

**NATIONAL UNIVERSITY OF BIORESOURCES AND NATURE  
MANAGEMENT OF UKRAINE**

Department of Administrative Management and Foreign Economic Activity

"APPROVE"  
Dean of the Faculty of Agricultural Management  
\_\_\_\_\_ (Ostapchuk A.D.)  
" \_\_\_\_ " \_\_\_\_\_ 2020

**CONSIDERED AND APPROVED**  
at a meeting of the department  
administrative management  
and foreign economic  
Protocol №\_17\_ from "\_06\_"\_2020  
Head of Department  
\_\_\_\_\_ (Mostenkska T.L.)

**WORKING ACADEMIC PROGRAM**  
**"ORGANIZATION AND TECHNIQUE OF FOREIGN ECONOMIC OPERATIONS"**

field of knowledge: 07 - Management and administration

specialty: 073 - "Management"

specialization: "FEA Management"

Faculty of Agricultural Management

Lectors: Doctor of Economics, Professor Galushko VP, PhD, Associate Professor. Mishchenko IA

**Kyiv-2020**

# 1. Description of the discipline

## "Organization and technique of foreign economic operations"

(name)

<b>Field of knowledge, direction of training, specialty, educational and qualification level</b>		
Field of knowledge	07 "Management and Administration"	
Educational degree	Master	
Specialty	073 "Management"	
Specialization	"FEA Management"	
<b>Characteristics of the discipline</b>		
Kind	Required	
Total hours	__120__	
Number of ECTS credits	__4__	
Number of content modules	__2__	
Course project (work) (if available in the working curriculum)		
Form of control	Exam	
<b>Indicators of academic discipline for full-time and part-time forms of education</b>		
	full-time education	external form of education
Semester	__1__	__2__
Lectures	__30__ year	__6__ year
Practical, seminar classes	__30__ year	__8__
Laboratory classes	_____	__year
Independent work	__60__ yrs.	__year
Individual tasks	_____	_____
Number of weekly hours for full-time study: classroom independent student work -	__4__ year	

## **2. The purpose and objectives of the discipline**

Ukraine has determined its path to the world community. But one desire is not enough, everyone must learn to be a reliable partner in international markets. Tens of thousands of enterprises, hundreds of thousands of entrepreneurs and civil servants are directly involved in foreign economic activity. The purpose of the discipline - to help master the knowledge of the foreign market, economists, marketers and managers - in higher education.

The purpose of the discipline is to study the patterns, features, trends and mechanism of implementation of foreign economic relations, the formation of students' system of theoretical knowledge and the acquisition of practical skills in the field of foreign economic activity.

**Course objectives** - study of mechanisms of regulation of foreign economic activity, tools of research of foreign markets for the purpose of their choice, ways of entering foreign markets, features of international commodity and price policy, mastering of methodical bases of international contractual activity, international calculations, specifics of currency, customs and tax regulation of such activity.

### **As a result of studying the discipline the student must know:**

To master the discipline, students must complete the following tasks of studying the course:

- understand the essence and specifics of the mechanism of functioning of foreign economic activity in Ukraine at the present stage;
- know and be able to use the regulatory framework for regulating foreign economic activity of enterprises;
- assess trends, contradictions and feasibility of activities in determining the main directions of foreign economic activity for enterprises of various forms of ownership that are subjects of foreign economic activity;
- understand the specifics of the introduction of various forms of access to foreign markets;
- know and be able to use in practice the basic procedures for concluding and executing foreign economic contracts:
- determine the effectiveness of agreements and foreign economic activity of the enterprise as a whole;
- using the acquired knowledge in practice, to make professional decisions that comply with the state economic policy and the main provisions of international agreements to which Ukraine has acceded.

