

FEDERAL STATE EDUCATIONAL BUDGETARY INSTITUTION OF
HIGHER EDUCATION
«FINANCIAL UNIVERSITY UNDER THE GOVERNMENT OF THE
RUSSIAN FEDERATION»
(FINANCIAL UNIVERSITY)

Department of World Finance

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**THE PRACTICE OF INTERNATIONAL TRADE NEGOTIATIONS
(IN ENGLISH)**

SYLLABUS

Level of Study: Master's Degree 38.04.01 «Economics»

Field of Study: «Economics»

Study Program: «International Economics»

Moscow 2020

1. Name of a subject – the practice of international trade negotiations (in English).

2. Mapping of learning outcomes (list of competences), with the relevant indicators described and subject learning outcomes indicated

The section lists the graduates' coded competencies that are to be developed during the learning process, indicators that show their development (generalized descriptions of specific actions performed by the graduate that clarify and reveal the competence content), learning outcomes (knowledge, skills) with indicators of competence development (in the form of a table):

Table 1

Competence code	Competence	Competence development indicators	Learning outcomes (skills and knowledge) and indicators that show competence development
DKN-3	ability to make organizational and managerial decisions in Russian and international companies, as well as the ability to assess their consequences in terms of reputation and image risks	1. prepared for communication in oral and written forms in Russian and foreign languages to solve professional tasks;	know network information technologies, the procedure for accessing them; be able to use network information resources and software tools to access them; to possess the skills of searching, gathering, storage and transmission of data using networked computer technology
		2. able to use general legal knowledge in various fields of activity;	know the main international economic organizations that develop documents on international trade and economic cooperation; to be able to analyze the content of major international conventions and agreements and other related legal relations, legal acts, law-enforcement practice to determine patterns and principles underlying the modern system of regulation of international trade in the development of the Russian economy; to own skills of applying the basic provisions of international conventions and agreements, documents of international economic organizations, regulating foreign economic activity in the preparation of conditions of foreign trade contracts
		3. analyzes the international situation;	know the main international conventions and agreements in the field of international trade; be able to effectively analyze the state of international markets and correctly prepare the results of analytical reports; have the skills to build the dynamics of indicators of the functioning of world markets
		4. develops proposals for the development and optimization of trade in products of the world market	know the features and procedures for optimizing trade in various types of goods; be able to use exchange trading mechanisms to optimize trade in various types of goods; possess data research skills on the theory and practice of risk management

Competence code	Competence	Competence development indicators	Learning outcomes (skills and knowledge) and indicators that show competence development
DKN-6	ability to organize and manage the activities of departments at various levels of government and commercial structures related to international activities in the context of anti-Russian sanctions	1. able to make organizational and managerial decisions in the context of anti-Russian sanctions;	know the composition of financial, marketing and management information; be able to develop business plans for international companies; have the skills to process data in various forms of reporting for making management decisions
		2. demonstrates knowledge of modern information technologies and a package of necessary application programs that increase the efficiency of analysis;	know the features of using modern information technologies in conducting analytical research; be able to correctly use the packages of necessary application programs to improve the efficiency of analysis; have the skills to search and select statistical data necessary for analyzing the state and development of the world economy
		3. develops methods of analysis, as well as methodological and regulatory documents based on the results of research;	know the requirements for the content of methodological and regulatory documents prepared on the basis of the results of research; be able to correctly develop and design guidelines for analysis; have the skills to analyze the content of international conventions and agreements, and related other legal relations, regulations, and law enforcement practice to determine the laws and principles underlying the modern system of foreign trade regulation for the development of the Russian Federation's economy
		4. demonstrates the ability to create and modify economic models based on anti-Russian sanctions	know the procedure and features of drawing up economic models based on anti-Russian sanctions; be able to take into account the specifics of the country's tax system and contract conditions when drawing up economic models; have the skills to analyze economic information and make generalizations, conclusions and economic forecasts based on the analysis
PKN-4	ability to develop methods and evaluate the effectiveness of economic projects taking into account risk factors in conditions of uncertainty	1. demonstrates knowledge of the main trends in the development of the economies of the Russian Federation and countries around the world	know the main characteristics and features of the functioning of the international trading system and international trade agreements in the world economy; be able to trace the connection of the variety of economic processes in the modern world with other processes taking place in society; have the skills to analyze the impact of various factors on the organization of support for foreign economic transactions of individual subjects of the world economy
		2. demonstrates skills in designing measures, methods, techniques and methods aimed at adapting to changes in the national and world economy at the present	know the dynamics, structure and indicators of the world economy and international trade; be able to assess the size and level of demand for Russian goods on the world market in the context of anti-Russian sanctions;

