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

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**COURSE SYLLABUS**

**International Commerce: Efficiency of Trade Transactions**

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(name of discipline/module)

**Recommended by the Didactic Council for the Education Field of  
38.04.01 Economics**

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(code and name of the direction of training/specialty)

**The development of the discipline is carried out within the framework of the  
implementation of the main professional educational program of higher education:**

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**International trade**  
(name (profile/specialization))

## 1. COURSE GOALS

The purpose of studying the discipline "International Commerce: Efficiency of Trade Transactions" is to give an idea of international commercial business as a modern business philosophy, on the one hand, and the practical activities of the company in modern markets, on the other.

## 2. LEARNING OUTCOMES

Studying the discipline "International Commerce: The Effectiveness of Trade Transactions" is aimed at forming the following competencies (part of the competencies) among students:

*Table 2.1. The list of competencies formed by students during the development of the discipline (the results of mastering the discipline)*

<b>Cipher</b>	<b>Competence</b>	<b>Competency Achievement Indicators (within the framework of this discipline)</b>
GC-4	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction	GC-4.1. Chooses the style of business communication, depending on the language of communication, the purpose and conditions of the partnership
		GC-4.2. Adapts speech, communication style and sign language to situations of interaction
		GC-4.3. Searches for the necessary information to solve standard communicative tasks in Russian and foreign languages
		GC-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
		GC-4.5. Uses dialogue for cooperation in academic communication of communication, considering the personality of the interlocutors, their communicative and speech strategy and tactics, the degree of formality of the situation
		GC-4.6. Forms and argues its own assessment of the main ideas of the participants in the dialogue (discussion) in accordance with the needs of joint activities
GC-7	Capable of using digital technologies and methods of searching, processing, analyzing, storing and presenting information (in the professional field) in the digital economy and modern corporate information culture	GC-7.1. Searches for the necessary sources of information and data, perceives, analyzes, remembers and transmits information using digital means, as well as with the help of algorithms when working with data received from various sources in order to effectively use the information received to solve problems
		GC-7.2. Evaluates information, its reliability, builds logical conclusions on the basis of incoming information and data
SPC-4	Able to make economically and financially sound	

<b>Cipher</b>	<b>Competence</b>	<b>Competency Achievement Indicators</b> (within the framework of this discipline)
	organizational and managerial decisions in professional activities and be responsible for them	SPC-4.1. Develops organizational and managerial solutions in professional activities SPC-4.2. Possesses the skills of reasoned persuasion in support of the proposed financial-economic and organizational-managerial decisions SPC-4.3 Monitors the results of the implementation of financial, economic and organizational and managerial decisions
SPC-5	Able to use modern information technologies and software tools in solving professional problems	SPC-5-1 Cognises modern information technologies and software tools used in solving professional problems SPC-5-2 The ability among modern information technologies and software tools to choose the most effective for solving professional problems SPC-5-3 Has full skills in solving standard tasks of professional activity using information technologies and software tools
PC-1	Able to conduct independent research in accordance with the developed program and on their basis to prepare analytical materials for the evaluation of activities in the field of economic policy and strategic decision-making at the micro and macro levels	PC-1.1. Able to present the results of an independent study in the form of an article or a report at scientific conferences PC-1.2. Capable of Conducting Analytical Studies to Evaluate Economic Policy Interventions PC-1.3. Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole PC-1.4. Able to make strategic decisions at the micro and macro levels based on independent research
PC-2	Able to present the results of an independent study in the form of an article or a report at scientific conferences	PC-2.1. Able to conduct analytical studies to assess economic policy measures PC-2.2. Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and economy as a whole PC-2.3. Able to make strategic decisions at the micro and macro levels on the basis of independent research

### 3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline "International Commerce: Efficiency of Trade Transactions" refers to the mandatory part of block B1 of the Education Program.

Within the framework of the Education Program, students also master other disciplines and / or practices that contribute to the achievement of the planned results of mastering the discipline "International Commerce: Efficiency of Trade Transactions".

