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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**

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### **Organization of international procurement**

(name of discipline/module)

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

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38.04.01 Economics

(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 "Organization of International Procurement" is the mastering by students of the theory and practice of organizing international procurement and the procurement process

## 2. LEARNING OUTCOMES

Studying the discipline "Organization of International Procurement" is aimed at the formation of the following competencies (parts of competencies) among students:

*Table 2.1. List of competencies formed in students when mastering the discipline (results of mastering the discipline)*

Cipher	To the Competence	Competency Achievement Indicators (within the framework of this discipline)
GC-1	Able to carry out search, critical analysis of problem situations on the basis of a systematic approach, to develop an action strategy	GC-1.1 Analyzes the task, highlighting its basic components
		GC-1.2 Determines and ranks the information required to solve the task
		GC-1.3 Searches for information to solve the task on various types of requests
		GC-1.4 Offers options for solving the problem, analyzes the possible consequences of their use
GC-2	Able to manage the project at all stages of its life cycle	GC-2.1 Formulates a problem, the solution of which is directly related to the achievement of the project goal
		GC-2.2 Determines the relationship between the tasks set and the expected results of their solution
		GC-2.3 Within the framework of the tasks set, determines the available resources and restrictions, the current legal norms
		GC-2.4 Analyzes the schedule for the implementation of the project as a whole and chooses the best way to solve the tasks, based on the current legal norms and available resources and limitations
GC-3	Able to organize and manage the work of the team, developing a team strategy to achieve the goal	GC-3.1 Defines 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 his actions to achieve a given result
		GC-3.4 Exchanges information, knowledge and experience with team members
GC-4	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for	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 interaction situations

<b>Cipher</b>	<b>To the Competent</b>	<b>Competency Achievement Indicators</b> (within the framework of this discipline)
	academic and professional interaction	GC-4.3 Searches for the necessary information to solve standard communicative tasks in Russian and foreign languages
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-3	Able to generalize and critically evaluate scientific research in economics	SPC-3.1 Develops a program of applied and / or fundamental research in the field of economics on the basis of evaluation and generalization of the results of scientific research conducted by other authors
		SPC-3.2 Prepares an analytical note on the results of applied and/or fundamental research in the field of economics
		SPC-3.3 Summarizes conclusions, prepares a conclusion and formulates recommendations on the results of applied and / or fundamental research in the field of economics
SPC-4	Able to make economically and financially sound organizational and managerial decisions in professional activities and be responsible for them	SPC-4.1 Develops organizational and managerial decisions in professional activities
		SPC-4.2 Has 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
PC-2	Able to develop options for management decisions and justify their choice based on the criteria of socio-economic efficiency	PC-2.1 Capable of sampling criteria for socio-economic efficiency
		PC-2.2 Able to use in practice the theory of managerial decision-making
		PC-2.3 Able to justify and argue proposed management decisions

### 3. COURSE IN HIGHER EDUCATION PROGRAMME STRUCTURE

The discipline "Organization of International Procurement" refers to the mandatory part / part formed by the participants of the educational relations of block B1 of the EP.

Within the framework of the EP, students also master other disciplines and / or practices that contribute to the achievement of the planned results of mastering the discipline "Organization of International Procurement".

*Table 3.1. The list of components of the OP HE that contribute to the achievement of the planned results of the discipline*

<b>Code</b>	<b>Competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
GC-1	Able to carry out search, critical analysis of problem situations on the basis of a systematic approach, to develop an action strategy	Microeconomics (Advanced Course)	
GC-2	Able to manage the project at all stages of its life cycle		Project management
GC-3	Able to organize and manage the work of the team, developing a team strategy to achieve the goal		International activities of commercial banks
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	Legal regulation of economic and foreign economic activity International Finance International Economics	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) The EU in international trade World experience in the implementation of management information systems International Transport Logistics Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks
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	Legal regulation of economic and foreign economic activity International Finance International Economics	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

