |  |  |
|---------------------------------|---|--|--|
| Topics 1-5                      | Test #3 (project presentation) (Appendix 4)     | Presentation of a project to justify the effectiveness of a foreign trade operation      | Maximum - 10 points for preparation and defense of the project.<br>Criteria:<br>up to 49% of the total number of points scored - "unsatisfactory";<br>from 50% to 69% of the total number of points scored - "satisfactory";<br>from 70% to 84% of the total number of points scored - "good";<br>from 85% to 100% - "excellent" |
| Interim assessment (Appendix 5) |   |  |  |
| 3rd semester (ZAO)              | Tickets for credit with assessment (Appendix 5) | The ticket consists of 2 theoretical questions and a practical assignment on topics 1-4. | 50-100% - passed;<br>0-49% - failed.   |

### 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.<br><br>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.<br>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

|  |
|--|
| <p>Topic 1. International Business: Environmental Analysis and Business Operations of International Companies. Methods and Fundamentals of Systematic Analysis of Foreign Economic Information (PC-2; UK-5)<br/> Course subject, objectives, and structure. Methods and principles of systemic analysis of foreign economic information. International business. Methods of enterprise entry into foreign markets. Principles and methods of analyzing international commercial transactions.</p>  |
| <p>Topic 2. Fundamentals of Analysis and Evaluation of the Effectiveness of Foreign Economic Operations. Evaluation of an Organization's Export Potential and Import Needs. (PC-2)<br/> A review of methods, guidelines, and research by foreign and domestic economists on economic efficiency. Principles and indicators for assessing the effectiveness of foreign economic transactions. Absolute and relative indicators. The concept of results and costs. The impact and effectiveness of foreign economic transactions. The impact and effectiveness of export transactions. The impact and effectiveness of import transactions (for own consumption; for sale on the domestic market).<br/> Regulatory legal acts governing foreign economic activity. International agreements on product standards and 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. Terms of a foreign trade contract.</p> |
| <p>Topic 3. Evaluation of the effectiveness of international investment projects. Business planning. (PC-2)<br/> A review of methods, guidelines, and research by foreign and domestic economists devoted to the issues of economic efficiency of investment projects. Investment projects in international business. Dynamic nature of project parameters (assessment). Uncertainty of achieving project goals (assessment). Subjectivity of project participants' interests (assessment). Investment projects in international business. Investment projects in international business. Evaluation of the effectiveness of a typical investment project. Static methods for evaluating investment decisions. Dynamic methods for evaluating investment decisions. Static methods for evaluating investment decisions. Dynamic methods for evaluating investment decisions. Fundamentals of business planning. Fundamentals of risk management in foreign economic activity.</p>  |
| <p>Topic 4. Economic efficiency of establishing and operating an enterprise with foreign investment. Business plan and feasibility study of the project. (PC-2; UK-5)<br/> Efficiency of creating enterprises with foreign investment. Financial and economic assessment of a joint venture project. Calculation of economic efficiency indicators for the creation and operation of an enterprise with foreign investment.</p>  |
| <p>Topic 5. Use of individual elements of investment analysis and approaches to assessing efficiency in foreign economic settlements (PC-2)<br/> Sources of financing for international projects. Financial and economic evaluation of international leasing transactions. Credit impact coefficient and its consideration in calculating the effectiveness of foreign trade transactions. Analysis of the effectiveness of leasing transactions. Projects combining foreign trade and investment operations. Financial and economic evaluation of a project to organize export production using imported equipment and technology, and industrial cooperation.</p>  |