*Table 3.1. List of Higher Education Program (me) components / disciplines that contribute to expected learning/training outcomes*

<b>Cipher</b>	<b>Name of competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
GC-3			
GC-4	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction	International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services International statistical databases (advanced level) Legal regulation of economic and foreign economic activity International Finance	
GC-7	Capable of using digital technologies and methods of searching, processing, analyzing, storing and presenting information (in the professional field) in the digital economy and modern corporate information culture	International monetary and credit relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services Organization of international procurement International statistical databases (advanced level) The EU in international trade World experience in the implementation of management information systems International Corporate Marketing Strategies International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business International activity of commercial banks Legal regulation of economic and foreign economic activity International Finance	
SPC-4	Able to make economically and financially sound organizational and managerial decisions in professional activities and be responsible for them	Theory and Practice of International Business Communication Customs and tariff regulation Organization of international procurement International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business	

<b>Cipher</b>	<b>Name of competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
SPC-5	Able to use modern information technologies and software tools in solving professional problems	International Economics International trade Conjuncture of world markets for goods and services International Labour Market and Migration Theory and practice international business communication International Finance	
SPC-6	Able to critically assess the capabilities of digital technologies to solve professional problems, work with digital data, assess their sources and relevance	Legal regulation of economic and foreign economic activity Theory and Practice of International Business Communication Transnational business Project management	
PC-1	Able to conduct independent research in accordance with the developed program and on their basis to prepare analytical materials for the evaluation of activities in the field of economic policy and strategic decision-making at the micro and macro levels	Legal regulation of economic and foreign economic activity International Finance International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation Conjuncture of world markets for goods and services International Corporate Marketing Strategies Currency regulation and currency control in foreign economic activity Transnational business	
PC-2	Able to present the results of an independent study in the form of an article or a report at scientific conferences	Legal regulation of economic and foreign economic activity International Finance International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations Customs and tariff regulation Conjuncture of world markets for goods and services Organization of international procurement International statistical databases (advanced level)	

<b>Cipher</b>	<b>Name of competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
		World experience in the implementation of management information systems International Corporate Marketing Strategies International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business	

\* - is filled in accordance with the competence matrix and the EP

#### 4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The total labor intensity of the discipline "International Commerce: Efficiency of Trade Transactions" is 3 credits.

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

<b>Type of educational work</b>	<b>TOTAL, academic hours</b>	<b>Semester(s)</b>			
		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
<i>Contact work academic hours</i>	<i>54</i>			<i>54</i>	
<i>including:</i>					
Lectures					
Lab work	-	-			
Seminars (workshops/tutorials)	36			36	
<i>Self-study (ies), academic hours</i>	<i>54</i>			<i>54</i>	
<i>Evaluation and assessment academic hours</i>	<i>18</i>			<i>18</i>	
<b>Overall labor intensity of the discipline</b>	<i>academic hours</i>	<b>108</b>			<b>108</b>
	credits	<b>3</b>			<b>3</b>

#### 5. COURSE MODULES AND CONTENTS

*Table 5.1. The content of the discipline (module) by types of educational work*

<b>Course Modules and Contents</b>	<b>Modules and Topics (Units/Themes)</b>	<b>Type of educational work*</b>
Topic 1. Foreign trade operations and transactions on the international market	The essence and nature of foreign trade transactions, their classification. Directions of their elaboration by the exporter and importer. The main type of speculative transactions as part of the exchange international trade. Option on	SC

<b>Course Modules and Contents</b>	<b>Modules and Topics (Units/Themes)</b>	<b>Type of educational work*</b>
	futures contracts as a means of reducing foreign trade and commercial risks. Hedging operations as a means of insurance of exchange foreign trade prices in international markets	
Topic 2. International commercial transactions for trade in goods	Procedures and techniques for the preparation of an international trade transaction. Contents of international sales contracts. Execution of purchase and sale contracts. International counter-operations. Analysis and calculation of contract prices in the preparation of transactions. Exhibitions and fairs in international trade.	SC
Topic 3. Commercial activity in the global market with the participation of intermediaries	Auction goods in the system of international auction trade. The main centers of international auction trade. Organizers of international auction trade. The main stages and techniques of international auctions. Specialized international auctions. Conditions of registration and insurance of exhibits in the system of international auction trade. The role of specialized brokerage and commercial firms in international auction trade.	SC
Topic 4. International commercial transactions in the service sector	International lease operations. International tourism operations. Contracting and construction services. Services of the type "engineering" as the subject of foreign trade transactions in the system of sales of finished products. Concepts and types of engineering. Complex engineering, technological engineering and other engineering services as part of the export of finished products. Industrial firms and specialized engineering firms in international trade, their role and functions. The procedure for the transfer of engineering and consulting services as part of international trade in finished products. The main conditions of international contracts for the provision of engineering and consulting services. The concept and content of engineering foreign trade transactions "turnkey".	SC

