

MINISTRY OF SCIENCE AND HIGHER EDUCATION  
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Federal State Budgetary Educational  
Institution of Higher Education  
Perm State National Research University

Department of World and Regional Economics, Economic Theory

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**PROGRAM OF THE STATE FINAL CERTIFICATION**  
for bachelors of training program 38.03.01 Economics, profile 'International  
business'

Approved at the meeting of the Academic  
Council of PSU  
Protocol No. 12 of July 02, 2020

Perm, 2020

## **I. STATE EXAM PROGRAM (ECONOMICS)**

### **1. The documents on the basis of which the SFC program was developed**

1. Federal Law No. 273-FL of 29.12.2012 (with amendments that entered into force on 01.09.2013) 'On Education in the Russian Federation';
2. SIES in the field of training 38.03.01 Economics
3. The procedure for organizing and implementing educational activities for educational programs of higher education - bachelor's degree programs, specialty programs, master's degree programs, approved by Order of the Ministry of Education and Science of April 5, 2017 No. 301;
4. The procedure for conducting the state final certification (SFC) for educational higher education-bachelor's degree programs, specialty programs and master's degree programs, approved by Order of the Ministry of Education and Science of the Russian Federation No. 636 of June 29, 2015;
5. The Regulation on the procedure for conducting the state final certification for educational programs of higher education - bachelor's degree programs, specialty programs and master's degree programs at PSU (hereinafter, the Regulation on the procedure for the SFC of PSU).
6. Educational program of higher education in the direction of training 08.03.01 Economics focus International business
7. Curriculum in the direction of training 08.03.01 Economics focus International business

### **2. The place of the state exam in the structure of the educational program**

The state exam is included in the Block 'B3.State final certification' of the educational program in the areas of training (specialties): training program: 38.03.01 Economics, Focus: International business.

The state exam program was approved at a meeting of the Department of World and Regional Economy on March 4, 2020, protocol No. 7.

#### **2.1. The procedure for conducting the final state interdisciplinary exam**

The purpose of the state exam is to assess the theoretical knowledge, practical skills, abilities and the degree of readiness of graduates for professional activity.

Persons who have completed a full course of study in the main educational program of higher education and have successfully passed all previous certification measures provided for by this program are allowed to take the state exam.

Before the exam begins, graduate students are invited to the auditorium intended for the exam, where the chairman of the SFC introduces the examinees to the composition of the SFC, gives general recommendations for preparing answers to questions. After that, students leave the classroom and are invited in accordance with the priority list (or in the order established by the examinees themselves) passing the exam.

The state exam includes relevant and practically significant questions and

practical situations in the disciplines of the profile 'International Business'. On the basis of these academic disciplines, exam tickets are formed. Taking into account the importance and significance of these academic disciplines, various options are possible when formulating questions in exam tickets.

The state final interdisciplinary exam is conducted in written and oral form (according to pre-prepared tickets).

When preparing answers to the ticket questions, students can make short notes on the sheets of paper presented to them with the stamp of the PSU. Written answers by students are made in any form (a detailed plan of answers; diagrams that allow you to illustrate the answer; exact wording of regulations; statistical data, etc.). The notes made in preparation for the answer allow you to make a plan for answering the ticket questions, and, therefore, fully, logically disclose their content, and also help the examinee to cope with natural excitement, feel more confident. At the same time, records should not be made too detailed, because it is difficult to navigate in them when answering and there is a danger of missing the main important provisions by unnecessarily detailing insignificant aspects of the question, which in the end can lead to a decrease in the level of response to the questions posed in the ticket and affect its assessment.

If the ticket questions involve a graphic illustration, then it should be performed in two copies – one for the commission, the second for yourself with a description.

Having prepared for the answer to the questions contained in the ticket, the graduate student speaks to the state examination commission for passing the exam. The examinee must clearly formulate the answers to the questions, show knowledge in a specific subject area. The answers to the questions should reflect the student's meaningful understanding of the theoretical essence of the concepts, approaches, points of view under consideration, their evolution, and possible continuity. It is necessary to pay attention to the practical significance of theoretical provisions, the mechanisms of their implementation. Special attention should be paid to conceptual and problematic issues, illustrating this with specific domestic and foreign practice. The examinee is given approximately 30 minutes to answer.

The State Examination Commission (SEC) allows various options for passing the state final interdisciplinary exam. In one case, the examinee tells the content of one question contained in the ticket, and he is immediately asked to answer the clarifying and additional questions asked by the members of the SEC commission, then the answer to the following questions of the ticket is constructed in the same way. In another case, the examinee answers all the questions posed in the ticket, and then gives answers to the questions asked by the members of the commission. As a rule, the additional questions asked by the members of the commission are closely related to the main questions posed in the ticket. In both cases, the attestation commission grants the examinee the right to give (from his point of view) a complete answer to all questions.

In some cases, the chairman, his deputies or members of the SEC may suspend the examinee's answer. This may be due to the fact that the answer is not

given on the merits of the question, mistakes are made in the presentation of the material, excessive detailing of secondary provisions is given to the detriment of the main ones, etc. When the answer is stopped, the examinee is given an explanation of the reason for the suspension of the answer and it is proposed to reconstruct the content of the information presented immediately or after answering other questions contained in the ticket.

The results of passing the state final interdisciplinary exam are discussed by the state attestation commission at a closed meeting, where a general assessment of the level of theoretical and practical tasks of graduates is formed, the most competent and competent answers are highlighted. The results of passing the exam are determined differentially by the grades 'excellent', 'good', 'satisfactory', 'unsatisfactory' and are announced by the chairman of the HEC on the same day (the day of passing the exam) after the registration of the protocols of the work of the state examination commission and the marking of grades for each graduate student in the record book. In the case of an oral statement of the examinee's disagreement with the assessment given to him, an interview is conducted with him in the presence of the commission. The purpose of this interview is to explain to the graduate student the quality of his answers and the justification of the final assessment of knowledge. *It is not allowed to retake the state exam for an increased grade.*

Dean of the Faculty of Economics

M. A. Gorodilov

### **3. Planned results of training in the EP**

As a result of mastering the EP, the student should have the following competencies:

38.03.01 Economics (Profile: International Business)

GPC.1 ability to understand the laws of the development of the economic system and, focusing on them, offer sound organizational and managerial decisions within the framework of his professional activity

GPC.3 possess basic knowledge in the field of mathematics, the ability to apply them in professional activities

GPC.11 ability to study various markets of goods (works, services) to fulfill the tasks of their professional activity

PC.1 ability to collect and analyze baseline data needed to calculate the economic and socio-economic indicators characterizing the activity of economic entities

PC.2 capacity based on standard methods and the existing regulatory framework to calculate the economic and socio-economic indicators characterizing the activity of economic entities

PC.3 ability to perform required for the compilation of the economic sections of the plans, calculations, to justify them, and to present the results of work in accordance with established organizational standards

PC.4 possession and ready to be used for the solution of professional tasks in the field of research of socio-economic systems and objects and their conditions of functioning of a modern scientific methods, approaches and tools

PC.5 ability to use it to solve analytical and research tasks of modern technical means and information and communication technologies

PC.6 ability based on the description of economic processes and phenomena to build a standard theoretical and econometric models to analyze and meaningful to interpret the obtained results

UC.4 is able to carry out business communication in Russian and foreign languages in oral and written forms of the

UC.4.1 carries out business communication, competently and argumentatively builds oral and written speech in Russian and foreign languages of

UC.5 is able to perceive the intercultural diversity of society in the socio-historical and philosophical contexts of the

UC.5.1 focuses on the cultural diversity of the modern world in the context of its historical development of the

UC.5.2 understands the historical and cultural identity of his country

UC.5.3 perceives social, ethical, confessional and cultural differences

UC.6 is able to manage its resources, build and implement the trajectory of self-development of the

UC.6.1 assess their own resources (time, personal, psychological)

UC.6.2. manages its own resources (time management, stress management, self-presentation)

UC.9 aware of the legal and ethical standards, able to assess the consequences of violations of these rules

UC.9.1. is guided by the legal principles legal principles and norms in different spheres of life and the consequences of their violation

UC.9.2 is guided by ethical norms of behavior in various types of professional activity and the consequences of their violation

#### 4. The scope and content of the state exam

Areas of study	38.03.01 Economics (International business)
Form of training	<b>Intramural form of study</b>
No. of the study periods allocated for studying	12
Volume (course credit)	3
Volume (ac. h.)	108
Contact work with the teacher(ac. h.), including:	<i>(the amount of hours for all types of classroom classes is indicated)</i>
Conducting lectures	0
Conducting laboratory work, classes on in. language	0
Conducting practical (seminar) classes	0
Independent work (ac.h.)	<b>108</b>
Forms of final certification	State exam (12 semester (trimester))

#### 5. Annotated description of the content of the sections

The examination ticket includes tasks: 1 question on the discipline ‘Foreign economic activity of enterprises (organizations)’ and 2 questions on one of the specialized disciplines: ‘International labor markets and labor mobility’, ‘Customs’, ‘Technical and economic design’.

**‘Foreign economic activity of enterprises (organizations)’**

Topic 1. The essence and forms of foreign economic activity in Russia

The essence, types and purpose of foreign economic activity of the state. The history of state regulation of foreign economic activity in Russia. Non-tariff methods of regulating foreign economic activity.

Topic 2. International legal framework for foreign economic activity

Methods of unification of the law of international commercial contracts: legislative (conventional) and non-legislative (non-conventional). Principles of convection in the conditions of free market relations. The essence of leasing as an economic and legal category.

Topic 3. Legislative support of foreign economic activity. State regulation of foreign economic activity in Russia. Currency control

The essence of currency control and the legal basis of foreign economic activity. Currency regulation and currency control in accordance with Federal Law No. 173-F3 of December 10, 2003 "On Currency Regulation and Currency Control".

Topic 4. Export-import operations. Foreign trade transactions

The concept, types and methods of export-import operations, export resources, foreign trade transactions.

Topic 5. Customs regulation of foreign economic activity in Russia

Legal regulation of customs affairs in Russia. The main mechanisms of customs regulation of foreign economic activity.

Topic 6. Forms of entering the foreign market. International investment cooperation

Forms of implementation of foreign economic activity. Attracting foreign investment and investing abroad. Integration of Russia into the world economic system, integration groups and regional associations.

\* **'International labor markets and labor mobility'**

The global labor market. Concept and structure. The theory of labor migration and labor mobility. Population and labor in the world economic space.

Brain drain. Human capital and the global labor market. Labor mobility. Problems in the labor markets: Trade unions, Discrimination, Immigration. Human capital and income distribution. Labor markets in different countries.

Trends in international migration. Concept and structure. Labor market theory. Labor markets in different countries. Labor mobility in different countries and Russia.

The position of human capital in the global labor market. Human capital in different countries. Trade unions, Discrimination, Immigration. Organizations that are important in the labor market.

Labor markets in different countries. China, USA, UK, Japan, Europe, Russia, Australia, Argentina, Mexico, etc.

New threats and challenges to the labor market. Uncontrolled flows of migrants. The economic effect of migration.

## \* **Customs**

### Topic 1. Organization of customs affairs in the Russian Federation

The conceptual apparatus of the Customs Code of the Russian Federation. Functions of customs authorities. The typical structure of customs. The structure of the customs authorities of the Russian Federation. Unified customs policy. The main directions of development of the customs service of Russia. Reorganization of the structure of customs authorities. Specialization of customs authorities. The material and technical base of customs affairs. Border and internal network of customs infrastructure.

### Topic 2. Customs tariff as a tool for regulating foreign economic activity

Customs tariff: concept, essence and purpose. Goals, objectives, functions and principles of the customs tariff construction. The commodity nomenclature of foreign economic activity and the customs tariff. Types of customs tariffs and the procedure for their application. Escalation and effectiveness of the customs tariff. The concept and levels of customs and tariff protection. The concept, goals, objectives of the customs and tariff policy and its implementation in practice. The practice of applying the customs tariff and the effectiveness of customs tariff regulation in the Customs Union.

### Topic 3. Methods of non-tariff regulation in the customs system

The world practice of applying non-tariff restrictions. Definition of non-tariff restrictions. Classification of non-tariff restrictions. Economic and administrative non-tariff restrictions. Ultra-tariff measures. Financial measures. Quantitative control measures. Technical measures. The effectiveness and scope of non-tariff regulation. The world practice of using non-tariff regulation. The mechanism of practical impact of non-tariff restrictions on imports. Quotas and licenses.

### Topic 4. The country of origin of the goods

The concept and purposes of applying the rules for determining the country of origin of goods. Legal and organizational-legal basis for determining the country of origin of the goods. Criteria for sufficient processing of the product. The procedure for confirming the country of origin of the goods. The procedure for applying the customs tariff rates depending on the country of origin.

### Topic 5. Customs value (valuation) of goods

The concept, essence, goals and the main functional purpose of the customs valuation of goods. Principles of determining the customs value of goods. Methods of determining the customs value of goods, conditions and procedure for their application. The procedure for declaring the customs value. Declaration of customs value: content, procedure for registration and application. The rights and obligations of the declarant on the application and confirmation of the customs value.

### Topic 6. Principles and forms of customs control

Organization of customs control and registration. The place and time of crossing the customs border. The place and time of customs clearance and control. The place of delivery of the goods. Moving to a temporary storage warehouse.



### \* **‘Technical and economic design’**

The essence and tasks of technical and economic design. The connection of this course with other economic disciplines. The importance of modern provision of construction sites with high-quality design and estimate documentation, improving labor productivity and product quality. Classification of enterprises and fixed assets in the oil and gas industry, their features. Capital investments, their structure and sources. Capital construction in the oil and gas industry, its features and prospects. Risks of oil and gas projects and their consideration in the design process.

The main methodological provisions and principles of technical and economic design. The main groups of project work: construction, technological and economic. Classification of project works: pre-project, regulatory and methodological, project. The basic principles of economic design: consistency, complexity, variability, normativity. The design sequence: the scheme of development and placement of objects. The essence and purpose of feasibility studies (feasibility studies). The composition and purpose of the design task. Technical design and working drawings. The composition of the project for the construction of the enterprise. Purpose and procedure for the development of estimate documentation.

Methodological principles of economic evaluation of technical solutions. Efficiency of capital investments, the concept, types of efficiency of capital investments. Indicators of overall (absolute) economic efficiency. Indicators and methods of calculating the comparative economic efficiency of capital investments. The base of comparison, bringing the options into a comparable form. The time factor and the method of its accounting in determining the efficiency of capital investments. Risks of investment projects and their consideration in the design process.

The composition, purpose and procedure for the development of design and estimate documentation in various sectors of the national economic complex. Design in the oil and gas complex. The concept of reserves and resources. Signs of classification of oil and natural gas deposits. Characteristics of deposits. A project for the production of geological exploration works. The procedure for designing prospecting operations for oil and gas. Field exploration project.

Design of Good construction. The tasks of designing the construction of Goods for their intended purpose. The project for the construction of a Good. Its structure. Estimate for the construction of the Good (summary estimate). Characteristics of the documents attached to the project, their characteristics. Scheme (procedure) of designing the Good construction process. Design and quality of Good construction. Design of a drilling organization (enterprise). The main directions of improving design in drilling.

Design of the development of oil and gas fields. Principles and provisions of designing the development of oil and gas fields. The main stages and sequence of designing oil and gas fields. The main economic indicators of the effectiveness of the design development system and technological parameters that affect their level. The procedure for determining (calculating) capital investments in the project.

The procedure for determining (calculating) operating costs during design. Characteristics of the standards used in determining capital investments. Methods for determining current costs in the design. Payments and taxes included in the cost of oil during the design.

Design of the construction of main pipelines. Design stages. The composition and their characteristics. The composition of the project documentation for the design of main pipelines. Organization of work on the design of pipelines. The procedure for the economic justification of the choice of the route and the scheme of transportation of gas and oil. The procedure for determining the capital costs for the construction of the pipeline. The procedure for calculating the cost of pumping oil and gas. The procedure for calculating the repayment of the loan for the construction of pipelines. The main ways to increase the efficiency of capital investments in main pipelines.

Design of oil and gas refining and gas and oil supply facilities. Conditions for choosing an oil refining scheme. Conditions for choosing the point of construction of the refinery. Tasks of designing measures for the reconstruction of oil processing production. Determination of the capacities of the projected gas and oil supply facilities. Execution of an individual project task. The end-to-end project task is performed according to the design and estimate documentation in various industries of the oil and gas complex.

## **6. Methodological guidelines for students on the development of EP**

Mastering the EP requires a systematic study of all EP disciplines in the sequence in which they are indicated in the curriculum.

Independent work pursues the following goals:

- consolidation and improvement of theoretical knowledge obtained during lectures;
- formation of skills for preparing the text component of information for educational and scientific purposes for placement in various information systems;
- improving the skills of searching for scientific publications and educational resources posted on the Internet;
- self-control of the assimilation of the program material.

The student must remember that the results of independent work are controlled by the teacher and are taken into account when certifying the student.

## **7. List of basic and additional educational literature**

### **Main literature:**

1. Boush G. D. Methodology of scientific research (in course and final qualifying works) // Moscow: INFRA-M.-2019. - 210 p.
2. Foreign economic activity of the enterprise: textbook / ed. by L. E. Strovsky. M.: Unity-Dana. - 2015 – - 504 p.
3. Sberegaev N. A. Practicum on foreign economic activity of the enterprise:

textbook. manual 6th ed., reprint. and additional M.: INFRA-M.-2015 – - 314 p.

4. Mccubbray D. J. Fundamentals of business / Donald J.Mccubbray // Connections of Zurich. - 2009. - 336 p. [Electronic resource]. URL: [https://www.textbookequity.org/Textbooks/McCubbrey\\_BusinessFundamentals.pdf](https://www.textbookequity.org/Textbooks/McCubbrey_BusinessFundamentals.pdf).

5. Kuah K-X, Dar O. L. Dynamics of business in the 21st century // London: Intech. - 2012 – 260 p.

#### **Additional literature:**

1. Lubsy A.V. Methodology of regional research // Moscow: INFRA-M.-2019. - 223 p.

2. Ovcharov A. O. Methodology of scientific research // Moscow: INFRA-M.-2019. - 304 p.

3. Incoterms 2000. International rules for the interpretation of trade terms // Moscow: Eksmo. – 2009. ISBN 5 - 699-29611-8.-112.

4. Stankevich-Mroz A. Foreign economic activity of enterprises // Lodz Technological University: PRESS. - 2018. - 147 p. ISBN 978-83-7283-939-8. [Electronic resource]. URL: <http://repozytorium.p.lodz.pl/handle/11652/1944>.

### **8. The list of Internet resources required for the development of the EP**

[www.gks.ru](http://www.gks.ru) Federal state statistics service of the Russian Federation

[www.permstat.gks.ru/default.aspx](http://www.permstat.gks.ru/default.aspx) Territorial body of Federal state statistics service in Perm Krai

<http://www.fedstat.ru/> the unified interdepartmental information and statistical system

[www.rosmintrud.ru](http://www.rosmintrud.ru) the Ministry of labour and social protection

[www.elibrary.ru](http://www.elibrary.ru) Scientific Electronic Library eLibrary

<https://www.nber.org/papers.html> National Bureau of economic research

[www.worldbank.org](http://www.worldbank.org) the world Bank

<http://sophist.hse.ru/4dbank.shtml> integrated archive of economic and sociological data

<http://epp.eurostat.ec.europa.eu/portal/page/portal/eurostat/home> Statistical office of the European Union (Eurostat)

[www.ilo.org/stat/lang--en/index.htm](http://www.ilo.org/stat/lang--en/index.htm) The International Labor Organization

[www.hse.ru/primarydata/Statistical](http://www.hse.ru/primarydata/Statistical) compendium of the Unified State Exam

<https://unstats.un.org/unsd/nationalaccount/docs/SNA2008Russian.pdf> the System of national accounts at the UN

[minfin.ru](http://minfin.ru) the Website of the Ministry of Finance of the Russian Federation

[www.cbr.ru](http://www.cbr.ru) the Website of the Central Bank of the Russian Federation

### **9. List of information technologies used in preparation for the state exam**

Microsoft Office Professional licensed software package; LibreOffice; ConsultantPlus legal reference System;

On-line access to the Electronic Library System (EBS) Access to the electronic information and educational environment of the university.