### **be able:**

As a result of studying the discipline the student must:

- be able to calculate the effectiveness of the participation of business entities in the international division of labor and determine the impact of foreign economic activity on the economy;
- determine the economic role of import duties;
- compile formulas for trade agreements;
- calculate the amount of taxes on the import of goods into the customs territory of Ukraine;
- predict the value of export and import contract prices;
- conclude foreign trade agreements;
- apply protective foreign exchange reservations in foreign trade agreements;
- make a feasibility study for the establishment of a joint venture;
- be able to carry out foreign exchange transactions, etc.

## **2. Program and structure of the discipline:**

### **CONTENT MODULE 1.**

#### **Topic 1. Concepts, types and features of foreign economic transactions**

##### **List of questions**

1. The essence of state regulation of foreign economic activity
2. Bodies of state regulation of foreign economic activity
3. Forms and methods of state regulation of foreign economic activity

The essence of state regulation of foreign economic activity. Basic principles of foreign economic activity. Types and purpose of FEA.

Foreign economic policy, its goals. Types of foreign economic policy of the state: foreign trade, foreign investment and monetary and financial policy of the state.

Bodies of state regulation of foreign economic activity, their functions. Principles of regulation of foreign economic activity.

Forms of state regulation of foreign economic activity. Free trade, its features. Protectionism, forms of its implementation.

Organizational and economic mechanism of state regulation of foreign economic activity. Methods of foreign trade regulation. Organizational and administrative methods of foreign trade regulation: registration of foreign trade participants, registration of foreign economic transactions, requirements for documentation in the field of foreign economic activity, licenses for foreign trade, prohibition of foreign trade. Economic methods of foreign trade regulation: customs regulation, tax policy, monetary and financial regulation, regulation of capital movements, price regulation, norms and standards. Financial methods of foreign trade regulation: state subsidies, tax benefits, export crediting, export insurance and guarantees. Protectionist methods of foreign trade regulation: protection from external competition, quotas and licenses, promotion of science, technology and engineering.

#### **Topic 2. External market marketing research**

##### **List of questions**

1. Model of state regulation of foreign economic activity in the classical theory of international trade
2. Development of concepts of state regulation of foreign economic activity during the XIX - XX centuries.
3. Modern theoretical concepts of state regulation of foreign economic activity

Model of state regulation of foreign economic activity in the classical theory of international trade. Features of the theory of mercantilism. Free trade concept. A. Smith's classical theory of state participation in the regulation of economic activity. David Ricardo's theory of relative advantages.

Development of concepts of state regulation of foreign economic activity during the XIX - XX centuries. Basic postulates of neoliberalism. The role of the state in the theory of institutionalists. The theory of Marxism. Innovative theory of economic development of M. Tugan-Baranovsky. "Competition of innovations" by J. Schumpeter.

Modern theoretical concepts of state regulation of foreign economic activity. M. Porter's theory of competitive advantages. State regulation in the theory of J. Keynes. Neo-Keynesianism, its features. The development of protectionism in the twentieth century.

### **Topic 3.** Search, evaluation, selection and contact with a foreign partner

1. The concept of customs tariff. Types and functions of duties.
2. Determination of the country of origin and customs value of the goods.
3. The level of customs duty. Tariff escalation.

The concept of duty and customs tariff. Duty functions. Classification of duties. Types of duties by method of collection: ad valorem, specific, combined. Types of duties by origin: autonomous, conventional, preferential. Types of duties on the object of taxation are import (import), export (export), transit. Types of duties by nature: seasonal, special, anti-dumping, countervailing. Constant and variable duties. Nominal and effective duty. Tariff quotas. Customs procedures and formalities.

Country of origin of goods. Rules for determining the country of origin of goods. Harmonized system of description and coding of goods.

Customs value of goods, its composition. The main methods of determining the customs value of goods: the transaction price, the transaction price for identical goods, the transaction price for similar goods, on the basis of deduction of value, value added, reserve method.

The level of customs duty. Nominal duty rate. Effective duty rate. Tariff escalation, its purpose and features of application.

