

**NATIONAL UNIVERSITY OF BIORESOURCES AND NATURE
MANAGEMENT OF UKRAINE**
Faculty of Agricultural Management

Department of Production and Investment Management

"APPROVED"
Dean of the Faculty of Agricultural Management
_____ A.D. Ostapchuk
" ____ " _____ 2020

WORKING ACADEMIC PROGRAM

«MANAGEMENT OF FOREIGN ECONOMIC ACTIVITY»

to train specialists in the field of knowledge

07 "Management and Administration"

specialty 073 "Management"

Specialization 073 "Management of foreign economic activity"

Developers : doctor of economics , prof. Mishchenko T.L., Ph.D. , Assoc.Prof. Mischenko I.A.

Kyiv - 2020

1. **Description of the discipline "Management of foreign economic activity»**
(name)

Field of knowledge, direction of training, specialty, educational and qualification level		
Educational degree	master	
Field of knowledge	07 Management and Administration »	
Specialty	073 "Management"	
Specialization	Management of foreign economic activity	
Characteristics of the discipline		
Kind	Required	
Total hours	180	
Number of ECTS credits	6	
Number of content modules	4	
Course project (work) (if available)	Course project	
Form of control	credit, exam	
Indicators of academic discipline for full-time and part-time forms of education		
	full-time education	external form of education
Year of preparation	1	1
Semester	1, 2	1.2
Lectures	30	10
Practical, seminar classes	30	10
Laboratory classes		
Independent work	120	160
Individual tasks		
Weekly workload of students		
Classroom	4	
Independent work	10	

2. PURPOSE AND TASKS OF THE COURSE

The purpose the study of the discipline is the acquisition of theoretical knowledge and practical skills in the management of foreign economic activity. The study of the discipline allows to introduce modern theoretical approaches into the practice of management of foreign economic activity, which becomes especially relevant in Ukraine in the liberalization of foreign trade and European integration.

The task the study of the discipline is a theoretical and practical training of students on: determining the role and place of foreign trade management in the enterprise management system; determination of FEA environment; characteristics of foreign trade management functions, components and elements of foreign trade management; performance of basic and specific functions of foreign economic activity management; features of construction of organizational structures of foreign economic activity management; analysis of foreign economic activity; making management decisions in the implementation of foreign economic activity; information support of foreign economic activity; TNC management; management of joint ventures; FEA risk management; anti-crisis management of foreign economic activity.

According to the requirements of the educational and professional program, students must know: the basic theoretical, methodological and organizational foundations of foreign trade management; methods, principles, functions of foreign trade management; methods of substantiation of management decisions; methods of anti-crisis management of foreign economic activity; risk management methods; creation of joint ventures; principles of formation of organizational structures of foreign trade management; distribution of powers in the management of foreign economic activity; FEA management concepts; FEA planning procedure. Be able to: use foreign trade management as an effective tool to increase the efficiency of the enterprise; to develop management decisions in the FEA management system; to carry out the analysis of FEA; to diagnose the FEA environment; implement foreign trade management functions; determine the cash flows of foreign economic activity; to develop the organizational structure of foreign economic activity; to monitor and control the implementation of management decisions in foreign trade; manage foreign trade risks; evaluate the effectiveness of foreign trade management; to apply tools of anti-crisis management of foreign economic activity; to motivate the staff of the foreign economic activity of the enterprise.

Discipline "Management of foreign economic activity» taught for full-time and part-time students of the OS "Master". Modern publications of specialists in foreign economic activity management are used in teaching.

When studying the discipline "Management of foreign economic activity» the following forms of organization of the educational process are used: lectures, practical classes, active teaching methods (case studies), group work, individual work, independent work of students.

Form of control of students' knowledge in the discipline "Management of foreign economic activity» - test, exam.

3. DISCIPLINE SOFTWARE MATERIAL

«MANAGEMENT OF FOREIGN ECONOMIC ACTIVITY»

Content module 1.

THEORETICAL FUNDAMENTALS OF ENTERPRISE FEA MANAGEMENT

Topic 1.

FEA management as a type of management activity of the enterprise and a component of scientific management

The meaning of the concept of "foreign trade management". Subject and object of foreign trade management. FEA management as a component of general economic management of the enterprise. Peculiarities of FEA implementation and features that determine the specificity of foreign economic activity management of the enterprise.

The role and place of foreign trade management in the management system of the enterprise. The purpose of foreign trade management. Principles of FEA management. Features of foreign trade management. Types of foreign trade management. Strategic management, tactical management, operational management of SE. Supporting (functional) areas of foreign economic activity: financial, investment, marketing.