When preparing for the state exam, it is recommended to use materials posted in the Personal Offices of students of ETIS PSU (etis.psu.ru).

### **10. Description of the material and technical base necessary for the implementation of the educational process**

Classroom for the SFC No. 228e (building 12), 70 seats.

Main equipment: Panasonic projector, ordinary chalk board, large marker board, projection screen.

Software for the laptop: OS 'Alt Education' (Contract No. DS 003-2020).

## 11. EVALUATION FUNDS

### 11.1 The planned results of training in the discipline for the formation of competence and the criteria for their assessment

#### State exam

Competence	Planned learning outcomes	Criteria for evaluating results
<p>GPC.1 ability to understand the laws of the development of the economic system and, guided by them, to offer sound organizational and managerial decisions within the framework of their professional activities</p>	<p>Know the basic laws of the development of the economic system. Be able to assess the patterns of development of the economic system. Possess the skills of analyzing economic concepts and patterns of development of society.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>He is not able to understand the laws of the development of the economic system, to offer reasonable organizational and managerial decisions within the framework of his professional activity.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He is able to understand the laws of the development of the economic system, but cannot offer reasonable organizational and managerial decisions within the framework of his professional activity.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to understand the laws of the development of the economic system, offer organizational and managerial solutions within the framework of his professional activity, finds it difficult to justify.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to understand the laws of the development of the economic system and offer sound organizational and managerial decisions within the framework of his professional activity.</p>
<p>GPC.3 possess basic knowledge in the field of mathematics, the ability to apply them in professional activities</p>	<p>To know: the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives. Be able to: solve problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge. To have skills: basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>The student does not know the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives. The student does not know how to solve problems in linear algebra, analytical geometry and mathematical analysis in terms of the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge. The student does not know the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>The student knows the basic concepts,</p>

		<p>formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student has limited ability to solve problems in linear algebra, analytical geometry and mathematical analysis in terms of the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student has limited knowledge of the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p style="text-align: center;"><b>Good</b></p> <p>The student knows the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student is partially able to solve problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student partially knows the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>The student knows the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student can solve problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student knows the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and</p>
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		derivatives.
GPC.11 ability to study various markets of goods (works, services) to fulfill the tasks of their professional activity	Know the basic methods of conducting marketing research of various markets. Be able to use traditional methods of marketing research to study various markets of goods and services	<p><b>Unsatisfactory</b> Does not know the basic methods of conducting marketing research of various markets; does not know how to use traditional methods of marketing research to study various markets of goods and services</p> <p><b>Satisfactory</b> Demonstrates partial knowledge of the main methods of conducting marketing research of various markets. Demonstrates partial ability to use traditional methods of marketing research to study various markets of goods and services</p> <p><b>Good</b> He knows, making mistakes, the main methods of conducting marketing research of various markets. He is able, making mistakes, to use traditional methods of marketing research to study various markets of goods and services</p> <p><b>Excellent</b> Knows the basic methods of conducting marketing research of various markets. He is able to use traditional methods of marketing research to study various markets of goods and services</p>
PC.1 ability to collect and analyze the initial data necessary for the calculation of economic and socio-economic indicators that characterize the activities of economic entities	<p>Know the methods of searching for information. Be able to present the results of the study in the form of an analytical report with reasonable conclusions. Master the methodology of reading reports and collecting initial information necessary for calculating economic and socio-economic indicators that characterize the activities of economic entities.</p>	<p><b>Unsatisfactory</b> Does not have a methodology for reading reports and collecting initial information necessary for calculating socio-economic indicators that characterize the activities of economic entities.</p> <p><b>Satisfactory</b> He knows the methodology of reading reports and collecting initial information necessary for calculating socio-economic indicators that characterize the activities of economic entities, does not know how to present the results of the study in the form of an analytical report with reasonable conclusions.</p> <p><b>Good</b> He has a methodology for reading reports and collecting initial information necessary for calculating socio-economic indicators that characterize the activities of economic entities, the complexity of presenting the results of the study in the form of an analytical report with reasonable conclusions.</p> <p><b>Excellent</b> He has a brilliant knowledge of the methodology of reading reports and</p>

		collecting initial information necessary for calculating socio-economic indicators characterizing the activities of economic entities, is able to present the results of the study in the form of an analytical report with reasonable conclusions.
PC.2 ability to calculate economic and socio-economic indicators characterizing the activities of economic entities on the basis of standard methods and the current regulatory framework	Know the basic methods and the current regulatory framework. Be able to calculate socio-economic indicators that characterize the activities of economic entities on the basis of them.	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the basic methods and the current regulatory framework, is not able to perform calculations of socio-economic indicators that characterize the activities of economic entities.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He knows the basic methods and the current regulatory framework, is able to perform calculations, owns some necessary methods, but cannot answer questions.</p> <p style="text-align: center;"><b>Good</b></p> <p>He has all the necessary methods, knows the current regulatory framework, is able to perform calculations.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He has a brilliant command of domestic and foreign basic methods of analysis, knows how to use them in justifying and solving complex economic problems, knows the current regulatory framework.</p>
PC.3 ability to perform calculations necessary for the preparation of economic sections of plans, justify them and present the results of work in accordance with the standards adopted in the organization	The ability to use quantitative and qualitative methods for conducting applied research and managing business processes, to prepare analytical materials based on the results of their application	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Lack of knowledge about the main provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Lack of skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that are the subject of foreign economic activity of enterprises (organizations). Lack of skills to generalize, critically evaluate and use approaches of the theory of foreign economic activity to analyze and explain the economic choice of economic entities and to solve applied management problems.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>General, but not structured knowledge about the main provisions and categorical apparatus of the theory of</p>



		<p>foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Partially formed skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that are the subject of foreign economic activity of enterprises (organizations). Fragmentary application of skills to generalize, critically evaluate and use approaches of the theory of foreign economic activity for the analysis and explanation of the economic choice of economic entities and for solving applied management tasks.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing some gaps, knowledge about the main provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Generally successful, but containing some gaps in the ability to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that are the subject of foreign economic activity of enterprises (organizations). Generally successful, but containing some gaps, the use of skills to generalize, critically evaluate and use approaches of the theory of foreign economic activity for the analysis and explanation of the economic choice of economic entities and for solving applied management tasks.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Formed systematic knowledge of the substantiated provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations).</p>
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		<p>The formed skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that make up the subject of foreign economic activity of enterprises (organizations). Successful and systematic application of the skills to generalize, critically evaluate and use the approaches of the theory of foreign economic activity to analyze and explain the economic choice of economic entities and to solve applied management problems.</p>
<p>PC.4 knowledge and willingness to use modern scientific methods, approaches and tools to solve professional problems in the field of research of socio-economic systems and objects, as Good as the conditions of their functioning</p>	<p>Know the main modern scientific methods, approaches and tools. Be able to apply modern scientific methods, approaches and tools in solving professional problems. Possess modern scientific methods, approaches and tools in the field of research of socio-economic systems and objects.</p>	<p><b>Unsatisfactory</b> Does not possess modern scientific methods, approaches and tools for solving professional problems in the field of research of socio-economic systems and objects.</p> <p><b>Satisfactory</b> Partially owns some modern scientific methods, approaches and tools, but does not know how to apply them in solving professional problems in the field of research of socio-economic systems and objects.</p> <p><b>Good</b> He knows the main modern scientific methods, approaches and tools, is able to apply them in solving professional problems in the field of research of socio-economic systems and objects.</p> <p><b>Excellent</b> He has a brilliant command of modern scientific methods, approaches and tools, is able to apply them in solving professional problems in the field of research of socio-economic systems and objects.</p>
<p>PC.5 the ability to use modern technical means and information and communication technologies to solve analytical and research problems</p>	<p>Be able to handle modern technical means and information and communication technologies.</p>	<p><b>Unsatisfactory</b> It is not able to use modern technical means and information and communication technologies to solve analytical and research problems.</p> <p><b>Satisfactory</b> He is able to use modern technical means to solve analytical and research problems, but he is poorly oriented in information and communication technologies.</p> <p><b>Good</b> He is able to use modern technical means to solve analytical and research problems, owns some information technologies.</p> <p><b>Excellent</b></p>

		<p>He is able to use modern technical means to solve analytical and research problems, owns modern versions of software and information and communication technologies.</p>
<p>PC.6 ability to build standard theoretical and econometric models based on the description of economic processes and phenomena, analyze and interpret the results obtained in a meaningful way</p>	<p>To know:</p> <ul style="list-style-type: none"> <li>- the essence and fundamentals of innovative economic development;</li> <li>- principles and features of creating business models;</li> <li>- methods of product development;</li> </ul> <p>Be able to:</p> <ul style="list-style-type: none"> <li>- assign roles in the project team;</li> <li>- conduct the simplest marketing research;</li> </ul> <p>Possess the following skills:</p> <ul style="list-style-type: none"> <li>- creating business models;</li> <li>- estimates of the target segment and the market;</li> <li>- modeling of consumer needs;</li> <li>- patenting and licensing</li> </ul>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Lack of knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Lack of skills to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Lack of skills in analyzing trends in the development of intellectual entrepreneurship in the global economy.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>General, but not structured knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Partially formed ability to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Fragmentary application of skills for analyzing trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing some gaps, knowledge about the content and basic concepts of the course; about the most important concepts of intellectual</p>

		<p>entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Generally successful, but containing some gaps in the ability to evaluate the effectiveness of investments in innovations in commercial projects; identify problems and identify areas for improving the intellectually oriented business model in the context of the development of the world economy and globalization. Knowledge of the basic skills of analyzing trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Formed systematic knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. The formed ability to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine the directions of improving the intellectually oriented business model in the conditions of the development of the world economy and globalization. Successful and systematic application of skills for analyzing trends in the development of intellectual entrepreneurship in the world economy.</p>
<p>UC. 4 Carries out business communication, competently and reasonably build oral and written speech in Russian and foreign languages</p>		
<p>UC.4.1 Carries out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages</p>	<p>To know the techniques in a reasoned, clear and meaningful way to prepare oral presentations, to perform creative written tasks relevant. Be able to create and edit professional texts, analyze the logic of reasoning and statements. He has a good command of literary, business written and oral speech in Russian and foreign languages, which allow him to</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>He is not able to carry out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He has the necessary business communication skills, but makes significant mistakes in the competent construction of oral and written speech, argumentation.</p>

	prepare relevant speeches.	<p style="text-align: center;"><b>Good</b></p> <p>Generally successful, but containing some problems in business communication skills, competent construction and argumentation of oral and written speech.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Logically correct, reasoned and clear to build oral and written speech, carries out business communication.</p>
UC. 5 He is able to perceive the intercultural diversity of society in socio-historical and philosophical contexts		
UC. 5.1 He is guided by the cultural diversity of the modern world in the context of its historical development	<p>He is guided by the cultural diversity of the modern world in the context of its historical development</p> <p>To know:</p> <ul style="list-style-type: none"> <li>- features of different types of cultures, factors of their formation, features of development</li> </ul> <p>Be able to:</p> <ul style="list-style-type: none"> <li>- use this knowledge to analyze social processes, development prospects;</li> <li>- use the acquired knowledge for successful intercultural communication</li> </ul>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Lack of knowledge, does not know the basics necessary for the formation of competence, lack of skills</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>General, but not structured knowledge of traditional and modern cultural problems, features of various types of cultures, factors of their formation, development trends. He is not able to use his knowledge sufficiently to analyze social processes related to intercultural diversity.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing separate gaps in knowledge of traditional and modern cultural problems, features of various types of cultures, factors of their formation, development trends. Generally successful, but containing some gaps, the ability to analyze social processes related to intercultural diversity on the basis of systematization of the acquired knowledge.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Systematic knowledge of traditional and modern problems of culture, features of various cultures, factors of their formation and development is formed. The ability to analyze social processes related to intercultural diversity on the basis of systematization of the acquired knowledge is formed.</p>
UC.5.2 Understands the historical and cultural uniqueness of his country	To know the historical and cultural identity of your country to be able to analyze the ethno-cultural features of the historical and cultural heritage of the country to possess technologies for presenting materials of the historical and cultural heritage of the country	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the historical and cultural identity of his country does not know how to analyze the ethno-cultural features of the historical and cultural heritage of the country does not know the technologies for presenting materials of the historical and cultural heritage of the country</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Basically, he knows the historical and cultural identity of his country,</p>

		<p>partially knows how to analyze the ethno-cultural features of the historical and cultural heritage of the country, owns technologies for presenting materials of the historical and cultural heritage of the country</p> <p style="text-align: center;"><b>Good</b></p> <p>Basically, he knows the historical and cultural originality of his country, is able to analyze the ethno-cultural features of the historical and cultural heritage of the country, owns the technologies for presenting materials of the historical and cultural heritage of the country</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He knows the historical and cultural identity of his country is able to analyze the ethno-cultural features of the historical and cultural heritage of the country owns the technologies for presenting materials of the historical and cultural heritage of the country</p>
UC. 5.3 Perceives social, ethnic, religious and cultural differences	<p>To know: ethical and legal norms in relation to people.</p> <p>To be able to: use the basic ethical principles in life situations and professional activity</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Has no idea about ethical and legal norms</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Fragmentary ideas about ethical and legal norms</p> <p style="text-align: center;"><b>Good</b></p> <p>In general, the formed ideas about ethical and legal norms</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Free and confident systematic understanding of ethical and legal norms</p>
UC. 6 He is able to manage his resources, build and implement a trajectory of self-development		
UC.6.1 Evaluates its own resources (temporary, personal, psychological)	<p>Know the general concept of your own resources.</p> <p>Be able to use tools for managing your own resources in solving practical problems.</p> <p>Possess traditional and innovative concepts and technologies for managing your own resources.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>He is not able to evaluate his own resources.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>It is able to partially evaluate its own resources.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to evaluate some of his own resources.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to fully evaluate his own resources.</p>
UC.6.2 Manages its own resources (time management, stress management, self-presentation)	<p>Know the general concept of time management, stress management, self-presentation.</p> <p>Be able to use tools for managing your own resources in solving practical problems.</p> <p>Possess traditional and innovative</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>He is not able to manage his own resources (time management, stress management, self-presentation).</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Partially able to manage their own resources (time management, stress</p>

	<p>concepts and technologies for managing your own resources.</p>	<p>management, self-presentation).</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to manage his own resources (time management, stress management, self-presentation) with some gaps.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to manage his own resources (time management, stress management, self-presentation)</p>
<p>UC. 9 Knows legal and ethical norms, is able to assess the consequences of violating these norms</p>		
<p>UC.9.1 He is guided by legal principles and norms in various spheres of life and the consequences of their violation</p>	<p>Knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; he has the skill of selecting and applying legal principles and norms in various spheres of life, understanding the consequences of their violation.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the legal principles and norms in various spheres of life and the consequences of their violation; does not know how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different spheres of life, understanding the consequences of their violation.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Knows the legal principles and norms in various spheres of life and the consequences of their violation; does not know how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different spheres of life, understanding the consequences of their violation.</p> <p style="text-align: center;"><b>Good</b></p> <p>Knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different spheres of life, understanding the consequences of their violation.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; he has the skill of selecting and applying legal principles and norms in various spheres of life, understanding the consequences of their violation.</p>

<p>UC.9.2 He is guided by ethical norms of behavior in various types of professional activity and the consequences of their violation</p>	<p>Be able to use the knowledge of ethical norms when assessing the consequences of their professional activities.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know how to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He is poorly able to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is Good able to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Freely knows how to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p>
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## 11.2 Evaluation tools of current control and intermediate (final) certifications

Delivery scheme: SIES\_2019.

Type of intermediate certification event: Exam.

The method of conducting the final certification event: an oral exam.

## 11.3 Evaluation indicators

The criteria for assessing knowledge are developed taking into account the requirements of the SIES HE for the bachelor's qualification in the field of training 38.03.01. 'Economics' of the profile 'International Business'.

The members of the state examination commission (SEC) evaluate the answers to all questions (basic and additional) based on the following criteria:

- the degree of disclosure of the essence of the questions raised;
- absence of fundamental errors;
- reasonableness;
- the ability to independently present and summarize the material;
- understanding intra-and interdisciplinary connections;
- the ability to link theory and practice;
- the depth and validity of the choice of solutions to the problems under consideration.

The answer of the graduate is evaluated by the grades 'excellent', 'good', 'satisfactory', 'unsatisfactory'.

- The 'excellent' rating is given if the graduate student:
  - gives correct, detailed, reasoned answers to the ticket's questions without errors of a fundamental nature;
  - shows knowledge of the discipline as a whole, understands intra-and interdisciplinary connections;



shows his point of view on the issue being presented;

answers additional questions;

shows the ability to assess the economic situation in Russia and the world on the basis of the acquired knowledge in the field of economic theory;

when answering all questions, he observes the norms of literary speech;

the exact solution of the practical task.

The 'good' rating is given if the graduate student: даёт

gives correct, complete answers to the questions of the ticket without errors of a fundamental nature, reveals the cause-and-effect relationships between economic phenomena and events;

answers the main part of additional questions;

understands the main intra-and interdisciplinary connections.

However:

cannot state and argue his position on the problem;

can't confidently answer some additional questions;

cannot confidently assess the economic situation in Russia and in the world on the basis of theoretical knowledge

generally correct, but containing some inaccuracies, the solution of the practical task.

The rating 'satisfactory' is given if:

the answers of the graduate are mostly correct, without errors of a fundamental nature, but incomplete or inaccurate;

with a very confident answer to one of the questions, the answer to the other question is very weak (at the level of definition);

the graduate does not understand intra-and interdisciplinary connections;

the graduate, with a confident answer to the questions of the ticket, can not answer the main part of the additional questions;

in the answers to all questions, violations of the norms of literary speech are allowed

the practical task was solved with errors.

The rating "unsatisfactory" is given if the graduate student:

does not answer all the questions of the ticket;

answers the questions of the ticket at the level of definitions, his answers contain errors of a fundamental nature;

if the answer to one of the questions is uncertain, does not answer the other, or the answer contains errors of a fundamental nature;

having given answers to both questions of the ticket, can not answer additional questions;

uses cheat sheets in any form

the practical task has not been solved.

A student who has not passed the state final interdisciplinary exam is not allowed to take the next type of certification tests – the defence of the final qualifying work.

Repeated passage of the final certification tests is appointed no earlier than

three months and no more than five years after passing the final state certification for the first time. Repeated final certification tests may not be assigned more than twice.

Students who have not passed the final certification tests for a good reason (for medical reasons or in other exceptional cases documented) are given the opportunity to pass the final certification tests without being expelled from the University. Additional meetings of the SEC are organized within the terms established by the PSU, but no later than four months after the application is submitted by a student who does not pass the final attestation tests for a good reason.

