

**PJSC “Higher Educational Institution
“INTERREGIONAL ACADEMY OF PERSONNEL MANAGEMENT”**



SYLLABUS
of the academic discipline

MANAGEMENT OF FOREIGN ECONOMIC ACTIVITY

Level of higher education: first (bachelor's) level

Field of knowledge: D Business, Administration and Law

Specialty: D3 Management

Study program: Management

General information about the academic discipline

Name of the academic discipline	Management of foreign economic activity
Code and name of the specialty	D3 Management
Level of higher education	First (bachelor's) level
Discipline status	Compulsory
Number of credits and hours	4 credits/120 hours Lectures : 34 hours Seminars/practical classes : 18 hours Students' independent work : 68 hours
Terms of study of the discipline	5 semester
Language of instruction	Ukrainian
Final control type	Exam

General information about the instructor. Contact information.

Full name of the instructor	Mykola Zaiets
Academic degree	PhD in Economic Sciences
Position	Associate Professor of the Department of Economics and Management
Areas of scientific research	Financial and investment mechanisms for business development in the digital economy; management of foreign economic activity and international competitiveness of enterprises; macroeconomic aspects of regional innovation infrastructure development.
Links to the registers of identifiers for scientists	Google Scholar: https://surl.li/dsswpb ORCID: https://orcid.org/0000-0003-0495-7400
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E-mail:	menedzmentuk@gmail.com
Department phone	+380677445957
Instructor's portfolio on the website	https://izmail.maup.com.ua/assets/files/zaec-portfolio-a.pdf

Discipline's description.

The discipline “Management of foreign economic activity” is aimed at developing

in bachelor-level management graduates a system of specialized knowledge and practical skills necessary for making and implementing managerial decisions in the field of foreign economic activity (FEA).

The acquired knowledge and skills can be applied in the practical work of managers as well as in performing managerial functions in leadership positions. Studying this discipline enables future specialists to begin applying the practices of managing commercial organizations in the field of foreign economic activity already during their training.

The subject of the discipline is the system of managerial relations concerning the planning, organization, coordination, accounting, and control of foreign economic activity.

The aim of the discipline is to master the theoretical foundations of foreign economic activity; to develop students' knowledge of the processes and methods of implementing FEA; and to acquire systematic knowledge and skills necessary to ensure the economic efficiency and feasibility of FEA in various sectors.

The objectives of the discipline:

1. Developing an understanding of the essence and specifics of the mechanisms of FEA functioning in Ukraine at the present stage;
2. Mastering the concepts and principles of conducting foreign economic activity of enterprises under modern economic conditions;
3. Theoretical and practical preparation of students for solving specific tasks and making managerial decisions in FEA within the framework of a market economy;
4. Familiarization with laws and regulatory-legal acts governing foreign economic activity in Ukraine.

Prerequisites for the discipline:

The study of the discipline "Management of foreign economic activity" is based on the knowledge and skills acquired from the following courses: Macroeconomics, Microeconomics, Management, Foreign language, Enterprise economics.

Post-requisites for the discipline:

The knowledge and skills obtained during the study of "Management of foreign economic activity" contribute to the successful learning of a number of other courses aimed at developing professional competence, including: Leadership and communications, Investment, Foundations of business management, Fundamentals of project management.

Program competences

General competences	GC13. Appreciation of and respect for diversity and multiculturalism. GC14. Ability to work in an international context.
Special Competences	SC17. Ability to independently identify economic problems and propose ways to solve them for analysis, forecasting, planning and optimization in management.
Intended learning outcomes	ILO15. Demonstrate the ability to act in a socially responsible and civic-minded manner, guided by ethical considerations, and show respect for diversity and multiculturalism . ILO18. Demonstrate skills in analyzing the effectiveness of management of operational, marketing, foreign economic activity of the enterprise, justify the directions of its future development for the preparation and presentation of analytical reports.