## 7.2 Contents of practical classes and laboratory work

|   |
|---|
| <p>Topic 1. International Business: Environmental Analysis and Business Operations of International Companies. Methods and Fundamentals of Systematic Analysis of Foreign Economic Information (PC-2; UK-5)</p> <p>Questions:</p> <ul style="list-style-type: none"> <li>- Methods and tools for foreign economic activity analysis</li> <li>-Types of international commercial transactions</li> <li>-Features of foreign economic information analysis</li> </ul> <p>The format of the discussion is discussion.</p>  |
| <p>Topic 2. Fundamentals of Analysis and Evaluation of the Effectiveness of Foreign Economic Operations. Evaluation of an Organization's Export Potential and Import Needs. (PC-2)</p> <p>Questions for discussion:</p> <ul style="list-style-type: none"> <li>- Calculation of indicators of economic efficiency of export;</li> <li>- Calculation of indicators of economic efficiency of imports;</li> <li>- Calculation of performance indicators of export-import operations.</li> </ul> <p>The form of conducting the PZ is problem solving (case study).</p>                             |
| <p>Topic 3. Evaluation of the effectiveness of international investment projects. Business planning. (PC-2)</p> <p>Questions:</p> <ul style="list-style-type: none"> <li>- Static methods for evaluating investment decisions;</li> <li>- Dynamic methods for evaluating investment decisions;</li> <li>- Dynamics of project parameters (assessment);</li> <li>- Uncertainty of achieving the final goals of the project (assessment);</li> <li>- Subjectivity of interests of project participants (assessment).</li> </ul> <p>The format of the classes is problem solving (case study).</p> |
| <p>Topic 4. Economic efficiency of establishing and operating an enterprise with foreign investment. Business plan and feasibility study of the project. (PC-2; UK-5)</p> <p>Questions:</p> <ul style="list-style-type: none"> <li>- Calculation of economic efficiency indicators for the creation and operation of an enterprise with foreign investment.</li> </ul> <p>The format of the classes is problem solving (case study).</p>  |
| <p>Topic 5. Use of individual elements of investment analysis and approaches to assessing efficiency in foreign economic settlements (PC-2)</p> <p>Questions:</p> <ul style="list-style-type: none"> <li>- The credit influence coefficient and its consideration in the calculations of the efficiency of foreign economic operations;</li> <li>- Analysis of the efficiency of leasing operations.</li> </ul> <p>The format of the classes is problem solving (case study).</p>   |

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### 7.3. Contents of independent work

Topic 2. Fundamentals of Analysis and Evaluation of the Effectiveness of Foreign Economic Operations. Evaluation

of an Organization's Export Potential and Import Needs. (PC-2)

The objective is to study the methodology for assessing the effectiveness of export and import operations.

Objective: to identify the essence and specifics of assessing the effectiveness of export and import operations.

Methodological recommendations: study lectures on the topic and basic (additional) literature.

Key concepts: export effect and efficiency, import effect and efficiency.

Topic 3. Evaluation of the effectiveness of international investment projects. Business planning. (PC-2)

The objective is to study the methodology for assessing the effectiveness of creating joint ventures (enterprises with foreign investment).

Objective: to identify the essence and specifics of assessing the effectiveness of creating joint ventures (enterprises with foreign investment).

Methodological recommendations: study lectures on the topic and basic (additional) literature.

Topic 4. Economic efficiency of establishing and operating an enterprise with foreign investment. Business plan and feasibility study of the project. (PC-2; UK-5)

The objective is to study the methodology for assessing the effectiveness of creating joint ventures (enterprises with foreign investment).

Objective: to identify the essence and specifics of assessing the effectiveness of creating joint ventures (enterprises with foreign investment).

Methodological recommendations: study lectures on the topic and basic (additional) literature.

Topic 5. Use of individual elements of investment analysis and approaches to assessing efficiency in foreign economic settlements (PC-2)

The objective is to study the methodology for assessing the effectiveness of leasing operations and to learn how to apply elements of investment analysis in substantiating the effectiveness of international operations and projects.

Objective: to identify the essence and specifics of assessing the effectiveness of leasing operations, etc.

Methodological recommendations: study lectures on the topic and basic (additional) literature.

Key concepts: leasing transactions, credit operations, credit impact ratio.

