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

### **Faculty of Economics**

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educational division (faculty/institute/academy) as higher education programme developer

## **COURSE SYLLABUS**

### **ECONOMICS AND ORGANIZATION OF FOREIGN TRADE (ADVANCED LEVEL)**

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(course title)

**Recommended by the Didactic Council for the Education Field of:**

### **38.04.01 ECONOMICS**

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(field of studies / speciality code and title)

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

### **INTERNATIONAL TRADE**

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(higher education programme profile/specialisation title)

**2025 г.**

## 1. COURSE GOAL(s)

The discipline “Economics and organization of foreign trade (advanced level)” is part of the Master's program “International Trade” in the direction 38.04.01 “Economics” and is studied in the 1st semester of the 1st year. The discipline is realized by the Department of International Economic Relations. The discipline consists of 11 sections and 14 topics and is aimed at studying the specifics of foreign economic activity and its main directions.

The purpose of mastering the discipline is the formation of students' skills of orientation in the problems, institutions and instruments of foreign economic activity and the ability to use the acquired knowledge in practice.

## 2. REQUIREMENTS FOR LEARNING OUTCOMES

Mastering the course “Economics and organization of foreign trade (advanced level)” is aimed at formation of the following competences (parts of competences) in students:

*Table 2.1. List of competences that students acquire through the course study*

Competence code	Competence descriptor	Competence formation indicators (within this course)
GC-4	Able to apply modern communicative technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction	GC-4.1 Selects a business communication style, depending on the language of communication, purpose, and context of the partnership; GC-4.2 Adapts speech, communication style and sign language to situations of interaction; GC-4.3 Finds necessary information to solve standard communicative problems in Russian and foreign languages; GC-4.4 Conducts business correspondence in Russian and foreign languages, taking into account the stylistic peculiarities of formal and informal letters and socio-economic conditions; GC-4.3. informal letters and sociocultural differences in the format of correspondence; GC-4.5 Uses dialog to collaborate in academic communication of communication, taking into account the personality of the individual. academic communication of communication, taking into account the personality of interlocutors, their communicative and speech strategies and tactics, and the degree of formality of the situation; GC-4.6 Forms and argues his/her own assessment of the main ideas of dialog (discussion) participants in accordance with in accordance with the needs of joint activity;
GC-7	Capable of using digital technologies and methods of searching, processing, analyzing, storing and presenting information (in the professional field) in the conditions of digital economy and modern corporate information culture	GC-7.1: Search for appropriate sources of information and data; perceive, analyze, remember, and communicate information using digital tools and algorithms when working with data obtained from various sources to effectively use the information to solve problems; GC-7.2 Evaluates information, its reliability, and draws logical inferences from incoming information and data;

GPC-1	Able to apply knowledge (at an advanced level) of basic economic science in solving practical and/or research problems	GPC-1.1 Possesses fundamental knowledge of economic science; GPC-1.2 Is able to use fundamental knowledge to solve applied and/or research problems; GPC-1.3 Possesses skills in selecting methods for solving practical and research problems on the basis of fundamental economic knowledge;
GPC-2	Able to apply advanced instrumental methods of economic analysis in applied and/or basic research	GPC-2.1 Possesses knowledge of advanced instrumental methods of economic analysis; GPC-2.2 Is able to apply knowledge of advanced instrumental methods of economic and financial analysis in applied and/or basic research;

Competence code	Competence descriptor	Competence formation indicators (within this course)
GPC-3	Able to summarize and critically evaluate scientific research in economics	GPC-3.1 Develops a program of applied and/or basic research in economics based on the evaluation and synthesis of the results of scientific research conducted by others; and GPC-3.1 Develops a program of applied and/or basic research in the field of economics based on the evaluation and generalization of the results of scientific research conducted by other authors; GPC-3.2 Prepare an analytical note on the results of applied and/or basic research in the field of economics; GPC-3.3 Summarizes the findings, prepares a conclusion and formulates recommendations on the results of applied and/or basic research in the field of economics;
GPC-5	Able to use modern information technologies and software tools in solving professional tasks and software tools in solving professional tasks	GPC-5.1 Knows modern information technologies and software tools used in solving professional tasks; and professional tasks; GPC-5.2 Is able to choose among modern information technologies and software tools the most effective ones for solving professional problems; GPC-5.3 Fully masters the skills of solving standard professional tasks with the use of information technologies and software tools; GPC-5.2 Know how to choose the most effective among modern information technologies and software tools for solving professional tasks; GPC-5.3 Fully masters the skills of solving standard professional tasks with the use of information technologies and software tools tools;
PC-1	Able to conduct independent research in accordance with the developed program and on their basis to prepare analytical materials for evaluating economic policy measures and making strategic decisions at the micro- and macro-level.	PC-1.1 Capable of presenting the results of the conducted PC-1.1 is able to present the results of the conducted independent research in the form of an article or a report at scientific conferences; PC-1.2 Can conduct analytical research to evaluate economic policy measures; PC-1.3 Can make a forecast of the main social and economic indicators of an enterprise, industry, region and the economy as a whole; PC-1.4 Can make strategic decisions at the micro- and macro-level on the basis of independent research;

