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**MUTUAL COOPERATION OF THE REPUBLIC OF BELARUS
AND THE RUSSIAN FEDERATION IN THE FIELD OF SUPPLIES
OF MILITARY PRODUCTS**

**Взаимное сотрудничество Республики Беларусь и Российской Федерации
в области поставок продукции военного назначения**

The purpose of the research is to analyze the main aspects of mutual cooperation between the Republic of Belarus and the Russian Federation in the field of military supplies.

In the course of its development, the Republic of Belarus has been and remains one of the most important allies of the Russian Federation in the field of military-technical cooperation. Mentioning the Union State of Russia and Belarus, one can say without a doubt that one of the main directions of its existence is the implementation of a unified defense policy of the two states. There is no analogue of bilateral Russian-Belarusian military cooperation in the entire post-Soviet space. In the period from 1992 to the present, more than 35 international legal agreements in the field of military-technical cooperation have been signed between the Russian Federation and the Republic of Belarus.

In the current military-political situation around the two states, military-technical cooperation between the Republic of Belarus and the Russian Federation is becoming increasingly relevant and necessary.

The most important area of military-technical cooperation is the supply of military and/or dual-use products (services).

Conditionally, such deliveries can be divided into two main directions: the supply of new modern weapons and spare parts for them; repair and modernization of existing weapons, military equipment and property. To date, the main document defining the procedure for the supply of military products between the two states is the Agreement between the Republic of Belarus and the Russian Federation on the Development of Military-Technical Cooperation dated December 10, 2009 [1].

The agreement defines the main provisions and the procedure for interaction between the two states in the supply of military products, as well as designated authorized bodies of the parties for the implementation of the agreement.

Cooperation between the two states in the field of military supplies has allowed the Republic of Belarus to significantly replenish the fleet of weapons with such modern models as Su-30SM aircraft, Mi-35 helicopters, BTR-82A armored personnel

carriers, TOR anti-aircraft missile systems, radar stations and complexes "Enemy", "Sopka", etc., to carry out repairs and modernization of existing weapons.

In addition, the Russian Federation is increasingly attracting enterprises of the Belarusian military-industrial complex as co-executors of contracts for the supply of military products, which has a positive impact on the development of such enterprises and the economy of the state as a whole.

The products of such enterprises of the military-industrial complex as the Holding "BelOMO", "Peleng", "Minsk Wheel Tractor Plant", "AGAT-SYSTEMS" and others are in high demand.

Summarizing the above, we can conclude that cooperation between the Republic of Belarus and the Russian Federation in the supply of military products is one of the tools to ensure the economic and military security of Belarus.

Reference

1. О развитии военно-технического сотрудничества [Электронный ресурс]: Договор между Российской Федерацией и Республикой Беларусь [ратифицирован Федеральным законом от 23 дек. 2010 г. № 363-ФЗ] // Консорциум Кодекс. – Режим доступа: <https://docs.cntd.ru/document/902197024>.

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BUSINESS NEGOTIATIONS IN BRITAIN

Деловые переговоры в Британии

Business negotiations in the UK usually follow a formal and structured approach. Here are a few key points to consider when engaging in business negotiations in Britain.

The British are known for their politeness. This is a very important part of British communication and culture. Try to avoid asking questions directly, straightforward questions will find cold responses and will lead the conversation to become more distant.

The British are proud of their subtle and witty sense of humor. Besides, they may use humor as a tool, making a conversation indirect, which is typical for the British style of communication.