Content of the academic discipline

Nº	Topics	Number of hours, of which :			
		Lectures	Seminars .	Independent work	Teaching methods /assessment methods

5th semester Content module 1. Theoretical aspects of foreign economic activity					Teaching methods: explanatory and illustrative (traditional lecture); solution of situational tasks and cases; preparation and presentation of mini-research; work with scientific databases; brainstorming; team implementation of research projects; preparation of a scientific article or analytical review of literature; use of online scientific platforms.
Topic 1.	The essence, types, principles and methods of managing foreign economic activity.	2	2	4	
Topic 2.	General characteristics and main directions of development of foreign trade in Ukraine	2	-	4	
Topic 3.	System of regulation of foreign economic activity	2	2	6	
Topic 4.	Customs and tariff system of regulation of export-import operations	2	2	4	
Topic 5.	National taxes in the field of foreign economic activity	2	2	6	
Topic 6.	Non-tariff methods of regulating foreign economic activity	2	2	4	
Topic 7.	Currency regulation of foreign economic activity	4	-	4	
Module Assessment Task					
Content module 2. Organization of management of foreign economic activity at enterprises					Assessment methods: oral control (oral survey, evaluation of participation in discussions, other interactive learning methods); written control (control, independent works, essays); test control; method of self-control and self-assessment; assessment of case tasks.
Topic 8.	Organization of management of foreign economic activity at enterprises	2	-	6	
Topic 9.	Forms and strategies of enterprises entering foreign markets	4	2	6	

Topic 10.	Search for foreign partners, preparation for concluding foreign economic contracts	2	2	4	
Topic 11.	Foreign economic contracts: types, structure. Basic conditions for the delivery of goods.	4	2	6	
Topic 12.	Pricing in the foreign economic activity of enterprises.	2	-	6	
Topic 13.	Risks in the foreign trade	2	2	4	
Topic 14.	Peculiarities of management of foreign economic activity of the region.	2	-	4	
Module Assessment Task					
Total		34	18	68	
Final assessment: exam					

Technical equipment and/or software – official website of IAPM:

<http://IAPM.com.ua> The educational process involves the use of classrooms, a library, a multimedia projector, and a computer for conducting lectures and seminars with presentation elements. Studying individual topics and completing practical tasks requires access to internet resources, which is provided through a free Wi-Fi network.

Forms and methods of assessment.

Assessment of students' academic performance is divided into ongoing and final (semester) assessment.

Ongoing assessment is conducted during practical (seminar) classes and is aimed at systematically checking the understanding and assimilation of theoretical material, as well as the ability to apply theoretical knowledge when completing practical tasks. The possibilities of ongoing assessment are extensive: it can support learning motivation, stimulate educational and cognitive activity, enable a differentiated approach to teaching, and ensure individualization of the learning process.

Forms of student participation in the educational process subject to ongoing assessment include:

- oral reports;
- comments and questions to the speaker;
- consistent performance in seminar classes and active participation in discussions;
- participation in debates and interactive learning activities;
- analysis of legislation and academic literature;
- written assignments (tests, quizzes, creative tasks, essays, etc.);
- preparation of theses and summaries of academic or scientific texts;
- independent study of course topics.

Methods of ongoing assessment include: oral assessment (interview, discussion, report, presentation, etc.); written assessment (tests, essays, written presentations on assigned topics, etc.); combined assessment; presentation of independent work; observation as a method of assessment; testing; analysis of problem situations.

Grading system and requirements.
Table of distribution of points received by students

	Ongoing knowledge assessment														Modular assessment task	Exam	Total points
Topics	T o p i c 1	T o p i c 2	T o p i c 3	T o p i c 4	T o p i c 5	T o p i c 6	T o p i c 7	T o p i c 8	T o p i c 9	T o p i c 10	T o p i c 11	T o p i c 12	T o p i c 13	T o p i c 14	20	40	100
Work in a seminar	3	-	3	2	3	3	-	-	3	3	3	-	3	-			
Independent work	1	1	1	1	1	1	1	1	1	1	1	1	1	1			

The table contains information about the maximum points for each type of assignment.

When assessing the mastery of each topic within ongoing educational activities, students receive marks in accordance with the approved assessment criteria for the respective discipline.

The criteria for evaluating learning outcomes and the distribution of points are regulated by the Regulations on the Assessment of Students' Academic Achievements at PJSC "HEI IAPM".

Modular assessment. Modular assessment in the discipline "Management of foreign economic activity" is conducted in written form as testing using closed-type test items, including alternative and matching formats.

Criteria for evaluating the modular test in the academic discipline "Management of foreign economic activity":

When evaluating the modular test, the volume and correctness of the completed tasks are taken into account:

- the grade "excellent" (A) is given for the correct completion of all tasks (or more than 90% of all tasks);
- the grade "good" (B) is given for the completion of 80% of all tasks;
- the grade "good" (C) is given for the completion of 70% of all tasks;
- the grade "satisfactory" (D) is given if 60% of the proposed tasks are completed correctly;
- the grade "satisfactory" (E) is given if more than 50% of the proposed tasks are completed correctly;
- the grade "unsatisfactory" (FX) is given if less than 50% of the tasks are completed.