### **Topic 4.** Pricing in foreign economic activity. Calculation of export / import prices

#### **List of questions**

1. Prerequisites for the spread, nature and classification of non-tariff barriers.
2. Quantitative non-tariff restrictions.
3. Subsidies and export financing.
4. Dumping and anti-dumping procedures.

5. The role of hidden barriers in state regulation of foreign economic activity.
6. The main consequences of the introduction of non-tariff barriers and general principles for assessing their size.

The essence of non-tariff regulation of foreign trade ("non-tariff restrictions").

Non-tariff methods of regulating international trade, their classification by nature: quantitative, covert, financial, non-economic.

Quantitative non-tariff restrictions: import quotas, export restrictions, licensing, "voluntary" export restrictions, embargoes. The purpose of quotas and licensing of foreign trade. Import quota, its types: individual quotas, global quotas, seasonal quotas, tariff quotas, features of their application.

Financial measures of non-tariff regulation of foreign economic activity. The concept of subsidy. Types of subsidies. "Green", "yellow", "red" subsidies under the Rules of the Uruguay Round, the differences between them. Direct and hidden subsidies.

Export financing (crediting), its types: short-, medium- and long-term crediting.

Export credit insurance. Types of export insurance.

The essence of dumping. The main forms of dumping: sporadic, predatory, permanent, reverse, reciprocal. Anti dumping, international anti dumping rules. WTO Anti-Dumping Committee.

Anti-dumping process, its stages: initiation (submission of a special application to the address of anti-dumping authorities), anti-dumping investigation, establishment of anti-dumping measures.

Antidumping duty, its features .. The main functions of antidumping duty.

Hidden barriers, their place in state regulation of foreign trade. Technical barriers.

International Organization for Standardization (ISO), areas of its activities.

Certification, its place in the regulation of foreign trade.

Additional technical limitations. Government Procurement. Conditions for the content of local components.

The main consequences of the introduction of non-tariff barriers. Assessment of non-tariff barriers: frequency index, trade coverage index, price impact index.

## **CONTENT MODULE 2.**

### **Topic 5. Conclusion, organization of control, execution and termination of a foreign trade contract**

1. Concepts and characteristics of services.
2. Classification and methods of service delivery.
3. Specifics and scales of foreign trade in services.
4. Methods of state regulation of foreign trade in services.

Concepts and characteristics of services. Qualitative differences between goods and services.

Theories of three-sector division of the economy. The value and place of services in the economy.

Classification of services: factor and non-factor services; trade, non-trade and government services. International standard industry classification of all types of economic activity. Classification of services, adopted by the IMF.

Methods of supply of services: cross-border supply, consumption abroad, commercial presence, presence of individuals.

Joint classification of trade in OECD and Eurostat services.

Specifics and scales of foreign trade in services.

Methods of state regulation of foreign trade in services: measures to regulate market access and measures to restrict the use of national treatment.

Regulatory instruments in foreign trade in services: barriers to cross-border transactions; barriers to the establishment and operation of service enterprises; restrictions on the movement of persons.

## **Topic 6. Foreign trade agreements: types, structure, content**

### **List of questions**

1. The essence and necessity of state regulation of monetary and financial relations.

2. Characteristics of the money supply and velocity of money. The law of money circulation.

3. The mechanism of monetary regulation.

4. Types of monetary policy of the state.

5. Currency restrictions. Currency clearing.

The essence of state regulation of monetary and financial relations. The need for state regulation of monetary and financial relations. Financial policy. Monetary policy. Monetary policy, its structure. The main tools of monetary policy. Currency legislation.

Money supply. Active and passive money supply. Quantitative assessment of the money supply. The velocity of money, ways to determine it. Factors affecting the velocity of money.

Quantitative theory of money. Fisher's exchange equation. The basic law of money circulation.

The mechanism of monetary regulation.

Methods of monetary regulation. General methods of monetary regulation. Selective methods of monetary regulation. The main types of monetary policy.