#### **11.4 An approximate list of questions for preparing for the final state interdisciplinary exam**

##### **List of questions on the section ‘Foreign economic activity of enterprises (organizations)’**

1. The essence, types and main directions of foreign economic activity.
2. The structure of foreign trade turnover in the Russian Federation. Problems of foreign trade development in Russia.
3. International legal basis of foreign economic activity.
4. Stages of development of foreign economic activity management in Russia.
5. Goals and principles of state regulation of foreign economic activity. The powers of state authorities in the field of regulation.
6. Protectionism and liberalization as two poles of the state's foreign economic policy. The main state authorities and legislative acts regulating foreign economic activity in Russia.
7. Methods of regulating foreign economic activity: administrative, economic, tariff and non-tariff.
8. Duties as a tool for regulating foreign trade. Types of customs duties and fees. The impact of customs duties on foreign trade.
9. Licensing and quotas as a measure of regulating foreign economic activity.
10. Currency regulation of foreign economic activity. The Law of the Russian Federation "On Currency regulation and currency control". Currency values and types of currency transactions.
11. The procedure for implementing currency control in the Russian Federation. Passport of the transaction.
12. The use of certification in the practice of international trade. Export and import certification.
13. Implementation of a foreign trade transaction. Foreign trade contract. Contract prices. The structure and content of the foreign trade contract of purchase and sale.
14. The main documents for the implementation of a foreign trade transaction and customs clearance of goods.
15. The main types of international trade settlements when making payments within the framework of foreign trade transactions.

16. Incoterms 2010: structure, basic terms of delivery, applications for various types of transport.
17. The concept and meaning of customs regulation of foreign economic activity. The structure of the customs authorities of the Russian Federation and their main functions.
18. Legal bases of regulation of customs activity. Customs control of foreign economic activity.
19. Features of customs clearance of foreign trade goods in the Russian Federation. The use of customs regimes in the field of foreign economic activity. Types of customs regimes.
20. The procedure for declaring goods and vehicles. Customs value: basic concepts and methods of its determination.
21. The procedure for payment and exemption from VAT. The use of excise taxes in foreign economic activity.
22. The procedure for customs clearance of imports. Import customs tariff. The trade regimes of Russia with various foreign countries (the country of origin of the goods and the system of preferences of the Russian Federation).
23. The role and significance of the export tariff. Customs clearance of exports. Export control.
24. Transport support of foreign trade operations. Transport insurance.
25. Indirect and direct entry of a Russian company into the international market. Organizational forms of foreign trade intermediaries.
26. The procedure for opening branches of a Russian company in a foreign country. Registration and accreditation of foreign branches and representative offices in the Russian Federation.
27. International investment cooperation. Regulation of foreign investment in the Russian Federation. Forms of investment participation in foreign economic activity. The role of free economic zones in foreign trade.
28. The influence of the national business culture on the peculiarities of conducting foreign economic activity and organizational behavior.

**List of questions on the section ‘International labor markets and labor mobility’**

1. Currency systems. Stages of development of the world monetary system. Currency relations.
2. Call option. Terms of doing business and making a profit (a conditional example).
3. Reserve currencies. International currency units.
4. PUT option. Conditions for conducting and making a profit (conditional example).
5. Currency restrictions on current operations.
6. International payments: conditions, forms.
7. Exchange rate and exchange rate. Exchange rate modes.

8. The concept and tasks of currency clearing. Conditions for conducting currency clearing. Positive and negative aspects of currency clearing.
9. Currency policy. Current and long-term monetary policy. Discount and the motto of monetary policy.
10. Organization and functioning of the futures market. The role of the exchange's settlement center.
11. International currency liquidity.
12. Forward operations. Conditions for the execution of forward contracts.
13. Types of forward currency transactions. Derivatives trading. SWAP operation - goals, organization of execution.
14. The use of customs regimes in foreign economic activity.
15. Quotes of foreign currencies. Transverse course. Spread and margin.
16. Currency restrictions on financial transactions with active and passive balance sheets of the country.
17. Currency markets and their classification.
18. Deposit operations. The urgency of deposits. Classification of deposits.
19. Currency arbitration. Objectives of currency arbitration. Types of currency arbitration.
20. Currency transactions with an immediate exchange rate (SPOT). Spot transaction technologies.
21. "Incoterms" and the main terms of sale of goods.
22. Types of currencies. Conditions for currency convertibility.
23. Formation and development of the futures market in Russia. Assets of the futures market.

### **List of questions on the section "Customs business"**

1. The concept and theoretical foundations of customs and tariff regulation of foreign economic activity.
2. The essence, goals, main directions and tasks of customs and tariff regulation of foreign economic activity.
3. Customs and tariff regulation in the system of measures of state regulation of foreign economic activity.
4. Organizational and legal bases of customs and tariff regulation of foreign trade activity.
5. The concept, essence, types and characteristics of customs duties.
6. Rates of customs duties: the nature, types, purpose and procedure of application.
7. The procedure for calculating customs duties.
8. Customs tariff: concept, essence and purpose.
9. Goals, objectives, functions and principles of the customs tariff construction.
10. Commodity nomenclature of foreign economic activity and customs tariff.
11. Types of customs tariffs and the procedure for their application.
12. Escalation and effectiveness of the customs tariff.
13. The concept and levels of customs and tariff protection.

14. The concept, goals, objectives of the customs and tariff policy and its implementation in practice.
15. The concept, goals and objectives of the application of customs procedures for the regulation of foreign economic activity.
16. Types and classification of customs procedures for the application of customs duties.
17. Ensuring customs and tariff regulation through the application of customs procedures.
18. The procedure for the application of customs duties in various customs procedures.
19. The procedure for applying the customs tariff rates depending on the country of origin.
20. The concept, essence and types of customs tariff preferences.
21. The procedure and conditions for granting customs tariff preferences.
22. The concept, essence and types of customs tariff benefits.
23. The procedure and conditions for granting customs tariff benefits.
24. The concept, essence, goals and main functional purpose of customs valuation of goods.
25. World experience in determining the customs value of goods.
26. Methodological, legal and organizational bases for determining the customs value of goods.
27. Principles of determining the customs value of goods.
28. Methods of determining the customs value of goods, conditions and procedure for their application.
29. Customs valuation of goods according to the value of the transaction with imported goods.
30. The procedure for declaring the customs value.
31. Declaration of customs value: content, procedure for registration and application.
32. The rights and obligations of the declarant on the application and confirmation of the customs value.
33. The concept, essence and objectives of the control of the customs value of the goods.
34. The procedure for customs control of the customs value.
35. The main stages, forms and methods of control of the customs value of the goods.
36. The concept and procedure for applying the conditional customs value.
37. The rights and obligations of the customs authority to control the customs value.
38. Features of customs value control when importing and exporting goods from the customs territory.

**List of questions on the section 'Technical and economic design'**

1. Types of investment projects and requirements for their development. The main sections of investment projects.
2. The concept and types of economic efficiency of investment projects. Principles of evaluating the effectiveness of individual entrepreneurs
3. Assessment of the economic efficiency of investment projects. Cash flows of individual entrepreneurs. The cost of money in time. Indicators of economic efficiency of individual entrepreneurs;
4. The concept of investment risk and uncertainty in the implementation of investment projects. Classification of risks;
5. Factors of occurrence of risk events. Methods of risk analysis. Ways to reduce the risk.
6. The general scheme and features of TEP in the oil and gas business. Design of exploration for oil and gas. Design of prospecting and exploration works.
7. Design of construction of oil and gas Goods
8. Estimate for the construction of oil and gas Goods. Determination of the estimated cost of the Good.
9. Classification of machine-building industries; Composition of a machine-building plant.
10. Production shop, equipment composition; Composition and content of project documentation for TEP in mechanical engineering.

## **II. Final qualification work (FQW) implementation and defence**

### **1. The documents on the basis of which the SFC program was developed**

1. Federal Law No. 273-FL of 29.12.2012 ‘On Education in the Russian Federation’;
2. Order of the Ministry of Education and Science of the Russian Federation No. 1061 of 12.09.2013 (registered by the Ministry of Justice of the Russian Federation on 14.10.2013, registration No. 30163) on approval of the direction of training 38.03.01 ECONOMICS;
3. Independently established educational standard in the direction of training 08.03.01 Economics of PSU:
4. The order of organization and implementation of educational activities for educational programs of higher education - bachelor's degree programs, specialty programs, master's degree programs, approved by Order of the Ministry of Education and Science of April 5, 2017 No. 301;
5. The procedure for conducting the state final certification for educational higher education-bachelor's degree programs, specialty programs and master's degree programs, approved by Order of the Ministry of Education and Science of the Russian Federation No. 636 of June 29, 2015;
6. Regulations on the procedure for conducting the state final certification for educational programs of higher education - bachelor's degree programs, specialty programs and master's degree programs at PSU (hereinafter, the Regulations on the procedure of the SFC of PSU).

7. Educational program of higher education in the field of training 08.03.01 Economics focus International business.

8. The curriculum in the direction of training 08.03.01 Economics focus International business.

## **2. The place of the FQW in the structure of the educational program**

The FQW is included in the Block "B3. State final certification", a mandatory part of the " Execution and defence of the final qualifying work " of the educational program in the field of training:

Field of study: 38.03.01 Economics

Focus: International Business

The program of the final qualification work was approved at the meeting of the Department of World and Regional Economics on April 15, 2020, Protocol No. 7.

### **2.1. Goals and objectives of the bachelor's FQW**

The final qualification work of a bachelor is a work performed by a student at the final stage of training using knowledge in a number of disciplines of EP HE and having the purpose to systematize and expand knowledge and practical skills in solving complex complex economic problems with elements of research, as Good as to determine the level and readiness for practical work in accordance with the received education in the training program 'Economics', profile 'International business'.

The final qualification work of a bachelor is a work performed by a student at the final stage of training using knowledge in a number of disciplines and aimed at systematizing and expanding knowledge and practical skills in solving complex economic problems with elements of research, as Good as determining the level and readiness for practical work in accordance with the education received in the training program 'Economics', profile 'International business'. From the organizational and technical side, the final qualification work of a bachelor is a set of documents that include a task for a bachelor's work, explanatory materials, plans for specific actions of the student with an indication of certain deadlines for the beginning and end of the study, etc.

The bachelor's thesis is written and defended in Russian.

The studied activities and proposals presented in the bachelor's final qualifying work should contain reasonable economic developments that provide solutions to specific problems.

The final qualification work of the bachelor in the profile 'International business'. is carried out in accordance with the curriculum and pursues the following tasks:

- systematization, consolidation and expansion of theoretical and practical knowledge in the field of organization economics;
- identification of the ability to apply the acquired knowledge in solving

specific economic, scientific and industrial tasks;

- development of skills of conducting independent work and application of research methods in solving problems and questions developed in the final work;

- identification of the degree of readiness of the graduate for independent work in various fields of the Russian economy in modern conditions;

- formation of students' professional skills for solving actual economic and managerial problems on the basis of the theoretical knowledge obtained.

The author of the work is responsible for all the information contained in it, the validity of the conclusions and protected provisions, the procedure for using factual material and other information in its compilation.

The preparation of the bachelor's work is carried out by the student during the final year of study, it is a quality check of the theoretical knowledge, practical skills and skills obtained by the student, formed universal, general professional and professional competencies that allow solving professional tasks.

The final qualification work of a bachelor is a complete development in which one of the theoretical or practical problems of economic science is analyzed. When writing it, such elements of scientific work should be used as justification of understanding the issue, argumentation of their theoretical judgments on debatable problems, criticism of existing points of view on their solution.

The work should be widely presented independently collected factual material, the student should demonstrate the ability to use mathematical and other instrumental equipment.

In general, the qualification work should reflect the ability of the student to independently develop the chosen topic and contain a specific argumentation of the proposed theoretical and practical recommendations, provisions and conclusions.

The final work will allow bachelors to correctly navigate when choosing the way to solve complex problems on the basis of knowledge obtained during the study of various general scientific and theoretical courses taught in this area according to the curriculum, develops the skills of making responsible decisions, analyzing and evaluating their effectiveness, the ability to independently handle scientific and regulatory literature, data banks and knowledge bases, application software packages.

Dean of the Faculty of Economics M. A. Gorodilov



### **3. Planned learning outcomes**

As a result of performing and defending the final qualifying work, the student should have the following competencies:

GPC.1 the ability to understand the laws of the development of the economic system and, guided by them, to offer sound organizational and managerial decisions within the framework of their professional activities

GPC.2 the ability to apply modern information technologies and software tools and solve standard tasks of professional activity on the basis of information and bibliographic culture with the use of information and communication technologies and taking into account the basic requirements of information security, to use various sources of information on the object of professional activity

GPC.3 possess basic knowledge in the field of mathematics, the ability to apply them in professional activities

GPC.4 possess basic knowledge in the field of natural sciences, the ability to apply them in professional activities

GPC.5 readiness to apply basic design methods in professional activities

GPC.6 readiness to participate in conducting scientific research

GPC.7 the ability to find and process information using a variety of methods of scientific and applied research in accordance with the task

GPC.8 the ability to formalize and present the results of scientific and applied research in written and oral forms using information technologies

GPC.9 knowledge of the main types and systems of accounting for business transactions, methods of preparing accounting statements

GPC.10 ability to work in the organization's information systems

GPC.11 the ability to study various markets of goods (works, services) to fulfill the tasks of their professional activity

PC.1 the ability to collect and analyze the initial data necessary for calculating economic and socio-economic indicators that characterize the activities of economic entities

PC.2 the ability to calculate economic and socio-economic indicators characterizing the activities of economic entities based on standard methods and the current regulatory framework

PC.3 the ability to perform calculations necessary for drawing up economic sections of plans, justify them and present the results of work in accordance with the standards adopted in the organization

PC.4 possession and ready to be used for the solution of professional tasks in the field of research of socio-economic systems and objects and their conditions of functioning of a modern scientific methods, approaches and tools

PC.5 the ability to use it to solve analytical and research tasks of modern technical means and information and communication technologies

PC.6 ability based on the description of economic processes and phenomena to build a standard theoretical and econometric models to analyze and meaningful to interpret the obtained results

PC.7 ability to analyze and interpret financial, accounting and other information contained in the financial statements of enterprises of different ownership forms, organizations, departments, etc., and use the obtained information for managerial decision-making

PC.8 ability to analyze and interpret the data of domestic and foreign statistics on the socio-economic processes and phenomena, to identify trends in socio-economic indicators

PC.9 ability to organize work on the implementation of specific economic project

PC.10 ability to use modern technical means and information technologies to solve managerial tasks

PC.11 ability to critically evaluate the proposed options for managerial decisions, develop and justify proposals for their improvement, taking into account the criteria of socio-economic efficiency, risks and possible socio-economic consequences

PC.16 ability to calculate and analyze on the basis of standard methods and existing regulatory framework of the economic and financial performance, prepare financial, tax and other plans of the organization in accordance with the rules governing the budget, taxation, monetary relations in the field of insurance, banking and other activities

UC.1 to perform search, analysis and synthesis of the information to apply a systematic approach to problem-solving

UC.1.1 searches for the information, makes a critical assessment of the reliability of its sources

UC.1.2 works with conflicting information from different sources, finds gaps in needed to resolve the problems of information and identifies options for addressing gaps

UC.1.3 analyzes the problem situation as a system, identifying its components and the relationships between them

UC.2 able to determine the range of tasks in the framework of the goal and choose the ways of their solution, based on the available resources and constraints

UC.2.1 formulates the tasks based on the goal

UC.2.2 assesses the available resources (time, material, etc.) for solving the formulated tasks

UC.2.3 justifies the method of solving the problem, taking into account the available resources and limitations,

UC.3 s able to participate in the implementation of a group project of the

UC.3.1 solves the tasks provided for by a specific role in the team work of the

UC.3.2 resolves contradictions and conflicts arising in the course of teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties of the

UC.4 able to carry out business communication in Russian and foreign languages in oral and written forms

UC.4.1 carries out business communication, competently and argumentatively builds oral and written speech in Russian and foreign languages of the

UC.4.2 translates texts from a foreign language into Russian and from Russian into

a foreign.

UC.4.3 presents the results of activities at public events in oral and written forms

UC.6 able to manage its resources, build and implement the trajectory of the self-development of the

UC.6.1 assesses own resources (temporary, personal, psychological)

UC.6.2 manages its own resources (time management, stress management, self-presentation)

UC.7 able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities of the

UC.7.1 selects health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body of the

UC.7.2 plans his time for an optimal combination of physical and mental load and ensuring working capacity

UC.8 able to create and maintain a safe environment, including in emergency situations

UC.8.1 analyzes the factors adverse effect on the functioning of the elements of the environment (technical tools, processes, materials, buildings and structures of natural and social phenomena)

UC.8.1 analyzes the factors adverse effect on the functioning of the elements of the environment (technical tools, processes, materials, buildings and structures of natural and social phenomena)

UC.8.2 identifies dangerous and harmful factors within the framework of the activities of the

UC.8.3 identifies and eliminates problems related to safety violations within the framework of the activities carried

UC.9 knows legal and ethical norms, is able to assess the consequences of violations of these norms of the

UC.9.1 guided by legal principles and norms in various spheres of life and the consequences of their violation of the

UC.9.2 guided by ethical norms of behavior in various types of professional activity and the consequences of their violation

UC.10 able to analyze socially significant problems and processes

UC.11 has basic knowledge in the field of Informatics, the utilization of software tools and working in computer networking, the ability to acquire new knowledge using modern information technology

UC.12 able to understand the nature and importance of information in modern society, comply with the basic requirements of information security, including the protection of state secrets

UC.13 able to use the basics of economic knowledge in various fields of activity.

#### **4. Volume and content of the FQW**

Areas of study	38.03.01 Economics (Focus: International business)
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Form of training	<b>Очная</b>
No. of the study periods allocated for	12
Volume (course credit)	6
Volume (ac. h.)	216
Contact work with the teacher(ac. h.), including:	<i>(указывается сумма часов по всем видам аудиторных занятий)</i>
	0
Conducting lectures	0
Conducting laboratory work, classes on in. language	0
Conducting practical (seminar) classes	<b>216</b>
Forms of final certification	Execution and defence of the final qualifying work (12 semestr (trimestr))

## **5. Methodological guidelines for students on the preparation of the final qualifying work**

### 5.1. Choosing the topic of the final qualifying work

The final qualifying work should be performed on an actual topic corresponding to the profile of 'International Business', corresponding to the direction of the research work of the department and having theoretical and practical significance.

When choosing a topic, a graduate student should be guided, first of all, by his own interest, focusing on the work performed during his studies at the University (term papers, abstracts and essays, the result of scientific research, materials of conferences, symposiums, etc.), taking into account future professional activity. It is advisable to refer to the archive of final qualifying works available in the methodological office of the department.

The topic of the final qualifying work should not be too broad (for example: "The labor market) or too narrowly specific. It is preferable to choose a topic that is not descriptive, but of a problematic nature. The originality of the topic increases the overall assessment of the work.

The topic of the work is agreed with the supervisor. In the 4th year, the head draws up a task for each student to complete the final qualification work (Appendix 2), which is signed by the head of the department and issued to the student. It fixes the topic, determines the nature and timing of reporting. The change of these terms is allowed by the joint agreement of the supervisor and the student, but not for more than 10 days.

The completed task is mandatory and is attached to the final qualifying work when submitting it for defence in the state final certification. The absence of this document, approved by the head of the department, is the basis for non-admission

to the defence.

In the process of writing the final qualifying work, the student is obliged to show maximum creative initiative, be professionally prepared and responsible for the content, volume and form of the work performed.

## **5.2. Structure and content of the final qualifying work**

The structure of the work should be as reasonable and logically sustained as possible. Regardless of the direction and nature of the topic, the final qualifying work should contain the following:

title page (issued in accordance with Annex 6); label for the cover of the final qualifying work (issued in accordance with Annex 3),

content-should include the name of the sections and subsections highlighted in the work, indicating the pages (issued in accordance with Annex 4),

- list of abbreviations (the list of abbreviations, symbols, symbols, units and terms is indicated if necessary),
  - introduction,
  - main part,
  - conclusion,
  - list of references,
- applications (if necessary).