Absence from the modular test work - 0 points.

The above grades are transformed into rating points as follows:

- "A" - 18-20 points;
- "B" - 16-17 points;
- "C" - 14-15 points;
- "D" - 12-13 points.
- "E" - 10-11 points;
- "FX" - less than 10 points.

The final semester assessment in the academic discipline "Management of foreign economic activity" is a mandatory form of evaluating student learning outcomes. It is conducted within the period established by the academic schedule and covers the volume of material defined in the course syllabus.

The final assessment is administered in the form of an exam. A student is admitted to the exam only if all required coursework specified in the syllabus has been completed.

The final (semester) grade for a discipline assessed by examination consists of two components: the results of ongoing assessment and the exam grade.

The maximum number of points for ongoing assessment is 60, and the maximum for the exam is 40.

The minimum number of points required to pass the exam is 25.

The grade for ongoing assessment is formed as the sum of rating points earned by the student during seminar/practical classes and any incentive (bonus) points, if applicable.

After evaluating a student's exam responses, the instructor adds the exam score to the points earned for ongoing assessment to determine the final grade for the course.

Scale for the assessment of exam tasks

Scale	Total points	Criteria
Excellent level	30–40	The task is completed with high quality; the student has achieved the maximum score in the

		assessment of theoretical knowledge.
Good level	20–29	The task is completed with high quality and a sufficiently high proportion of correct answers.
Satisfactory level	10–19	The task is completed with an average number of correct answers; the student has demonstrated theoretical knowledge with significant errors.
Unsatisfactory level	0–9	The task is not completed; the student has demonstrated theoretical knowledge with major errors.

Assessment of additional (individual) types of educational activities.

Additional (individual) types of educational activity include student participation in scientific conferences, research societies and problem groups, preparation of publications, and other activities beyond the tasks defined in the syllabus of the academic discipline.

By decision of the department, students who engage in research work or complete certain types of additional (individual) educational activities may receive incentive (bonus) points for a specific educational component.

Incentive points are not mandatory and are not included in the standard point distribution table or the main assessment scale.

A single event may serve as the basis for awarding incentive points for only one educational component – the one to which it is most relevant.

Assessment of independent work

The total number of points earned by a student for completing independent work is one of the components of academic performance in the discipline. Independent work for each topic, in accordance with the course program, is evaluated within the range of 0 to 1 points using standardized and generalized knowledge assessment criteria.

Scale for evaluating the performance of independent work (individual tasks)

The maximum possible assessment of independent work (individual tasks)	Execution level			
	Excellent	Good	Satisfactory	Unsatisfactory
1	1	0,75	0,5	0

Forms of assessment include: ongoing assessment of practical work; ongoing assessment of knowledge acquisition based on oral responses, reports, presentations, and other forms of participation during practical (seminar) classes; individual or group projects requiring the development of practical skills and competencies (optional format); solving situational tasks; preparation of summaries on independently studied topics; testing or written examinations; preparation of draft articles, conference abstracts, and other publications; other forms that ensure

comprehensive assimilation of the study program and contribute to the gradual development of skills for effective independent professional (practical, scientific, and theoretical) activity at a high level.

To assess the learning outcomes of a student during the semester, a 100-point, national and ECTS assessment scale is used

Summary assessment scale: national and ECTS

Total points for all types of learning activities	ECTS assessment	National scale assessment for exam, course project (work), internship	
		National scale assessment for exam, course project (work), internship	For pass/fail (credit)
90 – 100	A	excellent	pass
82 – 89	B	good	
75 – 81	C		
68 – 74	D	satisfactory	
60 – 67	E		
35 – 59	FX	unsatisfactory with the possibility of retaking	fail unsatisfactory with the possibility of retaking
0 – 34	F	unsatisfactory with mandatory re-study of the discipline	fail unsatisfactory with mandatory re-study of the discipline

Discipline's Policy.

- regularly attend lectures and practical classes;
- work systematically and actively in lectures and practical classes;
- catch-up on missed classes;
- perform the tasks required by the syllabus in full and with appropriate quality;
- perform control and other independent work;
- adhere to the norms of academic behaviour and ethics.