Everything foreign trade management. External FEA management environment: national and international FEA environment. National environment of foreign economic activity: political and legal, socio-cultural, economic, technological, natural and geographical environment. Methods of analysis of the FEA environment of the enterprise.

Scientific principles of foreign economic activity management enterprises. scientific approaches in the management of foreign economic activity. FEA management model. FEA management concept. Principles of foreign trade management: general and specific principles of foreign economic activity.

Scientific management of foreign economic activity. Theories of international business development as a basis of scientific management of foreign economic activity of the enterprise. Theories of international trade development. Theories of foreign investment and lending. Concepts of modern management of foreign economic activity.

Modern management theories and their importance in the management of foreign economic activity of the enterprise: theory of organization, theory of business process management, theory of organizational culture.

Topic 2.

Methodical approaches in the management of foreign economic activity of the enterprise

General characteristics of methodological approaches to foreign trade

management. Integral, functional, process, target, system, design and situational approaches in the management of foreign economic activity.

FEA management functions. General and specific functions of foreign economic activity management.

FEA management procedures and operations. FEA procedures, FEA operations. Groups of operations, types of operations in the management of foreign economic activity.

FEA management system. FEA management system. FEA management subsystems: control and managed FEA subsystems.

Topic 3.

Forecasting of foreign economic activity

FEA forecasting. The essence and content of foreign economic forecasting as a basis FEA planning. The essence of the concepts "forecast", "forecasting", "process of forecasting foreign economic activity". The task of forecasting foreign economic activity.

Types of forecasts of foreign economic activity. Classification features of foreign economic forecasts.

Levels and structure of foreign trade forecasting. Types of foreign economic forecasting. Structure of foreign economic forecasts. Forecasting the state of the FEA environment.

Methods of foreign economic forecasting.

Content module 2. FUNCTIONS OF MANAGEMENT OF FEA OF THE ENTERPRISE

Topic 4.

FEA planning as a function of management of foreign economic activity of the enterprise

The essence of foreign trade planning. Planning as a function of foreign trade management. Factors influencing the effectiveness of foreign trade planning. Substantiation of FEA plans. Principles of foreign trade planning. Objects and subjects of foreign economic activity planning.

Marketing plans as a basis for planning foreign economic activity. Specifics of the company's foreign economic activity plans. The composition and structure of plans for foreign economic activity of the enterprise.

Strategic planning of foreign economic activity. The structure of the strategic plan of foreign economic activity. Operational and calendar planning of foreign economic activity. The relationship between the levels of foreign trade plans. Strategic plan of foreign economic activity as a component of the general organizational strategy of the enterprise. The plan to enter the international market. Bringing goods to international

markets.

Formalization of the procedure for planning the foreign economic activity of the enterprise. Features of strategic, tactical and operational planning of foreign economic activity. FEA planning process. Features of FEA planning methods.

Features of management of foreign economic activity of the enterprise in the conditions of globalization.

Operational planning of foreign economic activity. Structure and levels of operational planning of foreign economic activity. Characteristics of the levels of foreign trade planning of the enterprise.

Planning of foreign trade turnover of the enterprise. Types of foreign trade turnover plans. Methods of planning the foreign trade turnover of the enterprise. Assortment policy of foreign economic activity.

Efficiency of foreign economic activity. Planning of economic indicators of foreign economic activity of the enterprise. Planning of income and expenses of the enterprise's foreign economic activity.

Quality management in the management of foreign economic activity of the enterprise. Product quality planning.

Topic 5.

Organizational FEA of the enterprise

Organization as a function of enterprise foreign economic activity management. Organization of management of foreign economic activity of the enterprise. Organizational links in the management system of foreign economic activity of the enterprise.

FEA management bodies at enterprises. Types of divisions of the enterprise engaged in foreign economic activity.

Features of the organization of management of foreign economic activity of the enterprise depending on the scale of foreign trade and the territorial location of foreign trade units.

Functional responsibilities of the subjects of management of foreign economic activity of the enterprise.

Topic 6.

Motivation in the management of foreign economic activity of the enterprise

Motivation as a management function. Motivation of the enterprise to carry out foreign economic activity.

Motivation of the personnel of services of foreign economic activity of the enterprise. Types of motivation: tangible and intangible motivation.

Directions for improving the effectiveness of staff motivation carrying out foreign economic activity at the enterprise.

Topic 7.

Control in the management of foreign economic activity of the enterprise

The essence and content of the control function in the management of foreign economic activity of the enterprise. Subjects and objects of foreign trade control. Information for foreign trade control. Principles of foreign trade control.

Types of foreign trade control. Internal and external control of foreign economic activity. Legal field of foreign economic activity of the enterprise. State control of foreign economic activity, instruments of state control of foreign economic activity.