Competence code	Competence	Competence development indicators	Learning outcomes (skills and knowledge) and indicators that show competence development
		stage;	have the skills to choose a forecasting method in various application packages
		3. demonstrates proficiency in assessing the degree of influence of individual factors on the development and location of the most important areas of economic activity of the population of countries and regions;	know the basic laws of the modern world economy and the mechanisms of functioning and regulation of international corporations; be able to collect, analyze and interpret information for research, present the results of the work performed in the form of a report, report, information review using modern information technologies; have the skills to analyze the constructed models of dynamics, structure and relationship of indicators
		4. puts forward independent hypotheses	know the rules for setting the task when preparing the company's behavior in the conditions of anti-Russian sanctions; be able to correctly formulate a self-developed hypothesis; skills development information database using official data published on the websites of Rosstat, CBR, Ministry of Finance, international statistical organizations, international economic organizations
UK-5	ability to lead the team, make organizational and managerial decisions to achieve the goal, and be responsible for them	1. ready to lead the team in the field of their professional activities, tolerant of social, ethical, religious and cultural differences;	know how to organize work as a team, taking into account social, ethical and cultural differences; be able to organize the implementation of a specific assigned stage of work have the skills to develop business projects in the conditions of anti-Russian sanctions
		2. identifies the potential of the international market, the industry structure and the role of the world economy in the current conditions of anti-Russian sanctions.	know the main international organizations that develop documents on issues of international cooperation in the field of combating laundering of semi-legal and criminal proceeds and corruption; be able to form an idea of the state's policy in the field of regulating international relations in the context of anti-Russian sanctions; have the skills to develop recommendations in the organization of international and foreign economic settlements in the context of anti-Russian sanctions
		3. uses methods to identify the essence, stages and main directions of economic development in the context of anti-Russian sanctions	know the role and significance of international economic relations in the context of anti-Russian sanctions; be able to trace the relationship of multi-factor economic processes in the modern world economy with other processes taking place in the world; have the skills to analyze the content of international ratings that characterize the attitude to Russia in the modern period

Competence code	Competence	Competence development indicators	Learning outcomes (skills and knowledge) and indicators that show competence development
		4. independently analyzes the instability in world markets	know processes of functioning of international agreements in the field of global control over the implementation of UN documents; be able to plan and conduct scientific research in order to achieve scientific and practical goals and solve tasks for managing the economy under anti-Russian sanctions; have the skills to assess the impact of anti-Russian sanctions on the country's economy

3. Place of the subject in the curriculum

The subject "The practice of international trade negotiations (in English)" is a discipline of choice for the educational program in the direction of training 38.04.01 "Economics", master's program "International Economics". When studying this discipline, students should form the appropriate professional competence profile.

4. Workload in credits and academic hours, with class work (lectures and seminars) and self-study indicated

Table 1

Type of work	Total (in credits and hours)	Module 4 (in hours)
Overall workload	108 h	108 h
<i>Class work</i>	40	40
<i>Lectures</i>	10	10
<i>Seminars, practicals</i>	20	20
<i>Self study</i>	68	68
Formative assessment	control paper	control paper
Summative assessment	credits	credits

5. Subject content (with the thematic components indicated)

Topic 1. International negotiations as a subject of research. Main categories of negotiations

Etymology and history of terms: personality, virtues, vices, values, interaction, communication. Business negotiations and their role in international business. Communication as a form of contact between people. Universal means of communication. Sociology and linguistics are the Sciences that study the concept of communication. Subordination of communication to the algorithm: identification, stereotyping, reflection. Ethical standards of communication. Perception and understanding in the negotiation process. Principles of effective communication and rules of speech etiquette as communicative and ethical aspects

of speech culture. Temperament, communication skills, types of people, types of ego-States. Speech culture in the process of business negotiations: logic, expediency, relevance, richness, diversity, accuracy, unambiguity, expressiveness, figurativeness. Speech strategy and speech tactics.

Topic 2. Negotiations as communication and interaction

Personification. Basic elements of communication. Types of information: motivational and ascertaining. Communication positions (open, closed, detached). The reflection process and its functions. Communication barriers. National-psychological types of communication. Compatibility and its principles.