PC-2	Able to develop options of management decisions and justify their choice based on the criteria of socio-economic efficiency	PC-2.1 Is able to sample criteria of social and economic efficiency; PC-2.2 Can use the theory of managerial decision-making in practice; PC-2.3 Can justify and argue proposed managerial decisions;
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### 3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline “Economics and organization of foreign economic activity (advanced level)” belongs to the mandatory part of block 1 “Disciplines (modules)” of the educational program of higher education.

Within the framework of the educational program of higher education students also master other disciplines and/or practices that contribute to the achievement of the planned results of the discipline “Economics and organization of foreign economic activity (advanced level)”.

*Table 3.1. The list of the higher education programme components/disciplines that contribute to the achievement of the expected learning outcomes as the course study results*

Competence code	Competence descriptor	Previous courses/modules*	Subsequent courses/modules*
GC-7	Capable of using digital technologies and methods of searching, processing, analyzing, storing and presenting information (in the professional field) in the conditions of digital economy and modern corporate information culture		International Finance; Professional Foreign Language**; International Settlements and Currency Transactions; Macroeconomics (advanced course); Customs and tariff regulation and non-tariff regulation; World experience of implementation of management information systems**; International International Transport Logistics**; Project Management**; Currency Regulation and Currency Control in Foreign Economic Activity**; Exchange Trade**; International Trade; Econometrics (advanced course); International Economics**; Electronic Commerce**; Organization International Economy**; Electronic Trade**; Organization of International Procurement; EAEU in International Trade**; Russian as a Foreign Language in Professional Activity**; Professional Foreign Language (elective); Russian language in professional Russian language in professional activity (elective); Pre-diploma practice; Research work;
GC-4	Able to apply modern communicative technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction		Russian language in professional activity (elective); International Finance; Professional Foreign Language**; International settlements and currency operations; Customs and tariff regulation and non-tariff regulation; International Labor Market and Migration; World experience of implementation of information systems

			management**; International transportation logistics**; Project Management**; Currency regulation and currency control in foreign economic activity**; Exchange Trade**; International Trade; International Economics**; Electronic Commerce**; Organization International Procurement Organization; Russian as a foreign language in Russian as a foreign language in professional activity**; Professional Foreign Language (optional);
GPC-1	Able to apply knowledge (at an advanced level) of basic economic science in solving practical and/or research problems		Pre-diploma practice; Research work; International Finance; Customs-Tariff Regulation and Non-Tariff Regulation; International Labor Market and Migration; International Trade;
GPC-2	Able to apply advanced instrumental methods of economic analysis in applied and/or basic research		International Finance; Macroeconomics (advanced course); Customs and tariff regulation and non-tariff regulation; International Labor Market and Migration; International Trade; Econometrics (advanced course); Pre-diploma practice; Research work;
GPC-3	Able to summarize and critically evaluate scientific research in economics		Pre-diploma practice; Research work; International Finance; Macroeconomics (advanced course); Customs and tariff regulation and non-tariff regulation; International Labor Market and Migration; International Trade; International Procurement Organization;

GPC-5	<i>Able to use modern information technologies and software tools in solving professional tasks</i>		Pre-diploma practice; Research work; International Finance; Customs-Tariff Regulation and Non-Tariff Regulation; International Labor Market and Migration; International Trade; Econometrics (advanced course);
PC-1	<i>Able to conduct independent research in accordance with the developed program and on their basis to prepare analytical materials for evaluating economic policy measures and making strategic decisions at the micro- and macro-level.</i>		International Finance; International Settlements and Currency Transactions; Customs and tariff regulation and non-tariff regulation; International Labor Market and Migration; International Trade; World Experience in the Implementation of Management Information Systems**; EAEU in International Trade**; International Transport Logistics**; Project Management**; Currency Regulation and Currency Control in Foreign Economic Activity**; Exchange trade**; International economics**; Electronic trade**; Pre-diploma practice; Research work;
PC-2	<i>Able to develop options of management decisions and justify their choice based on the criteria of social and economic efficiency</i>		Pre-diploma practice; Research work; International Finance; International settlements and currency operations; Customs and tariff regulation and non-tariff regulation; International Labor Market and Migration; Organization of International Procurement; World experience of implementation of information management systems**; EAEU in International Trade**; International Transport Logistics**; Project Management**; Foreign Exchange Regulation and Currency Control in Foreign

			Economic Activity**; Exchange Trade**; International Economics**; Electronic Trade**; 
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\* - To be filled in according to the competence matrix of the higher education programme.