Monetary policy of the state, its types. Discount policy (accounting). Foreign exchange policy. Diversification of foreign exchange reserves. Currency dumping, its use. Devaluation and revaluation.

Currency restrictions. Currency clearing.

## **Topic 7. International rules of interpretation of trade terms "INCOTERMS", International settlements in the implementation of foreign**



**economic activity.**  
**List of questions**

1. The essence and types of investments.
2. Foreign direct investment: their causes and estimation of volumes.
3. State regulation of foreign direct investment.
4. Portfolio foreign investments: reasons, volume estimation, methods of regulation.

The essence and types of investments. The concept of "enterprise with foreign investment". Forms of enterprise with foreign investment. Foreign direct investment, their composition. The main forms of foreign investment.

Factors influencing the state and volume of foreign investment. Reasons for capital exports. Reasons for capital imports. Estimation of foreign direct investment.

State regulation of foreign direct investment. Basic principles of state regulation of investment activity.

Stimulating the inflow of foreign direct investment, forms of its implementation. Legal regime of investment activity.

Foreign investment protection guarantee system. Foreign investment insurance. Multilateral Investment Guarantee Agency (MIGA), its functions. Guarantees against losses of BAGI.

Administrative and diplomatic support. Settlement of investment disputes.

Portfolio foreign investments, reasons for their implementation. Estimation of portfolio foreign investment volumes. Regulation of portfolio foreign investments. State regulation of portfolio foreign investment inflows. Direct and indirect regulation of portfolio investment activities, tools for its implementation.

**Topic 8. Feasibility study of foreign economic transactions**  
**List of questions**

1. Ensuring the protection of industrial property.
2. Copyright and related rights protection
3. Forms of international transfer of intellectual property rights.  
Mechanisms of state regulation of transfer of intellectual property rights.

International transfer of intellectual property rights. Instruments of legal protection of intellectual property.

Ensuring the protection of industrial property. Patent. Patent transfer is a license agreement. License. Industrial design. Trademark., Trademark registration. Geographical indications (indications of origin of goods). Layout (topography) of integrated circuits. Protection of undisclosed information.

Copyright. Objects that are protected by copyright. Copyright term. Transfer of copyright: transfer of exclusive rights; transfer of non-exclusive rights.



Related law. Owners of related rights .. Sign of protection of related rights.

Ways of infringing copyright and related rights: piracy, plagiarism, avoidance of technical means of protection.

State regulation and enforcement of copyright protection. Central executive body in the field of intellectual property, its functions.

Forms of international transfer of intellectual property rights: patent agreement, license agreement, know-how, engineering.

International cooperation in the field of technology transfer. Technical assistance. Types of technical assistance.

**The structure of the discipline:**  
**"Organization and Technology of Foreign Economic Operations"**

Names of content modules and topics	Number of hours											
	Full-time						Correspondence form					
	total	including						including				
		1	n	lab	ind	s.r.		1	n	lab	ind	s.r.
1	2	3	4	5	6	7	9	10	11	12	13	
<b>Content module 1. Organization and pre-contract work on the preparation of foreign trade operations</b>												
Topic.1. Concepts, types and features of foreign economic transactions		4	4			8		2				
Topic.2. Foreign economic market research		4	4			8		2				
Topic.3. Search, evaluation, selection and contact with a foreign partner		4	4			8						
Topic.4. Pricing in foreign economic activity. Calculation of export / import prices		2	2			6		2				
Together on the content module 1		14	16			30		2	4			
<b>Content module 2. Technique of conducting foreign economic operations</b>												
Topic.5. Conclusion, organization of control, execution and termination of a foreign trade contract		4	2			8		2				
Topic.6. Foreign trade agreements: types, structure, content		4	4			6		2				
Topic.7. International settlements in the implementation of foreign economic activity		4	4			8		2				
Topic.8. Feasibility study of foreign economic transactions		4	4			8		2				
Together on the content module 2		16	14			30		4	4			
Total hours		30	30			60		4	8			
Course project	72	-	-	-		-	-	-	-	-		-
Total hours		30	30			60		6	8			

