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**Federal State Autonomous Educational Institution for Higher Education  
PEOPLES' FRIENDSHIP UNIVERSITY OF RUSSIA  
(RUDN University)**

**Department of National economy**

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## **COURSE SYLLABUS**

### **DOING BUSINESS IN RUSSIA**

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**Recommended by MSSN for the field:**

**38.04.01 «Economy»**

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The course instruction is implemented within the professional education programme of higher education

**«International Business»**

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**2023 г.**

## 1. THE COURSE GOALS

The goal of the course: **DOING BUSINESS IN RUSSIA** is to acquaint students with the main theoretical paradigms of Doing business in Russia; to form in students a holistic view of Doing business in Russia as the basis for the development of entrepreneurial activity (business), and the most important component of the national (socio-economic) security of modern Russian society.

The goal of the course: to acquire theoretical knowledge and practical skills for the organizing and conducting various types of business activities in the market economy under the Russian Federation legislation .

The main objectives of the study subjects are:

- to study the essence, types, features of business entities;
- to get acquainted with the organizational and legal forms of entrepreneurship, types of entrepreneurial activity;
- to study the features of the processes of organization, reorganization and liquidation of an entrepreneurial firm;
- to familiarize yourself with the financial mechanisms necessary for doing business.

## 2. REQUIREMENTS FOR LEARNING OUTCOMES

**Mastering the course "Doing business in Russia" is aimed at developing the following competencies (parts of competencies):**

**Table 2.1. The list of competencies formed by students in the mastering the COURSE**

Competence code	Competence	Competence achievement indicators (within this course)
UC-4.	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction.	UC-4.1. Chooses the style of business communication, depending on the language of communication, goals and conditions of partnership; UC-4.2. Adapts speech, communication style and sign language to interaction situations; UC-4.3. Searches for the necessary information to solve standard communication tasks in Russian and foreign languages; UC-4.4. Conducts business correspondence in Russian and foreign languages, taking into account the peculiarities of the style of official and unofficial letters and socio-cultural differences in the format of correspondence; UC-4.5. Uses dialogue for cooperation in academic communication, taking into account the personality of the interlocutors, their communicative and speech strategy and tactics, the degree of formality of the situation; UC-4.6. Forms and argues his own assessment of the main ideas of the participants of the dialogue (discussion) in accordance with the needs of joint activities.

Competence code	Competence	Competence achievement indicators (within this course)
UC-5.	Able to analyze and take into account the diversity of cultures in the process of intercultural interaction.	<p>UC-5.2. Finds and uses information about cultural peculiarities and traditions of various social groups in social and professional communication;</p> <p>UC-5.3. Takes into account the historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, including world religions, philosophical and ethical teachings, in social and professional communication on a given topic;</p> <p>UC-5.4. Collects information on a given topic, taking into account the ethnicities and confessions most widely represented at the points of the study;</p> <p>UC-5.5. Substantiates the specifics of project and team activities with representatives of other ethnicities and (or) confessions;</p> <p>UC-5.6. Adheres to the principles of non-discriminatory interaction in personal and mass communication in order to fulfill professional tasks and strengthen social integration.</p>
PC-1.	Able to analyze and forecast the main socio-economic indicators of the enterprise, industry, region and the economy as a whole	<p>PC 1.1. Able to prepare analytical materials for the evaluation of economic policy measures and strategic decision-making at the micro and macro levels;</p> <p>PC 1.2. Able to analyze and use various sources of information for economic calculations</p> <p>PC 1.3 Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and the economy as a whole;</p>
PC-2.	Able to develop design solutions, strategies for the behavior of economic agents and evaluate their effectiveness.	<p>PC-2.1 Able to independently prepare assignments and develop design solutions taking into account the uncertainty factor, as well as proposals and measures for the implementation of developed projects and programs;</p> <p>PC-2.2. Able to evaluate the effectiveness of projects taking into account the uncertainty factor</p> <p>PC-2.3 Able to develop strategies for the behavior of economic agents in various markets.</p>
PC-3.	Able to independently carry out research activities and critically evaluate the results obtained	<p>PC-3.1 Able to generalize and critically evaluate the results obtained by domestic and foreign researchers, identify promising areas, and draw up a research program;</p> <p>PC-3.2 Able to substantiate the relevance, theoretical and practical significance of the chosen topic of scientific research;</p> <p>PC-3.3 Able to conduct independent research in accordance with the developed program and present the results to the scientific community in the form of an article or report</p>

### 3. Course in Higher Education Programme Structure

**The Course "Doing business in Russia" refers to the Optional Disciplines formed by the participants in the educational relations of the block Higher Education Programme Structure**

As part of the Higher Education Programme Structure , students also master other disciplines and / or practices that contribute to the achievement of the planned results of mastering the Course "Doing business in Russia".

