



SYLLABUS OF DISCIPLINE
"MANAGEMENT OF FOREIGN ECONOMIC ACTIVITY"

Degree of higher education - Master
Specialty 073 "Management"
Educational program - "Management of foreign economic activity"
Year of study - 1, semester - 1,2
Form of study - full-time, part-time
Number of ECTS credits - 6
Language of instruction - English

Course lecturer
Lecturer contact
information (e-mail)
Teacher who conducts
practical classes
Teacher contact
information (e-mail)
Course page in eLearn

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DESCRIPTION OF THE DISCIPLINE

The discipline "Management of foreign economic activity" is intended
Annotation to the course

The subject of the course "Management of Foreign Economic Activity" is a complex set of management relations arising in the field of foreign economic activity in connection with planning, organization, management and control of specific international business operations at various levels of business management, mainly enterprises. It also includes management activities not only of Ukrainian enterprises in foreign markets, but also of foreign firms in Ukraine, various activities at the level of enterprises, regions, ministries and departments.

1. The purpose and objectives of the course

mastering 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.

2. The task of studying the discipline

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.

1. Acquisition of competencies

Competences	
General Competences (GC)	
GC 1	Ability to conduct research at the appropriate level
GC 6	Ability to generate new ideas (creativity)
Professional competencies of the specialty (PCS)	
PCS2	Ability to set values, visions, mission, goals and criteria by which the organization determines further directions of development, to develop and implement appropriate strategies and plans
PCS4	Ability to effectively use and develop resources in the organization
PCS11	WITHability to use methodological and practical approaches to the implementation of economic activities of organizations in the context of international activities
PCS13	Ensure effective management in the agricultural sector

2. Program learning outcomes (PLO)

PLO	Content
PLO3	Design effective management systems for organizations
PLO5	Plan the activities of the organization in strategic and tactical sections
PLO12	Be able to delegate authority and management of the organization (unit)
PLO13	Be able to plan and implement information, methodological, material, financial and personnel support of the organization (unit)
PLO14	Ability to take into account the peculiarities of foreign economic activity of the enterprise, to analyze the situation on the world market of goods and services
PLO15	Investigate international economic relations and the world market of goods and services. Understand the features of organizations in terms of international economic integration.
PLO16	Ability to carry out foreign economic activity in the agricultural sector

3. Distribution of hours

Type of lesson	lectures	practical training	independent work
Number of hours	30	30	120

4. COURSE STRUCTURE

Topic	Years	Learning outcomes	Task	Grades, points
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	(lectures / laboratory work / independent works)			
1 semester				
Module 1. THEORETICAL FUNDAMENTALS OF ENTERPRISE FEA MANAGEMENT				50
Topic1 FEA management as a type of management activity of the enterprise and a component of scientific management	2/2/5	Know:basic theoretical, methodological and organizational foundations of foreign trade management; FEA management concepts; methodical approaches to the implementation of foreign economic activity; FEA forecasting tools	Preparation for lectures (preliminary acquaintance with the presentation and lecture in eLearn). Performing tasks in practical classes (in a group and individually). Performing independent work (in small groups, independently, eLearn). Preparation and writing of modular control work (test - c eLearn).	Execution and delivery of individual tasks. Modular test work in eLearn. Independent work - according to the tasks in eLearn.
Topic2 Methodical approaches in the management of foreign economic activity of the enterprise	2/2/5	Be able:determine the basic principles of foreign trade; to forecast the directions of FEA implementation		
Topic 3 Forecasting of foreign economic activity	2/2/10	use foreign trade management as an effective tool to increase the efficiency of the enterprise		
Module 2. FUNCTIONS OF MANAGEMENT OF FEA OF THE ENTERPRISE				50
Topic 4. FEA planning as a function of FEA management	2/4/10	Know: methods, principles, functions of foreign trade management; FEA planning procedure; organizational principles of foreign trade implementation; features of motivation in the implementation of foreign economic activity; theoretical and applied principles of foreign trade control Be able: implement foreign trade management functions; develop FEA plans and evaluate their effectiveness; to motivate the personnel who carry out foreign economic activity of the enterprise; organize control over the activities of foreign trade departments and individual employees	Preparation for lectures (preliminary acquaintance with the presentation and lecture in eLearn). Performing tasks in practical classes (in a group and individually). Performing independent work (in small groups, independently, eLearn). Preparation and writing of modular control work (test - c eLearn).	Execution and delivery of individual tasks. Modular test work in eLearn. Independent work - according to the tasks in eLearn.
Topic 5. Organization of foreign economic activity of the enterprise	2/2/10			
Topic 6. Motivation in the management of foreign economic activity of the enterprise	2/2/10			
Topic 7. Control in the management of foreign economic activity of the enterprise	2/2/10			
In just 1 semester	14/16/60	-	-	70 100 * 0.7 (maximum 70 points)
TEST	30 points			
Total for the course				100
Module 3. Management of complex organizational structures of foreign economic activity.				50 points
Topic 8. Organizational management structures of the enterprise's foreign economic activity	2/4/5	Know. creation of joint ventures; principles of formation of organizational structures of foreign trade management; distribution of powers in the management of foreign economic activity Be able: to develop the organizational structure of foreign economic activity; determine the powers and responsibilities within the organizational structures of foreign economic activity	Preparation for lectures (preliminary acquaintance with the presentation and lecture in eLearn). Performing tasks in practical classes (in a group and individually). Performing independent work (in small groups, independently, eLearn). Preparation and writing of modular control work (test - c eLearn).	Execution and delivery of individual tasks. Modular test work in eLearn. Independent work - according to the tasks in eLearn.
Topic 9. Management of Transnational Corporations (TNCs)	2/2/5			
Topic 10. Management of joint ventures (JVs)	2/2/10			