Verbal and nonverbal aspects of communication. Classification of non-verbal means of communication. Mimic codes of emotional States. Features of nonverbal reflection. Sociocultural models of gestures and taboo gestures.

Features of verbal communication. Speaking technique. Main barriers for the hearing. Understanding position. Rules for improving the effectiveness of conversations. Role behavior of the individual in communication. Model of personality in communication.

Social role as an ideal model of behavior. Role structure of the group: formal and informal. Group pressure and conformal behavior. Sanctions. Features of group communication. Types of relationships in the group. Typology of games and transaction scenarios. The species in the interaction region.

The reference group and its place in the interaction process. Real and illusory reference groups. Using reference groups for manipulative purposes.

Topic 3. Strategic and tactical aspects of international negotiations. Mechanisms of influence in the negotiation process

General characteristics of the main mechanisms of influence in communication: infection, suggestion, imitation, persuasion. The structure of the process of persuasion. Direct and indirect methods of persuasion. Problems of compliance and stability in the process of persuasive influence. Mechanisms of resistance to persuasive influence.

The phenomenon of feedback in interpersonal communication. Laws of communication. Documentation of management activities. Documentation of contractual and legal relations of economic activity. General rules for processing documents. Official correspondence and its types: friendly letters, social and household correspondence, business correspondence. Requirements of business correspondence standards and rules for correspondence processing. Influence of various factors on the style of business correspondence.

The structure of a business letter. Content of emails: notification letter, request letter, invitation letter, request letter, offer letter, refusal letter. Recommendation letter. Telegrams, telexes, and faxes. Business card.

Topic 4. Culture of international business negotiations

General algorithm for conducting professional negotiations. Preparation for negotiations: the initiative to conduct and draw up the rules of negotiations, operational preparation of negotiations, selection and systematization of materials, analysis of the collected material, preparation of a working plan for negotiations, editing process, processing the progress of negotiations. Negotiation process: start of negotiations, transfer of information, argumentation, refutation of partner's arguments, decision-making.

The concept of conflict, crisis, and extreme situations. Causes of non-standard situations: lack of resources, differences in goals, differences in ideas and values, behavior, immoral actions.

6. List of teaching and methodological materials needed for the students self-study

6.1. List of questions for student self-study and types of out-of-class activities

Table 3

Itemized subject content	Questions the students should answer within the self-study process	Types of out-of-class activities
Topic 1. International negotiations as a subject of research. Main categories of negotiations	<ol style="list-style-type: none"> 1. Business negotiations and their role in international business. 2. Principles of effective communication and rules of speech etiquette. 3. Temperament, types of sociability of people, types of ego States. 4. Speech culture in the process of business negotiations. 5. Speech strategy and speech tactics. 	survey, students' oral answers, discussion, performance of practice-oriented tasks
Topic 2. Negotiations as communication and interaction	<ol style="list-style-type: none"> 1. Basic elements of communication. 2. Verbal and nonverbal aspects of communication. 3. Social role as an ideal model of behavior. 4. Reference group and its role in the process of interaction. 	survey, students' oral answers, discussion, tests, performance of practice-oriented tasks
Topic 3. Strategic and tactical aspects of international negotiations. Mechanisms of influence in the negotiation process	<ol style="list-style-type: none"> 1. Structure of the persuasion process. Direct and indirect methods of persuasion. 2. Mechanisms of resistance to persuasive influence. 3. Official correspondence and its types: friendly letters, social and household correspondence, business correspondence. 4. The structure of a business letter. 	survey, oral responses of students, control work, performance of practice-oriented tasks
Topic 4. Culture of international business negotiations	<ol style="list-style-type: none"> 1. Preparation for negotiations: the initiative to conduct and draw up rules for negotiations. 2. Negotiation process: start of negotiations, transfer of information, argumentation, refutation of the partner's arguments. 3. The concept of conflict, crisis, and extreme situations. 	survey, students' oral answers, discussion, performance of practice-oriented tasks