*Table 3.1. The list of components of the Higher Education Program Structure that contribute to the achievement of the planned results of mastering the Course*

<b>Competence code</b>	<b>Competence</b>	<b>Previous Disciplines (Modules) *</b>	<b>Subsequent Disciplines (Modules)*</b>
UC-4.	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction		Corporate finance Intellectual property management
UC-5.	Able to analyze and take into account the diversity of cultures in the process of intercultural interaction.	International trade	Corporate finance
PC-1.	Able to analyze and forecast the main socio-economic indicators of the enterprise, industry, region and the economy as a whole	Business' evaluation and company's cost management International business management	Corporate governance
PC-2.	Able to develop design solutions, strategies for the behavior of economic agents and evaluate their effectiveness.	Business' evaluation and company's cost management International business management	Corporate governance
PC-3.	Able to independently carry out research activities and critically evaluate the results obtained	Business' evaluation and company's cost management International business management	Corporate governance

\* - filled in in accordance with the matrix of competencies

#### **4. Course Workload and Academic Activities**

Course Workload and Academic Activities 3credits.

*Table 4.1. Types of academic activities during the period of the HE program(me) mastering*

Types of academic activities during the period of the HE programmatering	Course workload, academic hours	Semesters			
		1	2	3	4
<i>Contact academic hours</i>	36	36			
including:					
lectures					
Seminars	36	36			
<i>Self-study, academic hours</i>	63	63			
<i>Evaluation and assessment</i>	9	9			
<b>Course workload</b>	academic hours	<b>108</b>	108		
	credits	<b>3</b>	3		

## 5. CONTENT OF THE DISCIPLINE

*Table 5.1. The content of the course (module) by type of educational work*

Name of the course module	Contents of the module (topic)	Types of academic activities
Module 1. Corporate Processes and Corporate Threats	Topic 1. Basics of entrepreneurial activity in Russia.	lectures Seminars
	Topic 2. Internal and external environment of the business. Economic environment of business. Business infrastructure.	lectures Seminars
	Topic 3. Legal forms of business.	lectures Seminars
	Topic 4. Managerial decisions in business.	lectures Seminars
Module 2. Methods of threats to Doing business in Russia and methods of protection against them	Topic 5. Finance resources: own and loans. Financial efficiency of business.	lectures Seminars
	Topic 6. Entrepreneurial risks.	lectures Seminars
	Topic 7. Business-planning.	lectures Seminars
	Topic 8. Business capitalization.	lectures Seminars

## 6. Classroom Equipment and Technology Support Requirements

*Table 6.1. Classroom Equipment and Technology Support Requirements*

Classroom for Academic Activity Type	Classroom equipment	Specialized educational / laboratory equipment, software and materials for mastering the discipline
Lecture	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection..	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable

<b>Classroom for Academic Activity Type</b>	<b>Classroom equipment</b>	<b>Specialized educational / laboratory equipment, software and materials for mastering the discipline</b>
		release), Skype
Seminars	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection.	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable release), Skype
Self-studies	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection.	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable release), Skype

## 7. Recommended Sources for Course Studies

### BASIC SOURCES:

1. Stephen J. Skripak. Fundamentals of Business. Blacksburg, Virginia 2016  
<https://vtechworks.lib.vt.edu/bitstream/handle/10919/70961/Fundamentals%20of%20Business%20%28complete%29.pdf>

### ADDITIONAL SOURCES:

1. Grant D., McLarty R. Business Basics: Student's Book. – Great Britain: Oxford University Press, 2017.

2. Axson D.A.J. Best Practices in Planning and Performance Management: Radically Rethinking Management for a Volatile World. – USA: John Wiley and Sons, Ltd, 2016.

3. Gary Vaynerchuk. Crushing It: How Great Entrepreneurs Build Their Business and Influence-and How You Can, Too, 2016.

4. William Nickels (Author), James McHugh (Author), Susan McHugh (Author). Understanding Business, 11th edition. Mac Graw Hill Education, 2017

• Electronic libraries with access for RUDN students . Databases and search engines . ЭБС РУДН и сторонние ЭБС, к которым студенты университета имеют доступ на основании заключенных договоров:

- RUDN Electronic Library System - RUDN EBS <http://lib.rudn.ru/MegaPro/Web>

- ELS "University Library Online" <http://www.biblioclub.ru>

- EBS Yurayt <http://www.biblio-online.ru>

- ELS "Student Consultant" [www.studentlibrary.ru](http://www.studentlibrary.ru)

- EBS "Lan" <http://e.lanbook.com/>

2. Databases and search engines:

- electronic fund of legal and normative-technical documentation  
<http://docs.cntd.ru/>

- Yandex search engine <https://www.yandex.ru/>

- Google search engine <https://www.google.ru/>

- abstract database SCOPUS <http://www.elsevierscience.ru/products/scopus/>

*Educational and methodological materials for independent work of students in the development of the discipline/module\*:*

1. A course of lectures on the discipline "Doing business in Russia".
2. Topics for independent reports
3. Essay Topics

\* - all educational and methodological materials for independent work of students are placed in accordance with the current procedure on the page of the discipline in TUIS!  
<https://esystem.rudn.ru/course/index.php?categoryid=833>

## **8. EVALUATION MATERIALS AND SCORE-RATING SYSTEM FOR ASSESSING THE LEVEL OF FORMATION OF COMPETENCES IN THE COURSE**

**Evaluation materials and a point-rating system\* for assessing the level of competence formation (part of competences) based on the results of mastering the discipline "Doing business in Russia" are presented in the Appendix to this Work Program of the discipline.**

**\* - OM and BRS are formed on the basis of the requirements of the relevant local normative act of the Peoples' Friendship University of Russia.**

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