**INFORMATION REFERENCE**

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| **Full name of the discipline** | *Foreign economic activity of the enterprise* |
| **Type of discipline** | *Selective course* |
| **Semester** | *2* |
| **Number of ECTS credits** | *5* |
| **Level of higher education** | *second (master's degree)* |
| **Educational programme** | *Entrepreneurship, trade and exchange activity* |
| **Language of instruction, teaching** | *Ukrainian* |
| **ESI/faculty** | *ESI of Economics and Management* |
| **Department** | *Entrepreneurship and business-administration* |
| **Name of lecturer(s)** | Associate Professor, *PhD in Economics*  *Tararuiev Iurii* |
| **Contacts of lecturer(s)** | *artyur@gmail.com* |

**Purpose**: formation of a complex of knowledge among students regarding the implementation of foreign economic activities of enterprises, taking into account current socio-economic trends and processes.

**Educational components based on**: basic knowledge of the disciplines: EC 1 "Entrepreneurship in the sphere of life support of the city", EC 4 "Formation of the business model of the enterprise".

**Content:**

**Content module 1.** Organization and administration of the enterprise's foreign economic activity. The essence and functions of foreign economic activity (FEA). Entities and instruments of regulation of foreign trade. Types of FEA. Principles of FEA. The role of the enterprise in the development of the FEA. Licensing of export-import operations. Liability of enterprises for violations in the sphere of economic activity. Principles and stages of the organization of the enterprise's trade fair. The organizational and functional structure of the enterprise's trade fair. Organization of export activities of the enterprise. The main models of FEA of the enterprise.

**Content module 2**. Conducting foreign economic operations. The essence, features and types of foreign economic contracts. The technique of preparation, conclusion and execution of a foreign economic contract. A typical structure of an international contract. The main sources of legal regulation of the conclusion and execution of foreign economic contracts. Prices and market policy of the enterprise in the world market. Peculiarities of pricing when entering into contracts of foreign exchange. Price and currency terms of the contract. Financial conditions of the contract. Peculiarities of international settlements. Export and import of goods and services. Direct and indirect export-import operations. Use of intermediaries in foreign trade. Types of foreign economic transactions.

**Content module 3**. Administration of foreign economic activity of the enterprise. The essence, goals, subjects and tasks of the management of the FEA. The strategy of enterprises entering international markets. The efficiency of the enterprise's FEA. The importance of state regulation of foreign economic activity for the national and international economy. The structure of state regulation of foreign exchange. Methods and types of state regulation of foreign exchange

**Individual assignment**: not provided.

**Program learning outcomes**:

SLO 4 To be able to determine the prices of goods according to the basic conditions of deliveries under foreign economic contracts.

**Learning outcomes**:

˗ to be able to determine the prices of goods under external contracts within the limits of the FEA;

˗ formulate proposals regarding the company's entry into international markets and foreign trade organizations.

**Teaching methods**: verbal, visual, practical explanatory and illustrative, reproductive, heuristic, research, problem presentation, discussion, presentation.

**Control methods and the procedure for evaluating learning outcomes**:

– oral or written survey;

– written control;

- checking tasks for independent work

– testing in a virtual educational environment on the MOODLE platform

<https://dl.kname.edu.ua/course/view.php?id=2646>

- problem solving.

**The method of modular control is**: testing in a virtual educational environment on the MOODLE platform.

**Final control** is carried out in writing in the form of an exam, using the MS Teams software product or in a virtual educational environment on the MOODLE platform. To successfully pass the exam, you must answer two theoretical questions and complete a practical task.

**Material, technical and information support:**

**Methodical support**

1. Distance course of the educational discipline "Foreign economic activity of the enterprise " https://dl.kname.edu.ua/course/view.php?id=2646

**Recommended literature and information resources**:

1. Law of Ukraine On Foreign Economic Activity. URL: https://zakon.rada.gov.ua/laws/show/959-12#Text

2. Foreign economic activity. Education manual / Under the editorship Kozak Yu. G. Kyiv. TSU 2019. 292 p.

3. Akymenko, O. Yu. Regulation of foreign economic activity of industrial production: theory, methodology, practice: monograph. Chernihiv Chernihiv Polytechnic, 2021. 398 p.

4. Voronina Yu. The system of state management of foreign economic activity. Young scientist, 2018. No. 12 (64). with. 487-489. URL: https://doi.org/10.32839/2304-5809/2018-12-64-111

5. Gobela V. V. Management of foreign economic activity & Management of Foreign Economic Activity: training. manual Lviv. LvDUVS, 2021. 244 p.

6. Kononov I. I. The essence of foreign economic activity as an object of accounting modeling. Business Inform. 2020. No. 5. C. 79–86. URL: https://doi.org/10.32983/2222-4459-2020-5-79-86

7. Kotysh O. M. External economic activity of the enterprise: organization and management. Education manual Kharkiv: KHNEU named after S. Kuznetsia, 2017. 183 p.

8. Krush P. V., Khomenko T. Yu. Methodical approaches to evaluating the effectiveness of management of foreign economic activity. Actual problems of economy and management. 2017. No. 11. URL: http://ape.fmm.kpi.ua/article/view/102593

9. Organizational and economic mechanisms for the development of foreign economic activity of enterprises: a monograph / Artemenko L. P. and others. Kyiv. KPI named after I. Sikorskyi, 2019. 320 p. URL: https://ela.kpi.ua/bitstream/123456789/30305/1/Monografy\_Artemenko.pdf

Material, technical and information support:

Microsoft Office 365 is available over the Internet using cloud technologies.