6.2. List of questions/assignments/topics for students' preparation to formative assessment

Table 4

Itemized subject content	Questions the students should answer within the self-study process	Types of out-of-class activities
Topic 1. International negotiations as a subject of research. Main categories of negotiations	<ol style="list-style-type: none"> 1. What are the features of business negotiations in international business? 2. What are the principles of effective communication and rules of speech etiquette? 3. What is the difference between speech strategy and speech tactics? 	Working with educational literature and regulatory documents. Preparation for the workshop plan. Completing homework. Search for information on the Internet on a given topic. Preparation of reports on recommended topics. The solution to case studies.
Topic 2. Negotiations as communication and interaction	<ol style="list-style-type: none"> 1. What are the main elements of communication known to you? 2. Classification of prices based on the characteristics of various sectors of the economy. 	Working with educational literature and regulatory documents. Preparation for the workshop plan. Completing homework. Search for information

Itemized subject content	Questions the students should answer within the self-study process	Types of out-of-class activities
	3. What is the mechanism of verbal and non-verbal aspects of communication? 4. What is the place of the reference group in the interaction process?	on the Internet on a given topic. Preparation of reports on recommended topics. The solution to case studies.
Topic 3. Strategic and tactical aspects of international negotiations. Mechanisms of influence in the negotiation process	1. What is the indirect method of persuasion? 2. What are the characteristics of resilience of persuasive impact? 3. What is the structure of a business letter?	Working with educational literature and regulatory documents. Preparation for the workshop plan. Completing homework. Search for information on the Internet on a given topic. Preparation of reports on recommended topics. The solution to case studies.
Topic 4. Culture of international business negotiations	1. What are the features of preparing for negotiations: the initiative to conduct and drawing up the rules of negotiations? 2. What are the features of starting negotiations? 3. What are the features of the incentive pricing strategy? 4. What are the main problems and prospects of negotiations with American counterparts?	Working with educational literature and regulatory documents. Preparation for the workshop plan. Completing homework. Search for information on the Internet on a given topic. Preparation of reports on recommended topics. The solution to case studies.

A list of competencies indicating the stages of their formation during the development of the educational program is contained in section 2 "Mapping of learning outcomes (list of competences), with the relevant indicators described and subject learning outcomes indicated".

Sample list of questions for preparing and writing test papers:

1. General characteristics of the activities and principles of functioning of international economic organizations in the context of anti-Russian sanctions.
2. The United Nations. Organizations of the UN dealing with the development of the world economy and international economic relations. Their role and significance in the modern world. Russia's participation in the UN under anti-Russian sanctions.
3. International financial organizations and their activities under anti-Russian sanctions.
4. Regional international economic organizations. Russia's participation in regional cooperation under anti-Russian sanctions.
5. WTO: stages and problems of formation and development. Pros and cons of Russia's participation in the WTO under anti-Russian sanctions.
6. The role of international organizations in the process of unification of international norms regulating foreign trade in the context of anti-Russian sanctions.
7. Legal regulation of contractual relations in the foreign economic sphere in the context of anti-Russian sanctions.

8. International agreement in the modern system of international trade regulation in the context of anti-Russian sanctions.

9. Unification of legal norms regulating international trade as a trend in the development of international law in the context of anti-Russian sanctions.

10. Mechanisms of operation of the Uruguay round agreements in the context of anti-Russian sanctions.

11. The EU and Russia: ways and directions of cooperation in the context of anti-Russian sanctions.

12. Significance and mechanisms of action of bilateral agreements on international economic cooperation in the context of anti-Russian sanctions.

13. Trade mediation in the practice of foreign trade: features of implementation and legal regulation in the context of anti-Russian sanctions.

14. The CIS: problems and prospects for further development in the context of anti-Russian sanctions.

15. International agreements within the framework of price regulation mechanisms on world markets in the context of anti-Russian sanctions. OPEC and Russia.

16. Bilateral cooperation of countries in the field of international trade in the context of anti-Russian sanctions.

17. Legal regulation of international purchase and sale of goods under anti-Russian sanctions.

18. The Vienna Convention: the role in regulating contracts for the international sale of goods and the mechanism for applying anti-Russian sanctions.

19. Standard contract and standard terms of delivery: values and scope of application in the context of anti-Russian sanctions.

20. The Convention on the limitation period in the international sale of goods under anti-Russian sanctions.

21. Documents Of the UN economic Commission for Europe and their implementation in the context of anti-Russian sanctions.

22. General terms of delivery as the Soviet-Russian equivalent of INCOTERMS and as an alternative under anti-Russian sanctions.

23. Model agreements of the International chamber of Commerce and their implementation under anti-Russian sanctions.

24. Legal regulation of bill circulation under anti-Russian sanctions.

25. Unified rules of the ICC: the purpose of development and principles of application in the practice of foreign economic settlements in the context of anti-Russian sanctions.