<b>Course Modules and Contents</b>	<b>Modules and Topics (Units/Themes)</b>	<b>Type of educational work*</b>
Topic 5. International Commercial Transactions in Intellectual Property	The subject of a foreign trade licensing transaction. Classification of transactions within the framework of technology transfer on the international market. Contents of the licensed foreign trade agreement. Types of foreign trade licenses: non-exclusive (simple), exclusive and full licenses. Ways to restrict the exclusive license. Forms of license fees and methods of their calculation. Technology transfer through cooperation agreements in the international trading system. Transactions on trade in copyright objects on the international market.	SC

1.\* - is filled only in the full-time form of training: LC - lectures; LR - laboratory work; SC - seminar classes

## **6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS**

<b>№</b>	<b>Name of discipline (module), practices in accordance with the curriculum</b>	<b>Name of special * placements and placements for independent work</b>	<b>Equipment of special placements and placements for independent work</b>	<b>List of licensed software. Details of the confirming document</b>
1.	International Commerce – Efficiency of Trade Transactions	Moscow, Miklouho-Maclay, 6, Classroom for lectures and seminars, current control and interim assessment of students Classroom 105 Classroom for group and individual consultations- the location of the Department of International Economic Relations Classroom 114	Multimedia projector Casio XJ-M250 – 1 PC screen 1 PC. ASUS F6A notebook C2D-T5450 13" 2048MB/250Gb/Vista Home Basic+box, Office Prof Plus 2007 Rus Sch. K3447-1/IV dated 17.12.08	1. MS Windows 10 64 bit, license 86626883 2. Microsoft Windows 8.1 license 8512275 3. Microsoft Office 2016 license 86626883 4. Microsoft Excel 2010 license 5190227 5. Mentor 6. Garant System 7. Consultant plus



\* - the audience for independent work of students is indicated **NECESSARILY!**

## 7. RECOMMENDED SOURCES FOR COURSE STUDIES

### ***Main reading (sources):***

1. Degtyareva O.I., Vasilyeva T.N. Gavrilova L.D. et al. International Trade Business Textbook. Publisher: Magister, 2021, 2018, 608p.
2. International Trade: A Textbook / [T.N. Vasilyeva et al.]. - Moscow: Master: INFRA-M, 2014. <http://znanium.com/bookread.php?book=474523>
3. Dashkov L.P., PambGChchiyants V.K., PambGChchiyants O.V. Commerce and technology of trade. M.: Dashkov i Ko, 2011. [http://biblioclub.ru/index.php?page=book\\_view&book\\_id=112307](http://biblioclub.ru/index.php?page=book_view&book_id=112307)
4. Pokrovskaya V.V. Organization and technique of foreign trade operations: Collection of tasks. – M.: Yurist, 1999.