The typical structure of a bachelor's thesis consists of an introduction, three chapters: theoretical, research and practical, a conclusion, a list of references and appendices (Table 1). The volume of each chapter should be approximately 18-20 pages. The total volume of the bachelor's work should be 80-90 pages, excluding appendices.

Table 1

**Typical structure of the final qualification work**

No.	The name of the chapters and parts of the diploma project	Approximate number of pages
	Introduction	3
1.	Theoretical chapter (title)	25
1.1.	Definition, identification of the subject of research. Clarification of the terminology used	8
1.2.	Review of the current state of scientific developments in the field of the object and subject of research	8
1.3.	Review of methodological developments in the problem area of the object and subject of research	9
2.	Analytical chapter (title)	25
2.1.	Brief description of the object under study	7
2.2.	Analysis of the state of the financial and economic system, the organization of financial relations management, processes, relationships, etc.	9
2.3.	Identification of trends, development dynamics, features and negative factors. Determination of reserves and formulation of problems in the field of improving the object under study, the process and the mechanism of financial management	9
3.	Project chapter (title)	22

3.1.	Setting tasks, justification and content of the planned activities, recommendations for improving financial management	7
3.2.	Development of a plan of organizational measures for the implementation of the projected proposals	7
3.3.	Assessment of the financial and economic efficiency of the proposed solutions	8
	Conclusion	3-5
	The list of the used literature	2-3
	Applications	No restrictions

### 5.3. General requirements for the preparation of the FQW

The work on the preparation of the final qualification work is conditionally divided into three stages:

1. Preparatory-collection of materials, accumulation of information, selection of literature;
2. Research – generalization and analysis of factual material, data that form the basis of the theoretical and practical parts of the study, gradual writing and textual presentation of the author's ideas, thoughts;
3. Design-giving a proper finished look to the work.

Preparation for writing begins with the choice of a topic. Then, in the process of passing the production (pre-graduate) practice, the topic is clarified, becomes narrower and more specific. After the final choice of the topic, the student, together with the supervisor, makes a plan for the preparation of the thesis. It outlines specific activities and phased deadlines for the implementation of individual parts of the work.

The compiled plan is a working version of the content of the final qualifying work with an abstract disclosure of its parts and sections. Already at the stage of drawing up a plan, it is necessary to select the literature on the research topic. By the time the topic is approved, the student should have accumulated a sufficient amount of literature.

The purpose of working with literature is to understand the existing ideas about the subject of research. The criterion for evaluating what has been read is the possibility of using this material in the final qualifying work.

After the preparatory work, you should start working on the manuscript. In the process of work, you should not deviate from the chosen topic. You can use various techniques: do not go to the next part until the previous one is finished, or use a selective method: write parts of the work in any order as the material accumulates.

At the end of each section of the work, you should make brief conclusions, generalizations and determine the logical transition to the next part, justifying the logic of further research.

## 5.4. Study of literature and processing of factual material

The purpose of working with scientific information, special literature is to establish existing ideas about the subject of research. When studying the selected literature, the criterion for evaluating what has been read is the possibility of using this material in the FQW. This work should begin with the study of relevant regulatory documents, textbooks, textbooks and scientific dictionaries. Then you need to get acquainted with scientific monographs, materials of scientific conferences, and then – with scientific articles from periodicals (scientific special journals, newspapers).

It is recommended to get acquainted with scientific sources in the reverse chronological order, i.e. first you should study the most recent publications, then last year's, two years ago, etc. At the same time, it is necessary to use a number of techniques that help to identify the main thing in any book. This:

- general acquaintance with scientific works in general according to the table of contents;
- study of the introduction or preface;
- selective viewing by the first sentences of paragraphs and by the given illustrative materials (tables, graphs, diagrams, drawings);
- careful reading of chapters and paragraphs of interest;
- extract of individual materials; critical assessment of the recorded;
- editing and recording of materials as a fragment of the future FQW.

Subsequently, a summary of the future work is formed from such fragments, which is a logical and concise summary of the processed material in their own words.

When studying the literature, it is necessary to identify controversial issues on the topic under study. At the same time, it is necessary to cite the statements of a number of authors who stand on different scientific positions, give a comparative, critical assessment of their points of view and present their own judgment on this issue. It can be expressed in the form of agreement with the scientific views of one of the authors (or a group of authors) and is reasoned by scientific arguments, provisions. One's own judgment can also represent a completely new scientific position of a graduate, which has strong theoretical evidence and reasoning from a comparative assessment of different views of scientists. The presentation of scientific positions, judgments on the topic under study by other researchers and the formation of their own views indicate the depth of study of the theoretical material, a creative approach to the thesis being developed and increase its quality and value.

As a result of studying the selected literature, a detailed plan of the thesis is compiled, which represents the tactics of scientific research and the program of creative search of the student within the approved topic.

The following chapters are highlighted in the plan:

- a theoretical chapter, including paragraphs that cover the basic concepts, content and essence of the process, phenomena with the disclosure of various scientific and methodological points of view, positions (at least 3 paragraphs);

- the analytical part, where quantitative parameters, characteristics, statistical indicators are disclosed and the main trends, patterns, shortcomings in the development of the studied process, phenomena are identified (at least 3 paragraphs);

- a project chapter, which is a solution to the main problems from the standpoint of economics and the graduate student's own views on the topic under study with a detailed scientific justification, evidence and specific calculations based on the analytical data of the 2nd chapter, identified reserves and other practical, statistical material (at least 3 paragraphs).

Each chapter has a title according to the topic and is divided into corresponding paragraphs and sub-paragraphs (paragraphs and sub-paragraphs).

When developing individual topics, some deviations from the recommended structure of the work are allowed in agreement with the supervisor.

## **5.5. Requirements for the content of the FCW**

In the introduction

the choice of the topic, its relevance is justified;

the degree of development of the topic in domestic and world science is characterized (it is necessary to show the historiography of the issue, different points of view in science on the problems discussed in the work, it is necessary to group and characterize various sources of information and statistical materials);

the object and subject of the study, the main goal and the more specific tasks of the work resulting from it are determined;

research methods are listed;

the logic of the research, reflected in the structure of the work, is justified.

The presence of these items is strictly mandatory.

The purpose of the study determines what the study is being conducted for, what is planned to be obtained as a result. The purpose of the work focuses on the analysis and solution of the problem in two main directions-theoretical and applied.

Research objectives are an algorithm for achieving the research goal. These are steps, at each of which one or another research operation is performed (the study of the necessary literature, the collection of empirical data, their analysis, comparison: the construction of classifications, the development of methods and their implementation, etc.).

The object of research is what the research process is aimed at.

The subject of research is the most significant properties, sides, manifestations, features of the object from a theoretical or practical point of view, which are subject to direct study within the framework of the final study. This is the angle of view of an object, an aspect of its consideration, which gives an idea



of what exactly will be studied in the object, how it will be considered, what new relationships, properties, functions will be revealed.

The requirements for writing an introduction are as follows:

1. It is printed on separate pages.
2. Neither in the content nor in the text is it indicated by numbers, being an independent part of the work.

The introduction reflects the logic of the conducted research and allows us to assess the degree of elaboration of the final qualifying work. The volume of the introduction is 2-3 pages.

The main part consists of three chapters. The title of the chapters should be brief, reflect the problem and not repeat the title of the work. The chapters are divided into paragraphs. The number of paragraphs is determined by the logic of the study and is not strictly regulated, but it can not be less than 2. Too many paragraphs, involving the presentation of very narrow issues, is undesirable: the optimal number of paragraphs is from 2 to 4. The names of the paragraphs specify the title of the chapter, but do not repeat it. It should be remembered that each paragraph should not contain a description of the issue, but a specific problem, its analysis and solution (approaches existing in science, or author's approaches).

The first chapter is theoretical (methodological). It reveals the essence of the problem stated by the author in the topic, the degree of development, the state and directions of its solution, as Good as the essence of individual, particular tasks necessary for considering and solving the problem. The achievements made in a specific subject area are summarized. The analysis of the legislative and regulatory framework is carried out, the author's attitude to this problem is justified, general approaches to solving the tasks are determined.

In this chapter, special attention should be paid to the review of literature and other sources on the research topic (monographs, statistical reviews, search research materials, methodological materials, legislative and other regulatory acts, Internet sources, etc.). It is necessary to highlight the principles of systematization of literary (information) sources. Independence in the selection and analysis of literary sources is one of the most important conditions for high evaluation. It is mandatory to compare the positions of the largest researchers on this problem. The author's attitude is shown and justified, the possibilities of using this chapter as the basis for subsequent practical research are outlined.

Independence in the selection and analysis of sources is one of the most important conditions for a high rating.

The work on the first chapter should allow the supervisor to evaluate and note in the review the level of development of the following graduate competencies:

defence industry.4 possess basic knowledge in the field of natural sciences, the ability to apply them in professional activities;

GPC. 3 possess basic knowledge in the field of mathematics, the ability to apply them in professional activities;

GPC. 5 readiness to apply the basic design methods in professional activity;

GPC. 6 readiness to participate in scientific research.

The second chapter concretizes the first, theoretical chapter. At the beginning of this chapter, a general description of the object of research should be given. Here, a comprehensive in-depth analysis of the state of the problem under study is carried out according to practice data and on the basis of all the materials involved. In this chapter, the student analyzes the existing situation in accordance with the chosen topic at the enterprise where he had an internship. For this analysis, it is necessary to use one of the previously studied methods of analysis (financial analysis, SWOT analysis, etc.). This chapter also analyzes statistical data on the country, industry, region, markets, and other countries.

The results of the analysis are the basis for making scientifically reasoned decisions on the essence of the problem. It is recommended to present the collected empirical material in the form of tables, diagrams, diagrams for a clear and convenient representation of information. Each table or diagram is necessarily given with an accompanying analysis and the necessary comments. In addition, they must be properly decorated with the name, units of measurement, and number. In order to obtain reliable conclusions based on the results of the study, empirical and statistical data should be presented in dynamics over several years.

The work on the second chapter should allow the supervisor to evaluate and note in the review the level of development of the following graduate competencies:

defence industry.<sup>9</sup> knowledge of the main types and systems of accounting for business transactions, methods of preparing accounting statements;

GPC.11 the ability to study various markets of goods (works, services) to fulfill the tasks of their professional activity;

GPC.8 the ability to formalize and present the results of scientific and applied research in written and oral forms using information technologies;

GPC.7 the ability to find and process information, using a variety of methods of scientific and applied research in accordance with the task.

In the third chapter, the student must develop a project to solve the identified problems in accordance with the chosen topic. This project must necessarily include any economic calculations.

It is desirable that all sections and subsections are commensurate with each other, both in structure and in volume. In general, the bachelor's final qualifying work should represent a completed study of the selected research object.

The work on the third chapter should allow the supervisor to evaluate and note in the review the level of development of the following graduate competencies:

GPC.1 the ability to understand the laws of the development of the economic system and, focusing on them, to offer sound organizational and managerial decisions within the framework of his professional activity;

GPC.2 the ability to apply modern information technologies and software tools and solve standard tasks of professional activity on the basis of information and bibliographic culture with the use of information and communication technologies and taking into account the basic requirements of information security, use various sources of information on the object of professional activity;

GPC.10 the ability to work in the information systems of the organization.

In the final qualifying work, each section should end with conclusions. Conclusions are new judgments, or rather conclusions made based on the analysis of theoretical and/or empirical material. The number of pins can be different, but not less than 2-3. The conclusions should contain an assessment of the compliance of the results with the set goals, objectives and the problem of the study.

In conclusion, in a concentrated form, the following are stated: the formulation of the research task, the key points of the conducted research, with a clear indication of their own, original elements of development; the main results of the research; the main conclusions, including practical recommendations. The approximate volume of the conclusion is 4-5 pages.

The list of references includes the names of legislative acts, regulatory documents, books, articles, reports, etc., which were used by the student in one way or another when performing the work. It is advisable to use the literature for the last 5-7 years.

The appendix contains auxiliary materials that do not contain basic information, or materials that are difficult to place in the text of the work (large diagrams, tables, graphic materials, calculated reference data, samples of primary documents, etc.). An indispensable condition for including these materials in the appendix is a link to them in the text of the work. Each application starts with a new page and has a title and an ordinal number.

The final qualifying work should be written in such a form and in such a language that is understandable not only to specialists with experience in scientific research, but also to specialists working in other fields.

The final qualifying work should be designed in the style of written scientific speech, which has some characteristic features.

## **5.6. Registration of the final qualifying work**

The final qualifying work is issued on white unlined A4 paper (210x297 mm) in hardcover (1 copy) and in electronic form on a flash card or disk. The disc must be signed: The name of the student's acting name, the title of the final qualifying work, the year of graduation. The hard cover must have a sticker made in accordance with the requirements (Appendix 3). The volume of the final qualifying work is 70-90 pages of printed text (excluding appendices).

To prepare the final qualifying work in electronic form, it is necessary to use the editor MicrosoftWord 97 and higher. The file presented on the disk: text in RTF format. The file name is determined by the student's last name: last name. rtf.

Page parameters: top margin is 20 mm, bottom margin is 20 mm, left margin is 30 mm, right margin is 10 mm, paper size: A4 210x297 mm. Font: TimesNewRoman. Font type: normal. Size: 14. Font color: black. Line spacing: 1.5.

The paragraph indent is 10 mm. The main text of the work should be aligned in width.

The page numbering is continuous in Arabic numerals, starting from the title page. Number on the title page: disable. The position is at the bottom in the center of the page without a dot.

The final qualifying work begins with the title page, which indicates: information about the educational institution where the work was performed, the name of the topic, the type of work performed, the last name, initials of the student, indicating the group, as Good as the last name, initials, academic degree and title of the supervisor, the city and year of work (Appendix 6).

The second page of the work contains the Content (Appendix 4), which includes the names and numbers of the initial pages of all structural parts of the work (with the exception of the title page). The abbreviation "page" above the page numbers is not printed. The word "Content" is written in the form of a title with a capital letter. Center alignment. If the work is divided not into sections, but into chapters, then instead of the word 'Content', use 'Table of Contents'.

Abbreviations of words in the text are not allowed, except for generally accepted ones. You can not use signs in the text (<, >, =, №, %) without numbers, and also use the mathematical minus sign (-) in the text before negative values of quantities, you need to write the word 'minus'.

Only Arabic numerals should be used in the text. It is allowed to number quarters, half-years in Roman numerals.

When writing decimal fractions, the integer part of the number must be separated from the fractional part by a comma (for example, 15, 6 thousand rubles, 18, 5 square meters).

All Latin letters in the text of the final qualifying work are italicized: const, min, max.

All Greek letters and special characters are printed in a straight font through the options 'Insert' → 'Symbol': Font: Simbol. Font type: normal. Size: 12.

It is not allowed to use surnames without initials inside the text of the work. Initials should always be separated by a space before the last name (except for the List of Sources used). (For instance, I. I. Ivanov).

### **Structural elements of the work**

The headings of the structural elements of the work ("Content", "Introduction", "Conclusion", "List of references") should be placed in the middle of the line without paragraph indentation and without a dot at the end and printed in lowercase letters (except for the first capital), without emphasizing.

Sections (chapters) and subsections of the work should have titles. The headings clearly and briefly reflect the content of the sections and subsections, but do not repeat the title of the work.

The chapters are numbered in Arabic numerals.

The paragraph number in the chapter consists of the chapter number and the paragraph sequence number, separated by a dot.

For example:

1.

1.1

1.2 The

headings of chapters and paragraphs should be printed with a capital letter without a dot at the end, without underlining. Hyphenation of words in the headings is not allowed. If the title consists of two sentences, they are separated by a dot. Alignment of headings in the text of the final qualifying work: in the center. The line with the title of the chapter (paragraph) is separated from the line with the following text by one empty line. Each chapter of the final qualifying work, as Good as the introduction, conclusion, list of references and appendices should be started from a new page.

### **Formulas**

For mathematical expressions and formulas, it is recommended to use letters of the Latin and Greek alphabets, as Good as special characters using the formula editor ("Insert" → "Object" → "MicrosoftEquation 3.0"). Mathematical expressions and formulas that are referenced in the work should be printed from a new line, separated by empty lines before and after the formula. In this case, the formulas are numbered in the order following the text of the final qualifying work, alignment: on the right edge. The reference in the text to the formula is indicated by a number in parentheses: (1), (2), (3).

Explanations of the symbols and numerical coefficients included in the formula (if the corresponding explanations are not given earlier in the text) are given directly under the formula. Explanations of each character are given from a new line in the sequence in which these characters are given in the formula. The first line of the explanation begins with the word "where" with a colon after it. After the formula itself, you must put a comma before the explanations.

### **Tables**

Tables are used for better visibility and convenience of comparing indicators. The title of the table begins with the word "Table" and its numbers in order in Arabic numerals of continuous numbering (numbering of the table within the section is allowed) in the upper right corner. The name of the table should reflect its content, be accurate, concise. The name of the table is placed above the table, printed with a capital letter. Alignment: centered. Line spacing: 1.5. Autoformat of the table: grid 1. In the text of the final qualification work, the table is highlighted with one empty line before and after the table.

The table, depending on its size, is placed under the text in which the link to it is given for the first time, or on the next page, and, if necessary, in the appendix to the work. All tables in the text of the final qualifying work should be referenced, while you can use the abbreviation "table." and specify its number.

In tables, it is allowed to use a smaller font size (12) than in the text, and a single line spacing. It is not allowed to italicize or bold the headings of graphs and rows of tables, as Good as the table data itself. The headings of the graph and table rows should start with an uppercase letter, and the subheadings of the graph should

start with a lowercase letter if they make up the same sentence with the title. Subheadings that have an independent meaning begin with a capital letter. At the end of the headings and subheadings, the graph and lines do not put dots.

The units of measurement must be specified for the digital tabular data. If the table data have different units of measurement, they are indicated in the corresponding headings (subheadings) of the graph or rows of the table. If all the tabular data have the same unit of measurement, then this unit, starting with the preposition "b", is given above the table on the right (for example, in thousand rubles, in ha, in sq.m, as a percentage, etc.).

The numeric values in the graphs of the tables are put down so that the digits of the numbers throughout the graph are located one under the other. In one column, the same number of decimal places should be observed for all values of quantities.

If there is no separate data in the table, you should put a dash. If these columns (rows) of the table do not require filling in, then you should put the 'X' sign.

The width of the table should correspond to the width of the main text. If the width is exceeded, the table should be placed in landscape format in the text or in the Appendix.

It is not allowed to separate the table header from the table itself when transferring, to leave only the "header" of the table on the page without writing at least one row of table data. The final row should also not be separated from the table.

Example of the table design:

Table 1. - Change in the property status of the enterprise

Indicator	At the beginning of the year	At the end of the year	Change	
			thousand rubles. %	%
Total property, thousand rubles.	18444	21956	+3512	+ 19,0
including immobilized assets	10271	13635	+3364	+32,8
mobile assets:				
- inventory and costs	7331	6829	- 502	- 6,8
- cash and other assets	842	1492	+ 650	+ 77,2

## Illustrations

Drawings, diagrams, diagrams, drawings, etc. can be presented as illustrations in the works. All illustrations are indicated in the text by the word "drawing".

Figures, depending on their size, are placed in the text immediately after the paragraph in which this figure was first mentioned, or on the next page, and, if necessary, in the appendix. The position of the drawing is centered.

The caption to the drawing (graphic) begins with the word "Drawing" and the number in order, the caption is located at the bottom. Alignment: from the center. Line spacing: 1.5. In the text of the final qualifying work, the figure is highlighted with one empty line before and after the figure, for a reference in the text of the work to Figure 1, you should write "Figure 1".