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  
Not included in the curriculum

7.4. Student's electronic portfolio  
The placement of materials in the student's electronic portfolio is not provided.

7.5. Methodological recommendations for completing the test  
Not provided.

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>

**Further reading:**

2. Volkov A.S., Marchenko A.A. Evaluation of the effectiveness of investment projects [Electronic resource]: Study guide. - Moscow: RIOC Publishing Center, 2019. - 111 – Access mode: <https://znanium.com/catalog/product/1021888>

3. Simon C., Rajneesh N., Rugman AM International business: . - , 2020. - 686

4. Griffin RW, Pustay MW International business: A Managerial Perspective: . - , 2020. - 619

**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

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 test/exam

#### To be credited with a grade

1. Concept and basic principles of performance evaluation
2. The concept of the effect and efficiency of foreign economic operations
3. Economic efficiency of export operations
4. Economic efficiency of import operations for own consumption
5. Economic efficiency of import operations for sales on the domestic market
6. The concept and economic meaning of investments
7. Classification of investments by the type of investment and by the nature of participation in the investment process
8. General characteristics of the source of financing investment activities
9. Criteria for assessing the effectiveness of investment projects, based on discounting and accounting estimates
10. Stages of assessing the effectiveness of investment projects
11. The essence of efficiency and its types in the evaluation of investment projects
12. Evaluation of the social efficiency of an investment project and calculation of cash flows and social efficiency indicators
13. Evaluation of the commercial efficiency of an investment project and calculation of cash flows and commercial efficiency indicators
14. Assessing the Budgetary Efficiency of Investment Projects. Calculating Cash Flows in Determining Budgetary Efficiency
15. Cash flows: concept and their characteristics at each step of the calculation period. Discounting cash flows
16. Sources of funding for international projects
17. Methodological prerequisites for discounting. Discounting mechanism, discount coefficient
18. Peculiarities of performance evaluation at different stages of investment project development
19. The concept of discount rate and its types
20. Performance indicators of investment projects
21. The concept of "net income", "net present value" and the method of calculating this indicator
22. Profitability indices: concept and calculation example
23. The essence of the "internal rate of return" indicator (rules for calculating this indicator)
24. Payback period, payback period with discounting (calculation example)
25. Initial information required at all stages of project calculation
26. Taking inflation into account when assessing the effectiveness of investment projects
27. Taking into account uncertainty and risk in assessing effectiveness
28. Organizational and economic mechanism for project implementation
29. Evaluation of the effectiveness of the creation and operation of enterprises with foreign investment
30. Projects combining foreign trade and investment operations
31. Evaluation of the effectiveness of a project to organize export production using imported equipment
32. Evaluation of the financial and economic efficiency of an international leasing transaction.

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

PC-2, UK-5: Evaluation of the effectiveness of foreign trade transactions

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

| No | Formulation of the task  | Competence    |
|----|--|---------------|
| 1  | A sufficient condition for export efficiency is that this indicator should be:<br>a) more than 1;<br>b) less than 1;<br>c) greater than 0;<br>d) less than 0;<br>e) there is no immediate response.  | PC-2,<br>UK-5 |
| 2  | The basic formula for calculating the economic efficiency of imports for an organization's own consumption should take into account:<br>a) only the costs of the seller of the products;<br>b) the cost of imported products on the domestic market;<br>c) proceeds from resale;<br>d) the life cycle price of an industrial product;<br>e) none of the proposed options is correct.   | PC-2,<br>UK-5 |
| 3  | Economic efficiency is:<br>a) the ratio of the absolute effect, represented by the difference between the result and costs, to costs;<br>b) the ratio of the results of actions to the costs associated with these actions;<br>c) cost-benefit ratio;<br>d) opportunity cost;<br>e) none of the proposed options is correct  | PC-2,<br>UK-5 |
| 4  | Which indicator characterizes the economic efficiency of foreign economic activity only at the macro level:<br>a) economic efficiency of export;<br>b) economic efficiency of imports;<br>c) economic efficiency of customs duties;<br>d) economic efficiency of imports intended for own production consumption;<br>e) none of the proposed options is correct  | PC-2,<br>UK-5 |
| 5  | The integrated indicator of the efficiency of foreign economic activity of an enterprise reflects:<br>a) the enterprise's result for each ruble of costs associated with the organization of export-import operations;<br>b) the profit of an enterprise participating in foreign economic activity for the entire range of export-import operations carried out for the relevant period;<br>c) the ratio of the total economic effect from export operations to the total economic effect from import operations;<br>d) revenue of an enterprise participating in foreign economic activity for each ruble of expenses related to export-import operations;<br>e) none of the proposed options is correct | PC-2,<br>UK-5 |
| 6  | Which indicator characterizes the acquisition by an importer of imported products instead of purchasing (manufacturing) products that are alternative to imported ones:<br>a) the indicator of the effect of imports on own consumption;<br>b) the efficiency indicator from imports for own consumption;<br>c) the indicator of the effect of imports on sales in the domestic market;<br>d) the efficiency indicator from imports for sales on the domestic market;<br>e) indicator of the effect from export;   | PC-2,<br>UK-5 |

