

FEDERAL STATE EDUCATIONAL BUDGETARY UNIVERSITY OF HIGHER
EDUCATION

«FINANCIAL UNIVERSITY
UNDER THE GOVERNMENT OF THE RUSSIAN FEDERATION»
(FINANCIAL UNIVERSITY)

Department of International Business

V.S. Minchichova

**THEORY AND PRACTICE OF INTERNATIONAL NEGOTIATIONS (IN
ENGLISH)**

SYLLABUS

Level of Study: Bachelor's Degree

Field of Study: 38.03.01 «Economics»

Study Program: «International business: Taxes and Analytics»

Learning profile: «International business: Taxes and Analytics»

Recommended by the Academic Council of the Faculty of International Economic Relations

(Minutes No 07 of 28.04.2026)

Approved at the meeting of the Department of International Business

(Minutes No 09 of 31.03.2026)

Moscow 2026



Е.А. Каменева