

Educational Establishment

«The Grodno State Agrarian University»

APPROVED BY

Rector of the Educational Establishment

“The Grodno State Agrarian University”

_____ V.K.Pestis

“ ”

Registration №УД-_____

Foreign economic activity and foreign economic relations

The curriculum of higher education institutions

discipline for the specialty:

1-25 80 01 Economics

The curriculum is compiled on the basis of the educational standard of the second stage of higher education OSVO 1-25 80 01 - 2019 in the specialty 1-25 80 01 Economics, profilization «Economics and organization of agroecotourism»

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1.EXPLANATORY NOTE

1.1 Goals and objectives of the discipline

The course program provides for the study of foreign economic relations, their expansion and deepening, which is objectively one of the priority directions for the development of the agro-industrial complex of the Republic of Belarus. Therefore, teaching this discipline to future economists of enterprises of the agro-industrial complex is very important.

The basis for the development of the curriculum for the discipline "Foreign economic activity and foreign economic relations" is the educational standard of higher education in the specialty 1-25 80 01 Economics.

The purpose of the course is to provide the necessary knowledge for the effective development of foreign non-economic activities of enterprises of the Republic of Belarus.

Objectives of the discipline:

- the formation of economic thinking, entrepreneurial and commercial approach to the implementation of economic opportunities of enterprises associated with foreign economic activity;
- preparation for practical work at the enterprise as a specialist in foreign economic activity in the face of increased competition and globalization in the world market.

1.2 Place of discipline in the system of training a specialist with higher education

The discipline refers to the disciplines of the component of the institution of higher education, module 1 “Economic policy”.

The academic discipline "Foreign economic activity and external economic relations" refers to a cycle of general professional and special disciplines of a compulsory component and is based on previously studied educational disciplines, such as "Microeconomics", "Macroeconomics", "Economic theory". In turn, the academic discipline "Foreign economic activity" is used in the study of the subsequent academic discipline "Economics of organizations (enterprises)".

1.3 The requirements for the development of academic discipline

As a result of studying the discipline, the undergraduate must consolidate and develop the following universal (CC), in-depth professional (CPC) special (SC) competencies provided for in the educational standard.

CC-3. To take the initiative, including in risk situations, to solve problem situations on the basis of an innovative approach.

SC-8. Be able to apply modern methodologies for modeling business processes of an organization as the basis for their optimization.

As a result of studying the discipline, the undergraduate must **know:**

- basic concepts, forms and mechanism of foreign economic activity;
- organizational, legal and economic conditions for choosing a foreign partner;
- content and features of sections of foreign economic contracts;
- the procedure for concluding foreign economic transactions and conducting foreign non-economic transactions, as well as basic terms of supply.

be able to:

- to evaluate the processes taking place in the international economy, to determine the tendencies and prospects for the development of countries, groups of countries, the world economy as a whole;
- analyze the country's place in the international division of labor, the degree of openness of the economy, use the concepts of the international division of labor and world trade;
- to analyze the feasibility and effectiveness of the participation of subjects of foreign economic activity in the international division of labor;
- to use the mechanism of functioning of the international market for goods, capital, labor and the world currency market;

- to use modern principles of the organization of the world currency system;
- use the forms, methods and tools of state and supranational regulation of foreign economic activity;
- analyze the state of foreign economic relations for making management decisions.

Own to:

- skills in the development of commercial proposals to foreign partners for the further conclusion of foreign economic agreements;
- skills in conducting business negotiations with a foreign partner;
- skills in calculating the export and import prices of a foreign trade transaction and the overall efficiency of export and import operations;
- skills of preparation and conclusion of foreign trade contracts and customs clearance;
- analysis and assessment of the effectiveness of foreign economic activity of enterprises and organizations;
- analysis and assessment of the effectiveness of state regulation of foreign economic activity.