|    |  |               |   |
|----|--|---------------|---|
|    | e) export performance indicator.   |               |   |
| 7  | Which of the following categories is a conditional contractual value included in the price of the goods, in accordance with the basic terms of delivery?<br>a) transportation costs;<br>b) transport component;<br>c) transport factor;<br>d) transport conditions   | PC-2,<br>UK-5 |   |
| 8  | What factor determines the amount of transportation costs during international shipping?<br>a) transport;<br>b) technological;<br>c) remote;<br>d) political.  | PC-2,<br>UK-5 |   |
| 9  | The indicator of economic efficiency of foreign economic activity reflects:<br>a) how many rubles of revenue are received for each ruble of expenses related to foreign economic activity;<br>b) how many costs associated with foreign economic activity does the enterprise bear for each ruble of revenue in the domestic market;<br>c) the amount of gross profit from imports;<br>d) population income from exports;<br>d) none of the proposed options is correct. | PC-2,<br>UK-5 |   |
| 10 | The foreign trade balance is determined by:<br>a) export;<br>b) import;<br>c) by summing up the amount of exports and imports;<br>d) the difference between the amounts of exports and imports;<br>d) none of the proposed options is correct.   | PC-2,<br>UK-5 |   |
| 11 | The total cost of imported products is 530,000 thousand rubles. The average price of these products on the domestic market is 631,060 thousand rubles. The relative economic efficiency of imports (profitability) will be _____ (round the resulting value to hundredths after the decimal point).  | PC-2,<br>UK-5 |   |
| 12 | Psychologists believe that personal competition in the American management model has more of a _____ impact on productivity (insert word).   | PC-2,<br>UK-5 |   |
| 13 | The indicator that characterizes the range of efforts aimed at promoting an enterprise on the market is called _____ activity  | PC-2,<br>UK-5 |   |
| 14 | Which of the listed categories is discussed with foreign partners during the process of preparing and signing a contract, is a conditional contractual value included in the price of the goods, in accordance with the basic terms of delivery<br>_____   | PC-2,<br>UK-5 |   |
| 15 | Is the secret transfer of confidential company data to competitors or partners in the global market a specific form of business communication?   | PC-2,<br>UK-5 |   |
| 16 | One of the most widely used non-tariff regulation measures, which is a quantitative restriction on exported or imported products, is called _____  | PC-2,<br>UK-5 |   |
| 17 | The process in which the quota is zero, that is, trade turnover for a particular commodity item between countries is temporarily suspended, is called _____  |               |   |
| 18 | In essence, quotas are commonly referred to as   | PC-2,<br>UK-5 |   |
| 19 | Match the left and right columns (level and indicators related to it):   | PC-2,<br>UK-5 |   |
|    | <b>level</b>   |               | <b>indicators</b>   |
|    | a) Result  |               | cost of energy<br>mandatory contributions to various government funds |