Feature of the process of control of foreign economic activity of the enterprise. Techniques, methods and means of control of foreign economic activity of the enterprise.

The system of operational control of foreign economic activity of the enterprise. Production, commercial, marketing, financial control of foreign economic activity of the enterprise.

Content module 3.

MANAGEMENT OF COMPLEX ORGANIZATIONAL STRUCTURES OF FEA

Topic 8.

Organizational management structures of the enterprise's foreign economic activity

Organizational structures of foreign trade management: line-staff, divisional and adaptive structures. Features of construction of organizational structures of management of foreign economic activity of the enterprise. Types of organizational structures in the management of foreign economic activity and their characteristics.

Factors influencing the choice of organizational structure of foreign economic activity. Rationale for choosing the optimal management structure of the enterprise's foreign economic activity.

Topic 9.

Management of multinational corporations (TNCs))

International company as an object of management. Definition of TNCs. Types of international companies. Forms of organization of foreign branches of an international company. Vertically and horizontally integrated international companies.

Features of TNC management. Strategic profiles of TNCs.

Division of powers between the main company and foreign branches. Global

governance structures.

Topic 10.
MANAGEMENT OF JOINT ENTERPRISES (JV)

Joint venture as a subject of foreign economic activity. An enterprise with foreign investment. Types of joint ventures. Features of management of joint ventures.

Advantages and disadvantages of creating joint ventures.

The process of creating a joint venture. Organizational and legal bases of creation and functioning of joint ventures.

Content module 4. TOOL MANAGEMENT TOOLS

Topic 11.
Information support of management decisions in the management of foreign economic activity

Sources of information for the management of foreign economic activity. Office and field research. Combined methods of obtaining information. Sources of information for foreign economic activity. The process of collecting and analyzing information.

System approach in information support of FEA management.

Information support for the implementation of foreign trade management of the enterprise. Information systems and technologies in the management of foreign economic activity.

The meaning of the concept of "management decision". Types of management decisions in foreign trade management.

The process of making rational management decisions in the management of foreign economic activity. Formalization of the management decision-making process. Factors influencing the management decision-making process. Implementation of management decisions in foreign economic activity.

Substantiation of management decisions in foreign trade management. Methods of substantiation of management decisions.

Topic 12.
Diagnosis of foreign economic activity of the enterprise

The essence and content of diagnosing foreign economic activity of the

enterprise. Principles of diagnosing foreign economic activity. Subject, object, purpose and tasks of diagnosis in the management of foreign economic activity of the enterprise.

The role and place of diagnosis in the management of foreign economic activity of the enterprise. Formalization of the diagnostic process in the management of foreign economic activity of the enterprise.

Types and structure of diagnosing foreign economic activity of the enterprise. Classification features of diagnostics in the management of foreign economic activity. Types of analysis in the diagnosis of foreign economic activity.

Methods for assessing and identifying the status and parameters of foreign economic activity. Methods of strategic analysis of foreign economic activity of the enterprise. Factor analysis of foreign economic activity, comparative analysis of foreign economic activity, stochastic analysis of foreign economic activity, determinant analysis of foreign economic activity.

Foreign trade turnover of the enterprise. Characteristics of foreign trade turnover of the enterprise. Types of foreign trade turnover of the enterprise. Objectives of the analysis of foreign trade turnover of the enterprise.

Analysis of the dynamics and structure of the company's HAZ. Vertical and horizontal analysis of foreign economic activity. Factor analysis of foreign trade turnover of the enterprise. The structure of foreign trade turnover. Indicators of the analysis of the structure of SRT.

Commodity and material support of foreign trade turnover. Analysis of inventory of foreign trade turnover.

Indicators of efficiency of foreign trade operations of the enterprise. Factors influencing the efficiency of foreign trade operations. Factor analysis of SRT.

Topic 13.

Risks in the management of foreign economic activity of the enterprise

The concept of risks. Risk classification. Risks in the implementation of foreign economic activity.

Risk management of foreign economic activity of the enterprise. Risk neutralization, risk minimization.

Topic 14.

Anti-crisis management of foreign economic activity of the enterprise

The essence of crisis management of foreign economic activity. Definition and features of anti-crisis management of foreign economic activity. Principles of anti-crisis management of foreign economic activity.

Methods of anti-crisis management of foreign economic activity. Tactical and strategic methods of foreign trade management.

Cyclical development of the foreign market as a prerequisite for the emergence crisis phenomena in the foreign economic activity of the enterprise.

Forecasting of crisis phenomena on the foreign market as the main function of anti-crisis management of foreign economic activity.

4. CURRICULUM AND STRUCTURE OF THE COURSE FOR:

- full-time full-time (part-time) form of study;
- shortened term of full-time (part-time) form of study.