Module 4. FEA management tools				50 points
Topic 11. Information support of management decisions in the management of foreign economic activity	2/2/5	Know: methods of substantiation of management decisions; methods of anti-crisis management of foreign economic activity; risk management methods Be able: to develop management decisions in the FEA management system; to carry out the analysis of FEA; to diagnose the FEA environment; determine the cash flows 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	<i>Preparation for lectures</i> (preliminary acquaintance with the presentation and lecture in eLearn). <i>Performing tasks in practical classes</i> (in a group and individually). <i>Performing independent work</i> (in small groups, independently, eLearn). <i>Preparation and writing of modular control work</i> (test - c eLearn).	<i>Execution and delivery of individual tasks.</i> <i>Modular test work in eLearn.</i> <i>Independent work - according to the tasks in eLearn.</i>
Topic 12. Diagnosis of foreign economic activity of the enterprise	2/2/5			
Topic 13. Risks in the management of foreign economic activity of the enterprise	2/2/5			
Topic 14. Anti-crisis management of foreign economic activity	2/2/5			
<i>In just 2 semesters</i>	14/16/60	-	-	70 100 * 0.7 (maximum 70 points)
Exam				30 points
Possibility to receive additional points in each semester:	Additional points can be obtained for the preparation of the report and participation in the student conference, publication of the article, participation in the 1st round of the All-Ukrainian Olympiad			up to 10 points
<i>Total for the school year</i>	30/30/120	-	-	

EVALUATION POLICY

Deadline and recompilation policy:	The student must submit all work on time. For works that are submitted in violation of deadlines without good reason, the score is reduced. Reassignment of modular control work takes place in the presence of valid reasons (hospital, international internship, individual schedule) and is allowed in the period before the end of the next modular control.
Academic Integrity Policy:	When performing all types of educational work, the student must adhere to the policy of academic integrity.
Visiting policy:	Attendance of lectures and practical (seminar) classes is mandatory for all students. For objective reasons specified in the Regulations on the educational process of NULES, training may take place in accordance with the individual curriculum approved in the prescribed manner.

STUDENT EVALUATION SCALE

Rating of the applicant of higher education, points	The assessment is national for the results of examinations	
	exams	offsets
90-100	perfectly	credited
74-89	fine	
60-73	satisfactorily	
0-59	unsatisfactorily	not credited

RECOMMENDED BOOKS

Basic

1. Dakhno II, Baranovskaya VM, Chief VO Management of foreign economic activity: textbook. way. / II Dakhno, VM Baranovskaya, VO Glavnik [etc.]; for order. II Dakhna. - K.: ДП «Вид. House "Staff", 2011. - 288 p.

2. Drozdova GM Management of foreign economic activity of the enterprise. Teaching. manual. - K .: ЦУЛ, 2002. - 172 с.
3. Kirichenko OA Management of foreign economic activity. Kind. 3rd, ext. - K .: Knowledge - Press, 2002. - 384 p.
4. Kovtunenkov KV, Kovalenko OM, Stanislavskiy OV etc.; Management of foreign economic and innovation activities. : навч. way. / К.В. Ковтуненко, О.М. Коваленко, О.В. Станислав and[etc.]; for order. Doctor of Economics, Assoc. Kovtunenkov KV-K .: FORZATS. 2018. - 496 p.
5. Management of foreign economic activity: Textbook - 2nd edition / Ed. OA Kirichenko. - K .: Знання, 2008. - 518 с.
6. Sukharsky VS, Sukharsky VV, Hunting VI 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 II Risk management in the field of foreign economic activity / Didovich II, Vaidanych TV, Kulchytska EA - Tutorial. - Lviv: NLTU, - 2013. - 160 p.
2. Ishchenko SV, Pryakhina KA, Kapinos OS 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 NG 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 TK 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 LA 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 VS, Karnaushenko AS 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