1.4 The total number of hours and the number of class hours devoted to the study of academic discipline in accordance with the curriculum of higher education institutions in the specialty

In accordance with the curriculum of the educational institution “Grodno State Agrarian University”, only 108 hours are allocated for the study of the subject “Foreign economic activity and external economic relations”, of which 32 classroom hours.

1.5 Form of higher education

The study of the subject “Foreign economic activity and external economic relations” is provided for full-time and part-time undergraduates.

1.6 Distribution of class time by occupation, course and semester

In accordance with the curriculum and schedules of the educational institution’s educational process “Grodno State Agrarian University”, the study of the course “Foreign economic activity and external economic relations” is provided for full-time undergraduates in 2 semester in the amount of: classroom instruction 32 hours, of which 18 hours of lectures and 14 hours of seminars;

1.7 Forms of current certification in academic discipline

The form of the current certification in the discipline "Foreign economic activity and external economic relations " is a credit.

2. CONTENTS OF THE EDUCATIONAL MATERIAL

TOPIC 1. THE PLACE OF THE REPUBLIC OF BELARUS IN THE SYSTEM OF FOREIGN ECONOMIC RELATIONS.

Lectures

Modern trends in the development of the world economy.

Foreign economic policy. Foreign economic relations.

Foreign economic activity of enterprises of the agro-industrial complex. The Republic of Belarus as a sovereign state. Geographic, geopolitical, historical-economic, socio-economic conditions for the development of foreign trade in goods and services in the Republic of Belarus. The main elements of the foreign trade policy of the Republic of Belarus. Modern problems and prospects for the development of foreign economic activity in the Republic of Belarus. The state of foreign trade of the Republic of Belarus. Export and import of agricultural products.

Practical lesson

To study the concept and types of foreign economic activity and foreign economic relations, to consider the main elements of the foreign trade policy of the Republic of Belarus.

TOPIC 2. CONCEPTS AND PRACTICE OF MODERN FOREIGN ECONOMIC ACTIVITIES

Lectures

Stages of formation of the international economy and the state of the sphere of foreign economic activity in the Republic of Belarus. The need for foreign economic activity and the motives for participating in it. Functions, place and significance of foreign economic activity in the system of international division of labor, changes in the concepts and practice of modern foreign economic activity. The main theories of international trade (protectionism and freedom of trade; absolute and comparative advantages of A. Smith and D. Ricardo; theory of production factors and modern methodological approaches to its interpretation; life cycle theory and other marketing theories for the development of international trade in goods and services). Modern trends in the development of international economic relations and their economic interpretation. Problems of foreign and Belarusian partners.

Practical lesson

Acquaintance with the periodization of the formation of the international economy and the state of the sphere of foreign economic activity in the Republic of Belarus, the need for foreign economic activity and the motives for participating in it, studying the basic theories of international trade.

TOPIC 3. SUBJECTS AND FORMS OF FOREIGN ECONOMIC ACTIVITY

Lectures

Classification of subjects and types of their activities. Small enterprises of the Republic of Belarus in foreign economic activity.

The role of unions of entrepreneurs, chambers of commerce and industry. Belarusian

Chamber of Commerce and Industry. Types of international business. Spheres of foreign economic activity.

Classification of forms of foreign economic activity. Trends in the development of various forms of foreign economic activity and their economic interpretation.

Agro-industrial complex as a highly competitive sector of the national economy. Export potential of the agro-industrial complex. The main tasks of the agrarian foreign policy of the Republic of Belarus.

The structure of foreign trade. Commodity nomenclature of foreign trade activities of the Republic of Belarus and the Harmonized system of description and coding of goods. Forms of financing foreign economic activity.

Practical lesson

Determination of the place and role of the export potential of the agro-industrial complex, consideration of the main tasks of the agrarian foreign policy of the Republic of Belarus, the commodity nomenclature of foreign trade.