It should be noted that the numbering of figures is carried out separately from the numbering of tables.

If the illustration is borrowed from a book or article, a link should be made to it at the end of the name of the drawing. You can use color illustrations.

Example of drawing design:

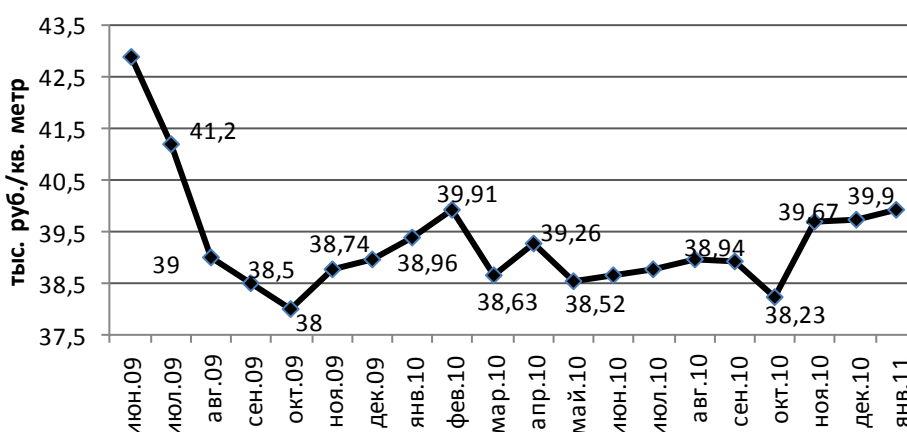


Figure 1. Dynamics of the average cost of 1 square meter of housing in the primary market of the city of Perm

## Links

In the final qualifying work, bibliographic references to literature sources should be used.

A bibliographic reference is a bibliographic description of the source of quotations, as Good as printed works discussed in the work. Its purpose is to indicate the source of the material used.

When quoting a text, the quotation is given in quotation marks, and after it, a reference to a literary source is indicated according to the list of used literature and the page number on which the quoted text is placed in this source.

Links are made in the form of a footnote at the bottom of the page indicating the author, the full name of the source and the page number from where the material was used.

The list of the used literature

The list of references is placed at the end of the work, including the literature used in its writing. The list is included in the content of the final qualifying work and is made out in a separate section at the end of the work, while the literary sources are arranged in the form of a numbered list in the following order:

laws, legislative and regulatory acts;  
statistical materials;  
monographs, dissertations, dissertation abstracts, books, textbooks and teaching aids;  
magazine and newspaper articles;  
Internet resources.

The list of sources used has a single end-to-end numbering.

Sources should be numbered in Arabic numerals and printed from a new line.

In the List of Sources used, normative legal acts of the same legal force are arranged strictly in chronological order as they are adopted (from previously adopted to later adopted documents).

In the List of used sources, special literature is located in the order of its use in the work, in the order of references to monographs, articles.

The information posted on the Internet is an electronic resource of remote access and can also be used when compiling a List of used sources. When using information posted on the Internet, it is necessary to specify the date of access to such information.

Special literature in a foreign language is placed in alphabetical order at the end of the bibliographic list.

The bibliographic description of the documents is carried out in accordance with the requirements of GOST 7.32-2017. An interstate standard. A system of standards for information, library and publishing. Report on the research work. Structure and rules of registration (put into effect by the Order of Rosstandart No. 1494-st dated 24.10.2017).

Examples of bibliographic descriptions of the sources used:

Articles in periodicals and collections of articles:

1. Kutergina G. V., Ivanova O. G. Oil and gas complexes and clusters: identification and monitoring in the regional economy // Bulletin of the Perm University. Economy. - 2015. - Issue 2 (25). - pp. 99-110.

2. Eder L. V. Features of the development of the oil industry at the present stage // Drilling and oil. - 2016. - No. 12. - p. 3-14.

Books, monographs:

1. Zemskov A. I., Shraiberg Ya. L. Electronic libraries: textbook for universities. - M: Libereya, 2003. - 351 p.

2. Institutional economics: a new institutional economic theory: a textbook for universities / ed. A. A. Auzan. - M.: INFRA-M, 2010 – - 416 p.

Abstracts of reports, conference materials:



1. Legotin E. Yu. Organization of metadata in the data warehouse // Scientific search. Technical sciences: Materials of the 3rd Scientific Conference. postgraduates and doctoral students /otv. for issue S. D. Vaulin; South-Ural State University-T. T. 2. - Chelyabinsk: SUSU Publishing Center, 2011. - pp. 128-132.

2. Osipova M. Yu. Risks of human capital mobilization in the conditions of a new system of labor organization // Formation of the humanitarian environment in a university: innovative educational technologies and a competence-based approach: Materials of the All-Russian scientific and practical conference / Perm (April 23-27, 2013). - Vol. 3. - Perm, 2013. - pp. 381-387.

3. Parfenova S. L., Grishakina E. G., Zolotarev D. V. 4th International Scientific and Practical Conference " International Scientific publication-2015: current trends in the world practice of editing, publishing and evaluating scientific publications" //The science. Innovations. Education. - 2015. - No. 17. - pp. 241-252.

Patent documentation according to the WIPO standard:

1. BY (country code) 18875 (Patent document No.) C1 (document type code), 2010 (date of publication).

Electronic resources:

1. Regions of Russia. Socio-economic indicators. 2017: Stat. sat. [Electronic resource] / Rosstat. - 2017. - URL: [http://bookhamber.ru/stat\\_2006.htm](http://bookhamber.ru/stat_2006.htm) (accessed 12.03.2019). - pp. 138-150.

2. Unified Interdepartmental Information and Statistical System (EMISS): Federal State Statistics Service. Official website. – URL: [https://fedstat. Ru](https://fedstat.Ru); <http://cbsd.gks.ru/> (accessed 15.10.2019).

3. Databases: Territorial body of the Federal State Statistics Service for the Perm Region. Official website. - URL: [http://permstat.gks.ru/wps/wcm/connect/rosstat\\_ts/permstat/](http://permstat.gks.ru/wps/wcm/connect/rosstat_ts/permstat/) (accessed 15.10.2018).

4. Sibur-Khimprom JSC: official website. [Electronic resource]. – URL. <https://www.sibur.ru/SiburKhimprom/> (accessed 29.05.18).

5. Web of Science. - URL: <http://apps.webofknowledge.com/> (accessed 15.11.2016).

Regulatory documents:

1. GOST 7.0.96-2016 System of standards for information, library and publishing. Electronic libraries. The main types. Structure. Technology of formation. - M.: Standartinform, 2016 – - 16 p.

2. Order of the Ministry of Education of the Russian Federation No. 1367 dated December 19, 2013 "On approval of the Procedure for organizing and Implementing educational Activities for educational programs of higher education - bachelor's degree programs, specialty programs, Master's degree programs". - URL: [http://www.consultant.ru/document/cons\\_doc\\_LAW\\_159671/](http://www.consultant.ru/document/cons_doc_LAW_159671/) (accessed: 04.08.2016).3. ISO 25964-1:2011. Information and documentation - Thesauri and

interoperability with other vocabularies – Part 1: Thesauri for information retrieval.  
– URL: [http://www.iso.org/iso/catalogue\\_detail.htm?csnumber53657](http://www.iso.org/iso/catalogue_detail.htm?csnumber53657) (дата обращения: 20.10.2016).

Foreign sources:

1. Armitage, G.C. Development of a classification system for periodontal diseases and conditions / G.C. Armitage // *Ann. Periodontol.* – 1999. – №1. – P. 1-6.

2. Eggert, F.M. Performance of a commercial immunoassay for detection and differentiation of periodontal marker bacteria: analysis of immunochemical performance with clinical samples / F.M. Eggert, M.H. McLeod, G. Flowerdew // *J. Periodontol.* – 2001. – Vol. 72, №9. – P. 1201 – 1209.

## **Applications**

The material supplementing the text of the final qualifying work is allowed to be placed in Appendices. Appendices are designed as a continuation of the final qualifying work on subsequent sheets and are not included in the general page numbering. The appendices are arranged in the order of references to them in the text of the work. Each application should start with a new page with the word ‘Application’ and its designation indicated at the top right of the page. The application must have a title. Title alignment: from the center. Applications are indicated by Arabic numerals. If there is one application, then it is designated ‘Appendix A’.

If one application includes several logically related structural elements, for example, a number of tables or figures, then within this (i.e., one) application they should be numbered, for example, ‘Table 1’, ‘Table 2’ or ‘Figure 1’, ‘Figure 2’. In this case, each table should have its own title, and the figure should have its own name; in this case, the general title of the application may not be present.

## **6. Examination of the final qualifying work**

Before binding the bachelor's final qualifying work, it must be sent (if there is an agreement of the supervisor or through the supervisor) for verification by the text analysis system for the presence of borrowings ‘Antiplagiat. University’ in electronic form to the secretary of the SAC.

After the completion of the final qualifying work, the examination is carried out by the scientific supervisor.

Review of the supervisor (Appendix 5)

3 days before the defence, the supervisor submits a review of the student's final qualifying work. The review should reflect:

соответствие compliance of the final qualification work with the requirements for its design;

compliance of the content of the final qualifying work with its topic;

the degree of independence of the student in choosing a topic, developing a plan, in selecting literature;

the logic of the presentation of the topic, the relationship of the theoretical and practical chapters of the work;

the ability to work with literature and other sources, the ability to analyze sources and draw conclusions;

understanding of the theoretical and practical significance of the chosen topic;

степень the degree of responsibility of the student in relation to the work, the ability to organize their work, to comply with the deadlines set in the task for its discussion and implementation;

creative approach to work performance;

additional comments;

conclusion on admission to the defence.

The review should contain an overall assessment of the student's work on a five-point system and a conclusion about whether the student deserves a bachelor's training program 'Economics', profile 'International business'.

### **6.1. Preparation for the defence and defence of the final qualifying work**

The defence of the final qualifying work is carried out in accordance with the curriculum.

A week before the defence, the department posts an announcement about the work schedule of the SEC and the schedule for the defence of students (indicating the names of graduates). Meetings of the SEC on the defence of final qualifying works are planned for several days, usually based on no more than 10-12 defences at one meeting.

Changing the order of defence is possible in exceptional cases.

The following documents are submitted for defence:

the text of the final qualification paper in hardcover (signed by the student, the supervisor and the head of the department);

a disk (flash drive) with an electronic version of the text of the final qualifying work;

assignment for the final qualifying work (signed by the student, the supervisor and the head of the department);

review of the scientific supervisor;

conclusion on the assessment of the degree of originality of the work (certificate of verification for anti-plagiarism);

illustrative material in 5 copies, each of which has the student's full name and the topic of the final qualifying work.

The full documentation is submitted to the head of the department for signature no later than 3 days before the official deadline for defence.

A student who has not submitted the necessary documents in a timely manner is not allowed to defend the final qualifying work.

In case of a negative review of the head, the graduate can be admitted to the defence only by the decision of the head of the department.

The full documentation with the admission of the head of the department is submitted to the State Attestation Commission no later than 3 days before the appointed defence period to the secretary of the HEC.

Grounds for non-admission of the final qualifying work to the defence:

absence of a task signed by a graduate, a scientific supervisor and approved by the head of the department;

absence of the signature of the supervisor and the head of the department on the title page of the final qualifying work on the day of defence;

change of the topic of the final qualifying work or change of the head without approval at the meeting of the department;

non-compliance with the deadlines for interim reporting reflected in the task (on the recommendation of the manager).

The defence of the final qualifying work is carried out at a meeting of the SAC. The report of the graduate during the defence should not exceed 10 minutes. The report reflects the relevance of the topic, the object of research, its goals and objectives, names the sources used, gives a brief description of the content of the work, shows the results achieved, emphasizes the novelty and the author's approach.

It is mandatory to use demonstration materials (a handout made in A4 format and a presentation). The handout must be signed (Appendix 7), performed for each member of the SEC and issued before the defence.

The content of the report and the demonstration material must be agreed with the supervisor.

It is advisable to present the main content of the work freely, without reading the written text, using tables and diagrams prepared in advance to illustrate the main content of the thesis. When preparing for the defence of a thesis, it is recommended to read the theses of the speech aloud several times to make sure that the speech fits into the time allotted for it. (Appendix 8)

After the presentation, the student must answer the questions asked by the members of the SAC, as Good as the teachers and students present at the defence. After reading out the review of the supervisor, the student is given the opportunity to respond to the comments contained in it.

## **6.2. The list of educational and methodological support for independent work of students**

When working independently, students should use:

- workbooks;
- lecture notes;
- literature from the list of basic and additional educational literature necessary for the development of the EP;
- text of lectures on electronic media;
- resources of the information and telecommunications network "Internet", necessary for the development of EP;

- methodological guidelines for students on the development of EP.

## 7. List of basic and additional educational literature

### Main literature:

1. Boush G. D. Methodology of scientific research (in course and final qualifying works) // Moscow: INFRA-M.-2019. - 210 p.
2. Foreign economic activity of the enterprise: textbook / ed. by L. E. Strovsky. M.: Unity-Dana. - 2015 – - 504 p.
3. Sberegaev N. A. Practicum on foreign economic activity of the enterprise: textbook. manual 6th ed., reprint. and additional M.: INFRA-M.-2015 – - 314 p.
4. McCubbrey D.J. Business Fundamentals / Donald J McCubbrey // Zurich Connexions. – 2009. – 336 p. [Электронный ресурс]. URL: [https://www.textbookequity.org/Textbooks/McCubbrey\\_BusinessFundamentals.pdf](https://www.textbookequity.org/Textbooks/McCubbrey_BusinessFundamentals.pdf).
5. Quah C-H, Dar O.L. Business Dynamics in the 21st Century // London: InTech. – 2012. – 260 p.

### Additional literature:

1. Lubsky A.V. Methodology of regional research // Moscow: INFRA-M.-2019. - 223 p.
2. Ovcharov A. O. Methodology of scientific research // Moscow: INFRA-M.-2019. - 304 p.
3. Incoterms 2000. International rules for the interpretation of trade terms // Moscow: Eksmo. – 2009. ISBN 5- 699-29611-8.-112.
4. Stankiewicz-Mróz A. Foreign economic activity of enterprises // Lodz University of Technology: PRESS. - 2018. - 147 p. ISBN 978-83-7283-939-8. [Электронный ресурс]. URL: <http://repozytorium.p.lodz.pl/handle/11652/1944>.

## 8. List of Internet resources

[www.gks.ru](http://www.gks.ru) Federal State Statistics Service of the Russian Federation  
[www.permstat.gks.ru/default.aspx](http://www.permstat.gks.ru/default.aspx) Territorial body of Federal state statistics service in Perm Krai  
<http://www.fedstat.ru/> the unified interdepartmental information and statistical system  
[www.rosmintrud.ru](http://www.rosmintrud.ru) the Ministry of labour and social protection  
[www.elibrary.ru](http://www.elibrary.ru) Scientific Electronic Library eLibrary  
<https://www.nber.org/papers.html> National Bureau of economic research  
[www.worldbank.org](http://www.worldbank.org) the world Bank  
<http://sophist.hse.ru/4dbank.shtml> integrated archive of economic and sociological data  
<http://epp.eurostat.ec.europa.eu/portal/page/portal/eurostat/home> Statistical office of the European Union (Eurostat)  
[www.ilo.org/stat/lang--en/index.htm](http://www.ilo.org/stat/lang--en/index.htm) The International Labor Organization  
[www.hse.ru/primarydata/Statistical](http://www.hse.ru/primarydata/Statistical) compendium of the Unified State Exam  
<https://unstats.un.org/unsd/nationalaccount/docs/SNA2008Russian.pdf> the System of national accounts at the UN  
[minfin.ru](http://minfin.ru) the Website of the Ministry of Finance of the Russian Federation

## **9. List of information technologies**

Microsoft Office Professional licensed software package; LibreOffice;  
ConsultantPlus legal reference System;

On-line access to the Electronic Library System (EBS) Access to the electronic information and educational environment of the university.

When mastering the material and performing tasks in the discipline, it is recommended to use materials posted in the Personal Accounts of students of ETIS PSU (etis.psu.ru).

## **10. Description of the material and technical base**

Room for independent work room No. 229e (building 12), 64 seats.

Main equipment: Sanyo projector, large marker board.

Classroom for the defence of the final qualifying work No. 228e (building 12), 70 seats.

Main equipment: Panasonic projector, ordinary chalk board, large marker board, projection screen.

Software for the laptop: OS 'Alt Education' (Contract No. DS 003-2020).

## 11. EVALUATION FUNDS

### 11.1 Planned results in the performance and defence of the final qualifying work

Competence	Planned learning outcomes	Criteria for evaluating results
<p>GPC.1 ability to understand the laws of the development of the economic system and, guided by them, to offer sound organizational and managerial decisions within the framework of their professional activities</p>	<p>Know the basic laws of the development of the economic system.                      Be able to assess the patterns of development of the economic system.                      Possess the skills of analyzing economic concepts and patterns of development of society.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>He is not able to understand the laws of the development of the economic system, to offer reasonable organizational and managerial decisions within the framework of his professional activity.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He is able to understand the laws of the development of the economic system, but cannot offer reasonable organizational and managerial decisions within the framework of his professional activity.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to understand the laws of the development of the economic system, offer organizational and managerial solutions within the framework of his professional activity, finds it difficult to justify.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to understand the laws of the development of the economic system and offer sound organizational and managerial decisions within the framework of his professional activity.</p>
<p>GPC.2 The ability to apply modern information technologies and software tools and solve standard tasks of professional activity on the basis of information and bibliographic culture with the use of information and communication technologies and taking into account the basic requirements of information security, use various sources of information on the object of professional activity</p>	<p>Know the basics of modern information technologies and software tools,                      Be able to apply information and communication technologies in solving the tasks of professional activity,                      Own sources of information on the object of professional activity, taking into account the requirements of information security</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the basics of modern information technologies and software tools, does not know how to apply them within the framework of his professional activity.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He is able to understand the laws of the development of the economic system, but cannot offer reasonable organizational and managerial decisions within the framework of his professional activity.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to understand the basics of modern information technologies and software tools, is able to partially apply them within the framework of his professional activity, is difficult to justify.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to understand the basics of</p>

		modern information technologies and software tools, is able to apply them at a high level within the framework of his professional activity, finds it difficult to justify
GPC.3 possess basic knowledge in the field of mathematics, the ability to apply them in professional activities	<p>To know: the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>Be able to: solve problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>To have skills: basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p>	<p><b>Unsatisfactory</b></p> <p>The student does not know the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student does not know how to solve problems in linear algebra, analytical geometry and mathematical analysis in terms of the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student does not know the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p><b>Satisfactory</b></p> <p>The student knows the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student has limited ability to solve problems in linear algebra, analytical geometry and mathematical analysis in terms of the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student has limited knowledge of the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p><b>Good</b></p> <p>The student knows the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student is partially able to solve problems in linear algebra, analytical</p>



		<p>geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student partially knows the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>The student knows the basic concepts, formulas and statements of linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p> <p>The student can solve problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives; control the correctness of calculations; independently acquire new knowledge.</p> <p>The student knows the basic techniques and methods for solving basic problems in linear algebra, analytical geometry and mathematical analysis in the part concerning the theory of limits and derivatives.</p>
GPC.4 Possess basic knowledge in the field of natural sciences, the ability to apply them in professional activities	<p>Know the basic facts, concepts, principles of the theories of natural sciences, Be able to use the principles of modern natural science in their professional activities. Master the basic conceptual apparatus of modern natural science</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know and is not able to apply the basic concepts and principles of modern natural science in professional activity.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He knows the basic facts, concepts, and principles of the theories of natural sciences, but does not know how to apply them in practice.</p> <p style="text-align: center;"><b>Good</b></p> <p>He is able to apply some of the basic facts, concepts, and principles of the theories of natural sciences in his professional activity.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He is able to apply the basic facts, concepts, and principles of the theories of natural sciences in his professional activity.</p>
GPC.5 Readiness to apply the basic design methods in professional activity	<p>To know the essence of the processes of using the main design methods in professional activity.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know and is not able to apply the basic design methods in professional activities.</p> <p style="text-align: center;"><b>Satisfactory</b></p>

