

**PJSC "Higher Education Institution" INTERREGIONAL ACADEMY OF
PERSONNEL MANAGEMENT"**

Danube branch



SYLLABUS

of the academic discipline (selective)

GRAIN TRADING

Specialty **D3 Management**

Educational level: **First (bachelor's) level**

Educational program: **Management**

General information about the academic discipline

Name of the discipline	Grain trading
Code and name of the specialty	D3 "Management"
Higher education level	First (bachelor's) level
Discipline status	Selective
Number of credits and hours	3 credits / 90 hours Lectures: 16 Seminars/practical classes: 14 Students' independent work : 60
Terms of study of the discipline	8 semester
Language of instruction	Ukrainian
Type of final control	Pass/fail (credit)

General information about the teacher. Contact information.

Darushyn Oleksandr Volodymyrovych	
Academic degree	PhD in Economics
Position	Associate Professor of the Department of Economics and Management
Areas of scientific research	Management of agrologistics systems and development of port infrastructure in the context of globalization
Links to the registers of identifiers for scientists	Google Scholar https://scholar.google.fi/citations?user=_JcEi7cAAAAJ&hl=uk&authuser=1&citsig=AM0yFCnIbC1jtNjY9YIIjNQC2mo- ORCID: https://orcid.org/0000-0002-2379-1816 SCOPUS https://www.scopus.com/authid/detail.uri?authorId=57211933743
Contact information:	
E-mail:	menedzmentuk@gmail.com
Contact phone number	+380677445957
Instructor's portfolio on the website	https://izmail.maup.com.ua/assets/files/darushin-portfolio-a.pdf

Discipline's description.

The course combines the study of exchange pricing mechanisms on the world's leading platforms, such as the Chicago Mercantile Exchange, with practical aspects of physical grain trade in Ukraine. in accordance with international law. Particular emphasis is placed on the specifics of trading in the conditions of the port region and the use of maritime logistics.

The subject of the discipline is economic, organizational and legal mechanisms for trade operations in the markets of grain and oilseeds, as well as risk management tools in agribusiness.

The aim of the discipline is to form future specialists' professional skills in concluding and supporting trade agreements, analyzing market conditions and effective management of export operations

The objectives of the discipline are to ensure that students master the methodology of analyzing the global balance of supply and demand and understand the principles of commodity derivatives. Also, the objectives of the course include training in the rules of application of standard pro forma contracts GAFTA and FOSFA, mastering trade finance instruments and mastering the procedures for logistical execution of contracts in ports

As a result of studying the selective educational component "Grain trading", applicants must:

Know:

- Fundamental factors influencing world prices of grains and oilseeds
- Differences between exchange (futures) and physical (spot) markets
- Basic terms of standard contracts of international grain and feed trade associations
- Instruments for hedging price risks and the concept of basis
- procedure for documenting export and calculating the lay time of the vessel

Be able to:

- calculate the export price of goods on the basis of CPT and FOB, based on exchange quotations
- analyze market reports and predict price trends
- organize the execution of a trade contract (execution), interacting with freight forwarders and surveyors
- identify risks of non-fulfillment of obligations by counterparties and apply protection mechanisms
- conduct business correspondence and negotiations on the terms of supply of agricultural products

Prerequisites for the discipline. To successfully master the discipline, students rely on a set of knowledge acquired during the first three years of study. The foundation for understanding exchange and trade operations are such courses as Microeconomics and Macroeconomics (understanding market mechanisms), Management of Foreign Economic Activity (basics of export), Finance, Money and Credit (understanding of settlements) and Economics of Enterprise.

Post-requisites for the discipline. The knowledge and skills of trading acquired in this semester are a necessary basis for the formation of a manager's strategic thinking, as well as an understanding of trading mechanisms, are an important toolkit for performing pre-graduation practice and writing a bachelor's thesis.