<b>Code</b>	<b>Competence</b>	<b>Previous disciplines/modules, practices*</b>	<b>Subsequent disciplines/modules, practices*</b>
			International Corporate Marketing Strategies International Transport Logistics Project management Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks
SPC-3	Able to generalize and critically evaluate scientific research in economics	Legal regulation of economic and foreign economic activity International Finance International Economics Conjuncture of world markets for goods and services	International Labour Market and Migration Theory and Practice of International Business Communication International monetary and credit relations International trade Customs and tariff regulation International Corporate Marketing Strategies Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks International Commerce: Efficiency of Trade Transactions
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	International Transport Logistics, Project Management, Currency Regulation and Currency Control in Foreign Economic Activity, Transnational Business, International Activities of Commercial Banks, International Commerce: Efficiency of Trade Transactions
PK-2	Able to develop options for management decisions and justify their choice based on the criteria of socio-economic efficiency	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) World experience in the implementation of management information systems International Corporate Marketing Strategies International Transport Logistics

Code	Competence	Previous disciplines/modules, practices*	Subsequent disciplines/modules, practices*
			Project management Currency regulation and currency control in foreign economic activity Transnational business International activities of commercial banks International Commerce: Efficiency of Trade Transactions

\* - is filled in accordance with the competence matrix and the SPMS OP VO

#### 4. COURSE WORKLOAD AND LEARNING ACTIVITIES

The overall labor intensity of the discipline "Organization of International Procurement" is 2 credits.

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

Type of educational work		TOTAL, academic hours	Semester(s)			
			1	2	3	4
<i>Contact academic hours</i>		<i>36</i>		<i>36</i>		
including:						
Lectures (LC)		18		18		
Laboratory works (LW)						
Practical/Seminar Classes (SC)		18		18		
<i>Self-study (ies), academic hours</i>		<i>18</i>		<i>18</i>		
<i>Evaluation and assessment academic hours</i>		<i>18</i>		<i>18</i>		
<b>Overall labor intensity of the discipline</b>	academic hours	<b>72</b>		<b>72</b>		
	credits	<b>2</b>		<b>2</b>		

#### 5. COURSE MODULES AND CONTENTS

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

Course Modules and Contents	Modules and Topics (Units/Themes)	Type of educational work*
Section 1. Regulation of the procurement process at the state level and within individual organizations	Topic 1. The importance of the procurement process for individual economic agents and for the functioning of the economy as a whole	LC, SC
	Topic 2. Legislative norms governing public procurement in the Russian Federation	LC, SC
	Topic 3. Local regulations governing the procurement process at the level of individual organizations: types, meaning, principles of formation and subsequent functioning	LC, SC

Course Modules and Contents	Modules and Topics (Units/Themes)	Type of educational work*
Section 2. Current situation in the context of Russia's participation in international procurement	Topic 4. The policy of the Russian Federation in the field of acquisition of goods / works / services (GWS) abroad by budgetary institutions, state corporations and companies with state participation	LC, SC
	Topic 5. The policy of the Russian Federation in the field of assistance / prevention of procurement of GWS abroad by non-state economic agents. Policy of "import substitution", etc.	LC, SC
Section 3. Methods of implementation and support of the procurement process	Topic 6. Tender procedure: methods of conduct, types, features of this type of procurement	LC, SC
	Topic 7. Procurement on an uncontested basis: reasons, methods of implementation, procedure for justification	
	Topic 8. Contractual support of the procurement process: key points of contracts, applicable contract law, etc.	
Section 4. Current trends in international procurement	Topic 9. Consideration of the concepts of "general contractor" and "general supplier". Examples of generalized procurement policies for GWS	LC, SC
	Topic 10. EPCI-contracts as one of the main ways to implement complex engineering and technical projects	
	Topic 11. Features of procurement of intellectual property objects	
	Topic 12. The concept of "local content" as one of the factors in the development of international procurement	

\* - is filled only in **full-time** forms of training: LC - lectures; LW - laboratory work; SC - seminar classes.