|                                      |   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|--------------------------------------|---|-----------------------------|-----------------------------------|------------------------|--|----------|--|-------------------------|-------------------------|------|--|----------------------|--------------------------|--------------------------------------|-------------------------|-------------|---|------|-----------------------|--|
|                                      | <table border="1"> <tr> <td></td> <td>.cost of materials</td> </tr> <tr> <td></td> <td>.cost of received goods, works, services</td> </tr> <tr> <td>b) Costs</td> <td>5. cost of raw materials</td> </tr> <tr> <td></td> <td>cost of labor resources</td> </tr> <tr> <td></td> <td>cash for delivered products, completed work and services</td> </tr> <tr> <td></td> <td>third-party services</td> </tr> </table> <p><i>Example of answer entry: a) 1.7.. ; ..... ; ...</i></p>  |                             | .cost of materials                |                        | .cost of received goods, works, services | b) Costs | 5. cost of raw materials                             |                         | cost of labor resources |      | cash for delivered products, completed work and services |                      | third-party services     |                                      |                         |             |   |      |                       |  |
|                                      | .cost of materials  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .cost of received goods, works, services  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| b) Costs                             | 5. cost of raw materials  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | cost of labor resources   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | cash for delivered products, completed work and services  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | third-party services  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 20                                   | Absolute values, which are expressed in the corresponding monetary units as the difference between results and costs, are indicators characterizing economic<br>(insert word)   | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 21                                   | The values determined on the basis of the ratio of results to costs, which are usually expressed in relative units , are indicators characterizing the economic<br>(insert word)  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 22                                   | Match the left and right columns (level and indicators related to it):  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | <table border="1"> <tr> <td><b>level</b></td> <td><b>indicators</b></td> </tr> <tr> <td>a) Result</td> <td>cost of energy</td> </tr> <tr> <td></td> <td>.mandatory contributions to various government funds</td> </tr> <tr> <td></td> <td>.cost of materials</td> </tr> <tr> <td></td> <td>.cost of received goods, works, services</td> </tr> <tr> <td>b) Costs</td> <td>5. cost of raw materials</td> </tr> <tr> <td></td> <td>cost of labor resources</td> </tr> <tr> <td></td> <td>.cash for delivered products, completed work and services</td> </tr> <tr> <td></td> <td>.third-party services</td> </tr> </table> <p><i>Example of answer entry: a) 1.7.. ; ..... ; ...</i></p> | <b>level</b>                | <b>indicators</b>                 | a) Result              | cost of energy                           |          | .mandatory contributions to various government funds |                         | .cost of materials      |      | .cost of received goods, works, services                 | b) Costs             | 5. cost of raw materials |                                      | cost of labor resources |             | .cash for delivered products, completed work and services |      | .third-party services |  |
| <b>level</b>                         | <b>indicators</b>   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| a) Result                            | cost of energy  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .mandatory contributions to various government funds  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .cost of materials  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .cost of received goods, works, services  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| b) Costs                             | 5. cost of raw materials  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | cost of labor resources   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .cash for delivered products, completed work and services   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | .third-party services   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 23                                   | From the perspective of foreign trade participants, the quantitative effect of better placement of customs