TOPIC 4. INTERNATIONAL COMMERCIAL TRANSACTIONS

Lectures

Classification of operations of foreign economic activity. International transactions of purchase and sale of goods. Export, import, re-export, re-import operations. Delivery of machines and equipment in finished form. Lease transactions. Contract deals. Production and marketing cooperation. Economic and institutional foundations of countertrade. Classification of commodity exchange and compensation transactions. Barter foreign trade transactions and the practice of their execution. Legal regulation of barter transactions in the Republic of Belarus. Trade offset transactions. Counter and advance purchases.

Concept and classification of services. International transport operations: interpretation, basic identification and classification. International engineering. International leasing. International tourism. Agroecotourism. International transactions of purchase and sale of information. The concept of intellectual property. Agreement on Trade-Related Aspects of Intellectual Property Rights. International licensing agreements. Essence, content and types of international franchising. Advantages and disadvantages of franchising. The concept of foreign trade intermediation. Choosing a mediator. Types of foreign trade intermediaries.

Practical lesson

Get acquainted with the general concept of transport logistics, study various types of transport, learn to choose those types that are most suitable for the basic conditions of contracts for the sale of goods; familiarization with the basics of international engineering activities, acquisition of knowledge on the organization of engineering, skills in calculating the cost of engineering services; consolidation of knowledge on the economic essence of leasing operations, mastering the methodology for calculating and justifying lease payments, instilling skills in conducting leasing operations in the market of goods and services; study of the basics of the international tourism market, varieties of tourist organizations, the place of tourism in the system of trade in services; studying the fundamentals of the implementation of franchising relations in the world market; gaining knowledge of how to organize a company operating under a well-known trade mark.

TOPIC 5. ECONOMIC JUSTIFICATION OF ENTERING THE FOREIGN MARKET

Lectures

Important prerequisites for entering foreign markets. The role of economic diplomacy. Preparation of a Belarusian enterprise for foreign economic activity. Export strategy of the enterprise entering the foreign market. The main obstacles to the international activities of enterprises abroad.

Economic security of an enterprise in foreign economic activity.

Competitiveness of enterprises and their products in the foreign market. International standardization as a guarantee of product quality. The concepts of "international trade deal", "merchant". Search and selection of contractors in the world market. Commercial offers. Justification of prices for foreign trade transactions.

Technique for preparing and conducting negotiations on export and import. The mechanism of application of non-verbal methods in international negotiations. Features of the behavior of representatives of the Republic of Belarus in international negotiations. Technique for the completion of negotiations and their documentation. Peculiarities of international negotiations on the export and import of food and agricultural services.

Practical lesson

Study the classification of participants in foreign economic activity of the agro-industrial complex, various types of foreign companies operating in the world markets; instill practical skills in drawing up a dossier on a company, business commercial letters; be able to carry out search, comparative analysis and selection of a commercial partner; choose the most efficient market abroad.

TOPIC 6. FOREIGN INVESTMENTS, THE CREATION OF FOREIGN, JOINT VENTURES WITH A FOREIGN PARTNER AND THE FUNCTIONING OF FREE ECONOMIC ZONES

Lectures

Foreign investment and investment climate assessment. Goals and ways of creating enterprises with foreign investments (foreign, joint ventures with a foreign partner). Goals and objectives of creating free economic zones. Creation and development of free economic zones in the Republic of Belarus. Free economic zones: "Minsk", "Brest", "Gomel-Raton", "Vitebsk", "Mogilev", "Grodnoinvest". Hi-Tech Park. Offshore zones.

Practical lesson

To study theoretical and practical issues related to foreign economic investment activities to maximize income from investment activities, minimize risks, find ways to accelerate the implementation of investment projects.

TOPIC 7. STATE REGULATION OF FOREIGN ECONOMIC ACTIVITIES

Lectures

The role of the state in the modern economy. Customs regulation of foreign economic activity. The concept and types of customs tariff. Methods for determining the customs value of goods. The system of customs authorities of the Republic of Belarus: tasks, functions, powers, tools and mechanism of functioning. Customs Code of the Republic of Belarus. Customs control: content, order and procedure for conducting, declaring goods. Customs regimes. Non-tariff and para-tariff regulation methods.

