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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

COURSE SYLLABUS

DOING BUSINESS IN RUSSIA

Recommended by MSSN for the field:

38.04.01 «Economy»

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

«International Business»

2025 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-3.	UC-3. Able to organize and manage the work of the team, developing a team strategy to achieve the goal.	UC-3.1. Determines its role in the team based on the strategy of cooperation to achieve the goal; UC-3.2. Formulates and takes into account in its activities the peculiarities of the behavior of groups of people, identified depending on the goal; UC-3.3. Analyzes the possible consequences of personal actions and plans its actions to achieve a given result; UC-3.4. Exchanges information, knowledge and experience with team members; UC-3.5. Argues his point of view regarding the use of ideas of other team members to achieve the goal; UC-3.6. Participates in team work on the execution of assignments.
UC-5.	Able to analyze and take into account the diversity of cultures in the process of intercultural interaction.	UC-5.2. Finds and uses information about cultural peculiarities and traditions of various social groups in social and professional communication; 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;

Competence code	Competence	Competence achievement indicators (within this course)
		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; UC-5.5. Substantiates the specifics of project and team activities with representatives of other ethnicities and (or) confessions; 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.
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 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.
PC-3.	Able to independently carry out research activities and critically evaluate the results obtained	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; PC-3.2 Able to substantiate the relevance, theoretical and practical significance of the chosen topic of scientific research; 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

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)*
UC-3.	UC-3. Able to organize and manage the work of the team, developing a team strategy to achieve the goal.		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 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			

Types of academic activities during the period of the HE programmastering		Course workload, academic hours	Semesters			
			1	2	3	4
Course workload	academic hours	108	108			
	credits	3	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
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.	lectures Seminars
	Topic 2. Business environment in Russia. Factors influencing business activities. Risk management.	lectures Seminars
	Topic 3. Organizational foundations of entrepreneurship in Russia. Organizational and legal forms: registration and liquidation.	lectures Seminars
	Topic 4. Innovations and the their role on in the development of entrepreneurship in the Russian Federation	lectures Seminars
	Topic 5. Franchising as a form of business organization	lectures Seminars
Section 2. Financing procedures of doing business in the Russian Federation	Topic 6. Government support for small businesses: priority areas and programs	lectures Seminars
	Topic 7. Financing of entrepreneurship: banks, business angels, venture funds	lectures Seminars
	Topic 8. Crowdfunding is a new way to attract funds	lectures Seminars
	Topic 9. Taxation policy in entrepreneurship	lectures Seminars
	Topic 10. 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

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	Laptop, projector, board, screen Software: Microsoft Windows, MS Office /

Classroom for Academic Activity Type	Classroom equipment	Specialized educational / laboratory equipment, software and materials for mastering the discipline
	screen, stable wireless Internet connection..	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. Recommended Sources for Course Studies

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 Пабlisher, 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
- 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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