Content of the academic discipline

№	Topic name	Teaching Methods/Assessment Methods
Topic 1	Global and Ukrainian grain market	<p>Teaching methods:</p> <ul style="list-style-type: none"> - The educational process involves a combination of lectures (review, problem, visualization lectures) and practical classes in the form of seminars-discussions. - Interactive methods are widely used to form applied skills: case study, brainstorming, working in small groups, and performing analytical projects while working independently. <p>Assessment methods</p> <p>Assessment is carried out according to the cumulative system and includes:</p> <ul style="list-style-type: none"> - current control: oral questioning, express testing, solving situational problems and defense of individual tasks; - modular control: written modular control work (MCR) after the completion of content blocks; - final control (written work with theoretical and practical tasks).
Topic 2	Grain quality as an object of trade	
Topic 3	Exchange Markets and Pricing Mechanisms	
Topic 4	Trading Strategies and Position Management	
Topic 5	Hedging price risks	
Topic 6	Logistic performance of the contract	
Topic 7	Financial Conditions and Trade Finance	
Topic 8	Defaults and Dispute Resolution	
Module Assessment Task		
Final assessment: pass/fail (credit)		

Technical Equipment and Software.

Material and technical support of the educational process involves the use of specialized classrooms and library funds. Multimedia equipment (projector, computer) is used to visualize the educational material during lectures and seminars. Practical tasks and in-depth study of individual topics are provided by access to the Internet through free Wi-Fi coverage.

Forms and methods of assessment.

The system of assessment of applicants' knowledge includes current and final (semester) control.

Current assessment is carried out systematically during practical and seminar classes in order to check the level of assimilation of theoretical foundations, the formation of diagnostic and forecasting skills, as well as the ability to use specialized software for modeling and data analysis.

Forms of student participation in the educational process, which are subject to current control.

Students' participation in the educational process is realized through oral presentations, presentations of analytical research, reports on the results of case studies, as well as active involvement in professional discussions and brainstorming. The written component of the work includes the performance of control and test tasks, the preparation of analytical notes, abstracts and notes based on the materials of lectures and independent study.

Methods of ongoing assessment include: The methodological tools of control combine oral forms (surveys, interviews) and written types of work (reports, calculation

tasks, building models). The assessment is also based on observing the activity of applicants in solving problem situations, checking the results of the presentation of individual projects, and conducting testing with open and closed types of tasks.

Grading system and requirements.

Table of distribution of points received by students*

Topics	Ongoing knowledge assessment						Final control		Total points
	Seminar 1 (Topic 1,2)	Seminar 2 (Topic 3,4)	Seminar 3 (Topic 5)	Seminar 4 (Topic 6)	Seminar 5 (Topic 7)	Seminar 6 (Topic 8)	Module assessment task	Pass /Fail	
Independent work	4	4	4	4	4	4			

*The table contains information about the maximum points for each type of educational work of a higher education applicant.

Assessment Criteria and Procedure

Assessment of students' educational achievements is carried out in accordance with the current Regulations on Assessment in a Higher Education Institution.

Modular Assessment. Modular Assessment (MA) is carried out at the final lesson of each content block in the form of written testing.

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

- grade "excellent" (A) is given for the correct completion of all tasks (or more than 90% of all tasks);
- grade "good" (B) is given for completing 80% of all tasks;
- grade "good" (C) is given for completing 70% of all tasks;
- the grade "satisfactory" (D) is given for the correct completion of 60% of the proposed tasks;
- the grade "satisfactory" (E) is given if more than 50% of the proposed tasks are correctly completed;
- An "unsatisfactory" (FX) rating is given if less than 50% of the tasks are completed.
- Failure to appear for the unit test - 0 points.

The above scores are converted 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 discipline "Organization of Grain Trading" is a mandatory form of assessment of students' learning outcomes. It is carried out within the terms determined by the curriculum and covers the amount of material determined by the course program.

The final assessment is carried out in the form of a test. A student who has completed all the necessary work is admitted to the semester assessment.

The final grade is given based on the student's learning outcomes during the semester. The student's assessment consists of points accumulated from the results of the current assessment and incentive points.

Students who have completed all the required tasks and received a score of 60 points or higher receive a grade corresponding to the grade received, without additional testing.

For students who have completed all the necessary tasks, but received a score below 60 points, as well as for those who want to improve their score (result), the teacher conducts the final work in the form of a test during the last scheduled lesson in the discipline in the academic semester.