The system of state bodies for managing foreign economic activity in the Republic of Belarus. Delineation of powers for the management of foreign economic activity between the center and the regions. Key ministries and departments regulating foreign economic activity in the Republic of Belarus. Foreign trade and economic services of the Republic of Belarus.

The system of management bodies for foreign economic activity at the enterprise of the agro-industrial complex. Information support of foreign economic activity.

Practical lesson

To study the forms and mechanisms of state regulation of foreign economic activity, to study the main provisions of the current regulatory legal acts governing the tariff and customs regulation of foreign economic activity, as well as to acquire practical skills in calculating customs payments and to study the forms control of the declared customs value of the goods; to study the existing system of non-tariff methods of foreign economic activity regulation, to know the main normative legal acts regulating non-tariff restrictions.

TOPIC 8. INTERNATIONAL ORGANIZATIONS AND THEIR ROLE IN THE REGULATION OF FOREIGN ECONOMIC ACTIVITY

Lectures

International economic organizations: International Monetary Fund, World Bank, World Trade Organization, United Nations system. The role of the World Trade Organization in the regulation of international trade. Principles of the World Trade Organization. Trade rounds of negotiations. The governance structure of the World Trade Organization. The procedure for joining the World Trade Organization.

Strategy and economic policy of the Republic of Belarus when joining the World Trade Organization. Analysis of the agreement on agriculture: analysis, general characteristics, basic requirements for market access, obligations for domestic support for agriculture, obligations for export subsidies. Internal support of agricultural producers in Belarus. Consequences of Belarus joining the World Trade Organization. Customs Union and the formation of a single economic space, the creation of the Eurasian Economic Union. Food and Agriculture Organization (FAO).

Practical lesson

Study of international economic organizations, consideration of the consequences of the entry of the Republic of Belarus into the WTO.

TOPIC 9. INTERNATIONAL CONTRACTUAL RELATIONS

Lectures

Interstate treaties. Vienna Convention on the International Sale of Goods. International trade and economic agreements. Contracts: essence, types and mechanism of action. Foreign trade contract of purchase and sale: the content of the main sections. Standard forms of contracts. A typical contract. Basic delivery terms: pricing of goods, transportation, transfer of risks, ownership. Procedures for concluding foreign trade transactions. Basic terms of the franchise agreement. Contracts with foreign trade intermediaries.

Practical lesson

Study the structure and content of various contracts; to develop practical skills and ability to develop, design and execute a foreign trade contract of purchase and sale with foreign partners, taking into account the specifics of trade in various goods, services, works; study the specifics of the basic conditions of sales contracts and learn how to choose the necessary basis.

TOPIC 10. EXECUTION OF CONTRACTS

Lectures

Conditions for the successful activity of the company in the international market. Consulting support of a business operation. The role of trade and

intermediary links. Features of the transport terms of delivery. Pre-contract work at the enterprise. The main stages of an international commercial transaction. Structural and logical diagram of the development of the transaction. The concept of ways to ensure the fulfillment of obligations. Penalty. Pledge, retention. Guarantee, guarantee, bank guarantee. Assignment of Claim and Debt Transfer. Factoring and forfaiting. Contract conditions ensuring the fulfillment of the obligations of the transactions. Currency risk insurance. Compulsory procedure for fulfilling obligations.

Practical lesson

To be able to choose a way to ensure the fulfillment of obligations in foreign trade transactions.

TOPIC 11. FOREIGN TRADE DOCUMENTATION

Lectures

General information about the documentation formalizing the execution of the transaction. Commodity and settlement documents. Payment and banking documents. Insurance documents. Shipping and transport documents. Transport and forwarding documents. Customs documents. Standardization and unification of foreign trade documents.

Practical lesson

Study of the main foreign trade documents for trade transactions.