\*\* - elective disciplines/practices



#### 4. COURSE WORKLOAD AND ACADEMIC ACTIVITIES

The total labor intensity of the discipline “Economics and organization of foreign trade (advanced level)” is “3” credit units.

*Table 4.1. Types of academic activities during the periods of higher education programme mastering (full-time training)\**

Type of academic activities	Total academic hours		Semesters/training modules
			1
<i>Contact academic hours</i>	36		36
Lectures (LC)	18		18
Lab work (LW)	0		0
Seminars (workshops/tutorials) (S)	18		18
<i>Self-studies</i>	45		45
<i>Evaluation and assessment (exam/passing/failing grade)</i>	27		27
<b>Course workload</b>	academic hours	<b>108</b>	<b>108</b>
	credits	<b>3</b>	<b>3</b>

## 5. COURSE CONTENTS

*Table 5.1. Course contents and academic activities types*

Section number	Course module title	Course module contents (topics)		Academic activities types *
Section 1	National company in international trade: complexities and risks of entering the foreign market	1.1	The international trade system and its objects. Globalization of the world economy and its driving forces: liberalization and new technologies. Alternative ways for companies to enter foreign markets.	LC, S
Section 2	Adaptation of the company to operations in a foreign market	2.1	Formation of a marketing complex in relation to the peculiarities of the external market. Marketing-mix - 4 "P's" of marketing: P1 - product - product; P2 - price - price; P3 - place - sales/distribution; P4 - promotion - sales stimulation.	LC, S
Section 3	Marketing research: methodology and sources of information	3.1	Marketing research. Features of market and firm research.	LC, S
Section 4	Preparation and conclusion of a foreign trade transaction	4.1	International trade transaction: concept and objects. Types of international transactions. Preparation for the conclusion of a foreign trade transaction: offer, counteroffer, acceptance, order. Signing an agreement for the international sale of goods - contract.	LC, S
Section 5	Standardization of terms and conditions and unification of international trade law	5.1	Model contracts in international trade. The concept, form and spheres of application of a model contract. The UN Vienna Convention on Contracts for the International Sale of Goods (1980). Vienna Convention and Russia.	LC, S
Section 6	Contract for the international sale of goods	6.1	Subject of the contract. Preamble. Methods of determining the quality of the goods. Certificate of quality. Determination of the quantity of goods in the contract. System of measures and weights.	LC, S
		6.2	Contract price and payment terms. Price with indication of the BUP. Price currency and contract currency. Discounts from prices. Methods of fixing the price of goods in a contract. Forms of settlement: Bank transfer, collection, letter of credit.	LC, S
		6.3	Packaging, labeling, delivery-acceptance, warranties, claims and sanctions.	LC, S
		6.4	Force Majeure and Arbitration. Types of force majeure circumstances. Consequences of the occurrence of force majeure circumstances	LC, S
Section 7	<i>Basic delivery terms - Incoterms 2020</i>	7.1	Incoterms 2020. The essence of the basic terms of delivery. Correlation of the concepts of Incoterms and basic terms of delivery. Incoterms-2020: terms of group E, F, C, D. The term "franco". The term "no obligation". The term "customs clearance". The concept of carrier.	LC, S

<b>Section 8</b>	Documentation formalizing the execution of a foreign trade contract	8.1	Foreign trade documentation. Commercial documents. Commercial account: requisites, functions and types. Transportation documents. Bill of lading as a document of title. Customs documents. Veterinary, sanitary, phytosanitary and quarantine certificates.	LC, S
<b>Section 9</b>	Нетрадиционные методы экспортного финансирования: факторинг, форфейтинг	9.1	Short-term and medium-term financing. International factoring as short-term export financing. Discounting of invoices. Factoring and recourse to the exporter. Forfeiting as medium-term export financing. The role of the forfeitor bank and the acquiring bank	LC, S

<b>Section 10</b>	Intermediaries in international trade	10.1	International intermediation. The role of intermediaries in international trade. Classification of intermediaries according to the scope of authority granted. Dealers and distributors. Commission operations	LC, S
<b>Section 11</b>	International trade in scientific and technological knowledge	11.1	International licensing. Trade in intellectual property rights: full transfer of rights; licensing; know-how agreements; franchises, distribution, etc. International license agreement. Types of license granted: simple, exclusive and full licenses. Licensor's remuneration: royalty; lump sum payment; licensor's participation in profits; transfer of securities, technical documentation.	LC, S

\* - to be filled in only for full -time training: LC - lectures; LW - lab work; S - seminars.