**4. Practical and seminar topics to occupy**

№	Name topics	Number
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s / n		hours
1	Topic 1. The concept, types and features of foreign economic transactions	4
2	Topic 2. Foreign market research	4
3	Topic 3. Search, evaluation, selection and establishment of contact with a foreign partner	2
4	Topic 4. Pricing in foreign economic activity. Calculation of export / import prices	4
5	Topic 5. Conclusion, organization of control, execution and termination of foreign trade contract	4
6	Topic 6. Foreign trade agreements: types, structure, content	4
7	Topic 7. International settlements in the implementation of foreign economic activity	4
8	Topic 8. Feasibility study of foreign economic transactions	4
	Together	30

### **5. Independent work**

№ s / n	Name topics	Number hours
1	Topic 1. State regulation of foreign economic activity: organizational and economic mechanism of implementation	8
2	Topic 2. Theoretical principles of regulation of foreign economic activity	8
3	Topic 3. Customs and tariff regulation of foreign trade	8
4	Topic 4. Non-tariff regulation of foreign trade	8
5	Topic 5. State regulation of foreign trade in services	6
6	Topic 6. Regulation of monetary and financial relations	8
7	Topic 7. Regulation of foreign investment activities	8
8	Topic 8. Regulation of international transfer of intellectual property rights	8
	Together	60

**6. Control questions, sets of tests to determine the level of knowledge acquisition by students.**

**NATIONAL UNIVERSITY OF BIORESOURCES AND NATURE  
MANAGEMENT OF UKRAINE**

<b>OQR Master direction of training / specialty</b>	<b>Chair</b> Administrative Management and Foreign Economic	<b>EXAMINATION TICKET</b> № <u>1</u> <b>from the discipline</b> Organization and Technique of Foreign Economic Operations	I approve Head Departments
			FEA management
	2020-2021 teaching. year		Mostenska T.L. 06/17/2020p.

**Exam questions**

1. Under what conditions are import quotas applied? Why is it often used in conjunction with licensing?
2. Define what is ABC analysis of consumers?
3. "Substantiation of economic feasibility of attracting intermediaries in foreign trade.

Between the consignor and the consignee the contract of partial return consignment on the following conditions is concluded: the total volume of production put on a consignment warehouse, - 500 thousand pieces; export unit price - 2.5 dollars. USA; 75% of products are subject to mandatory sale. The volume of actually sold products amounted to 280 thousand units.

Options for further action of counterparties:

a) return of part of the unsold products of the consignor for sale on the domestic market. At the same time, the unit price of the product on the domestic market will be UAH 13. (exchange rate - 5 UAH / USD); commercial costs are shared equally between the consignor and the consignee and amount to \$ 0.8. USA / pc .; commercial costs associated with the sale of products in the domestic market amount to 45 thousand UAH;

b) sale of products on the foreign market at a price that is 20% lower than the export price. The consignor's fee for this transaction will be 1.5% of the sale price.

Calculate the amount of products that the consignor must buy from the consignee? Determine which of the options is more advantageous for the consignor?

**Test tasks of different types**

1. Industrial goods, according to the Standard International Trade Classification, include:
  - a) "Chemical products",
  - b) "Semi-finished products" =
  - c) "Processed products classified mainly by materials"
  - d) "Machinery, equipment and vehicles"

e) "Various finished products"

2. The structure of international trade in industrial goods is dominated by:

- a) trade in machinery, equipment and vehicles
- b) trade in agricultural goods
- c) industrial products
- d) chemical goods

3. International trade in industrial goods is not characterized by the following features:

- a) reducing the life cycle of most types of goods;
- b) reducing the production of high-tech products;
- c) growth in the share of machine tools in machine-building products;
- d) the transition from systemic to unit sales.