Names of content modules and topics	Number of hours													
	Full-time								Correspondence form					
	week s	total	including					total	including					
			l	n	lab	ind	s.r.		l	n	lab	ind	s.r.	
1	2	3	4	5	6	7	8	9	10	11	12	13	14	
1 semester														
Content module 1.														
Theoretical principles of foreign trade management of the enterprise														
Topic 1. FEA management as a type of management activity of the enterprise and a component of scientific management	1-2	9	2	2			5	11	0.5	0.5			10	
Topic 2. Methodical approaches to management of foreign economic activity of the enterprise	3-4	9	2	2			5	10.5	0.5				10	
Topic 3. Forecasting of foreign economic activity	5-6	14	2	2			10	17	1	1			15	
Together on module 1		32	6	6			20	38.5	2	1.5			35	
Content module 2.														
Functions of management of management of foreign economic activity of the enterprise														
Topic 4. FEA planning as a function of foreign trade management	7-8	16	2	4			10	17	0.5	1.5			15	
	9			2										
Topic 5. Organization of foreign economic activity of the enterprise	10-11	14	2	2			10	11.5	0.5	1			10	
Topic 6. Motivation in the management of foreign economic activity of the enterprise	12-13	14	2	2			10	11.5	0.5	1			10	
Topic 7. Control in the management of foreign economic activity of the enterprise	14-15	14	2	2			10	11.5	0.5	1			10	

Together on module 2		60	8	12			40	49.5	2	4.5			45
Total 1 semester		92	14	16			60	90	4	6			80
Content module 3. Management of complex organizational structures of foreign economic activity													
Topic 8. Organizational management structures of foreign economic activity of enterprises and	1-2	11	2	2			5	12.0	1	1			10
	3			2									
Topic 9. Management of Transnational Corporations (TNCs)	4-5	9	2	2			5	11.5	0.5	1			10
Topic 10. Management of joint ventures (JVs)	6-7	16	2	2			10	11.5	0.5	1			10
Together on module 3		34	6	8			20	35.0	2	3			30
Content module 4. FEA management tools													
Topic 11. Information support of management decisions in the management of foreign economic activity	8-9	9	2	2			5	16.5	0.5	1			10
Topic 12. Diagnosis of foreign economic activity of the enterprise	10-11	9	2	2			5	16.5	0.5	1			10
Topic 13. Risks in the management of foreign economic activity of the enterprise	12-13	7	2	2			5	16	0.5	0.5			15
Topic 14. Anti-crisis management of foreign economic activity	14-15	7	2	2			5	16	0.5	0.5			15
Together on module 4		36	8	8			20	55	2	3			50
Total 2 semester		90	14	16			60	90	4	6			80
Together in the discipline		180	30	30			120	180	8	12			160

5. Topics of seminars

№ s / n	Name topics	Number hours
not provided by the curriculum		

1		
2		
...		
...		

6. Topics of practical classes

№ s / n	Name topics	Number hours
	Content module 1. THEORETICAL FUNDAMENTALS OF FEA MANAGEMENT	
1	<i>Management theories and their importance in the management of foreign economic activity of the enterprise.</i> Theories of enterprise management organization. Theories of enterprise operations management. Theories of business process management. <i>Scientific management of foreign economic activity of the enterprise,</i> theory of international business development, theory of international trade, theory of foreign direct investment and multinational companies, management concepts	2
2	<i>Components of the FEA management system.</i> FEA management system. FEA management subsystems, Control and management of FEA subsystems. <i>The composition and structure of plans for foreign economic activity of the enterprise.</i> FEA Strategic Plan. Operational and calendar planning of foreign economic activity. The relationship between foreign trade plans. Strategic plan of foreign economic activity as a component of the general organizational strategy of the enterprise.	2
3	<i>Levels and structure of foreign trade forecasting.</i> Types of foreign economic forecasting. Structure of foreign economic forecasts. Forecasting the state of the FEA environment. <i>Methods of foreign economic forecasting.</i>	2
	Content module 2. FUNCTIONS OF MANAGEMENT OF MANAGEMENT OF FEA OF THE ENTERPRISE	
4	<i>Planning of economic indicators of foreign economic activity of the enterprise.</i> Planning of income and expenses of the enterprise's foreign economic activity. <i>Cash flow planning in the implementation of foreign economic activities of the enterprise.</i> Definition and calculation of cash flows.	2
5	<i>Features of construction of organizational structures of management of foreign economic activity of the enterprise.</i> Types of organizational structures in the management of foreign economic activity and their characteristics. <i>Selection of the optimal management structure of the enterprise's foreign trade.</i> Factors influencing the choice of organizational structure of foreign economic activity.	2
7	<i>FEA management bodies at enterprises.</i> Types of divisions of the enterprise engaged in foreign economic activity. <i>Features of the organization of management of foreign economic</i>	2