TOPIC 12. THE EFFECTIVENESS OF FOREIGN ECONOMIC ACTIVITY

Lectures

The country's balance of payments and its study. Geographic and sectoral structure of exports and imports of food and agricultural services. The system of value and natural indicators of economic, financial, social efficiency of foreign economic activity of the agro-industrial complex: methods of their determination and economic interpretation.

Evaluation of the effectiveness of foreign economic activity of the enterprise: current and strategic indicators. Features of assessing the microeconomic efficiency of foreign economic activity of enterprises of the agro-industrial complex. Calculation of the economic effect and efficiency of export, import, commodity exchange operations. Integral economic effect. Credit Impact Coefficient. Application of discounting. Determination of the economic efficiency of the activities of enterprises with foreign investment. Economic efficiency of foreign economic activity of an agro-industrial enterprise. Indicators of the efficiency of export-import activities of the state. Problems of increasing the efficiency of foreign economic activity.

Practical lesson

To be able to make calculations of the economic efficiency of various types of foreign economic activity, to know the calculation indicators.

РЕПОЗИТОРИЙ ГГАУ

3. MAP OF THE COURSE

Number of section, theme, lessons	The name of section, employment theme; the list of studied questions	The quantity of classroom hours					Material provision of employment (evident, methodical benefits, etc.)	Literature	The form of the control of knowledge
		Hours in total	Lectures	Practical (seminar) lessons	Testing works	Controllable independent work of the student			
1	2	3	4	5	6	8	9	10	11
1.	The place of the Republic of Belarus in the system of foreign economic relations 1.1. Modern trends in the development of the world economy. 1.2. Foreign economic activity of enterprises of the agro-industrial complex. 1.3. The main elements of the foreign trade policy of the Republic of Belarus. 1.4. The state of foreign trade of the Republic of Belarus. Export and import of products of the agro-industrial complex.	9	2	1		6	The computer presentation № 1	[1] [3] [4]	Oral poll, preparation of papers on a subject
2.	Concepts and practice of modern foreign economic activity 2.1. Stages of formation of the international economy and the state of the sphere of foreign economic activity in the Republic of Belarus.	8		1	-/1	6	The computer presentation № 2	[4]	Oral poll, preparation of papers on a subject

	<p>2.2. Functions, place and importance of foreign economic activity in the system of international division of labor, changes in the concepts and practice of modern foreign economic activity.</p> <p>2.3. Basic theories of international trade.</p> <p>2.4. Modern trends in the development of international economic relations and their economic interpretation.</p>								
3.	<p>Subjects and forms of foreign economic activity</p> <p>3.1. Classification of subjects and types of their activities.</p> <p>3.2. The role of unions of entrepreneurs, chambers of commerce and industry.</p> <p>3.3. Classification of forms of foreign economic activity.</p> <p>3.4. Agro-industrial complex as a highly competitive sector of the national economy.</p>	9	2		-/1	6	The computer presentation №3	[1] [3]	Oral poll Solution of tasks.
4.	<p>International commercial transactions</p> <p>4.1. Classification of operations of foreign economic activity.</p> <p>4.2. Concept and classification of services.</p> <p>4.3. The concept and types of foreign trade intermediation.</p>	10	2	2		6	The computer presentation №4	[1] [3]	Oral poll on a subject, preparation of papers on a subject
5.	<p>Economic justification for entering a foreign market</p> <p>5.1. Important prerequisites for entering foreign markets. The role of economic diplomacy.</p> <p>5.2. Economic security of the enterprise in foreign economic activity.</p>	9	2		-/1	6	The computer presentation № 5	[4] [5]	Testing on a subject, performance and check of a practical task. Preparation of papers