organizations is expressed in a reduction in costs for<br>_____  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 24                                   | A specially organized, periodically operating market where purchase and sale transactions are carried out through price competition between buyers is called an international<br>_____  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 25                                   | 21. Establish a correspondence between the types of organizational forms of trade in the international market and their goods:  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | <table border="1"> <tr> <td>form of international trade</td> <td>types of mainly implemented goods</td> </tr> <tr> <td>a) commodity exchanges</td> <td>1. refined sugar</td> </tr> <tr> <td></td> <td>1. orders for the supply of machines</td> </tr> <tr> <td></td> <td>2. and equipment</td> </tr> <tr> <td></td> <td>3. tea</td> </tr> <tr> <td>b) bidding (tenders)</td> <td>4. coffee</td> </tr> <tr> <td></td> <td>. vegetable oils</td> </tr> <tr> <td>c) auctions</td> <td>6. orders for the construction of industrial objects</td> </tr> <tr> <td></td> <td>7. tobacco</td> </tr> </table> <p><i>Example of answer entry: a) 1.7.. ; ..... ; ...</i></p>                      | form of international trade | types of mainly implemented goods | a) commodity exchanges | 1. refined sugar                         |          | 1. orders for the supply of machines                 |                         | 2. and equipment        |      | 3. tea   | b) bidding (tenders) | 4. coffee                |                                      | . vegetable oils        | c) auctions | 6. orders for the construction of industrial objects      |      | 7. tobacco            |  |
| form of international trade          | types of mainly implemented goods   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| a) commodity exchanges               | 1. refined sugar  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | 1. orders for the supply of machines  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | 2. and equipment  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | 3. tea  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| b) bidding (tenders)                 | 4. coffee   |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | . vegetable oils  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| c) auctions                          | 6. orders for the construction of industrial objects  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | 7. tobacco  |                             |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| 26                                   | 22. Determine the most effective equipment purchase option. The initial data is provided in the table.<br>Table - Life cycle indicators for equipment purchase options  | PC-2,<br>UK-5               |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
|                                      | <table border="1"> <tr> <td>Indicator</td> <td>Option 1</td> <td>Option 2</td> </tr> <tr> <td>Price, USD</td> <td>100,000</td> <td>85,000</td> </tr> <tr> <td>Finished capacity, pcs.</td> <td>7500</td> <td>7500</td> </tr> <tr> <td>Cost of production, USD/unit.</td> <td>14</td> <td>15</td> </tr> <tr> <td>Market price of products, USD/piece.</td> <td>18</td> <td>19</td> </tr> <tr> <td>Residual value of equipment, USD</td> <td>6000</td> <td>10,000</td> </tr> </table>   | Indicator                   | Option 1                          | Option 2               | Price, USD                               | 100,000  | 85,000   | Finished capacity, pcs. | 7500                    | 7500 | Cost of production, USD/unit.                            | 14                   | 15                       | Market price of products, USD/piece. | 18                      | 19          | Residual value of equipment, USD                          | 6000 | 10,000                |  |
| Indicator                            | Option 1  | Option 2                    |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| Price, USD                           | 100,000   | 85,000                      |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| Finished capacity, pcs.              | 7500  | 7500                        |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| Cost of production, USD/unit.        | 14  | 15                          |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| Market price of products, USD/piece. | 18  | 19                          |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |
| Residual value of equipment, USD     | 6000  | 10,000                      |                                   |                        |  |          |  |                         |                         |      |  |                      |                          |                                      |                         |             |   |      |                       |  |