## 6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS

*Table 6.1. Classroom equipment and technology support requirements*

Type of academic activities	Classroom equipment	Specialised educational / laboratory equipment, software, and materials for course study (if necessary)
Lecture	A lecture hall for lecture-type classes, equipped with a set of specialised furniture; board (screen) and technical means of multimedia presentations.	Aud. 101. Lenovo AIO-510-22ISH monoblock Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio, monitor 21, Multimedia projector Casio XJ-S400UN, Multimedia Projector Casio XJ-V100W, Projection screen GEHA 244*244, Screen with electric wire Draper 203*1, Acoustic system Defender Mercury 35 MkII, TV Philips.

Seminar	A classroom for conducting seminars, group and individual consultations, current and mid-term assessment; equipped with a set of specialised furniture and technical means for multimedia presentations.	Aud. 101. Lenovo AIO-510-22ISH monoblock Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio, monitor 21, Multimedia projector Casio XJ-S400UN, Multimedia Casio XJ-V100W, Projection screen GEHA 244*244, Screen with electric wire Draper 203*1, Acoustic system Defender Mercury 35 Mkl, Philips TV.
Self-studies	A classroom for independent work of students (can be used for seminars and consultations), equipped with a set of specialised furniture and computers with access to the electronic information and educational environment.	Aud. 101. Monoblock Lenovo AIO-510-22ISH Intel I5 2200 MHz/8 GB/1000 GB/DVD/audio, monitor 21, Multimedia projector Casio XJ-S400UN, Multimedia Projector Casio XJ-V100W, Projection screen GEHA 244*244, Screen with electric wire Draper 203*1,

\* - The premises for students' self-studies are subject to **MANDATORY** mention

## 7. RESOURCES RECOMMENDED FOR COURSE STUDY

### *Main readings:*

1. Основы внешнеэкономической деятельности в Российской Федерации // Под общей редакцией С.В. Рязанцева М.: КНОРУС, 2018
2. Покровская В.В. Внешнеэкономическая деятельность. Учебник. В 2-х частях. – М.: Юрайт, 2019.
3. Герчикова И.Н. Международное коммерческое дело. Второе издание. – М.: ЮНИТИ-ДАНА, 2001

### *Additional readings:*

1. Инкотермс 2020. Правила ICC по использованию национальных и международных торговых терминов / Incoterms 2020: ICC Rules for the Use of Domestic and International Trade Terms. - М.: Международная торговая палата, 2020
2. Товарная номенклатура ВЭД ЕАЭС. – [www.tks.ru](http://www.tks.ru)

### *Internet sources:*

1. ЭБС РУДН и сторонние ЭБС, к которым студенты университета имеют доступ на основании заключенных договоров
  - Электронно-библиотечная система РУДН – ЭБС РУДН <https://mega.rudn.ru/MegaPro/Web>
  - ЭБС «Университетская библиотека онлайн» <http://www.biblioclub.ru>
  - ЭБС Юрайт <http://www.biblio-online.ru>

- ЭБС «Консультант студента» [www.studentlibrary.ru](http://www.studentlibrary.ru)
  - ЭБС «Знаниум» <https://znanium.ru/>
2. Databases and search engines:
- Sage <https://journals.sagepub.com/>
  - Springer Nature Link <https://link.springer.com/>
  - Wiley Journal Database <https://onlinelibrary.wiley.com/>
  - Научометрическая база данных Lens.org <https://www.lens.org>

*Training toolkit for self- studies to master the course \*:*

1. Course of lectures on the discipline “Economics and organization of foreign economic activity (advanced level)”.

\* - The training toolkit for self- studies to master the course is placed on the course page in the university telecommunication training and information system under the set procedure.

## **8. ASSESSMENT TOOLKIT AND GRADING SYSTEM\* FOR EVALUATION OF STUDENTS’ COMPETENCES LEVEL UPON COURSE COMPLETION**

The assessment toolkit and the grading system\* to evaluate the competences formation level (competences in part) upon the course study completion are specified in the Appendix to the course syllabus.

\* The assessment toolkit and the grading system are formed on the basis of the requirements of the relevant local normative act of RUDN University (regulations / order).

**DEVELOPERS:**

доцент кафедры МЭО  
*position, department*

*Signature*

Соколан Дарья Сергеевна  
*name and surname.*

**HEAD OF EDUCATIONAL  
DEPARTMENT:**

Заведующий кафедрой  
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*Signature*

Андропова Инна  
Витальевна [М]](вн. совм.)  
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