	<p>Be able to use the basic design methods in professional activities.</p> <p>Master the ways of independent development of the basic design methods in professional activity.</p>	<p>He knows the basic design methods in his professional activity, but is not able to apply them in practice.</p> <p><b>Good</b></p> <p>He is able to apply some of the basic design methods in his professional activity.</p> <p><b>Excellent</b></p> <p>He is able to apply the basic design methods in his professional activity.</p>
GPC.6 Willingness to participate in scientific research	<p>Know the methods and stages of scientific research.</p> <p>Be able to apply a set of research methods, summarize the results of scientific research.</p> <p>Master the basic procedures of scientific research.</p>	<p><b>Unsatisfactory</b></p> <p>Is not able to participate in conducting scientific research.</p> <p><b>Satisfactory</b></p> <p>He has good analytical skills, is capable of performing calculations, is not able to present the results of the study in the form of an analytical report with reasonable conclusions.</p> <p><b>Good</b></p> <p>Has good analytical skills, is capable of performing calculations and paperwork, is able to present the results of the study in the form of an analytical report with partially justified conclusions.</p> <p><b>Excellent</b></p> <p>He has brilliant analytical skills, is capable of performing calculations, is able to argue the conclusions obtained, present the results of the study in the form of an analytical report with reasonable conclusions.</p>
GPC.7 The ability to find and process information using a variety of methods of scientific and applied research in accordance with the task	<p>Know the methods of obtaining information.</p> <p>Be able to analyze and process information.</p> <p>Possess the skills of searching and processing information.</p>	<p><b>Unsatisfactory</b></p> <p>It is not able to find and process information, using a variety of methods of scientific and applied research in accordance with the task.</p> <p><b>Satisfactory</b></p> <p>It is poorly able to find and process information, applying various methods of scientific and applied research in accordance with the task.</p> <p><b>Good</b></p> <p>It is able to find and process information using limited methods of scientific and applied research in accordance with the task.</p> <p><b>Excellent</b></p> <p>It is able to find and process information, applying various methods of scientific and applied research in accordance with the task.</p>
GPC.8 Ability to formalize and present the results of scientific and applied research in written and oral forms using information	<p>Know the ways of registration and presentation of the results of scientific and applied research using</p>	<p><b>Unsatisfactory</b></p> <p>Is not able to formalize and present the results of scientific and applied research in written and oral forms</p>

technologies	<p>information technologies.          Be able to use the obtained results of scientific and applied research in solving professional problems.          Have the skills to present the results obtained in the form of reports and presentations.</p>	<p>using information technologies.</p> <p><b>Satisfactory</b>          Is not able to formalize and present the results of scientific and applied research in written and oral forms, without the use of information technologies.</p> <p><b>Good</b>          Is not able to formalize and present the results of scientific and applied research in written and oral forms, using a limited number of information technologies.</p> <p><b>Excellent</b>          He is able to formalize and present the results of scientific and applied research in written and oral forms using information technologies.</p>
GPC.9 Knowledge of the main types and systems of accounting for business transactions, methods of preparing accounting statements	<p>knowledge of the main types and systems of accounting for business transactions, methods of preparing accounting statements</p>	<p><b>Unsatisfactory</b>          Does not own the main types and systems of accounting for economic operations, methods of preparing accounting statements</p> <p><b>Satisfactory</b>          Partially owns the main types and systems of accounting for economic operations, methods of preparing accounting statements</p> <p><b>Good</b>          Owns the main types and systems of accounting for economic operations, methods of preparing accounting statements</p> <p><b>Excellent</b>          He has a brilliant command of modern information and communication technologies used in the organization, is able to apply them at a high level when solving professional tasks</p>
GPC.10 Ability to work in the organization's information systems	<p>Know the purpose and functionality of modern information and communication technologies and software tools used in the organization's information systems;          Be able to apply modern information and communication technologies of the organization's information systems to solve management problems;          Have the skills to work with software tools used in the organization of ICT</p>	<p><b>Unsatisfactory</b>          Does not possess modern information and communication technologies used in the organization, does not know how to use ICT in solving professional tasks</p> <p><b>Satisfactory</b>          Partially owns modern information and communication technologies used in the organization, partially knows how to use them in solving professional tasks</p> <p><b>Good</b>          Owns modern information and communication technologies used in the organization, is able to apply them in solving professional tasks</p>

		<p style="text-align: center;"><b>Excellent</b></p> <p>He has a brilliant command of modern information and communication technologies used in the organization, is able to apply them at a high level when solving professional tasks</p>
GPC.11 ability to study various markets of goods (works, services) to fulfill the tasks of their professional activity	<p>Know the basic methods of conducting marketing research of various markets. Be able to use traditional methods of marketing research to study various markets of goods and services</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the basic methods of conducting marketing research of various markets; does not know how to use traditional methods of marketing research to study various markets of goods and services</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Demonstrates partial knowledge of the main methods of conducting marketing research of various markets. Demonstrates partial ability to use traditional methods of marketing research to study various markets of goods and services</p> <p style="text-align: center;"><b>Good</b></p> <p>He knows, making mistakes, the main methods of conducting marketing research of various markets. He is able, making mistakes, to use traditional methods of marketing research to study various markets of goods and services</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Knows the basic methods of conducting marketing research of various markets. He is able to use traditional methods of marketing research to study various markets of goods and services</p>
PC.1 ability to collect and analyze the initial data necessary for the calculation of economic and socio-economic indicators that characterize the activities of economic entities	<p>Know the methods of searching for information. Be able to present the results of the study in the form of an analytical report with reasonable conclusions. Master the methodology of reading reports and collecting initial information necessary for calculating economic and socio - economic indicators that characterize the activities of economic entities.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not have a methodology for reading reports and collecting initial information necessary for calculating socio-economic indicators that characterize the activities of economic entities.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>He knows the methodology of reading reports and collecting initial information necessary for calculating socio-economic indicators that characterize the activities of economic entities, does not know how to present the results of the study in the form of an analytical report with reasonable conclusions.</p> <p style="text-align: center;"><b>Good</b></p> <p>He has a methodology for reading reports and collecting initial</p>

		<p>information necessary for calculating socio-economic indicators that characterize the activities of economic entities, the complexity of presenting the results of the study in the form of an analytical report with reasonable conclusions.</p> <p><b>Excellent</b></p> <p>He has a brilliant knowledge of the methodology of reading reports and collecting initial information necessary for calculating socio-economic indicators characterizing the activities of economic entities, is able to present the results of the study in the form of an analytical report with reasonable conclusions.</p>
<p>PC.2 ability to calculate economic and socio-economic indicators characterizing the activities of economic entities on the basis of standard methods and the current regulatory framework</p>	<p>Know the basic methods and the current regulatory framework.</p> <p>Be able to calculate socio-economic indicators that characterize the activities of economic entities on the basis of them.</p>	<p><b>Unsatisfactory</b></p> <p>Does not know the basic methods and the current regulatory framework, is not able to perform calculations of socio-economic indicators that characterize the activities of economic entities.</p> <p><b>Satisfactory</b></p> <p>He knows the basic methods and the current regulatory framework, is able to perform calculations, owns some necessary methods, but cannot answer questions.</p> <p><b>Good</b></p> <p>He has all the necessary methods, knows the current regulatory framework, is able to perform calculations.</p> <p><b>Excellent</b></p> <p>He has a brilliant command of domestic and foreign basic methods of analysis, knows how to use them in justifying and solving complex economic problems, knows the current regulatory framework.</p>
<p>PC.3 ability to perform calculations necessary for the preparation of economic sections of plans, justify them and present the results of work in accordance with the standards adopted in the organization</p>	<p>The ability to use quantitative and qualitative methods for conducting applied research and managing business processes, to prepare analytical materials based on the results of their application</p>	<p><b>Unsatisfactory</b></p> <p>Lack of knowledge about the main provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Lack of skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers</p>

		<p>on topics that are the subject of foreign economic activity of enterprises (organizations). Lack of skills to generalize, critically evaluate and use approaches of the theory of foreign economic activity to analyze and explain the economic choice of economic entities and to solve applied management problems.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>General, but not structured knowledge about the main provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Partially formed skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that are the subject of foreign economic activity of enterprises (organizations). Fragmentary application of skills to generalize, critically evaluate and use approaches of the theory of foreign economic activity for the analysis and explanation of the economic choice of economic entities and for solving applied management tasks.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing some gaps, knowledge about the main provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). Generally successful, but containing some gaps in the ability to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that are the subject of foreign economic activity of enterprises (organizations). Generally successful, but containing some gaps, the use of skills to generalize,</p>
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		<p>critically evaluate and use approaches of the theory of foreign economic activity for the analysis and explanation of the economic choice of economic entities and for solving applied management tasks.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Formed systematic knowledge of the substantiated provisions and categorical apparatus of the theory of foreign economic activity of enterprises (organizations), the content of leading domestic and foreign theoretical and methodological and applied research in the field of studying foreign economic activity of enterprises (organizations). The formed skills to competently, consistently and logically present the results of an independent analysis of publications of domestic and foreign researchers on topics that make up the subject of foreign economic activity of enterprises (organizations). Successful and systematic application of the skills to generalize, critically evaluate and use the approaches of the theory of foreign economic activity to analyze and explain the economic choice of economic entities and to solve applied management problems.</p>
<p>PC.4 knowledge and willingness to use modern scientific methods, approaches and tools to solve professional problems in the field of research of socio-economic systems and objects, as Good as the conditions of their functioning</p>	<p>Know the main modern scientific methods, approaches and tools. Be able to apply modern scientific methods, approaches and tools in solving professional problems. Possess modern scientific methods, approaches and tools in the field of research of socio-economic systems and objects.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not possess modern scientific methods, approaches and tools for solving professional problems in the field of research of socio-economic systems and objects.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Partially owns some modern scientific methods, approaches and tools, but does not know how to apply them in solving professional problems in the field of research of socio-economic systems and objects.</p> <p style="text-align: center;"><b>Good</b></p> <p>He knows the main modern scientific methods, approaches and tools, is able to apply them in solving professional problems in the field of research of socio-economic systems and objects.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He has a brilliant command of modern scientific methods, approaches and tools, is able to apply them in solving professional problems in the field of research of socio-</p>

		economic systems and objects.
PC.5 the ability to use modern technical means and information and communication technologies to solve analytical and research problems	Be able to handle modern technical means and information and communication technologies.	<p><b>Unsatisfactory</b> It is not able to use modern technical means and information and communication technologies to solve analytical and research problems.</p> <p><b>Satisfactory</b> He is able to use modern technical means to solve analytical and research problems, but he is poorly oriented in information and communication technologies.</p> <p><b>Good</b> He is able to use modern technical means to solve analytical and research problems, owns some information technologies.</p> <p><b>Excellent</b> He is able to use modern technical means to solve analytical and research problems, owns modern versions of software and information and communication technologies.</p>
PC.6 ability to build standard theoretical and econometric models based on the description of economic processes and phenomena, analyze and interpret the results obtained in a meaningful way	<p>To know:</p> <ul style="list-style-type: none"> <li>- the essence and fundamentals of innovative economic development;</li> <li>- principles and features of creating business models;</li> <li>- methods of product development;</li> </ul> <p>Be able to:</p> <ul style="list-style-type: none"> <li>- assign roles in the project team;</li> <li>- conduct the simplest marketing research;</li> </ul> <p>Possess the following skills:</p> <ul style="list-style-type: none"> <li>- creating business models;</li> <li>- estimates of the target segment and the market;</li> <li>- modeling of consumer needs;</li> <li>- patenting and licensing</li> </ul>	<p><b>Unsatisfactory</b> Lack of knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Lack of skills to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Lack of skills in analyzing trends in the development of intellectual entrepreneurship in the global economy.</p> <p><b>Satisfactory</b> General, but not structured knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations;</p>



		<p>about methods for evaluating the effectiveness of investment in innovation. Partially formed ability to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Fragmentary application of skills for analyzing trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing some gaps, knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Generally successful, but containing some gaps in the ability to evaluate the effectiveness of investments in innovations in commercial projects; identify problems and identify areas for improving the intellectually oriented business model in the context of the development of the world economy and globalization. Knowledge of the basic skills of analyzing trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Formed systematic knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. The formed ability to evaluate the effectiveness of investments in innovations in</p>
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		<p>commercial projects; to identify problems and determine the directions of improving the intellectually oriented business model in the conditions of the development of the world economy and globalization. Successful and systematic application of skills for analyzing trends in the development of intellectual entrepreneurship in the world economy.</p>
<p>PC.7 The ability to analyze and interpret financial, accounting and other information contained in the reports of enterprises of various forms of ownership, organizations, departments, etc., and use the information obtained for making managerial decisions</p>	<p>To know:  - basics of creating startups;  - key sources of financing for intellectual and technological entrepreneurship.  Be able to:  - make business plans;  - use the Customer Development concept when bringing a product to market;  - assess the risks and investment attractiveness of projects.  Possess the following skills:  - creation and development of startups;  - attracting sources of financing for intellectual and technological entrepreneurship.</p>	<p><b>Unsatisfactory</b>  Lack of knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Lack of skills to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Lack of skills in analyzing trends in the development of intellectual entrepreneurship in the global economy.</p> <p><b>Satisfactory</b>  General, but not structured knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Partially formed ability to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine directions for improving an intellectually oriented business model in the context of the development of the world economy and globalization. Fragmentary application of skills for analyzing</p>

		<p>trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Good</b></p> <p>Formed, but containing some gaps, knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. Generally successful, but containing some gaps in the ability to evaluate the effectiveness of investments in innovations in commercial projects; identify problems and identify areas for improving the intellectually oriented business model in the context of the development of the world economy and globalization. Knowledge of the basic skills of analyzing trends in the development of intellectual entrepreneurship in the world economy.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>The formed systematic knowledge about the content and basic concepts of the course; about the most important concepts of intellectual entrepreneurship, its key forms; about the basic concepts of innovation, the properties of innovation, conditions and strategies for the production and commercialization of innovations; about methods for evaluating the effectiveness of investment in innovation. The formed ability to evaluate the effectiveness of investments in innovations in commercial projects; to identify problems and determine the directions of improving the intellectually oriented business model in the conditions of the development of the world economy and globalization. Successful and systematic application of skills for analyzing trends in the development of intellectual entrepreneurship in the world economy.</p>
PC. 8 The ability to analyze and	Know the key indicators of	<b>Unsatisfactory</b>

<p>interpret the data of domestic and foreign statistics on socio-economic processes and phenomena, to identify trends in socio-economic indicators</p>	<p>domestic and foreign statistics that characterize the state of socio-economic processes in the country's economy. Be able to analyze and interpret statistical data. Have the skills to identify trends in the development of various sectors of the economy</p>	<p>Does not know the key indicators of domestic and foreign statistics, does not know how to analyze and interpret statistical data, does not have the skills to identify trends in the development of the economic system <b>Satisfactory</b> Partially knows the key indicators of domestic and foreign statistics, is not able to fully analyze and interpret statistical data, does not fully possess the skills to identify trends in the development of the economic system <b>Good</b> He knows the key indicators of domestic and foreign statistics, is able to analyze and interpret statistical data, has the skills to identify trends in the development of the economic system <b>Excellent</b> He knows the key indicators of domestic and foreign statistics in full, is able to analyze and interpret statistical data at a high level, has the skills to identify trends in the development of the economic system in full</p>
<p>ПК.9 Способность организовывать работы по реализации конкретного экономического проекта</p>	<p>To know: - principles of organizing the work of a small group; - standard economic projects; - the affiliation of firms to the branches of activity - forms and indicators of firms' activity. To be able to: - organize the activities of a small group created for the implementation of a specific economic project - apply the basic principles of the organization for the implementation of a specific economic project. To have skills: - methods of organizing the activities of a small group created for the implementation of a specific economic project</p>	<p><b>Unsatisfactory</b> Does not know the principles of organizing the work of a small group, does not know the methods of organizing the activities of a group created for the implementation of an economic project <b>Satisfactory</b> Partially knows the principles of organizing the work of a small group, but does not know the methods of organizing the activities of a group created for the implementation of an economic project <b>Good</b> Knows the principles of organizing the work of a small group, partially owns the methods of organizing the activities of a group created for the implementation of an economic project <b>Excellent</b> Knows the principles of organizing the work of a small group, knows the methods of organizing the activities of a group created for the implementation of an economic project in full</p>
<p>ПК.10 Способность</p>	<p>Be able to use modern</p>	<p><b>Unsatisfactory</b></p>

<p>использовать для решения управленческих задач современные технические средства и информационные технологии</p>	<p>technical means and information technologies to solve managerial tasks</p>	<p>Does not know how to use modern technical means and information technologies to solve managerial tasks  <b>Satisfactory</b>  Partially uses modern technical means and information technologies to solve managerial tasks  <b>Good</b>  Uses modern technical means and information technologies to solve management tasks  <b>Excellent</b>  Fully uses modern technical means and information technologies to solve management tasks</p>
<p>PC.11 The ability to critically evaluate the proposed options for management decisions, develop and justify proposals for their improvement, taking into account the criteria of socio-economic efficiency, risks and possible socio-economic consequences</p>	<p>To know:  - methods of making managerial decisions;  - criteria of socio-economic efficiency;  Be able to:  - critically evaluate the proposed management solutions.  To have skills:  - methods of making managerial decisions</p>	<p><b>Unsatisfactory</b>  Does not know the methods of making managerial decisions, does not know how to critically evaluate the proposed options for managerial decisions, does not know the methods of making managerial decisions  <b>Satisfactory</b>  Know the methods of making managerial decisions, but does not know how to critically evaluate the proposed options for managerial decisions, does not know the methods of making managerial decisions  <b>Good</b>  Know the methods of making managerial decisions, how to critically evaluate the proposed options for managerial decisions, but does not know the methods of making managerial decisions  <b>Excellent</b>  Know the methods of making managerial decisions, how to critically evaluate the proposed options for managerial decisions, the methods of making managerial decisions</p>
<p>PC.16 The ability to calculate and analyze economic and financial indicators based on standard methods and the current regulatory framework, to draw up financial, tax and other plans of the organization in accordance with the norms regulating budgetary, tax, currency relations in the field of insurance, banking and other activities</p>	<p>Know the standard methods and the current regulatory framework governing budget, tax, and currency relations;  Be able to calculate and analyze the economic and financial performance of the enterprise, make tax and other plans of the organization;  Possess the skills of using a corporate information system for calculating financial and</p>	<p><b>Unsatisfactory</b>  Does not know the standard methods and the current regulatory framework governing budget, tax and currency relations; does not know how to calculate and analyze the economic and financial performance of the enterprise, does not have the skills to use the corporate information system to calculate financial and economic indicators and draw up organization plans  <b>Satisfactory</b>  Partially knows the standard methods</p>