The academic discipline “Management of foreign economic activity” requires adherence to the principles of ethics and academic integrity, with particular emphasis on preventing plagiarism in all its forms. All written assignments, reports, essays, abstracts, and presentations must be original, authored by the student, and not overloaded with quotations, which must be accompanied by references to primary sources. Violations of academic integrity include academic plagiarism,

self-plagiarism, fabrication, falsification, copying, deception, bribery, and biased evaluation.

Student assessment is based on participation and activity in seminar/practical classes, completion of independent work tasks, and performance of assignments aimed at developing practical skills and competencies. Additional (bonus) points may be awarded for activities such as participation in round-table discussions, scientific conferences, or student research competitions.

Methodological support of the academic discipline

Teaching and methodological support for the discipline includes lecture notes, methodological guidelines for conducting practical (seminar) classes, and methodological recommendations for students' independent work in the academic discipline "Management of foreign economic activity".

Recommended sources of information:

Basic literature:

1. Management of foreign economic activity of enterprises: distance course for students of the second (master's) level of higher education in the specialty 073 Management of the educational program «Management of international business» /compiled by: Dunska A.R., Kuznetsova K.O.; KPI named after. Igor Sikorskyi. 2021. URL: <https://do.ipo.kpi.ua/course/view.php?id=3780>
2. Management of foreign economic activity of enterprises. Methodical recommendations for writing a term paper: a study guide for students of the second (master's) level of the specialty 073 «Management». Igor Sikorskyi KPI.; structure: A. R. Dunska, K. O. Kuznetsova. Kyiv: KPI named after. Igor Sikorskyi, 2020. 46 p. URL: <https://ela.kpi.ua/handle/123456789/38039>
3. Management of international activities of enterprises: education. manual: recommendations for studying the discipline for students of the second (master's) level of specialty 073 «Management», educational program «International Business Management». Composition. A. R. Dunska, K. O. Kuznetsova. Kyiv: Igor Sikorskyi KPI., 2019. 153 p. URL: <https://ela.kpi.ua/handle/123456789/31593>
4. Dunska A.R. Foreign economic activity: theory and practice. Study guide. Condor-Publishing House, 2013. 688 p.
5. European management of foreign economic activity : study guide : in two parts /L.V. Batchenko, K.E. Moiseyenko, Yu.V. Dyatlova, V.V. Dyatlova, O.G. Tkachenko, O.I. Tanchik , edited by V.V. Dyatlova ; Ministry of Education and Science of Ukraine, Donetsk State University of Management. Kharkiv: FOP Panov A.M., 2018. in two parts: figures, tables.
6. Basics of foreign economic activity : textbook OP. Grebelnyk; University of the State Fiscal Service of Ukraine. Irpin: University of the Federal Tax Service of Ukraine, 2019. 409 pages : figures, tables.
7. Risk management in foreign economic activity : textbook. AA. Mazaraki, T.M.

Melnyk, O.V. Generalov; Kyiv National University of Trade and Economics. Kyiv: KNTEU, 2018. 311 pages : figures, tables.

8. Basics of foreign economic activity: educational and methodological manual /Torgova L.V., Khytra O.V. Lviv: Novy Svit-2000, 2018. 508 p. : ill. 80
9. Theories of international business: a textbook for students of economic specialties of higher educational institutions /O. Rogach ; editor G. Novikova ; Ministry of Education and Science of Ukraine, Taras Shevchenko Kyiv National University. Kyiv: VOC "Kyiv University", 2018. 687 p/
10. International economic activity of Ukraine: study guide /SV. Bestuzhev ; Ministry of Education and Science of Ukraine, Semyon Kuznets Kharkiv National University of Economics. Kharkiv: 2016. 266 p.
11. Kryvoberets M.M., Pereguda Yu.A. Imbalances of the national tourism market in the conditions of new economic changes (development and forecasts of investment inflow). Scientific Journal of Economics and Business «Entrepreneurship and Innovation». Issue 24, 2022. Kyiv: Publishing House «Helvetyka», 2022. S. 17-22.
12. Liudmyla Sokolenko, Olesia Dolynska, Maryna Kryvoberets, Liudmyla Sakhno and Olesia Fedoruk. Organizing accounting in the settlements and tourism sphere //Review of economics and finance, 2023, Vol. 21, No.1.947-954. DOI: <https://doi.org/10.55365/1923.x2023.21>.
13. Kryvoberets M.M., Pereguda Yu.A., Bashynska M.I. Analysis of the type of international tourism and logistics in the world economy and socio-cultural development. «Successes and Achievements in Science (Series «Law», Series «Education», Series «Management and Administration», Series «Social and Behavioral Sciences»)»: journal. 2024. S. 836-848.
14. Pereguda Yu. A., Kryvoberets M. M., Bashynska M. M. Tourist clusters as a tool of regional development within the discipline «Tourismology». «Scientific Innovation and Advanced Technology» (Series «Management and Administration», Series «Law», Series «Economics», Series «Psychology», Series «Pedagogy»): journal. 2024. № 8(36) 2024. S. 911-924.
15. Pereguda Yu. A., Kryvoberets M. M. Implementation of SMART solutions in the field of hospitality and recreation: innovative potential of digital technologies. Electronic scientific journal «Social development: economic and legal problems». №4 (2025). S. 1-12. <https://doi.org/10.70651/3083-6018/2025.4.23>
16. Kalina I.I., Kryvoberets M.M., Mazur Yu.V. Innovative activity of agricultural enterprises: analysis and evaluation. Scientific journal «Problems of the system approach in economics». Issue № 1 (98) /2025. S. 159- 165. DOI: <https://doi.org/10.32782/2520-2200/2025-1-23>
17. Bratus G.A., Goncharenko M.F., Chervinska L.P., Kryvoberets M.M. Regional strategies for business development in the conditions of the post-war recovery of the economy of Ukraine. Scientific and industrial journal «Business navigator». 2025. Issue 1 (78). S. 466-472. DOI: <https://doi.org/10.32782/business-navigator.78-78>