26. Letters of Credit in international trade: scope and international regulation in the context of anti-Russian sanctions.

27. International standards of rules on contractual guarantees in the context of anti-Russian sanctions.

28. Execution of letters of credit in international trade under anti-Russian sanctions.

29. Scope and international regulation of various types of payment and settlement documents in the context of anti-Russian sanctions.

30. Legal regulation of international transportation under anti-Russian sanctions.

31. Multimodal transport: features of regulation in the context of anti-Russian sanctions.

33. Transportation by sea: basic regulations, rules for processing documents, rights and obligations of the parties in the context of anti-Russian sanctions.

34. The carriage of goods and under cover of TIR Carnets in terms of anti-Russian sanctions.

35. Bill of Lading: legal regulation and features of registration and use in foreign trade practice in the context of anti-Russian sanctions.

36. Specifics of multimodal transport under anti-Russian sanctions.

37. Features of international regulation of international routes in the context of anti-Russian sanctions.

38. Development of documents regulating the use of transport documents and containers in the conditions of anti-Russian sanctions.

39. Standard contracts of the ICC in the conditions of anti-Russian sanctions.

40. The international financial leasing regulation in terms of anti-Russian sanctions.

List of tasks for participating in team work on preparing a collective project:

Task 1. Before the beginning of the course, students are invited to divide into groups (2-3 people) and choose one of the trends in the development of the modern world economy. In the course of studying the discipline on the example of a selected trend in the development of the modern world economy, students should identify the relevant patterns according to the topic being studied and make small analytical reports during seminars on how these trends affect the development of the modern world economy and how the latter functions in the current conditions.

Task 2. To get acquainted with the Russian reality, students are invited to divide into groups (2-3 people) and choose one of the departments that is responsible for the formation of the legal environment in the field of regulation of foreign economic activity. During the discussions, students should identify how the activities of these agencies affect the integration and participation of Russia in the processes of globalization of the world economy.

Task 3. As a creative task, students are invited to divide into groups (2-3 people) and use open data from international institutions and organizations to

analyze the development of the modern world economy and identify the features that arise in modern conditions. Based on the results of the study, we should suggest ways to adapt Russia to these conditions. The work can be issued in the form of an analytical note on 3-5 pages.

The criteria for scoring various forms of current performance monitoring are contained in the relevant guidelines of the Department of World Finance.

The list of competencies generated in the process of learning is contained in section 2. List of planned results of development of educational programs (competencies), indicating the indicators of their achievements and intended learning outcomes on discipline:

<u>The competence</u>	<u>Sample Tasks</u>
<p>DKN-3 – ability to make organizational and managerial decisions in Russian and international companies, as well as the ability to assess their consequences in terms of reputation and image risks</p>	<p>Task 1. Draw up a contract of your choice for the international sale of goods, an international sea transport contract or an international air transport contract, guided by the relevant international agreements of Russia in the conditions of anti-Russian sanctions.</p> <p>Task 2. Ilya Kravchenko, a Russian Citizen, worked for a Belarusian company. He was sent to a Russian company to test the delivered equipment. Due to a structural lack of equipment, he suffered an industrial injury, as a result of which he became a disabled person of group II. On the basis of what legal act Will you determine the applicable law in the context of anti-Russian sanctions? Under the law of which state will compensation be made in this case under the conditions of anti-Russian sanctions? Which body and which state should Kravchenko apply to with a claim for compensation for damage caused by labor injury under anti-Russian sanctions?</p>
<p>DKN-6 – ability to organize and manage the activities of departments at various levels of government and commercial structures related to international activities in the context of anti-Russian sanctions</p>	<p>Task 1. Draw up a promissory note and a bill of exchange, guided by the provisions of the Convention on the uniform law on bills of exchange and promissory notes of June 7, 1930, and follow its implementation in the conditions of anti-Russian sanctions.</p> <p>Task 2. the Belarusian company paid pension amounts to the Grodno social protection Fund in connection with the injury to its employee. An industrial injury was caused to an employee on the territory of the Republic of Belarus due to the fault of a Russian joint-stock company that allowed the production of a tractor with a structural defect. In this regard, the Belarusian company appealed to the arbitration court to the Russian joint-stock company to recover losses from the payment of pensions</p>