4. Export of finished products in disassembled form:

- a) increases its competitiveness;
- b) helps to overcome various customs and administrative protectionist barriers;
- c) reduces transport costs;
- d) promotes the organization of assembly production;

5. Trade in complete equipment is carried out under the following conditions of the general contract:

- a) supply of complete equipment under the conditions of IOP
- b) turnkey construction of facilities
- c) construction of facilities on the terms "for the production and sale of products"
- d) construction of facilities under the conditions "for finished products"

6. What is the percentage of world exports of industrial goods in total world exports of goods:

- a) 80.5%
- b) 70.1%
- c) 69.3%
- d) 75%

7. Regarding the general conditions of sale of equipment:

- a) The buyer undertakes to keep on the equipment trademarks and brands of the manufacturer
- b) The parties have the right to transfer their rights and obligations under the actual offer to third parties without the written consent of the other party in accordance with the contract.
- c) The date of delivery should be the date of the bill of lading
- d) An offer that is not accepted will have the force of a contract if the Seller has finally confirmed it

8. General conditions of export deliveries of the machine equipment:

- a) are typical and developed by the UNECE.
- b) are not typical

9. Which does not belong to the general conditions of export deliveries of the machine equipment

- a) Preparatory work
- b) Inspection and testing
- c) Delivery
- d) Training of buyer's staff

10. Match:

- 1. turnkey construction of facilities
- 2. construction of facilities under the conditions "for finished products"
- 3. construction of facilities on the terms of "production and sale of products"
- 4. supply of complete equipment under WTO conditions

## 7. Teaching methods.

The teaching methods underlying the course are defined in the following areas:

- improving the organizational process and organizational culture in modern labor unions;
- transition to flexible organizational structures; interaction of communication and psychological technologies;
- the dependence of the success of the organization on its ability to change, innovation;
- recognition of the prominent role of man in the organization, the position of which activity largely determines the effectiveness of the organization;
- increasing the social responsibility of organizations, etc.

## 8. Forms of control.

Working tasks, tasks, presentations, modular test control. Exam

**9. Distribution of points received by students.** Student assessment is carried out in accordance with the provisions of "On examinations and tests in NULES of Ukraine" from 20.02.2015, protocol № 6 from the table. 1.

Rating national	ECTS assessment	Determination of ECTS assessment	Student rating, bali
Perfectly	AND	<b>PERFECTLY</b> - Excellent performance with only a small number of errors	<b>90</b> □ <b>100</b>
Fine	IN	<b>VERY GOOD</b> - above average with several errors	<b>82 – 89</b>
	WITH	<b>FINE</b> - in general correct work with a certain number of gross errors	<b>74 - 81</b>
Satisfactorily	D	<b>SATISFACTORILY</b> - not bad, but with a significant number of shortcomings	<b>64 – 73</b>
	IS	<b>ENOUGH</b> - performance meets the minimum criteria	<b>60 - 63</b>



<b>Unsatisfactorily</b>	<b>FX</b>	<b>UNSATISFACTORILY</b> - you need to work before you get credit (positive assessment)	<b>35 – 59</b>
	<b>F</b>	<b>UNSATISFACTORILY</b> - serious further work is needed	<b>01 – 34</b>

To determine the rating of the student (listener) for mastering the discipline RDIS (up to 100 points) the obtained rating for certification (up to 30 points) is added to the rating of the student (listener) for academic work RNR (up to 70 points):  $R\ DIS = R\ HP + R\ AT$ .

## 10. Methodical support

Reference syllabus of lectures on the discipline, a set of educational and methodological support of the discipline, regulations

## 11. References

- Galushko VP, Mishchenko IA, Organization and technique of foreign economic operations: a textbook / VP Galushko. Галушко, І.А. Mishchenko - К.: 2017. - 544 p.
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