	5.3. Search and selection of contractors in the world market. 5.4. Technique for preparing and conducting negotiations on export and import.								
6.	Foreign investment, the creation of foreign, joint ventures with a foreign partner and the operation of free economic zones 6.1. Foreign investment and investment climate assessment. 6.2. Goals and ways of creating enterprises with foreign investments (foreign, joint ventures with a foreign partner) 6.3. Goals and objectives of creating free economic zones. 6.4. Creation and development of free economic zones in the Republic of Belarus.	10	2	2		6	The computer presentation № 6	[1] [3] [4]	Written poll, performance of a practical task, preparation of rferat on a subject
7.	State regulation of foreign economic activity 7.1. Customs regulation of foreign economic activity. 7.2. Non-tariff and para-tariff regulation methods. 7.3. The system of state bodies for managing foreign economic activity in the Republic of Belarus. 7.4. The system of management bodies for foreign economic activity at the enterprise of the agro-industrial complex.	10	2	2		6	The computer presentation №7 Methodical indications of chair. Annual reports	[1] [5]	Oral poll, papers on a subject, performance and protection of a practical task
8.	International organizations and their role in the regulation of foreign economic activity	9	2		-/1	6	The computer presentation №8	[1] [3] [4]	Oral poll, papers on a subject, performance and protection of a

	8.1. International economic organizations. 8.2. The role of the World Trade Organization in the regulation of international trade. 8.3. Strategy and economic policy of the Republic of Belarus when joining the World Trade Organization.								practical task
9.	International contractual relations 9.1. Interstate treaties. 9.2. Contracts: essence, types and mechanism of action. 9.3. Foreign trade contract of purchase and sale: the content of the main sections. 9.4. Basic delivery terms: pricing of goods, transportation, transfer of risks, ownership.	9	1	2		6	The computer presentation №9	[6]	Oral poll on a subject, preparation of papers
10.	Execution of contracts 10.1. Conditions for the successful activity of the company in the international market. 10.2. The main stages of an international commercial transaction. Structural and logical diagram of the development of the transaction. 10.3. The concept of ways to ensure the fulfillment of obligations.	9	1	2		6	The computer presentation № 10	[1] [3] [4]	Oral poll, preparation of papers on a subject
11.	Foreign trade documentation 11.1. General information about the documentation formalizing the execution of the transaction. 11.2. Standardization and unification of foreign trade documents.	8	1	1		6	The computer presentation № 11	[1] [3] [4]	Oral poll, preparation of papers on a subject
12.	Efficiency of foreign economic activity 12.1. The country's balance of payments and	8	1	1		6	The computer presentation №12	[1] [3]	Oral poll. Discussion of problematic issues.

	its study. 12.2. Evaluation of the effectiveness of foreign economic activity of the enterprise: current and strategic indicators. 12.3. Features of assessing the microeconomic efficiency of foreign economic activity of enterprises of the agro-industrial complex.							[4]	Solution of tasks
	All hours	108	18	14	-/4	72			credit

4. INFORMATION AND METHODOLOGICAL PART

Guidelines for the organization of independent work of masters in the discipline "Foreign economic activity and foreign economic relations"

The main areas of independent work are:

- initially detailed familiarization with the curriculum;
- familiarization with the list of recommended literature on discipline in the whole and its sections, its presence in the library and other available sources, the study of the necessary literature on the topic, the selection of additional literature;
- study and expansion of the lecture material of the teacher due to special literature, consultations;
- preparation for seminar (practical) classes according to specially developed plans with the study of basic and additional literature;
- preparation for the implementation of diagnostic forms of control (tests, colloquiums, etc.);
- preparation for credit.