Evaluation of Additional (Individual) Educational Activities

Additional (individual) types of educational activities include the participation of applicants in the work of scientific conferences, scientific circles of applicants and problem groups, preparation of publications, participation in All-Ukrainian Olympiads and competitions and International competitions, etc., in excess of the scope of tasks that are established by the relevant work program of the academic discipline.

By the decision of the department, students who participated in research work and performed certain types of additional (individual) types of educational activities can be awarded incentive (bonus) points for a certain educational component.

Assessment of independent work (Maximum — 4 points)

The total number of points received by a student for independent work is one of the components of academic success in the discipline. Independent work on each topic, according to the course program, is evaluated in the range from 0 to 4 points using standardized and generalized criteria for assessing knowledge.

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

Maximum possible assessment of independent work (individual tasks)	Execution level			
	Excellent	Good	Satisfactorily	Unsatisfactorily
4	4	3	1-2	0

Forms of assessment include: current assessment of practical work; current assessment of knowledge acquisition based on oral answers, reports, presentations and other forms of participation during practical (seminar) classes; individual or group projects that require the development of practical skills and competencies (optional format); solving situational problems; preparation of resumes on independently studied topics; testing; preparation of draft articles, conference abstracts and other publications; other forms that

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

To assess the learning outcomes of a higher education applicant 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	For pass/fail (credit)
90 – 100	A	excellent	pass
82 – 89	B	good	
75 – 81	C		
68 – 74	D	satisfactorily	
60 – 67	E		
35 – 59	FX	unsatisfactory with the possibility of reassembly	fail unsatisfactory with the possibility of retaking
0 – 34	F	unsatisfactory with mandatory re-study of the discipline	fail with mandatory re-study of the discipline

Discipline's Policy

Successful mastering of the educational component "Organization of Grain Trading" requires high self-discipline and a responsible attitude to the educational process from students. Prerequisites are regular attendance of lectures and practical classes, active participation in classroom work, as well as timely and high-quality performance of all types of independent and control tasks provided for by the program. is obliged to liquidate academic debts by working out relevant topics.

An integral part of education is strict adherence to the norms of academic ethics and culture of behavior. The educational process is based on the principles of academic integrity, which involves the exclusive independent performance of all written works, reports and presentations. Any borrowings of thoughts or texts of other authors should be accompanied by correct references to primary sources. Within the course of the course, any manifestations of academic dishonesty are unacceptable, including plagiarism, self-plagiarism, fabrication and falsification of data, cheating, deception, bribery or biased evaluation.

Recommended sources of information

Basic literature:

1. Stock exchange business: textbook / for science. Ed. O. M. Sokhatska. Ternopil: TNEU, 2014. 635 p. (in Russian).
2. Demyanenko S. I. Agrarian management: textbook. Kyiv: KNEU, 2018. 520 p. (in Russian).
3. Demyanenko S. I., Sas O. O. Management of Large Commodity Agroindustrial Formations: Monograph. Kyiv: KNEU, 2018. 216 p. (in Russian).
4. Mazur K. V., Kubay O. G. Management of Agrarian Enterprise. Manual. Vinnytsia: WORKS, 2020. 284 p. URL: <http://repository.vsau.org/getfile.php/25373.pdf>.

5. Forecasting and hedging of financial risks: monograph / ed. L. O. Primostki. Kyiv: KNEU, 2014. 424 p. URL: <https://ir.kneu.edu.ua/bitstream/handle/2010/29976/Prymostka%20L.pdf?sequence=2&isAllowed=y>.
6. Chikurkova A. Agrarian Management: Study. Manual. for applicants for higher education OPP "Management" of the second (master's) level of education special. 073 "Management". Kamianets-Podilskyi: ZVO "PSU", 2022. 203 p. URL: <https://surl.lu/hnwxhz>.