## 6. CLASSROOM EQUIPMENT AND TECHNOLOGY SUPPORT REQUIREMENTS

*Table 6.1. Logistics of discipline*

№	Name of discipline (module), practices in accordance with the curriculum	Name of special * placements and placements for independent work	Equipment of special placements and placements for independent work	List of licensed software. Details of the confirming document
1.	Organization of international procurement	Moscow, Miklouho-Maclay, 6, Classroom for lectures and seminars, current control and interim assessment of students Classroom 105	Multimedia projector Casio XJ-M250 – 1 PC screen 1 PC. ASUS F6A notebook C2D-T5450 13" 2048MB/250Gb/Vista Home Basic+box,	1. MS Windows 10 64 bit, license 86626883 2. Microsoft Windows 8.1 license 8512275

		Classroom for group and individual consultations- the location of the Department of International Economic Relations Classroom 114	Office Prof Plus 2007 Rus Sch. K3447-1/IV dated 17.12.08	3. Microsoft Office 2016 license 86626883 4. Microsoft Excel 2010 license 5190227 5. Mentor 6. Garant System 7. Consultant plus
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\* - the audience for independent work of students is indicated **NECESSARILY!**

## 7. RECOMMENDED SOURCES FOR COURSE STUDIES

### Main reading (sources):

1. Galanov V.A. Foreign experience of procurement activity of the state [Text]: educational and methodical manual / V.A. Galanov, O.A. Grishina, S.R. Shibaev. – M.: INFRA – M., 2010. – 235 p. + CD-ROM
2. Degtev G.V., Gladilina I.P., Akimov N.A., Bannikov P.A. Procurement Management goods, works, services to meet state and municipal needs: a textbook. – M.: Mosk. Mountains. Department of the Government of Moscow, 2013. – 120 p.
3. Reti, Sándor. Comparative analysis of the Hungarian legislation on public procurement [Text]: a textbook / Sándor Reti. – M.: MSUU PM, 2011. – 29 p.

### Additional (optional) reading (sources)

1. Akimov N.A. New in the legislation of the European Union in the field of public procurement // Public and corporate procurement as a form of public-private partnership: a collection of scientific articles. – M.: MGUU Of the Government of Moscow, TsOiNK, 2014. – C.11-16.
2. Degtev G.V. International experience of public procurement // Modern problems of science and education. – 2013. – № 6. – URL: [www.science-education.ru/113-10849](http://www.science-education.ru/113-10849)
3. Safronov, O. A. Istoriko-legal'noi istoricheskoi razvitiya sistema gosudarstvennykh prokuponshki v Rossii i Nemerii [Text] : article / O. A. Safronov // Vestnik MGUU 2014 : Nauchno-prakticheskoi zhurnal MSUU Glaniya Moskvyy. - M. : MGUU PM, 2014. - №2. - S. 47-52.
4. Shkodinsky S.V. International experience of public procurement of goods, works and services [Text]: educational and methodical complex for civil servants of Moscow, studying by education. prof. retraining program "Management of state and municipal orders" / S.V. Shkodinsky. – M.: MGUU PM, 2010. – 48 p.
5. Akimov N. A. Overview of public procurement reform in Russia // Life Science Journal 2014;11(12s). – P.878-883.
6. Department of the city of Moscow on competitive politics Electronic resource.; - Access mode: <http://www.tender.mos.ru/newsite/News.aspx?MenuId=7203>.
7. Information portal on public and commercial procurement Roszakup.ru. Electronic resource. - Access mode: <http://www.roszakup.ru/news/detail.php?ID=157923>.

*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 "Organization of international procurement".

2. Materials received within the framework of seminars on the discipline "Organization of International Procurement" 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 "Organization of International Procurement" 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



**I.V.Andronova**

Head of the Higher Education Program(me)

Doctor of Economics, Professor of International  
economic relations



**I.V.Andronova**

## Appendix

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)