	<p>economic indicators and drawing up organization plans.</p>	<p>and the current regulatory framework governing budget, tax and currency relations; is not able to fully calculate and analyze the economic and financial performance of the enterprise, has insufficient skills in using the corporate information system for calculating financial and economic indicators and drawing up organization plans</p> <p><b>Good</b></p> <p>Knows standard methods and the current regulatory framework governing budget, tax and currency relations; is able to calculate and analyze the economic and financial performance of the enterprise, has the skills to use the corporate information system for calculating financial and economic indicators and drawing up organization plans</p> <p><b>Excellent</b></p> <p>Knows in full the standard methods and the current regulatory framework regulating budget, tax and currency relations; is able to calculate and analyze the economic and financial performance of the enterprise at a high level, has the skills to use the corporate information system for calculating financial and economic indicators and drawing up organization plans</p>
<p>UC.1 It is able to search, analyze and synthesize information, apply a systematic approach to solving problem situations</p>		
<p>UC.1.1 Searches for information, makes a critical assessment of the reliability of its sources</p>	<p>Know the types of the main information sources, regulatory legal documents. Be able to identify the insufficiency and unreliability of information when solving problem situations. Have the skills to solve typical, most common problem situations in the field of economic relations.</p>	<p><b>Unsatisfactory</b></p> <p>It is not able to search for information, to make a critical assessment of the reliability of its sources.</p> <p><b>Satisfactory</b></p> <p>It uses some methods of searching, analyzing and processing the necessary information, but is not able to isolate information gaps when solving problem situations.</p> <p><b>Good</b></p> <p>It uses various methods of searching, analyzing and processing the necessary information, is able to isolate information gaps when solving problem situations.</p> <p><b>Excellent</b></p> <p>It is able to search for information, make a critical assessment of the reliability of its sources.</p>
<p>UC.1.2 Works with conflicting</p>	<p>Know the types of the main</p>	<p><b>Unsatisfactory</b></p>

<p>information from different sources, finds gaps in the information necessary to solve the problem, determines options for eliminating gaps</p>	<p>information sources, regulatory legal documents. Be able to identify the insufficiency and unreliability of information when solving problem situations. Have the skills to solve typical, most common problem situations in the field of economic relations.</p>	<p>It is not able to search for information, to make a critical assessment of the reliability of its sources.</p> <p><b>Satisfactory</b></p> <p>It uses some methods of searching, analyzing and processing the necessary information, but is not able to isolate information gaps when solving problem situations.</p> <p><b>Good</b></p> <p>It uses various methods of searching, analyzing and processing the necessary information, is able to isolate information gaps when solving problem situations.</p> <p><b>Excellent</b></p> <p>It is able to search for information, make a critical assessment of the reliability of its sources.</p>
<p>УК.1.3 Анализирует проблемную ситуацию как систему, выявляя ее составляющие и связи между ними</p>	<p>To know: The methodology of analyzing a problem situation as a system, identifying its components and the connections between them. Be able to: Analyze the problem situation as a system, identifying its components and the connections between them. To have skills: The skills of collecting, analyzing and processing information about a problem situation as a system, identifying its components and the connections between them.</p>	<p><b>Unsatisfactory</b></p> <p>Does not know the methodology for analyzing a problem situation, does not know how to analyze a problem situation as a system, does not have the skills to collect, analyze and process information about a problem situation</p> <p><b>Satisfactory</b></p> <p>Knows the methodology of analyzing a problem situation, but does not know how to analyze a problem situation as a system, does not have the skills to collect, analyze and process information about a problem situation</p> <p><b>Good</b></p> <p>Knows the methodology of analyzing a problem situation, is able to analyze a problem situation as a system, does not have the skills to collect, analyze and process information about a problem situation</p> <p><b>Excellent</b></p> <p>Knows the methodology of analyzing a problem situation, is able to analyze a problem situation as a system, has the skills to collect, analyze and process information about a problem situation</p>
<p>UC.2 able to determine the range of tasks within the set goal and choose ways to solve them, based on the available resources and limitations</p>		
<p>UC.2.1 Formulates tasks based on the set goal</p>	<p>He is able to determine the range of tasks within the set goal and choose the best ways to solve them</p>	<p><b>Unsatisfactory</b></p> <p>He is not able to determine the range of tasks within the framework of the set goal and choose the best ways to solve them</p>

		<p><b>Satisfactory</b> He is able to partially determine the range of tasks within the framework of the set goal and cannot choose the optimal ways to solve them.</p> <p><b>Good</b> It is able to determine the range of tasks within the set goal and partially choose the optimal ways to solve them.</p> <p><b>Excellent</b> He is able to determine the range of tasks within the set goal and choose the best ways to solve them</p>
UC.2.2 Evaluates the available resources (time, material, etc.) for solving the formulated tasks	<p>Know the general concept of resources. Be able to apply resource management tools in solving practical problems.</p>	<p><b>Unsatisfactory</b> Unable to evaluate the available resources.</p> <p><b>Satisfactory</b> It is able to partially evaluate the available resources.</p> <p><b>Good</b> Is able to evaluate some of the available resources.</p> <p><b>Excellent</b> He is able to fully assess the available resources.</p>
UC.2.3 Justifies the method of solving the problem, taking into account the available resources and limitations	<p>Knows the methods of developing tasks taking into account the available resources and limitations.</p>	<p><b>Unsatisfactory</b> Is not able to justify the way to solve the problem, taking into account the available resources and limitations.</p> <p><b>Satisfactory</b> Partially knows the methods of problem development, but cannot justify the method of solving the problem, taking into account the available resources and limitations.</p> <p><b>Good</b> He knows the methods of developing tasks taking into account the available resources and limitations, can justify the way to solve the problem with some gaps.</p> <p><b>Excellent</b> Knows the methods of problem development, taking into account the available resources and limitations, can justify the method of solving the problem.</p>
UC.3 able to participate in the implementation of a group project		
UC.3.1 Solves the tasks provided for by a specific role in teamwork	<p>Know the specifics of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group.</p> <p>Be able to solve specific</p>	<p><b>Unsatisfactory</b> Does not know the specifics of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. Does not know how to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group.</p>



	<p>tasks (theoretical, analytical, managerial) set by the head of the scientific group. Possess the skills of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group</p>	<p>Does not have the skills to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group</p> <p><b>Satisfactory</b> Knows the specifics of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. Does not know how to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. Does not have the skills to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group</p> <p><b>Good</b> Knows the specifics of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. He is able to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. Does not have the skills to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group</p> <p><b>Excellent</b> Knows the specifics of solving specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. He is able to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group. Has the skills to solve specific tasks (theoretical, analytical, managerial) set by the head of the scientific group</p>
<p>UC.3.2 Resolves contradictions and conflicts that arise in the course of teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties</p>	<p>Knows methods, techniques and techniques for resolving contradictions and conflicts that arise during teamwork, adjusting the work of the team and redistributing roles taking into account the interests of the parties; he is able to resolve contradictions and conflicts that arise in the course of teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties; he has the skill of resolving contradictions and conflicts that arise during teamwork, correcting the work of the team and redistributing roles</p>	<p><b>Unsatisfactory</b> Does not know the methods, techniques and techniques for resolving contradictions and conflicts that arise in the course of teamwork, adjusting the work of the team and redistributing roles taking into account the interests of the parties;</p> <p><b>Satisfactory</b> Knows methods, techniques and techniques for resolving contradictions and conflicts that arise in the course of teamwork, adjusting the work of the team and redistributing roles taking into account the interests of the parties; does not know how to resolve contradictions and conflicts</p> <p><b>Good</b> Knows methods, techniques and</p>

	taking into account the interests of the parties	<p>techniques for resolving contradictions and conflicts that arise during teamwork, adjusting the work of the team and redistributing roles taking into account the interests of the parties; knows how to resolve contradictions and conflicts</p> <p><b>Excellent</b></p> <p>Knows methods, techniques and techniques for resolving contradictions and conflicts that arise during teamwork, adjusting the work of the team and redistributing roles taking into account the interests of the parties; he is able to resolve contradictions and conflicts that arise in the course of teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties; has the skill of resolving contradictions and conflicts</p>
UC. 4 Carries out business communication, competently and reasonably build oral and written speech in Russian and foreign languages		
UC.4.1 Carries out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages	UC.4.1 Carries out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages	UC.4.1 Carries out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages
UC.4.2 осуществляет перевод текстов с иностранного языка на русский и русского на иностранный	<p>Know the basic stylistic and grammatical differences between written and oral speech. Be able to competently and argumentatively build speech in a specific situation of oral and written communication. Have the skills to work with lexical and grammatical material.</p>	<p><b>Unsatisfactory</b></p> <p>Does not know the basic stylistic and grammatical differences between written and oral speech. Does not know how to competently and argumentatively build speech in a specific situation of oral and written communication. Does not have the skills to work with lexical and grammatical material.</p> <p><b>Satisfactory</b></p> <p>Knows the basic stylistic and grammatical differences between written and oral speech. Does not know how to competently and argumentatively build speech in a specific situation of oral and written communication. Does not have the skills to work with lexical and grammatical material.</p> <p><b>Good</b></p> <p>Knows the basic stylistic and grammatical differences between written and oral speech. He is able to competently and argumentatively build speech in a specific situation of oral and written communication. Does</p>

		<p>not have the skills to work with lexical and grammatical material.</p> <p><b>Excellent</b></p> <p>Knows the basic stylistic and grammatical differences between written and oral speech. He is able to competently and argumentatively build speech in a specific situation of oral and written communication. Has the skills to work with lexical and grammatical material.</p>
UC.4.3 Presents the results of activities at public events in oral and written forms	<p>To know the techniques in a reasoned, clear and meaningful way to prepare oral presentations, to perform creative written tasks relevant. Be able to create and edit professional texts, analyze the logic of reasoning and statements. Master the methods of literary, business written and oral speech in Russian and foreign languages, which allow you to prepare relevant speeches.</p>	<p><b>Unsatisfactory</b></p> <p>He is not able to carry out business communication, competently and argumentatively build oral and written speech in Russian and foreign languages</p> <p><b>Satisfactory</b></p> <p>He has the necessary business communication skills, but makes significant mistakes in the competent construction of oral and written speech, argumentation.</p> <p><b>Good</b></p> <p>Generally successful, but containing some problems in business communication skills, competent construction and argumentation of oral and written speech.</p> <p><b>Excellent</b></p> <p>Logically correct, reasoned and clear to build oral and written speech, carries out business communication.</p>
UC. 6 He is able to manage his resources, build and implement a trajectory of self-development		
UC.6.1 Evaluates its own resources (temporary, personal, psychological)	<p>Know the general concept of your own resources. Be able to use tools for managing your own resources in solving practical problems. Possess traditional and innovative concepts and technologies for managing your own resources.</p>	<p><b>Unsatisfactory</b></p> <p>He is not able to evaluate his own resources.</p> <p><b>Satisfactory</b></p> <p>It is able to partially evaluate its own resources.</p> <p><b>Good</b></p> <p>He is able to evaluate some of his own resources.</p> <p><b>Excellent</b></p> <p>He is able to fully evaluate his own resources.</p>

<p>UC.6.2 Manages its own resources (time management, stress management, self-presentation)</p>	<p>Know the general concept of time management, stress management, self-presentation. Be able to use tools for managing your own resources in solving practical problems. Possess traditional and innovative concepts and technologies for managing your own resources.</p>	<p><b>Unsatisfactory</b> He is not able to manage his own resources (time management, stress management, self-presentation).</p> <p><b>Satisfactory</b> Partially able to manage their own resources (time management, stress management, self-presentation).</p> <p><b>Good</b> He is able to manage his own resources (time management, stress management, self-presentation) with some gaps.</p> <p><b>Excellent</b> He is able to manage his own resources (time management, stress management, self-presentation)</p>
<p>UC.7 able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities</p>		
<p>YK.7.1 Selects health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body</p>	<p>Knows health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body. He is able to choose health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body Owns technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p>	<p><b>Unsatisfactory</b> Does not know health-saving technologies, does not know how to choose health-saving technologies, does not own technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p><b>Satisfactory</b> Knows health-saving technologies, does not know how to choose health-saving technologies, does not own technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p><b>Good</b> Knows health-saving technologies, knows how to choose health-saving technologies, does not own technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p><b>Excellent</b> He knows health-saving technologies, knows how to choose health-saving technologies, owns technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p>
<p>UC.7.2 Plans your time for an optimal combination of physical and mental load and ensuring working capacity</p>	<p>Knows the optimal combination of physical and mental load and ensuring working capacity. He is able to plan his working and free time for an optimal combination of physical and</p>	<p><b>Unsatisfactory</b> Does not know the optimal combination of physical and mental load and ensuring working capacity. He does not know how to plan his working and free time for an optimal combination of physical and mental</p>

	<p>mental load and ensuring working capacity Has the ability to combine physical and mental load and ensuring working capacity</p>	<p>load and ensuring working capacity. Does not have the ability to combine physical and mental load and ensure working capacity.</p> <p><b>Satisfactory</b></p> <p>He does not know the optimal combination of physical and mental load and ensuring working capacity, does not know how to plan his working and free time for an optimal combination of physical and mental load and ensuring working capacity. Has the ability to combine physical and mental load and ensure working capacity.</p> <p><b>Good</b></p> <p>Knows the optimal combination of physical and mental load and ensuring working capacity. he is able to plan his working and free time for an optimal combination of physical and mental load and ensuring efficiency. Does not have the ability to combine physical and mental load and ensure working capacity.</p> <p><b>Excellent</b></p> <p>Knows the optimal combination of physical and mental load and ensuring working capacity. He is able to plan his working and free time for an optimal combination of physical and mental load and ensuring working capacity Has the ability to combine physical and mental load and ensuring working capacity</p>
<p>UC.8 able to create and maintain safe living conditions, including in case of emergency situations</p>		
<p>UC.8.1 Analyzes the factors of harmful influence on the vital activity of the elements of the habitat (technical means, technological processes, materials, buildings and structures, natural and social phenomena)</p>	<p>Know the factors of harmful influence on the vital activity of the elements of the habitat. Be able to analyze the factors of harmful influence on the vital activity of the elements of the habitat. Possess the skills of analyzing the factors of harmful influence on the vital activity of the elements of the habitat.</p>	<p><b>Unsatisfactory</b></p> <p>Does not know the factors of harmful influence on the vital activity of the elements of the habitat, does not know how to analyze the factors of harmful influence on the vital activity of the elements of the habitat, does not have the skills to analyze the factors of harmful influence on the vital activity of the elements of the habitat.</p> <p><b>Satisfactory</b></p> <p>He knows the factors of harmful influence on the vital activity of the elements of the habitat, does not know how to analyze the factors of harmful influence on the vital activity of the elements of the habitat, does not have the skills to analyze the factors of harmful influence on the vital activity of the elements of the</p>

		<p>habitat.</p> <p style="text-align: center;"><b>Good</b></p> <p>He knows the factors of harmful influence on the vital activity of the elements of the habitat, is able to analyze the factors of harmful influence on the vital activity of the elements of the habitat, does not have the skills to analyze the factors of harmful influence on the vital activity of the elements of the habitat.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>He knows the factors of harmful influence on the vital activity of the elements of the habitat, is able to analyze the factors of harmful influence on the vital activity of the elements of the habitat, has the skills to analyze the factors of harmful influence on the vital activity of the elements of the habitat.</p>
UC.8.2 Identifies dangerous and harmful factors within the framework of the activity carried out	<p>Know the dangerous and harmful factors within the framework of the activity carried out.</p> <p>Be able to identify dangerous and harmful factors.</p> <p>Have the skills to identify dangerous and harmful factors.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the dangerous and harmful factors within the framework of the activity, does not know how to identify dangerous and harmful factors, does not have the skills to identify dangerous and harmful factors.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Does not know the dangerous and harmful factors within the framework of the activity, does not know how to identify dangerous and harmful factors, has the skills to identify dangerous and harmful factors.</p> <p style="text-align: center;"><b>Good</b></p> <p>Does not know dangerous and harmful factors within the framework of the activity, is able to identify dangerous and harmful factors, has the skills to identify dangerous and harmful factors.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Knows dangerous and harmful factors within the framework of the activity, is able to identify dangerous and harmful factors, has the skills to identify dangerous and harmful factors.</p>
UC.8.3 Identifies and eliminates problems related to safety violations within the framework of the activities carried out	<p>Know the problems associated with violations of safety regulations at the workplace. Be able to identify problems related to safety violations. Have the skills to identify problems</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the problems related to safety violations at the workplace, does not know how to identify problems related to safety violations, does not have the skills to identify problems related to safety violations.</p>

	related to safety violations.	<p style="text-align: center;"><b>Satisfactory</b></p> <p>Knows problems related to safety violations at the workplace, does not know how to identify problems related to safety violations, does not have the skills to identify problems related to safety violations.</p> <p style="text-align: center;"><b>Good</b></p> <p>Knows problems related to safety violations at the workplace, is able to identify problems related to safety violations, does not have the skills to identify problems related to safety violations.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Knows the problems associated with safety violations at the workplace, is able to identify problems related to safety violations, has the skills to identify problems related to safety violations.</p>
<b>UC. 9 Knows legal and ethical norms, is able to assess the consequences of violating these norms</b>		
UC.9.1 He is guided by legal principles and norms in various spheres of life and the consequences of their violation	knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; he has the skill of selecting and applying legal principles and norms in various spheres of life, understanding the consequences of their violation.	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>does not know the legal principles and norms in various spheres of life and the consequences of their violation; does not know how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different spheres of life, understanding the consequences of their violation.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>knows the legal principles and norms in various spheres of life and the consequences of their violation; does not know how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different spheres of life, understanding the consequences of their violation.</p> <p style="text-align: center;"><b>Good</b></p> <p>knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; does not have the skill of selecting and applying legal principles and norms in different</p>

		<p>spheres of life, understanding the consequences of their violation.</p> <p><b>Excellent</b></p> <p>knows the legal principles and norms in various spheres of life and the consequences of their violation; knows how to navigate the legal principles and norms in different spheres of life and the consequences of their violation; he has the skill of selecting and applying legal principles and norms in various spheres of life, understanding the consequences of their violation.</p>
UC.9.2 He is guided by ethical norms of behavior in various types of professional activity and the consequences of their violation	Be able to use the knowledge of ethical norms when assessing the consequences of their professional activities.	<p><b>Unsatisfactory</b></p> <p>Does not know how to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p><b>Satisfactory</b></p> <p>He is poorly able to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p><b>Good</b></p> <p>He is Good able to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p> <p><b>Excellent</b></p> <p>Freely knows how to use the knowledge of ethical norms when assessing the consequences of his professional activity.</p>
UC.10 able to analyze socially significant problems and processes	Knows the methods and techniques of sociological research. He is able to analyze the social situation of the studied social group, problems with the help of the available results of research, give a meaningful interpretation of the results of the analysis, independently acquire new knowledge. Applies the skills of analyzing sociological information to solve problems and make managerial decisions	<p><b>Unsatisfactory</b></p> <p>Does not know the basic methods of analyzing information, does not distinguish between quantitative and qualitative methods Does not know how to make a program of research for the analysis of a specific social problem, cannot determine the factors, the structure of the studied social phenomenon Demonstrates the lack of skills in formulating and identifying a problem</p> <p><b>Satisfactory</b></p> <p>General, but not structured knowledge of the main methods of research. Formulates a problem with gross errors, which leads to distortion of the results of the analysis of the studied situation. Fragmentary application of skills for analyzing the studied social problem, situation.</p> <p><b>Good</b></p> <p>Formed, but containing some</p>