	<p><i>activity</i> enterprises depending on the scale of foreign trade and the territorial location of foreign trade units.</p> <p><i>Functional responsibilities</i> subjects of management of foreign economic activity of the enterprise.</p>	
8	<p><i>Motivation as a management function.</i> Motivation of the enterprise to carry out foreign economic activity.</p> <p><i>Motivation of employees</i>, involved in foreign economic activity of the enterprise. Types of motivation: tangible and intangible motivation.</p> <p><i>Directions for improving the effectiveness of staff motivation</i> carrying out foreign economic activity at the enterprise.</p>	2
9	<p><i>Techniques, methods and means of control of foreign economic activity of the enterprise.</i></p> <p>The system of operational control of foreign economic activity of the enterprise. Production, commercial, marketing, financial control of foreign economic activity of the enterprise.</p>	1
<p>Content module 3</p> <p>MANAGEMENT OF COMPLEX ORGANIZATIONAL STRUCTURES OF FEA</p>		
10	<p><i>International company as an object of management.</i> Definition of TNCs. Types of international companies. Forms of organization of foreign branches of an international company. Vertically and horizontally integrated international companies.</p>	2
11	<p><i>Features of TNC management.</i> Strategic profiles of TNCs.</p> <p>Division of powers between the main company and foreign branches.</p> <p>Global governance structures.</p>	2
12	<p><i>Joint venture as a subject of foreign economic activity.</i> An enterprise with foreign investment. Types of joint ventures. Features of management of joint ventures.</p> <p>Advantages and disadvantages of creating joint ventures.</p>	2
13	<p><i>The process of creating a joint venture.</i> Organizational and legal bases of creation and functioning of joint ventures.</p>	2
<p>Content module 4.</p> <p>FUND MANAGEMENT TOOLS</p>		
10	<p><i>Formalization of the diagnostic process in the management of foreign economic activity of the enterprise.</i></p> <p><i>Types and structure of FEA diagnosis</i> enterprises. Classification features of diagnostics in the management of foreign economic activity. Types of analysis in the diagnosis of foreign economic activity.</p>	2
11	<p><i>Methods for assessing and identifying the status and parameters of foreign economic activity.</i> Factor analysis of foreign economic activity, comparative analysis of foreign economic activity, stochastic analysis of foreign economic activity, determinant analysis of foreign economic activity</p>	2
<p>Content module 4</p> <p>MANAGEMENT OF COMPLEX ORGANIZATIONAL STRUCTURES OF FEA. ANTI-CRISIS MANAGEMENT OF FEA</p>		
12	<p><i>Sources of information for the management of foreign economic activity.</i> Office and field research. Combined methods of obtaining information. Sources of information for foreign economic activity. The</p>	2

	<p>process of collecting and analyzing information.</p> <p><i>System approach</i> information support of foreign trade management.</p> <p><i>Information support for the implementation of foreign trade management</i> enterprises. Information technologies in the management of foreign economic activity.</p>	
13	<p><i>Formalization of the management decision-making process.</i> Factors influencing the management decision-making process. Implementation of management decisions in foreign economic activity.</p> <p><i>Substantiation of management decisions in management</i> FEA. Methods of substantiation of management decisions.</p>	2
14	<i>Methods of strategic analysis</i> FEA of the enterprise	2
15	<i>Foreign trade turnover of the enterprise.</i> Types of foreign trade turnover of the enterprise. Objectives of the analysis of foreign trade turnover of the enterprise.	2
16	<p><i>Analysis of the dynamics and structure of the STO of the enterprise.</i> Vertical and horizontal analysis of foreign economic activity. Factor analysis of foreign trade turnover of the enterprise. The structure of foreign trade turnover. Indicators of the analysis of the structure of SRT.</p> <p><i>Analysis of inventory</i> foreign trade turnover.</p> <p><i>Indicators of efficiency of foreign trade operations</i> enterprises. Factors influencing the efficiency of foreign trade operations. Factor analysis of SRT</p>	2
17	<p><i>Formalization of the management decision-making process.</i> Factors influencing the management decision-making process. Implementation of management decisions in foreign economic activity.</p> <p><i>Substantiation of management decisions in management</i> FEA. Methods of substantiation of management decisions.</p>	2
18	<i>Risks in the implementation of foreign economic activity.</i>	2
19	<i>Risk management of foreign economic activity of the enterprise.</i> Risk neutralization, risk minimization.	2
20	<p><i>Cyclical development of the foreign market</i> as a prerequisite for the emergence crisis phenomena in the foreign economic activity of the enterprise.</p> <p><i>Forecasting of crisis phenomena in the foreign market</i> as the main function of anti-crisis management of foreign economic activity.</p>	2
21	<p><i>Definition and features of anti-crisis management of foreign economic activity.</i> Principles of anti-crisis management of foreign economic activity.</p> <p><i>Methods of anti-crisis management of foreign economic activity.</i> Tactical and strategic methods of foreign trade management.</p>	2

7. TOPICS OF LABORATORY CLASSES

№ s / n	Name topics	Number hours
not provided by the curriculum		
1		
2		
...		