	to a disabled employee of group II. The parties are not in a contractual relationship. Is there a civil law relationship with a foreign element? If so, what is the foreign element? Under the law of which state will the dispute be resolved under anti-Russian sanctions?
PKN-4 – ability to develop methods and evaluate the effectiveness of economic projects taking into account risk factors in conditions of uncertainty	Task 1. During an international air transport carried out by a Finnish airline, a cargo belonging to a Russian joint-stock company was lost. The international air waybill indicates the weight of the cargo received for transportation at 186.6 kilograms. When receiving the cargo at the airport, a shortage of 6.6 kilograms was found, and a commercial report was drawn up. As can be seen from the commercial act, the loss of part of the cargo occurred during air transportation. Russian society has addressed in arbitration court with the claim to the Finnish airline, having representation in Russia, the recovery 1289,9 dollar worth of 6.6 kilograms of missing cargo on the basis of paragraph 2 of article 22 of the Warsaw Convention for the unification of certain rules relating to international carriage by air dated 12 October 1929 as amended by the Hague Protocol 1955 Is the plaintiff's reference to the Warsaw Convention for the unification of certain rules relating to international carriage by air of 12 October 1929 justified? Is this claim subject to review in the Russian arbitration court? What court decision should the court make in the context of anti-Russian sanctions?
UK-5 – ability to lead the team, make organizational and managerial decisions to achieve the goal, and be responsible for them	Task. You are a lawyer at a Russian wine company that plans to attract foreign employees from Armenia as specialists. Draft an employment contract that takes into account the provisions of the Agreement on cooperation in the field of labor migration and social protection of migrant workers and the legislation of the Russian Federation in the context of anti-Russian sanctions.

Note: the materials of situational tasks were prepared using open sources on the Internet.

Questions to prepare for the test:

1. What is the relationship between the concepts of morality and ethics?
Ethics and etiquette?
2. List the main categories of morality and ethics.
3. What is the similarities and differences of the concepts of morality and law?
4. What are moral values?
5. What distinguishes personality psychology from the psychology of

communication?

6. List the stages of development of ethics.
7. What is a universal means of communication?
8. What is the "speech genre"?
9. Speech strategy and speech tactics.
10. The relationship between the concepts: ethics, morality, morality.
11. The concept of role behavior in business communication.
12. Laws of logic applied in communication.
13. The law of mirror reflection of communication.
14. The main provisions of the law of dependence of communication results on the application of communicative efforts.
15. The law of the growing impatience of the audience.
16. The communicative act of self-preservation.
17. The law of the rhythm of communication.
18. The law of speech self-action.
19. The law of confidence in simple words.
20. The main provisions of the law of attraction criticism.
21. The law of self-generation of information in a communication group.
22. The law of accelerated dissemination of negative information.
23. Main provisions of the law of distortion of information during its transmission.
24. The law of detailed discussion of small things.
25. The law of the narrow circle.
26. The main provisions of the law of the inner circle.
27. The law of emotional affiliation.
28. Content of the law of speech amplification of emotions.
29. The main provisions of the law of speech absorption of emotions.
30. The content of the law of emotional suppression of logic.

7. Mandatory and optional reading list

Legal regulations:

1. Constitution of the Russian Federation, Moscow: Iris-Press, 2020.
2. The Customs Code of the Eurasian economic Union (Annex 1 to the Agreement on the Customs code of the Eurasian economic Union), which entered into force on 01.01.2018.
3. Federal law "On the basis of state regulation of foreign trade activity" of December 8, 2003 (as amended on July 13, 2015) No. 164-FZ.
4. Federal law "On customs tariff" dated 21.05.1993 No. 5003-1 (as amended on November 24, 2014) (ed.from January 1, 2015).
5. Federal law "On measures to protect the economic interests of the Russian Federation in foreign trade in goods " dated 14.04.1998 No. 63-FZ (as amended on 8.12.2003) (expired on 07.12.2011 on the basis of Federal law No. 409-FZ dated 06.12.2011).

6. Federal law "On foreign investment in the Russian Federation " of July 09, 1999 No. 160-FZ (as amended). Of Federal law from 03.02.2014 of № 12-FZ of 05.05.2014 N 106-FZ).

7. Federal law No. 225-FZ of December 30, 1995 On production sharing agreements (as amended by Federal laws of July 19, 2011 N 248-FZ (Rossiyskaya Gazeta, no. 159, 22.07.2011).