Additional literature:

1. Dergacheva V.V., Kuznetsova K.O., Manayenko I.M. International economic relations: a study guide. K.: KPI named after. Igor Sikorskyi, Publishing House «Polytechnic», 2020. 424 p.
2. International trade: lecture notes: a study guide for students of the first (bachelor) level of the specialty 073 «Management» /KPI named after. Igor Sikorskyi; structure: K.O. Kuznetsova, V.V. Chorniy, O.S. Chenusha. Kyiv: KPI named after. Igor Sikorskyi, 2021. 191 p.
3. Management – education for bachelors : education. manual. In 2 tons. /V.V. Dergacheva, N. O. Simchenko, L. M. Shulgin and others. K. ; NTUU «KPI», 2013. T. 1. 504 p.
4. Management – education for bachelors: practicum. In 2 tons. /V.V. Dergacheva, L.M. Shulgina, L.E. Dovgan and others. K. : NTUU «KPI», 2014. T. 1. 412 p.
5. O. A. Kyrychenko. Management of foreign economic activity: Education. manual. 3. ed., processing. and add. K. : Knowledge-Press. 2002. 384 p.
6. Regional economy: education. Manual. V. Goncharov et al. K.: KNUBA. 2016. 203 p.
7. Kuznetsova K.O., Dergachova G.M., Bailo O.O. Strategy for the development of the international activity of the enterprise of the pulp and paper industry of Ukraine. Economic Bulletin of NTUU «KPI». 2022 (21). URL: <http://ev.fmm.kpi.ua/article/view/254844> 81
8. Kuznetsova K.O., Khramtsova M.V. Criteria for selecting enterprises for international partnership. Current issues of economics, finance, accounting and law in modern conditions: a collection of abstracts of reports of the international scientific and practical conference (Poltava, September 10, 2018): in 3 hours. Poltava: TsFEND, 2018. CH. 3. S. 45-47.
9. Kuznetsova K.O., Morozenko V.M. Strategic directions of the development of the international activity of the enterprise on the example of the state enterprise «Antonov». Economic Bulletin of NTUU KPI, 2021. №18. URL: <http://ev.fmm.kpi.ua/article/view/235955>
10. Clothed BM. International Economy: Library of electronic training manuals of Lutsk National Technical University. URL: <http://www.lib.lntu.info/book/fb/etme/2011/11-68//page8.html>
11. International management: Educational materials online. URL: http://pidruchniki.com/13761025/menedzhment/mizhnarodni_kompaniyi_rol_suchasnomu_mizhnarodnomu_biznesi
12. Rokocha. V., Plotnikov O., Novitskyi V. Transnational corporations. URL: <http://ecodn.info/text/Econom/tnk/str/36.htm>
13. Amelina V. I., Popova T. L., Vladimirov S. IN. International economic relations: Educational materials online. URL: http://pidruchniki.com/1115121253400/ekonomika/prichini_viniknennya_tnk
14. Rokocha V. Transactional corporations: Library online. URL: <http://readbookz.com/book/50/2010.html>