8. Independent work

№ s / n	Name topics	Number Hours
1.	Topic 1. FEA management as a type of management activity of the enterprise and a component of scientific management	10
2.	Topic 2. Methodical approaches to management of foreign economic activity of the enterprise	10
3.	Topic 3. Forecasting of foreign economic activity	15
4.	Topic 4. FEA planning as a function of foreign trade management	15
5.	Topic 5. Organization of foreign economic activity of the enterprise	10
6.	Topic 6. Motivation in the management of foreign economic activity of the enterprise	10
7.	Topic 7. Control in the management of foreign economic activity of the enterprise	10
8.	Topic 8. Organizational management structures of foreign economic activity of enterprisesand	10
9.	Topic 9. Management of Transnational Corporations (TNCs)	10
10.	Topic 10. Management of joint ventures (JVs)	10
11.	Topic 11. Information support of management decisions in the management of foreign economic activity	10
12.	Topic 12. Diagnosis of foreign economic activity of the enterprise	10
13.	Topic 13. Risks in the management of foreign economic activity of the enterprise	15
14.	Topic 14. Anti-crisis management of foreign economic activity	15
Together		160

9. Individual tasks

Not provided by the curriculum

10. Topics of course projects

1. Analysis of the internal environment of the enterprise's foreign economic activity.
2. Modern theories of management and their importance in the management of foreign

economic activity of the enterprise.

3. FEA management system of the enterprise.

4. Strategic planning of foreign economic activity of the enterprise.

5. Strategic plan of foreign economic activity as a component of the general organizational strategy of the enterprise.

6. Foreign economic forecasting as a basis FEA planning.

7. Analysis and forecasting of the state of the FEA environment.

8. Planning of foreign trade turnover of the enterprise.

9. Organizational structures of foreign trade management.

10. Types of organizational structures in the management of foreign economic activity and their characteristics.

11. Rationale for choosing the optimal management structure of foreign economic activity of the enterprise.

12. FEA management bodies of enterprises of FEA subjects.

13. Motivation of the enterprise to carry out foreign economic activity.

14. Directions of increase of efficiency of motivation of the personnel carrying out FEA at the enterprise.

15. Organization of internal control of foreign economic activity.

16. State control of foreign economic activity.

17. Diagnosis of foreign economic activity of the enterprise.

18. Management of foreign trade turnover of the enterprise.

19. Directions of increase efficiency of foreign trade operations of the enterprise.

20. Substantiation of management decisions in the management of foreign economic activity.

21. Justification of the choice of sources of information for the management of foreign economic activity.

22. Information support for the management of foreign economic activity of the enterprise.

23. Features of management of vertically integrated international companies.

24. Features of management of horizontally integrated international companies.

25. Features of management of joint ventures.

26. Risk management of foreign economic activity of the enterprise.

27. Anti-crisis management of the enterprise of the subject of foreign economic activity.

28. Characteristics of environmental factors of the enterprise of the subject of foreign economic activity.

29. Management of marketing activities of the enterprise of the subject of foreign economic activity.

30. Management of export-import operations.

31. Tools of anti-crisis management of the enterprise of the subject of foreign economic activity.

32. Implementation of tactical plans of foreign economic activity of the enterprise.

33. Operational planning of foreign economic activity of the enterprise.

34. Forecasting the demand for export-import products of the enterprise.

35. Marketing justification of the company's entry into the international market.
36. Forecasting the effectiveness of foreign economic activity of the enterprise.
37. Features of management of enterprises with foreign capital.
38. Determining the export potential of the enterprise.
39. Management of enterprise competitiveness sub of foreign economic activity.
40. Management of efficiency of foreign economic activity of the enterprise.
41. Quality management mechanism for export-oriented production.
42. Management of advertising activities of the enterprise of the subject of foreign economic activity.
43. Organization of control over foreign economic transactions.
44. Analysis of the competitive environment of the enterprise of the subject of foreign economic activity.
45. The role of intellectual capital in the development of foreign economic activity of the enterprise.