Additional literature:

1. Didukh N. O. Wholesale trade in grain in the conditions of Ukraine's integration into the EU. Ukrainian Journal of Applied Economics and Technology. 2024. Vol. 9, No. 2. Pp. 293–300 (in Russian). DOI: <https://doi.org/10.36887/2415-8453-2024-2-50>.
2. Ivanovskyi A. Formation of the Grain Trading Strategy in the Conditions of Global Instability: Focus on Ukraine. Economic analysis. 2025. Vol. 35, No. 1. Pp. 654–663 (in Russian). DOI: <https://doi.org/10.35774/econa2025.01.654>.
3. Leshchuk Y. A. Grain Exchange as a Self-Regulatory Organization in the Market of Agricultural Products. Innovative economy. 2019. № 1–2. URL: <http://inneco.org/index.php/innecoua/article/view/13/0>.
4. Motashko T. P., Yakymets D. V. Risks of the grain market and features of their management. Investments: practice and experience. 2021. № 10. Pp. 64–69 (in Russian). DOI: 10.32702/2306-6814.2021.10.64.
5. Sokhatska O. Global Grain Exchange Market: New Tasks for Ukraine in the Conditions of War with Russia. Economy and society. 2022. № 45. DOI: <https://doi.org/10.32782/2524-0072/2022-45-95>.
6. Yarema L. V., Zamora O. I., Herchanivska S. V. Management in the Sphere of Regional Agribusiness. Efficient economy. 2022. № 2. URL: <http://www.economy.nayka.com.ua/?op=1&z=10008> DOI: 10.32702/2307-2105-2022.2.71.
7. Yatsenko O. M. Theoretical and Methodological Foundations of Agrotrading Development in Global Markets of Perfect Competition. Tavria Scientific Bulletin. Series: Economics. 2023. № 18. Pp. 300–306. DOI: 10.32782/2708-0366/2023.18.35.
8. Crops and livestock products. Food and Agriculture Organization of the United Nations. URL: <https://www.fao.org/faostat/en/#data/QCL>.
9. Ukraine: FAO scales up efforts to save upcoming harvest, ensure export of vital grains. 2022. URL: <https://ukraine.un.org/en/188978-ukraine-fao-scales-efforts-save-upcoming-harvest-ensure-export-vital-grains>.

Information resources:

1. AgroPortal.ua. Online publication about agricultural business. Publishes successful farming cases, interviews with top managers, information about startups and innovations. URL: <https://agroportal.ua>

2. Kurkul.com. Website for farmers. Contains practical advice on farm management, cultivation technologies and legal aspects. URL: <https://kurkul.com>
3. Latifundist.com. The main website about agribusiness in Ukraine. Analytics, ratings of agricultural holdings (TOP-100), company dossier, land market and logistics news. URL: <https://latifundist.com>
4. APK-Inform. Information and analytical agency. Specializes in the markets of grains, oilseeds, agrologistics and exports. Contains price monitoring. URL: <https://www.apk-inform.com>
5. State Statistics Service of Ukraine. Section "Agriculture, Forestry and Fisheries". Official statistical data on production, livestock and financial results of enterprises. URL: <https://ukrstat.gov.ua>
6. Ministry of Agrarian Policy and Food of Ukraine. Official web portal. Information on state support programs, legislative initiatives and strategy for the development of the agro-industrial complex. URL: <https://minagro.gov.ua>
7. Official website of the Ukrainian Grain Association. "Ukraine will continue to expand sales markets in all directions, there is no other way out." URL: <http://uga.ua/meanings/ukraina-prodolzhit-rasshirenie-rynkov-sbyta-vo-vseh-napravleniyah-drugogo-vyhoda-net/>
8. FAO (Food and Agriculture Organization). Food and Agriculture Organization of the United Nations. Global analytics on food security, world food prices, sustainable development reports. URL: <https://www.fao.org>
9. USDA (United States Department of Agriculture). WASDE (World Agricultural Supply and Demand Estimates) reports are a key benchmark for world grain prices. URL: <https://www.usda.gov>
10. World Bank. Section "Agriculture and Food". Research, data on investments in the agricultural sector and rural development. URL: <https://www.worldbank.org/en/topic/agriculture>
11. Prozorro.Sale. Section "Land". Up-to-date information on land auctions, lease and sale of agricultural land. URL: <https://prozorro.sale>
12. AgroMarket. Electronic bulletin boards and price monitoring for agricultural products (grain, fertilizers, machinery). URL: <https://agromarket.ua>