Test questions

1. Economic assessment of the role and place of the Republic of Belarus in the system foreign economic relations.
2. Analysis of modern concepts of foreign economic activities.
3. Practical aspects of modern foreign economic activities.
4. Subjects of foreign economic activity.
5. Forms of foreign economic activity.
6. Investment climate, methods of its assessment.
7. State registration of commercial enterprises with foreign investments.
8. A mechanism for attracting foreign investment on the basis of a concession.
9. Justification of the need to create joint ventures.
10. Legal and economic support for the functioning of joint-local enterprises.
11. Price analysis when preparing a deal.
12. Types of pricing and pricing strategies in the foreign economic activity of the enterprise.
13. Calculation of prices for foreign trade transactions.
14. Determination of the base price of the export transaction.
15. Ways to reduce the contract price of goods
16. Economic justification for entering a foreign market.
17. International transactions of purchase and sale of goods.
18. International transactions of sale of services and rights intellectual property.

19. Assessment of the investment climate and the creation of enterprises with foreign investments.
20. Analysis of the functioning of free economic zones.
21. Customs and tariff regulation of foreign economic activities.
22. Non-tariff and para-tariff regulation of foreign economic activity.
23. Regulation of foreign economic activity by international economic organizations.
24. Foreign trade contract.
25. International commercial terms.
26. Execution of contracts.
27. Foreign trade documentation.
28. Efficiency of foreign economic activity.
29. Indicators of efficiency of investment projects of foreign economic activity.
30. Indicators reflecting the effectiveness of joint ventures.
31. Classification of elements of non-tariff restrictions in the international trade system.
32. Tools for administrative restrictions on imports.
33. Contingency, licensing and quotas as part of quantitative import restrictions.
34. "Voluntary" self-limitation of supplies in the group of quantitative restrictions.
35. Antidumping measures as a specific instrument of non-tariff restrictions.
36. Protective measures applied in the regulation of foreign trade activities,
37. The economic role and functions of tariffs.
38. Harmonized system of description and coding of goods as a basis for the construction of customs tariffs.
39. Tariff instruments of state trade policy.
40. Methods for determining the customs value of goods.
41. Taxation when moving goods across the customs border.
42. Calculation of customs duties, excise taxes, VAT for imported goods

Assignments for independent work on the topic "Execution of contracts"

1. UN Convention on Contracts for the International Sale of Goods (Vienna Convention).
2. Regulation of foreign trade transactions by the Vienna Convention on the sale of goods. The structure of the Convention, its scope.
3. Essence, structure, types and functions of international contracts. General recommendations on the content and form of the contract.

4. Classification of a foreign trade contract by the time of delivery, by the form of payment, by the nature and design features, depending on the object of purchase and sale. Features of the development of contracts in foreign economic activity: trade in goods, services, exchange of intellectual property, investment and production and technical cooperation, etc. The structure of the contract for the international sale of goods and the factors that determine it.

5. The concept of the essential terms of the contract. Determination of the parties to the transaction. Subject of contract. Methods for determining the quality of goods. Determination of the contract price. Monetary and financial conditions. Transport conditions. Packing and labeling of goods. Other terms of the contract: insurance, advertising, sanctions, force majeure, arbitration. Specific articles of the foreign trade contract. Indication of the legal addresses of the parties.

6. Use of standard contracts.

7. The concept, classification of methods of ensuring the fulfillment of obligations under transactions: the concept and types of penalties, pledge, surety, guarantees, factoring, reservation of property rights, selection of the most optimal form of payment, currency clauses, etc. Assessment of the reliability of methods, ensuring the fulfillment of obligations in foreign trade transactions.

8. Trading customs. Interpretation of the contract. Signing and execution of sales contracts.

Questions for self-control

1. Describe the value of the contract as the main commercial document used in foreign trade operations.

2. List the ways to fix the price in the contract.

3. In what situations are the parties relieved of responsibility for the fulfillment of contractual obligations and how is this reflected in the contract?

4. In what cases can a contract be supplemented by an annex (specification) and what is its content? Which body is authorized to consider disputes under foreign non-trade contracts?

5. What factors influence the choice of payment currency in export and import contracts?

6. What specialists and departments are involved in drawing up the draft contract?

Assignments for independent work on the topic "The effectiveness of foreign economic activity"

Questions on economic terms and categories

Define the essence of the following economic categories and terms:

- absolute efficiency;
- internal rate of return;
- revenue;

- year of bringing;
- discount;
- discounting;
- expenses;
- profit;
- profitability of production;
- payback period;
- economic efficiency;
- the effect.