10. Teaching methods

1. Methods based on sources of information - individual presentations.
2. According to the degree of activation of creative activity - business games (case studies).
3. According to the level of independent-cognitive activity - problem-information, problem-search and research methods.
4. Interactive methods - work in small groups.
5. Situational methods - situational tasks.

11. Forms of control

Control of the acquired knowledge is carried out in the following forms: current control in practical classes (surveys, testing, implementation of situational tasks), modular control (control work after studying the study material, integrated into the module or content module), final control - CMC (current module control over the results of the studied material and write off work).

Current control		Rating on educational work R_{HP}	Rating with additional work R_{DR}	Penalty rating R_{SHTR}	Final certification (exam or test)	Total number of points
Content module 1	Content module 2					
0-100	0-100	0-70	0-20	0-5	0-30	0-100

Notes. 1. In accordance with the "Regulations on the credit-module system

study at NULES of Ukraine ", approved by the rector of the university on 03.04.2009, the rating of a student in the academic work of R_{NR} in relation to the study of a particular discipline is determined by the formula

The above formula can be simplified if we take $K^{(1)3M} = \dots = K^{(n)3M}$. Then it will look like

$$PHP = \frac{0.7 \cdot (R^{(1)3M} + \dots + R^{(n)3M})}{n} + RDR - RSHTR.$$

The rating for additional work R DR is added to R HP and cannot exceed 20 points. It is determined by the lecturer and is provided to students by the decision of the department for the performance of work that is not provided by the curriculum, but contributes to improving the level of knowledge of students in the discipline.

Penalty rating R SHTR does not exceed 5 points and is deducted from R HP. It is determined by the lecturer and introduced by the decision of the department for students who material the content module was mastered late, the work schedule was not adhered to, classes were missed, etc.

2. According to this Regulation, the preparation and defense of a course project (work) is assessed on a 100-point scale and then translated into assessments on a national scale and ECTS scale.

The estimated rating of the discipline is 100 points. Rating for academic work - 70 points, rating for certification - 30 points

Ratings from content modules

Term training (weeks)	Number content module	Educational load, hours	Loans ECTS	Content rating module	
				Minimal	Estimated
1-4	1	72	2.0	60	100
5-7	2	72	2.0	60	100
Total	2	144	4	42	70

The rating for additional DDR work is 20 points. The penalty rating of RSHTR is 5 points.

$$R_{dis} = R_{no} + 0.3R_{at}$$

$$R_{no} = (0.7 (R_{13M} \times 1.5 + R_{23M} \times 1.5)) : 2 + R_{etc.} - R_{pg}$$

Rating scale

The sum of points for all kinds of training	Score on a national scale	
	for exam, course project (work), practice	

90 - 100	perfectly	credited
74-89	fine	
60-73	satisfactorily	
0-59	unsatisfactorily	not credited

Grade "Excellent" is given to the student (listener), who worked systematically during the semester, showed during the exam versatile and in-depth knowledge of the program material, is able to successfully perform tasks provided by the program, mastered the content of basic and additional literature, realized the relationship of individual sections. , their importance for the future profession, showed creative abilities in understanding and using educational material, showed the ability to independently update and replenish knowledge.

The grade "Good" is given to the student who has shown full knowledge of educational and program material, successfully carries out the tasks provided by the program, has mastered The main literature recommended by the program showed a sufficient level of knowledge with discipline and capable to their independent renewal and replenishment in during further training and professional activity.

Grade "Satisfactory" is given to a student who has shown knowledge of the basics curriculum in the amount necessary for further training and further work in the profession, copes with the tasks provided by the program, made some mistakes in answering the exam and when performing exam tasks, but has the necessary knowledge to overcome mistakes under the guidance of scientific pedagogical worker.

The grade "Unsatisfactory" is given to a student who did not show sufficient knowledge of the basic curriculum, made fundamental mistakes in performing the tasks provided by the program, cannot use the knowledge in further study without the teacher's help, failed to master independent skills.

15.METHODOLOGICAL SUPPORT

Tests

1. Minimal state intervention in foreign trade, unlimited access to the domestic market of foreign goods - is:

- a) dumping;*
- b) protectionism;*
- c) free trade;*
- d) engineering.*

2. The fiscal function of the duty is:

- a) a ban on the import of certain products into the customs territory of Ukraine;*
- b) the method of determining the customs value of goods;*
- c) filling the state budget of the country;*
- d) confirmation of the country of origin of the goods.*

3. Material agreement of two or more subjects foreign economic activity and their foreign counterparties, aimed at establishing, changing or terminating their mutual rights and obligations in foreign economic activity - is:

- (a) an offer;*
- b) foreign trade contract;*
- c) license.*

NATIONAL UNIVERSITY OF BIORESOURCES AND NATURE MANAGEMENT OF UKRAINE			
EQL "Master" Specialty: "Management of foreign economic activity"	Faculty of Agricultural Management chair administrative management and foreign economic activity 2020 - 2021 year	EXAMINING TICKET № from the discipline FEA management	I approve Head of Department
			(signature) Mostenska T.L. _____ 2020
1. Diagnosis of the FEA environment			
2. Control in the management of foreign economic activity of the enterprise			

Test tasks of different types

1. Subjects of international trade intermediation are distinguished by:

- a) the scope of their powers;
- b) the amount of remuneration;
- in) the right to sell the goods of a particular exporter;
- d) the correct answer a, b;
- e) the correct answer a, c.

