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

**Department of National economy**

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**COURSE SYLLABUS**

**DOING BUSINESS IN RUSSIA**

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**Recommended by the Didactic Council for the Education 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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**2026 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)
GC-3.	Able to organize and manage the work of the team, developing a team strategy to achieve the goal.	GC-3.1. Determines its role in the team based on the strategy of cooperation to achieve the goal; GC-3.2. Formulates and takes into account in its activities the peculiarities of the behavior of groups of people, identified depending on the goal; GC-3.3. Analyzes the possible consequences of personal actions and plans its actions to achieve a given result; GC-3.4. Exchanges information, knowledge and experience with team members; GC-3.5. Argues his point of view regarding the use of ideas of other team members to achieve the goal; GC-3.6. Participates in team work on the execution of assignments.
PC-1.	Able to analyze and forecast the main socio-economic indicators of the enterprise, industry, region and the economy as a whole	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; PC 1.2. Able to analyze and use various sources of information for economic calculations

Competence code	Competence	Competence achievement indicators (within this course)
		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;
PC-2.	Able to develop design solutions, strategies for the behavior of economic agents and evaluate their effectiveness.	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; PC-2.2. Able to evaluate the effectiveness of projects taking into account the uncertainty factor PC-2.3 Able to develop strategies for the behavior of economic agents in various markets.

### 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*

Competence code	Competence	Previous Disciplines (Modules) *	Subsequent Disciplines (Modules)*
GC-3.	Able to organize and manage the work of the team, developing a team strategy to achieve the goal.		Corporate finance Intellectual property management
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

\* - 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 programmastering		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. COURSE CONTENTS

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

Name of the course module	Contents of the module (topic)	Contents of the topic	Types of academic activities
Section 1. Current trends in the development of entrepreneurship in the Russian Federation	Topic 1. Current trends in the development of entrepreneurship in the Russian Federation and in the world: economic activities. Cooperation between small and large business.	The role of SMEs in the country's economy. The share of SMEs in the structure of GDP and employment. The most popular types of economic activity	lectures Seminars
	Topic 2. Business environment in Russia. Factors influencing business activities. Risk management.	The external and internal environment of SMEs. Key elements of the external and internal environment, the main tools of analysis. Types of stakeholders, features of strategic interaction with stakeholders	lectures Seminars
	Topic 3. Organizational foundations of entrepreneurship in Russia. Organizational and legal forms: registration and liquidation.	Features of the organization of entrepreneurial activity as a self-employed, individual entrepreneur. Organization of a Limited Liability Company. Formation of the Charter and the Founding Agreement.	lectures Seminars
	Topic 4. Innovations and their role on in the development of entrepreneurship in the Russian Federation	Key Types of Innovation by Focus: Product/Service Innovation: Process Innovation: Business Model Innovation: Organizational Innovation: Marketing Innovation:	lectures Seminars

Name of the course module	Contents of the module (topic)	Contents of the topic	Types of academic activities
		Channel/Experience Innovation	
	Topic 5. Franchising as a form of business organization	Franchising as a form of entrepreneurial activity. Regulatory and legal activities of franchising entities, industry-specific features of concluding a franchise agreement. Planning and organization of franchise activities franchise package. Financial aspects of franchising activities, stages of launching a franchise business. Features of franchise promotion and maintenance.	lectures Seminars
Section 2. Financing procedures of doing business in the Russian Federation	Topic 6. Government support for small businesses: priority areas and programs	Government support for small businesses are priority areas and programs. The main support programs are preferential loans, grants and subsidies, tax incentives, a guarantee system, social contracts, educational and acceleration programs. Conditions for receiving support.	lectures Seminars
	Topic 7. Financing of entrepreneurship: banks, business angels, venture funds	The essence and difference of business angels from venture funds.	lectures Seminars
	Topic 8. Crowdfunding is a new way to attract funds	The essence of crowdfunding platforms. Award. The difference between Russian platforms and foreign ones.	lectures Seminars
	Topic 9. How to start business for a foreigner	How to start business for a foreigner	lectures Seminars

## 6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS

*Table 6.1. Classroom Equipment and Technology Support Requirements*

<b>Classroom for Academic Activity Type</b>	<b>Classroom equipment</b>	<b>Specialized educational / laboratory equipment, software and materials for mastering the discipline</b>
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 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. RESOURCES RECOMMENDED FOR COURSE STUDY

### BASIC SOURCES:

1. Melling, Voitishkin & Partners. DOING BUSINESS. IN RUSSIA. 2023 [Electronic access] (дата обращения: 11.04.2024). Режим доступа: [https://mv.legal/upload/datastore/Doing%20Business%20in%20Russia%202023%20updated%20\(1\).pdf](https://mv.legal/upload/datastore/Doing%20Business%20in%20Russia%202023%20updated%20(1).pdf)
2. YULIA TIMONINA. DOING BUSINESS. IN RUSSIA. 2024 [Electronic access] (дата обращения: 11.04.2024). Режим доступа: <https://b1.ru/local/assets/tax/b1-doing-business-in-russia-2024.pdf>
3. Pavlov, P. V. International business : учебник : [16+] / P. V. Pavlov ; Южный федеральный университет. – Ростов-на-Дону ; Таганрог : Южный федеральный университет, 2019. – 295 с. : ил. – Режим доступа: по подписке. – URL: <https://biblioclub.ru/index.php?page=book&id=577784> (дата обращения: 11.04.2024). – ISBN 978-5-9275-3129-5. – Текст : электронный.
4. Project Management : textbook / D.D. Tsiteladze. — Moscow : INFRA-M, 2023. — 339 p. : il. — (Higher Education). — DOI 10.12737/1859087. - ISBN 978-5-16-017502-7. - Текст : электронный. - URL: <https://znanium.com/catalog/product/1859087> (дата обращения: 11.04.2024). – Режим доступа: по подписке.
5. 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. Shchepin, E. Diving Into the Red Ocean : how to break the rules of retail and come out on top : практическое пособие : [16+] / E. Shchepin. – Москва : Альпина Паблицер, 2022. – 280 с. : ил. – Режим доступа: по подписке. – URL: <https://biblioclub.ru/index.php?page=book&id=707377> (дата обращения: 11.04.2024). – ISBN 978-5-9614-7188-5. – Текст : электронный.

2. Юдина, И. В. International Business : хрестоматия для студентов-бакалавров направлений «Экономика», «Торговое дело» / И. В. Юдина. - Москва : РУТ (МИИТ), 2018. - 32 с. - Текст : электронный. - URL: <https://znanium.com/catalog/product/1896137> (дата обращения: 11.04.2024). – Режим доступа: по подписке.

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

4. 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.

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

6. 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/-](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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