

FOREIGN ECONOMIC ACTIVITIES

(course title)

COURSE SYLLABUS ABSTRACT of higher education institution

Specialty 1-27 01 01 "Economics and organization of production (by directions)"

Direction of the specialty 1- 27 02 01 02 "Organization of the use of production resources in mechanical engineering"

Specialization 1-27 01 01 - 01 02 "Organization of the use of production resources in mechanical engineering"

| | STUDY MODE |
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| | Full-time |
| Year | 4 |
| Semester | 7 |
| Lectures, hours | 34 |
| Practical (seminar) classes, hours | 17 |
| Exam, semester | 7 |
| Classroom hours | 50 |
| Independent work, hours | 58 |
| Total hours per academic discipline / credit units | 108 / 3 |

1. Course outline

Essence and specifics of foreign economic activity. The enterprise as a subject of foreign economic activity. Organization of the work of the enterprise in the field of foreign economic activity. Classical forms of international trade. Intermediary operations in international trade. International countertrade. Trading on commodity exchanges. International auctions (tenders). International leasing. International franchising. Information support of foreign economic activity. Technology of preparation and conclusion of a foreign trade agreement. The structure and content of the foreign trade contract "purchase and sale". Transport support of foreign economic activity. Payment and settlement relations in foreign economic activity. Prices and pricing in foreign trade. Methods of non-tariff regulation of foreign economic activity. Customs-tariff and tax regulation of foreign economic activity.

2. Course learning outcomes

Upon completion of the course, students will be expected to

know:

- essence and specifics of foreign economic activity;
- methods of state regulation of foreign economic activity in the Republic of Belarus;
- theories and models of international trade;
- classical forms of international trade;
- features of international exchange trading;
- technique and technology of holding auctions and international auctions;
- features of international counter trade;
- the process of preparing international commercial transactions: searching for potential partners, establishing contacts with foreign firms, methods of concluding foreign trade transactions, methods of setting prices;
- a mechanism for concluding international commercial transactions for the purchase and sale of goods;

be able to:

- justify the most appropriate form of mediation or use of intermediaries;

- draw up sales contracts taking into account the specifics of trade in various goods and services;
- substantiate the prices of foreign trade transactions;
- calculate the customs value of goods, the amount of customs payments, taxes and fees;
- calculate the cost of a loan under a foreign trade transaction;
- calculate leasing payments under an international leasing agreement;
- determine the size of the license fee from the sale of intellectual property;
- determine the basic terms of supply;
- conduct business correspondence, draw up an offer;
- work with transport, customs, financial documents necessary for the execution of transactions;
- choose and use various forms of international payments;
- draw up insurance transactions;
- evaluate the effectiveness of a foreign trade transaction;

possess:

- skills of practical work in the management bodies of foreign economic activity;
- skills of practical work in foreign trade firms and enterprises engaged in foreign economic activity.

3. Competencies

SK-14. Be able to carry out foreign economic activity, conclude contracts, know the features of customs clearance of goods and the conditions for their movement through border points

4. Requirements and forms of midcourse evaluation and summative assessment

Intermediate certification is carried out in the form of intermediate progress control (PKU) which is performed in the form of individual assignments, tests and test tasks. The form of the current certification (TA) is an exam.