2. Intermediaries who sign contracts with third parties on behalf and at the expense of the principal:

- a) brokers;
- b) brokers;
- in) proxies;
- d) distributors

3. National regulation of foreign economic activity is based on:

- a) regulatory framework;
- b) administrative decisions;
- c) international agreements;
- d) a, b, c.

4. FEA regulation in Ukraine is carried out in order to:

- a) ensuring the balance of the economy and the balance of the domestic market;
- b) stimulation of progressive market structural changes in the economy;
- c) creation of favorable conditions for the entry of Ukraine's economy into the system of international division of labor;
- d) all answers are correct.

RECOMMENDED BOOKS

Basic

1. Dakhno I.I. Management of foreign economic activity: textbook. way. / II Dakhno, VM Baranovskaya, VO Glavnik [etc.]; for order. II Dakhna. - K.: «House Staff», 2011. - 288 p.
2. Drozdova G.M. Management of foreign economic activity of the enterprise. Teaching. manual. - K.: ІЦУЛ, 2002. - 172 c.
3. Kirichenko OA Management of foreign economic activity. Kind. 3rd, ext. - K.: Knowledge - Press, 2002. - 384 p.

4. Kovtunenکو K.V., etc.; Management of foreign economic and innovation activities: FORZATS. 2018. - 496 p.
5. Management of foreign economic activity: Textbook - 2nd edition / Ed. OA Kirichenko. - K .: Знання, 2008. - 518 с.
6. Sukharsky V.S. Management of foreign economic activity: theory, methodology, practice: textbook. manual (course of lectures). - Ternopil: Aston, 2005. - 464 p.
7. Management of foreign economic activity: Textbook. manual / Ed. AI Kredisova: Lane from the Russian. N. Keith, K. Serazhim. - K .: BIPA-P, 2000. - 448 с.

Additionally

1. Didovich I.I. Risk management in the field of foreign economic activity / Kulchytska E.A. - Tutorial. - Lviv: NLTU, - 2013. - 160 p.
2. Ishchenko S.V. Features of the organization of information support in making management decisions in the field of foreign economic activity. Bulletin of Mykhailo Ostrogradskyi KrNU. 2015. Issue 3. (92). Part 2, pp.16-21.
3. Kalyuzhna N.G. Features of the process of making managerial decisions at domestic enterprises-subjects of foreign economic activity in conditions of uncertainty. BUSINESSINFORM. - 2011. - № 11, p.167-169.
4. Kvasha T.K. The choice of management decision in the field of economic security on the basis of a multi-criteria model in conditions of uncertainty. Economic and mathematical modeling of socio-economic systems 2013, Vol. 18, pp. 122-136.
5. Krimchak L.A. Information support of economic security management of foreign economic activity of domestic enterprises Visnyk of Khmelnytsky National University 2018, № 6 Volume 1, p. 274-276.
6. Petrenko V.S., Motivation for the creation of joint ventures in the context of economic globalization. Scientific Bulletin of Uzhhorod National University. Issue 17, Part 1, 2018. pp. 118-122.
7. Prygara O. The system of marketing information in the study of the attractiveness of international markets. Bulletin of Taras Shevchenko National University of Kyiv: Economics. 2013. №144, p. 38-40.
8. Adoption of management decisions: a textbook / [Yu. E. Petrunya, BV Litovchenko, TO Beekeeper, etc.]; for order. YE Petruni. - [3rd ed., Reworked. and ext.]. - Dnepropetrovsk: University of Customs and Finance, 2015. - 209 p.

Legislation

ECONOMIC CODE OF UKRAINE. [Electronic resource]. Access mode:

<https://zakon.rada.gov.ua/laws/show/436-15#Text>

LAW OF UKRAINE "On Foreign Economic Activity" [Electronic resource]. Access mode:<https://zakon.rada.gov.ua/laws/show/959-12#Text>

LAW OF UKRAINE "On the regime of foreign investment". [Electronic resource]. Access mode: http://search.ligazakon.ua/l_doc2.nsf/link1/Z960093.html