|  | Service life, years   | 5                               | 5                         |               |
|--|---|---------------------------------|---------------------------|---------------|
| 27   | <p>23. The licensor offers the licensee an exclusive license to produce the lotion. Estimated production volume is 1 million bottles per year. Price is \$1 per bottle. License term is 5 years. Estimated gross profit is \$0.35 per bottle (before royalty payment). Bank deposit rate is 10% per annum.</p> <p>At the licensor's discretion, the following forms of licensing remuneration are possible:</p> <p>a) royalties in the form of deductions of 10% of the annual sales amount;</p> <p>b) an annual deduction in favor of the licensor of 30% of the gross profit received;</p> <p>c) a lump sum payment in the form of a cash transfer after the conclusion of the license agreement and the transfer of the license to the licensee.</p> <p>Calculate the amount of royalties: _____ thousand dollars per year</p>                           |                                 |                           | PC-2,<br>UK-5 |
| 28   | <p>24. The licensor offers the licensee an exclusive license to produce the lotion. Estimated production volume is 1 million bottles per year. Price is \$1 per bottle. License term is 5 years. Estimated gross profit is \$0.35 per bottle (before royalty payment). Bank deposit rate is 10% per annum.</p> <p>At the licensor's discretion, the following forms of licensing remuneration are possible:</p> <p>a) royalties in the form of deductions of 10% of the annual sales amount;</p> <p>b) an annual deduction in favor of the licensor of 30% of the gross profit received;</p> <p>c) a lump sum payment in the form of a cash transfer after the conclusion of the license agreement and the transfer of the license to the licensee.</p> <p>Calculate the amount of deduction from the profit received: _____ thousand dollars per year.</p> |                                 |                           | PC-2,<br>UK-5 |
| 29   | <p>25. The licensor offers the licensee an exclusive license to produce the lotion. Estimated production volume is 1 million bottles per year. Price is \$1 per bottle. License term is 5 years. Estimated gross profit is \$0.35 per bottle (before royalty payment). Bank deposit rate is 10% per annum.</p> <p>At the licensor's discretion, the following forms of licensing remuneration are possible:</p> <p>a) royalties in the form of deductions of 10% of the annual sales amount;</p> <p>b) an annual deduction in favor of the licensor of 30% of the gross profit received;</p> <p>c) a lump sum payment in the form of a cash transfer after the conclusion of the license agreement and the transfer of the license to the licensee.</p> <p>Calculate the amount of the lump sum payment: _____ thousand dollars per year.</p>               |                                 |                           | PC-2,<br>UK-5 |
| 30   | Establish a correspondence between groups of international commodity agreements and specific types of raw materials:  |                                 |                           | PC-2,<br>UK-5 |
|  | groups of international commodity agreements  | specific types of raw materials |                           |               |
|  | a) stabilization  | 1. natural rubber               |                           |               |
|  |   | 2. oil                          |                           |               |
|  |   | 3. valuable wood species        |                           |               |
|  | b) administrative   | 4. wheat                        |                           |               |
|  |   | 5. jute                         |                           |               |
| commodity agreements on raw materials development measures | 6. cocoa  |                                 |                           |               |
|  | 7. vegetable oil  |                                 |                           |               |
|  | 8. coffee   |                                 |                           |               |
|  | 9. tin  |                                 |                           |               |
| <i>Example of answer entry: a) 1.7.. ; .... ; ...</i>      |   |                                 |                           |               |
| 31   | Establish a correspondence between the characteristics/indicators of the types of foreign economic activity of enterprises and the method of their quantitative assessment  |                                 |                           | PC-2,<br>UK-5 |
|  | Name of the indicator/ characteristics  | Calculation formula             | Conventional designations |               |