### ***Additional (optional) reading:***

1. Civil Code of the Russian Federation: at 2 p.m. Official text as of November 1, 1998. – M.: NORMA-INFRA-M, 1999.
2. Customs Code of the Russian Federation. – M.: NORMA-INFRA-M, 2003.
3. Foreign economic activity of the enterprise: Textbook for universities / Ed. By Strovskogo E. – M.: UNITI, 2001.
4. Incoterms-2000: Official translation. – SPb: Ekonomika i biznes, 2000.
5. Ramberg J. International Commercial Transactions. M.: Infotropik media, 2011. Sinetsky B.I. Fundamentals of commercial activity. – M.: Yurist, 2000. Section I, Ch. 1, 2. Section III, Chs. 6, 7. Section IV, Chs. 8, 9, 10. Section V, Chs. 11, 12, 13, 14, 15, 16. Section VI, Chs. 17, 18, 19. Section VII, Ch. 26.
6. Gerchikova I.N. International Commercial Business. – M.: YUNITI, 2001. Section II, Chs. 3, 4, 5, 6, 7, 8, 9. Section III, Chs. 11, 12, 13, 14, 16.
7. Pokrovskaya V.V. Organization and regulation of foreign economic activity: Textbook. – M.: Yurist, 2002. Section II, Chs. 3, 4.
8. Osipova L.V. Fundamentals of commercial activity: Textbook / Ed. by L.V. Osipova, I.M. Sinyaeva. – M.: YUNITI, 1997.
9. Organization of commercial activity: Graduate School. Reference manual / Ed. by S.N. Vinogradova. – Minsk, 2000.
10. Rodygina, N. Y. Organization and technique of foreign trade negotiations : uchebnoe posobie dlya vuzov / N. Y. Rodygina. — Moscow : Izdatelstvo Yurait, 2020. — 174 p. — (Higher education). — ISBN 978-5-534-12239-8. — Text : elektronnyi // EBS Yurayt [site]. — URL: <https://urait.ru/bcode/447090> (date of access: 05.01.2021).
11. Yaskovich Y.K. Negotiation process in foreign economic activity art and psychology of conduct. Course of lectures. Textbook. — M.: Tetralit, 2020. — 304

### **c) economic reviews of international organizations**

1. IMF. World Economic Outlook.
2. IMF. International Financial Statistics.

### *Resources of the information and telecommunication network "Internet":*

1. RUDN University EBS and third-party EBS, to which university students have access on the basis of concluded contracts:

- ELECTRONIC LIBRARY SYSTEM RUDN University – EBS RUDN University <http://lib.rudn.ru/MegaPro/Web>

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

- EBS Jurait <http://www.biblio-online.ru>
- EBS Student Consultant [www.studentlibrary.ru](http://www.studentlibrary.ru)
- EBS "Lan" <http://e.lanbook.com/>
- EBS Troitsky Bridge

## 2. Databases and search engines:

- electronic fund of legal and normative-technical documentation [of the http://docs.cntd.ru/](http://docs.cntd.ru/)
- Yandex search engine [https:// www.yandex.ru/](https://www.yandex.ru/)
- Google <https://www.google.ru/> search engine
- Abstract database SCOPUS [http:// www.elsevierscience.ru/products/scopus/](http://www.elsevierscience.ru/products/scopus/)

*Educational and methodical materials for independent work of students when mastering the discipline / module\*:*

1. A course of lectures on the discipline "International commerce: the effectiveness of trade transactions".

2. Materials for seminars on the discipline "International Commerce: Efficiency of Trade Transactions".

All materials are posted on the TUIS portal:  
<https://esystem.rudn.ru/enrol/index.php?id=2322>

\* - 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!**

## **8. EVALUATION TOOLKIT & GRADING SYSTEM FOR ASSESSING THE LEVEL OF FORMATION OF COMPETENCIES IN THE COURSE**

Evaluation materials and a point-rating system\* for assessing the level of formation of competencies (part of competencies) based on the results of mastering the discipline "International Commerce: Efficiency of Trade Transactions" are presented in the Appendix to this Course Syllabus of the discipline.

\* - EP are formed on the basis of the requirements of the relevant local regulatory act of RUDN University.

### **AGREED:**

Developer:  
Doctor of Economics, Professor of International  
Economic Relations



**V.Y.Chernova**

Head of the Higher Education Program(me)  
Doctor of Economics, Professor of International  
economic relations



**I.V.Andronova**

Matching scores and grades

BRS Scores	Traditional assessments of the Russian Federation	ECTS Ratings
95 – 100	Excellent – 5	A (5+)
86 – 94		B (5)
69 – 85	Good – 4	C (4)
61 – 68	Satisfactory – 3	D (3+)
51 – 60		E (3)
31 – 50	Unsatisfactory – 2	FX (2+)
0 – 30		F (2)