		<p>shortcomings, knowledge of the main methods of research In general successful, but containing some gaps, the ability to make a program and tools, to analyze the studied problem, using sociological methods In general successful, but containing some gaps, the use of skills for analyzing the studied social problem, situation.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Formed systematic knowledge of the methodology and techniques of research. Formed the ability to analyze the situation, problems with the help of the available results of research, to give a meaningful interpretation of the results of the analysis, independently acquire new knowledge. Successful and systematic application of the skills of analyzing information to solve problems and make managerial decisions</p>
<p>УК.11 Владеет базовыми знаниями в области информатики, навыками использования программных средств и работы в компьютерных сетях, способность приобретать новые знания, используя современные информационные технологии</p>	<p>Knows the general characteristics of the processes of collecting, encoding, transmitting, processing and accumulating information.</p> <p>Knows the purpose and method of using the main software and hardware for processing data of various types. Can use numerical data processing systems.</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p> <p>Does not know the purpose and method of using the main software and hardware for processing data of various types. He can't use text editors and processors for formatting text documents.</p> <p style="text-align: center;"><b>Satisfactory</b></p> <p>Knows the purpose and method of using the main software and hardware for processing data of various types. Has the skill of using table processors to solve the simplest models of educational computing problems.</p> <p style="text-align: center;"><b>Good</b></p> <p>Knows the purpose and method of using the main software and hardware for processing data of various types. Can reasonably choose software and hardware to solve the problems of their subject area. He is able to build a model for solving an educational computational problem by means of table processors.</p> <p style="text-align: center;"><b>Excellent</b></p> <p>Independently got acquainted with a software tool for statistical data processing. Is able to design and implement a multi-table database using available software (using table linking) on the proposed topic; prepare complex queries, reports and forms.</p>
<p>UC.12 He is able to understand</p>	<p>Understands the trends in the</p>	<p style="text-align: center;"><b>Unsatisfactory</b></p>

<p>the essence and significance of information in the development of modern society, to comply with the basic requirements of information security, including the protection of state secrets</p>	<p>development and mass use of information and communication technologies. He is aware of the need for the growth of information culture. Understands the problems information security of the individual, society and the state. Owns methods and means of information protection.</p>	<p>Has no idea about the trends in the development and mass use of information and communication technologies.</p> <p><b>Satisfactory</b> Knows the trends in the development and mass use of information and communication technologies.</p> <p><b>Good</b> He knows about the problems of information security of the individual, society and the state. Knows and is ready to apply methods and means of information protection.</p> <p><b>Excellent</b> Knows and understands the prospects for the development and mass use of information and communication technologies. He is aware of the need for the growth of information culture. Understands the problems information security of the individual, society and the state. Owns organizational, technical and software means of information protection.</p>
<p>UC.13 able to use the basics of economic knowledge in various fields of activity</p>	<p>To know: the basics of economic knowledge; the specifics and possibilities of using economic knowledge in various fields of activity; ways of using economic knowledge in various fields of activity.</p>	<p><b>Unsatisfactory</b> lack of knowledge about the basics of economic knowledge; the specifics and possibilities of using economic knowledge in various fields of activity; ways of using economic knowledge in various fields of activity</p> <p><b>Satisfactory</b> fragmentary knowledge about the basics of economic knowledge; the specifics and possibilities of using economic knowledge in various fields of activity; ways of using economic knowledge in various fields of activity.</p> <p><b>Good</b> gaps in knowledge about the basics of economic knowledge; the specifics and possibilities of using economic knowledge in various fields of activity; ways of using economic knowledge in various fields of activity</p> <p><b>Excellent</b> the formed systematic ideas about the basics of economic knowledge; the specifics and possibilities of using economic knowledge in various fields</p>

		of activity; ways of using economic knowledge in various fields of activity
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## 11.2 Evaluation tools of the final certification

Delivery scheme: SIES\_2019.

Type of final certification event: State final certification.

The method of holding the intermediate (final) event attestations: Defence of the final qualifying work.

## 11.3 Evaluation indicators

The criteria for assessing knowledge are developed taking into account the requirements of the SIES HE for the bachelor's qualification in training program 38.03.01. 'Economics' of the profile 'International Business'.

The evaluation means of attestation of a graduate student who has submitted a final qualification work to the SEC are determined by a set of the following criteria:

- relevance, problematic nature and originality of the topic;
- design culture, compliance with design requirements;
- соответствие compliance of the content of the final qualifying work with the topic, goals and objectives set;
- the logic of the presentation; the relationship of the 1st chapter and subsequent chapters;
- the volume, nature and quality of the literature sources used;
- validity of conclusions, their depth, originality;
- report;
- answers to questions (understanding, confidence, reasonableness, quantity);
- the overall impression of the defence.

The results of the defence of the final qualifying work are determined by the grades 'excellent', 'good', 'satisfactory', 'unsatisfactory' and are announced on the same day after the minutes of the meetings of the SEC are drawn up in accordance with the established procedure. For each student, the minutes of the meeting of the state attestation commission are filled in, where the topic of the final qualifying work is recorded, the name of the head, the questions asked after the defence, the level of answers to them by the student, the assessment, and a resolution is issued on awarding or not acquiring a bachelor's training program 'Economics', profile 'International business'. The 'excellent' rating is given if:

- a) the work is designed in full compliance with the requirements;
- b) the topic of the work is problematic and original;
- c) the content of the work reveals the stated topic, in conclusion there is a solution to the tasks set in the introduction;
- d) the theoretical and practical parts of the work are organically interrelated;
- e) in the work, based on the study of a wide range of various sources, an

independent analysis of theoretical and factual material is given;

f) during the defence, the graduate demonstrates fluency in the material, knowledge of theoretical approaches to the problem, correctly answers additional questions of the questions.

The rating 'good' is given in the case of:

if, when performing items a); c); d); e), there is a lack of independent analysis, and the topic of the work is standard and not problematic.

The rating 'satisfactory' is given in the case of:

if, when fulfilling points a) and c) and generally correctly covering the issues of the topic, it is noted:

a weak base of literary sources;

lack of independent analysis of literature and factual material;

poor knowledge of theoretical approaches to solving the problem and the works of leading scientists in this field;

insufficiently prepared defence of the work, lack of answers to a significant part of the questions.

The rating 'unsatisfactory' is set in the case of:

if the work is admitted to the defence by the head and the head of the department, but the student on the defence cannot argue the conclusions, provide confirmation of theoretical provisions, does not answer questions, i.e. he does not know the material of the topic.

Decisions of the state attestation commission are taken at a closed meeting by a simple majority of votes of the commission members participating in the meeting, with the mandatory presence of the commission chairman or his deputy. In case of an equal number of votes, the chairman of the commission (or the deputy chairman of the commission replacing him) has the right of a decisive vote. The assessment made by the commission is final and is not subject to revision.

A student who fails to appear for defence without a valid reason or who receives an unsatisfactory grade on the defence of a thesis is excluded from the university. The excluded student retains the right to re-defence for two years. The question of the topic of the final qualifying work for repeated defence in each specific case is decided by the graduating department.

Repeated passage of the final certification tests is appointed no earlier than three months and no more than five years after passing the final state certification for the first time. Repeated final certification tests may not be assigned more than twice.

Students who have not passed the final certification tests for a good reason (for medical reasons or in other exceptional cases documented) are given the opportunity to pass the final certification tests without being expelled from the University. Additional meetings of the SEC are organized within the terms established by the PSU, but no later than four months after the application is submitted by a student who does not pass the final attestation tests for a good reason.

### Example of FQW evaluation criteria

Criteria	Evaluation			
	unsatisfactory	satisfactory	good	excellent
<b>Relevance</b>	The relevance of the study is not specifically justified by the author. The goal and tasks are formulated not precisely and not completely, (the work is not credited – revision is necessary). The goals and objectives of the work are unclear (or they exist, but they absolutely do not agree with the content)	The relevance is either not formulated at all, or formulated in general terms – the problem is not identified, not reasoned (not justified with links to sources). The purpose, tasks, subject, object of research, methods used in the work are not clearly formulated	The author justifies the relevance of the research direction as a whole, and not of his topic. The purpose, tasks, subject, object of research are formulated.	The relevance of the research problem is justified by the analysis of the state of reality. The purpose, tasks, subject, object of research, methods used in the work are formulated.
<b>The logic of the work</b>	The content and topic of the work do not agree well with each other.	The content and topic of the work do not always agree with each other. Some parts of the work are not related to the purpose and objectives of the work	The content of both the whole work and its parts is related to the topic of the work, there are small deviations. The logic of the presentation, in general, is present – one provision follows from another.	The content of both the whole work and its parts is related to the topic of the work. The topic is formulated specifically, reflects the focus of the work. In each part (chapter, paragraph) there is a justification for why this part is considered within the framework of this topic
<b>Deadlines</b>	The work was delivered late (more than 3 days of delay)	The work was submitted late (more than 3 days of delay).	The work was completed on time (or with a delay of 2-3 days)	The work was completed in compliance with all deadlines

Criteria	Evaluation			
	unsatisfactory	satisfactory	good	excellent
<b>Independence in work</b>	Most of the work is written off from one source, or borrowed from the Internet. The author's text is almost absent (or only the author's text is present.) The supervisor does not know anything about the process of writing a student's work, the student refuses to show drafts, notes	Independent conclusions are either absent or present only formally. The author is not well-versed in the subject matter, is confused in the presentation of the content. Too large passages (more than two paragraphs) are rewritten from sources.	After each chapter, paragraph, the author of the work draws conclusions. The conclusions are sometimes too vague, sometimes they are not related to the content of the paragraph, the Author does not always reasonably and specifically express his opinion about the main aspects of the content of the work.	After each chapter, paragraph, the author of the work makes independent conclusions. The author clearly, reasonably and concretely expresses his opinion about the main aspects of the content of the work. From the conversation with the author, the supervisor concludes that the student is quite fluent in the terminology used in the WRC
<b>Registration of the work</b>	There are a lot of violations of the design rules and a low link culture.	The presented FQW has deviations and does not fully meet the requirements	There are some shortcomings in the design of the work, in the design of links.	All the rules for the design of the work are observed.
<b>Literature</b>	The author does not know the subject at all, cannot name and briefly describe the contents of the books used. Less than 5 sources have been studied.	Less than ten sources have been studied. The author is poorly oriented in the subject matter, is confused in the content of the books used.	More than ten sources have been studied. The author is guided by the subject, can list and briefly describe the contents of the books used	The number of sources is more than 20. All of them are used in the work. The student is easily oriented in the subject, can list and briefly describe the contents of the books used

Criteria	Evaluation			
	unsatisfactory	satisfactory	good	excellent
<b>FQW defence</b>	The author does not understand the terminology of the work at all.	The author, in general, knows the content of the work, but at the same time finds it difficult to answer the questions of the members of the SEC. Admits inaccuracies and errors in the interpretation of the main provisions and results of the work, does not have its own point of view on the problem of research. The author was poorly oriented in the concepts and terms that he used in his work. The defence, according to the members of the commission, was confused, uncertain and unclear.	The author is quite confident in the content of the work, mainly answers the questions posed, but admits minor inaccuracies in the answers. Uses visual material. According to the commission, the defence went well (the logic of the presentation, the appropriateness of using clarity, knowledge of terminology, etc. are evaluated).	The author confidently owns the content of the work, shows his point of view, based on the relevant theoretical provisions, competently and meaningfully answers the questions posed. Uses visual material: presentations, diagrams, tables, etc. The defence was successful from the point of view of the commission (the logic of the presentation, the appropriateness of using clarity, knowledge of terminology, etc. are evaluated).

### 11.4. Methodological documents for members of the SEC

Assessment sheets for the members of the SEC for the defence of the final qualifying work

Evaluation criteria	Student's number						
	1	2	3	4	5	6	...
Relevance, problematic nature and originality of the topic							
The culture of design, compliance of the content of the final qualifying work with the topic, the stated goals and objectives							
The logic of the presentation; the relationship of the 1st chapter and subsequent chapters							
The volume, nature and quality of the sources used							
The validity of the conclusions, their depth, originality							
Report							

Answers to questions (understanding, confidence, reasonableness, quantity)							
The overall impression of the defence							
Manager's assessment							
Overall rating							

No.	Full name, Average score	Supervisor	Title of the final qualification work	Overall assessment
1				
2				
3				
4				
...				



### List of topics of final qualifying works

1. The main trends in the international activities of TNCs.
2. International mergers and acquisitions involving collective investment funds.
3. The growth of FDI and the number of TNCs from developing countries and countries with economies in transition.
4. Activation of TNC activities in the extractive industries.
5. The role of the WTO in regulating international business.
6. Activities of TNCs in the service sector.
7. Analysis of the production and financial activities of TNCs.
8. Forms of international strategic alliances.
9. The role of the WTO in regulating international business.
10. Methods of insuring currency risks in international transactions.
11. Leasing as a way of conducting international business.
12. Mechanisms to support the entry of business into international markets.
13. Franchising as a way of conducting international business.
14. International business as a system: objects and subjects.
15. Investment climate and international business.
16. Positioning of Russian companies in the international business system.
17. Interaction of national entrepreneurship and international business.
18. TNK as a subject of international business.
19. Russian TNCs on the world stage.
20. Features of the development of TNCs at the present stage.
21. Problems of increasing the competitiveness of international companies.
22. Problems of attracting investment and international business.
23. Innovation and international business.
24. Strategies for commercialization of new products in international business.
25. Risks in international business.
26. Current trends in the development of the monetary and credit sphere in the context of the globalization of the world economy.
27. The role and importance of international monetary and credit relations in world economic relations.
28. The main directions of the processes of regional monetary and financial integration.
29. Methods of transferring funds by international banks.
30. Clearing settlements on currency exchanges.
31. Subjects of Russia in the system of international credit relations.
32. Types of risks in international lending: assessment, insurance and management.

33. Types of guarantees in the system of modern insurance of international loans.

34. State regulation of international credit relations.

35. Collective inter-country regulation of the conditions for granting export credits.

36. Prospects for the application of modern forms of lending in Russia's foreign economic activity.

37. Conjuncture and features of the functioning of the international credit market at the present stage.

38. The role and significance of interstate long-term loans at the present time.

39. The system of state support for export crediting.

40. The role and importance of banks in servicing the foreign economic activity of enterprises.

41. Problems of international lending to economic entities in the conditions of Russia.

*Sample assignment for the completion of the final qualifying work*

MINISTRY OF EDUCATION AND SCIENCE  
OF THE RUSSIAN FEDERATION  
Federal State Budgetary Educational Institution of  
Higher Education  
'Perm State University'

Department of World and Regional  
Economics, Economic Theory

APPROVED:  
Head of the Department, Doctor  
of Economics, Professor  
\_\_\_\_\_(Mirolubova T.V.)  
« \_\_\_\_ » \_\_\_\_\_ 20 \_\_\_\_

**ASSIGNMENT**  
**For the final qualifying work**

Student \_\_\_\_\_  
faculty of Economics of the training program 'Economics', profile 'International  
business'

**I. Topic of final qualifying work** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(approved at the Department of World and Regional Economics, Economic Theory  
meeting)

« \_\_\_\_ » \_\_\_\_\_ 20 \_\_\_\_ No. \_\_\_\_\_

**II. Deadlines for the student to complete the completed work.**

« \_\_\_\_ » \_\_\_\_\_ 20 \_\_\_\_

**III. Initial data for the work (factual and guidance material, basic books and  
periodicals to be studied).**

IV. Basic instructions for the work (the purpose of the work, methods of analytical work, features of collecting materials, the nature of the work).

V. List of the most important graphic and tabular materials that should be in operation and for the protection of the SEC.

VI. Calendar schedule of work completion.

VII. Consultants on individual sections of the work (personally employees of the department or the organization of internship).

Date of issue of the task « \_\_ » \_\_\_\_\_ 20 \_\_

Supervisor \_\_\_\_\_

The task was accepted for execution « » \_\_\_\_\_ 20 \_\_

Student's signature \_\_\_\_\_

*Sample label for the hard cover of the  
final qualifying work (in mm)*

<p>Full name</p> <p>TITLE</p> <p>FINAL QUALIFYING WORK</p>
--

70

*Sample of content design*

In the Content, the titles of chapters and paragraphs of the work are given without quotation marks, indicating the pages from which the corresponding part of the work begins is mandatory. The introduction and conclusion of the work should not have any additional titles.

**CONTENT**

Introduction.....	3
1. Title of Chapter.....	5
1.1. Title of paragraph.....	5
1.2. Title of paragraph .....	11
2. Title of Chapter.....	18
2.1. Title of paragraph .....	18
2.2. Title of paragraph .....	25
3. Title of Chapter.....	45
3.1. Title of paragraph .....	45
3.2. Title of paragraph .....	52
Conclusion .....	60
References.....	63
Applications .....	65

*Sample review of the scientific supervisor*

MINISTRY OF EDUCATION AND SCIENCE  
OF THE RUSSIAN FEDERATION  
Federal State Budgetary Educational Institution of  
Higher Education  
'Perm State University'

Department of World and Regional Economics, Economic Theory

FEEDBACK

supervisor for the final qualifying work of a bachelor's degree student

\_\_\_\_\_

(full name)

Training program 'Economics', profile "International business"

Topic of the final qualifying work: \_\_\_\_\_

\_\_\_\_\_

Review should reflect: the relevance of the topic, the independence of research, the practical significance, the general conclusion and the decision on the admission / non-admission of the work to the defence

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Supervisor: \_\_\_\_\_

(scientific degree, title, position)

\_\_\_\_\_

(signature)

« \_\_\_\_\_ » \_\_\_\_\_ 20\_\_

*Sample title page*

MINISTRY OF EDUCATION AND SCIENCE  
OF THE RUSSIAN FEDERATION  
Federal State Budgetary Educational Institution of  
Higher Education  
'Perm State University'

Department of World and Regional Economics, Economic Theory

Submitted to the Department:

« \_\_\_\_ » \_\_\_\_\_ 20\_\_

Head of the department \_\_\_\_\_  
(signature)

**FINAL QUALIFYING WORK**

training program 38.03.01 'Economics',

profile 'International business'  
on the topic

'The main trends in the international activities of TNCs'

Студент: 4 курса очной формы обучения  
группы ЭКМ-1,2

Иванов Иван Иванович  
(Ф.И.О.)

\_\_\_\_\_  
(signature)

Supervisor:

Sidorova M. I., Associate Professor, PhD in Economics,  
(Full name, position, academic degree, academic title)  
(signature)



*Sample of a corner inscription for sheets of  
illustrative (handout) material  
(in mm)*

Federal State Budgetary Educational Institution of Higher Education 'Perm State University' Department of World and Regional Economics, Economic Theory						10
Topic of the final qualifying work						10
Lecturer	Full name	signature	date	Sheets		5
Student	Full name	signature	date	No.	Total	5
35	35	15	15	10	10	

*The main requirements for the presentation of the final qualifying work*

The presentation should be made in PowerPoint and contain the following elements:

name of the FQW, the full name of the author, the full name of the scientific supervisor;

goal and problem statement;

object, subject and objectives of the study;

data analysis and main results;

conclusions of the study.

Presentation can contain other elements, but the number of slides should not be more than 15.

Performance requirements

the speech should not be read from the sheet, from the presentation screen and from other sources;

the presentation should be abstract, but succinct; coherent and clear;

the presentation must be reasoned;

the performance time should not exceed 7-10 minutes. If the speaker does not fit in this time, his work is evaluated on the basis of what he managed to say.

Recommendations for presentation and presentation

The presentation should not contain long text blocks – the presentation is a structured plan that uses exclusively short sentences.

It is recommended to avoid excessive "decorations" and dynamic effects that distract attention, as well as overloaded with elements (photos, drawings) of a colored background.

It is recommended to avoid tables with small text (they are poorly visible and usually incomprehensible) – if possible, use graphs to represent quantitative information.

It is strongly recommended to rehearse the performance, observing the rules. It is desirable to have an audience at the rehearsal that could ask questions.

It is recommended to speak loudly enough, at an average pace, without overloading the speech with numbers, standing and from time to time looking at the audience.

It is not necessary to delve into the background and general information about the object of research; it is better to start immediately with the goal and objectives.

It is recommended to answer questions only on the merits.

When responding to comments, it is better to recognize obvious shortcomings and reject controversial comments with reasoned arguments.