8. Federal law "On countering the legalization (laundering) of proceeds from crime and the financing of terrorism " dated August 7, 2001 No. 115-FZ (ed. from 01.10.2015).

9. Federal law "On currency regulation and currency control" dated December 10, 2003 No. 173-FZ (ed. from 29.06.2015).

10. Federal law "On special economic zones in the Russian Federation " dated July 22, 2005 No. 116-FZ (ed. from 13.07.2015).

11. Federal law No. 57-FZ of April 29, 2008 "On the procedure for foreign investment in economic companies of strategic importance for the country's defense and state security" (ed. from 04.11.2014).

12. The Concept of long-term socio-economic development of Russia until 2020. Approved by the Decree of the Government of the Russian Federation of November 17, 2008 No. 1662-R (ed. from 08.08.2009).

13. Foreign policy concept of the Russian Federation. Approved by the President of the Russian Federation V. V. Putin on 12.02.2013

14. Economic development Strategy of the Commonwealth of Independent States until 2020. Approved on November 14, 2008 by the Council of heads of government of the CIS.

15. The national security strategy of Russia until 2020. Approved by the decree of the RF President No. 537 from May 12, 2009 (as amended from 01.07.2014).

16. The development strategy of financial market of the Russian Federation for the period until 2020. Approved by Decree of the Government of the Russian Federation No. 2043-R of December 29, 2008.

17. The strategy of innovative development of the Russian Federation for the period up to 2020. Approved by Decree of the Government of the Russian Federation dated December 08, 2011 No. 2227-R.

18. Administrative rules for the settlement of RMB-denominated FDI transactions. Regulation of the People's Bank of China No. 23 of 13.10.2011.

Mandatory reading list:

19. Aleksandrov, E. L. World economy and international economic relations = Global economy and international economic relations [Electronic resource]: Textbook / E. L. Aleksandrov, V. N. Kruglov; Finuniversitet, Kaluga branch. - Electronic data (1 file: 1 MB). - Moscow: Finuniversitet, 2017-1 CD. - Only electronic resource — - Free access from the Internet (reading, printing, copying). — <URL:http://elib.fa.ru/fbook/Aleksandrov_1806.pdf>.

20. Baburina N. A. International monetary and financial relations: Textbook /

Baburina N. A.-2nd ed., - Moscow: YURAIT Publishing House, 2018. 171 p. (University of Russia) .— ISBN 978-5-534-01192-0: 115.79, 4. <External resource>.

21. Kuznetsova G. V. Russia in the system of international economic relations: Textbook and practice / Kuznetsova G. V.-M.: YURAIT Publishing House, 2017. 353 p. (Bachelor and master. Academic course). ISBN 978-5-534-04146-0: 262.88, 4. < External resource>.

Optional reading list:

22. Vologdin A. A. Legal regulation of foreign economic activity: Textbook and practice / Vologda A. A.-5th ed., TRANS. and additional-M.: YURAIT Publishing House, 2018. - 348 p. - (Bachelor and master. Academic course) .— ISBN 978-5-534-00377-2: 259.75, 4 — - < External resource>.

23. Mikhailov D. M. foreign Trade Finance and guarantee business: a Practical guide / Mikhailov D. M.-3rd ed., - Moscow: YURAIT Publishing House, 2017. 905 p. (Professional practice) .— ISBN 978-5-9916-1384-2: 500.72, 4 — - < External resource>.

24. Shimko P. D. World economy and international economic relations: Textbook and practice / Maksimtsev I. A.-ed. - Moscow: YURAIT Publishing House, 2018. 392 p. (Bachelor and master. Academic course) .— ISBN 978-5-534-04145-3: 287.91, 4 — - < External resource>.

9. List of IT resources, incl. the list of software, information and reference systems (as appropriate)

8. 1. Software:

1. Windows, Microsoft Office software;
2. ESET Endpoint Security antivirus software; etc.

8.2. Databases and information and reference systems

1. Legal reference system "Consultant Plus»;
2. The legal information system "Garant»;
3. System of information and analytical Agency " Bloomberg»;
4. Office Suite of applications "Microsoft Office»;
5. Free open source software development environment for the R programming language "RStudio»;
6. Software package for statistical analysis "Statistica»;
7. Application software package for econometric modeling "Gretl»;
8. MatLab modeling Environment.

8.3. Certified software/hardware used for information protection

No such software/hardware is used.