Questions for self-control

1. What is the name of the comparison of the costs of any foreign economic project with the results obtained from these costs?
2. What is the name of the method of accounting for non-simultaneous costs and benefits, based on the use of the formula for adding interest to a given year?
3. What is the name of the indicator characterizing the ratio of capital investments to profits earned from these investments?
4. What is the difference between the proceeds from the sale of products and the costs of its production and sale?
5. How is the principle of bringing different costs and results to the same point in time ensured?

Normative and legislative acts

1. National program for support and development of exports of the Republic of Belarus for 2016 - 2020. Resolution of the Council of Ministers of the Republic of Belarus of 01.08.2016 No. 604.

2. About export control. Law of the Republic of Belarus dated May 11, 2016 No. 363-3

3. On measures to protect the economic interests of the Republic of Belarus in the implementation of foreign trade in goods. Law of the Republic of Belarus dated November 25, 2004 No. 346-3

4. About state regulation of foreign trade activity. Law of the Republic of Belarus of November 25, 2004 No. 347-3

5. About the Chamber of Commerce and Industry. Law of the Republic of Belarus dated June 16, 2003 No. 208-3

6. On state regulation in the field of export control. Decree of the President of the Republic of Belarus dated February 28, 2017 No. 49

7. About the use of bills. Decree of the President of the Republic of Belarus dated February 17, 2015 No. 69

8. On the procedure for conducting and monitoring foreign trade operations. Decree of the President of the Republic of Belarus dated March 27, 2008 No. 178

9. On some issues of the activities of the open joint-stock company "Belarusian Universal Commodity Exchange". Decree of the President of the Republic of Belarus of September 14, 2006 No. 577

10. About assistance in the development of export of goods (works, services). Decree of the President of the Republic of Belarus of August 25, 2006 No. 534

11. On some measures to protect the economic interests of the Republic of Belarus. Decree of the President of the Republic of Belarus dated May 3, 2005 No. 199

12. On international technical assistance provided to the Republic of Belarus. Decree of the President of the Republic of Belarus of October 22, 2003 No. 460

13. Civil Code of the Republic of Belarus as amended Law of the Republic of Belarus dated December 18, 2018 No. 151-3 (National Legal Internet Portal of the Republic of Belarus, 12/27/2018, 2/2589) <H11800151>

14. Banking Code of the Republic of Belarus as amended Law of the Republic of Belarus dated July 17, 2018 No. 133-3 (National Legal Internet Portal of the Republic of Belarus, July 28, 2018, 2/2571) <H11800133> - amendments and additions were entered into force on July 23, 2018, July 29 2018 and October 29, 2018.

15. The Budget Code of the Republic of Belarus as amended.

Law of the Republic of Belarus dated December 30, 2018 No. 160-3 (National Legal Internet Portal of the Republic of Belarus, 01/01/2019, 2/2595) <H11800160>

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РЕПОЗИТОРИЙ ГТА

5. PROTOCOL FOR THE COORDINATION OF THE CURRICULUM OF THE UVO

Training Name disciplines with which approval required	Title departments	Suggestions about changes in the curriculum content institutions of higher discipline education	The decision made by the department that developed the curriculum (indicating the date and protocol numbers)
World economy	Department of Economic Theory	no	

**ADDITIONS AND CHANGES TO THE EDUCATIONAL PROGRAM
ON STUDIED EDUCATIONAL DISCIPLINE**

for ____ / ____ academic year

№	ADDITIONS AND CHANGES	The base

The curriculum is reviewed and approved at a meeting of the department
_____ (protocol No. ____ from ____ 20__ .)

Head of Department

A.A.Kazlou

APPROVED BY

Dean of the faculty

A.V. Gribov