|   |   |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|---|---|---|---|--|-------------------------|----|--|----|----------------------------------|---|---|---|--------------------------|----|---------------|
|   | a) Export quota for goods   | 1 | $\frac{\text{Э}}{\text{ВРП}} \times 100\%$                          | <p><math>E</math> – volume of exports of enterprises in the region;<br/> <math>GRP</math> – gross regional product;<br/> <math>I</math> – the volume of imports of regional enterprises;<br/> <math>WTO</math> – foreign trade turnover of the region;<br/> <math>I_{WTO}</math> – index of growth of foreign trade turnover region;<br/> <math>I_{GRP}</math> – the growth index of the gross regional product;<br/> <math>I_E</math> – index of growth of exports of enterprises in the region;<br/> <math>I_{En}</math> – index of growth of exports to international region;<br/> <math>E_j</math> – export of enterprises in the region’s industry;<br/> <math>GRP_j</math> – gross regional product of the industry;</p> |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | b) Import-export coverage ratio   | 2 | $\frac{И}{\text{ВРП}} \times 100\%$                                 |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | c) Coefficient of industry specialization of exports  | 3 | $\frac{\text{ВТО}}{2 \times \text{ВРП}} \times 100\%$               |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | d) Foreign trade quota  | 4 | $\frac{\text{Э}}{\text{И}}$   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | d) Quota for import of goods  | 5 | $\frac{\text{Э} - \text{И}}{\text{ВТО}}$                            |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | e) Coefficient of international competitiveness (equilibrium of foreign trade relations)  | 6 | $\frac{\text{Э}_j \times \text{ВРП}}{\text{Э} \times \text{ВРП}_j}$ |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
|   | Example of answer entry: a) 7; .... ; ....  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 32  | The purchase price and operating costs for the entire service life of imported equipment amounted to 30,000 thousand rubles. The cost of purchasing and operating similar equipment on the domestic market in terms of its technical characteristics was 31,060 thousand rubles. The economic efficiency indicator of imports is equal to: _____ (round to thousandths in decimal fractions)  |   |   |  | PC-2,<br>UK-5           |    |  |    |                                  |   |   |   |                          |    |               |
| 33  | The purchase price and operating costs for the entire service life of imported equipment amounted to 30,000 thousand rubles. The cost of purchasing and operating similar equipment on the domestic market with similar technical characteristics was 31,060 thousand rubles. The economic effect of imports is: _____ (indicate the units of measurement)  |   |   |  | PC-2,<br>UK-5           |    |  |    |                                  |   |   |   |                          |    |               |
| 34  | The purchase price, including all costs for acquiring a batch of imported products in the amount of 1,000 units at an exchange rate of 43 rubles/euro, amounted to 6,450 thousand rubles. The selling price is 7,500 rubles/unit. The efficiency of the import operation will be equal to: _____ (round to hundredths in decimal fractions)   |   |   |  | PC-2,<br>UK-5           |    |  |    |                                  |   |   |   |                          |    |               |
| 35  | The purchase price, including all costs for acquiring a batch of imported products in the amount of 1,000 units at an exchange rate of 43 rubles per euro, amounted to 6,450 thousand rubles. The selling price is 7,500 rubles per unit. The economic effect of importing products when selling on the domestic market will be equal to: _____ (indicate the units of measurement).  |   |   |  | PC-2,<br>UK-5           |    |  |    |                                  |   |   |   |                          |    |               |
| 36  | Determine the export effect if we know: <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">1. Sales volume, units.</td> <td style="width: 20%; text-align: center;">10</td> </tr> <tr> <td>2. Production cost per unit of product, rub.</td> <td style="text-align: center;">50</td> </tr> <tr> <td>3. Unit price of the product, \$</td> <td style="text-align: center;">3</td> </tr> <tr> <td>4. Commercial costs associated with sales on the foreign market, \$/unit.</td> <td style="text-align: center;">1</td> </tr> <tr> <td>5. Exchange rate, RUB/\$</td> <td style="text-align: center;">30</td> </tr> </table> (specify the units of measurement) |   |   |  | 1. Sales volume, units. | 10 | 2. Production cost per unit of product, rub. | 50 | 3. Unit price of the product, \$ | 3 | 4. Commercial costs associated with sales on the foreign market, \$/unit. | 1 | 5. Exchange rate, RUB/\$ | 30 | PC-2,<br>UK-5 |
| 1. Sales volume, units.   | 10  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 2. Production cost per unit of product, rub.                              | 50  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 3. Unit price of the product, \$  | 3   |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 4. Commercial costs associated with sales on the foreign market, \$/unit. | 1   |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 5. Exchange rate, RUB/\$  | 30  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 37  | Determine the export efficiency if we know: <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">1. Sales volume, units.</td> <td style="width: 20%; text-align: center;">10</td> </tr> <tr> <td>2. Production cost per unit of product, rub.</td> <td style="text-align: center;">50</td> </tr> <tr> <td>3. Unit price of the product, \$</td> <td style="text-align: center;">3</td> </tr> </table>  |   |   |  | 1. Sales volume, units. | 10 | 2. Production cost per unit of product, rub. | 50 | 3. Unit price of the product, \$ | 3 | PC-2,<br>UK-5   |   |                          |    |               |
| 1. Sales volume, units.   | 10  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 2. Production cost per unit of product, rub.                              | 50  |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |
| 3. Unit price of the product, \$  | 3   |   |   |  |                         |    |  |    |                                  |   |   |   |                          |    |               |

|    |   |    |               |
|----|---|----|---------------|
|    | 4. Commercial costs associated with sales on the foreign market, \$/unit.   | 1  |               |
|    | 5. Exchange rate, RUB/\$  | 30 |               |
|    | (round to hundredths in decimal fractions)  |    |               |
| 38 | Determine whether the statement is true or false (yes/no) that, based on the return on investment (PI) index, provided that $PI > 1$ , a decision can be made on the implementation of a given investment proposal in the process of conducting business negotiations with international partners.                        |    | PC-2,<br>UK-5 |
| 39 | A type of intermediary-commissioner, possessing special competencies in conducting international transactions, who sells on his own behalf the goods delivered by the consignor (seller) to the consignee's warehouse in accordance with the consignment agreement signed with him, is called _____<br>- <u>consignee</u> |    | PC-2,<br>UK-5 |
| 40 | Taking into account cross-cultural peculiarities when organizing joint business with Italian partners, it is necessary to take into account that the most important factor in the development of a company in Italy is considered to be the factor of primacy _____   |    | PC-2,<br>UK-5 |