

Educational Institution «Belarus State Economic University»

APPROVED

Rector for Educational Institution
«Belarus State Economic University»

 A.V. Yegorov

2024

Reg. No 6055-24/academic

**INTERNATIONAL BUSINESS TRANSACTIONS
AND LOGISTICS OPERATIONS**

The curriculum of the educational institution
for the specialty 1-25 01 03 World Economy
(without profilization, in English)

The curriculum is based on the General Higher Education Standard and the educational plan for the specialty 1-25 01 03 World Economy (without profilization, in English).

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RECOMMENDED FOR APPROVAL:

Department of Logistics and Price Policy of the educational institution "Belarus State Economic University"

(Protocol № 9 dated 07.03.2024);

Methodological Committee for the specialty "World Economy", "Business Administration" of the educational institution "Belarus State Economic University" (Protocol № . Σ dated 24.05.2024);

Scientific and Methodological Council of the educational institution "Belarus State Economic University"

(Protocol №. 8 dated 27.06.2024)

EXPLANATORY NOTE

The discipline “International Business Transactions and Logistics Operations” is **aimed** at studying the logistics concepts, systems and technologies, associated with the management of flows processes in companies and their resources optimization. The best result in business is achieved by those companies that use the concept of integrated logistics, which allows combining the efforts of the managing personnel of the company, its structural divisions and logistics partners within the framework of international cooperation.

The purpose of teaching the discipline is the scientific and methodological support for the formation of professional knowledge and skills in students for applying the principles and methods of logistics in the implementation of international business transactions.

To achieve the goal, teaching the discipline pursues the following **objectives**:

- to take knowledge of logistic management of different flows in organization and supply chain;
- to become proficient in methods of measurement and assessment of logistic activity;
- shaping in analysis, assessment and planning of logistic costs;
- to describe methods and approaches to management of upstream and downstream in the supply chain.

As a result of studying the discipline "International Business Transactions and Logistics Operations" the following **competency** is formed:

special (SC-9):

have the skills to carry out international business transactions, build supply chains, taking into account the criteria of socio-economic performance.

As a result of studying the discipline students are

to know:

- types of international business transactions;
- content of logistics activities in the organization;
- basic methods of logistics processes management (supply, warehousing, distribution, transportation, inventory management, etc.);
- main trends in the development of global logistics and international supply chains.

to be able to:

- define key and maintaining processes of logistics activity in organization;
- optimize and calculate logistics costs;
- develop perspective logistics business model;
- manage logistics processes when performing international business transactions.

to possess:

- skills in choosing and implementing logistics decisions at the micro- and macro level;
- methods of designing and developing of international supply chains for different goods and services.

Within the framework of this training programme students are to gain the theoretical and practical knowledge and skills, to develop their moral, personal and spiritual potential as well as to cultivate the virtues of a true citizen and patriot who is able

to actively participate in the economic, social and cultural life of the nation.

The place of the discipline in the system of training a specialist with a higher education: the academic discipline "International Business Transactions and Logistics Operations" belongs to the module "International Trade" of the state component.

Connection with other academic disciplines — mastering the academic discipline “International Business Transactions and Logistics Operations” requires studying the academic disciplines “International Management”, “International Economic Integration” of the module “International Competition and Management”.

The content of the academic discipline “International Business Operations and Logistics” provides interconnection with the other academic disciplines of the module “International Trade”: “International Trade and World Markets”, “International Marketing”.

Form of the higher education degree program — full-time.

According to the curriculum for the specialty 1-25 01 03 World Economy (without profilization, in English), the number of hours are the following:

total number of academic hours — 202, in-class — 76 hours, including lectures 38 hours, practical classes — 38 hours.

Self-study — 126 hours.

The labor input accounts to 6 credits.

Exam is used as a form of the midterm assessment.

COURSE CONTENT

Topic 1. Logistics Concept

Scope and definitions of Logistics. Flows as a key category of Logistics. Types of logistics flows. The role of logistics in international business transactions.

The ‘value added’ nature of logistics. Logistics costs as a percentage of GDP and of sales turnover in different industries.

Phases of the Logistics development. Logistics and Supply Chain Management. Supply network. Logistics activity mix. Key and support activities in Logistics.

Topic. 2 Logistics Strategy and Planning

Logistics Mission, Strategy and Plan. 7 “Rules” of logistics. The objectives of logistic strategy: cost reduction, capital reduction, service improvement. Flow of logistics planning. Levels of logistics planning: strategic, tactical, operational. Major logistics planning areas. Logistics strategy planning triangle.

Logistics strategy formulation. “Kanban”, just in time (JIT) and “push” and “pull” systems. Choosing the right logistics strategy. Basic logistics strategies. Lean and agile logistics strategies.

Topic 3. Purchasing and Supply Management

The Objectives/Goals of Purchasing. The purchasing process. Types of purchases: routine purchases; commodities; critical items; strategic items. Make-Buy Analysis.

Suppliers selection and evaluation. Suppliers integration and relationship management. Supplier partnerships. Vendor Managed Inventory (VMI). E-procurement.

Topic 4. Stocks Management

The essence and content of logistics stocks. Functions and classification of stocks. Elements of inventory control and the economics of stock management. Dependent and independent demand stock systems. Objective factors influence on stock level. ABC-XYZ analysis.

The overall costs of stock optimizing and stock control. The basic principles of inventory management systems. Systems and methods for stock management. Economic order quantity (EOQ).

Topic 5. Logistics infrastructure

The structure of logistics infrastructure. Objects of logistics infrastructure. Managing the logistics infrastructure.

Transport classification. The priorities and the factors influencing the formation of the transport infrastructure.

Warehousing Basics. Logistics centers. Definition and functions of logistics centers. Classification of logistics centers.

Trends in logistics outsourcing. 2PL, 3PL, 4PL providers.

Topic 6. Order Processing and Logistics Information System

Order. Order processing (order transmission, preparation, routing, picking,

shipment and invoicing). Cycle and stages of order cycle. Factors of order execution.

Definition, aim and targets of the information logistics.
Information flow. Logistics information system and its structure.

Topic 7. Reverse and Green Logistics

The reverse flow of goods in supply chain. The importance and definition of Reverse Logistics. The objectives of Reverse Logistics. Types and characteristics of returned products. Basic activities in Reverse Logistics. Reverse logistics strategy. Drivers and barriers of Reverse Logistics.

Environmental considerations in logistics. Green Logistics. Comparison of Reverse Logistics and Green Logistics.

Topic 8. Global Logistics

Introduction and definition of Global Logistics. Problems and importance of Global Logistics. Logistic strategies in developed and developing countries.

The logistics attractiveness analysis. Logistics Performance Index (customs, infrastructure, international shipments, logistics competence, tracking and tracing, timeliness).

Full-Time Mode of Higher Education

| No. of Unit, Topics | Title of Unit, Topic | The number of study hours | | | | | | | References | Knowledge control |
|---------------------|---|---------------------------|-------------------|----------|-------------|---|----------|-------------|--------------------|-------------------|
| | | Lectures | Practical classes | Seminars | Lab classes | The number of hours for the independent study | | | | |
| | | | | | | Lectures | Seminars | Lab classes | | |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 11 | 12 |
| 7th term | | | | | | | | | | |
| Topic 1 | Logistics Concept | 4 | | | | | | | [1], [3], [5] | |
| | Logistics Concept | | 4 | | | | | | [1], [3], [5] | Survey |
| Topic 2 | Logistics Strategy and Planning | 4 | | | | 2 | | | [1], [2], [5] | |
| | Logistics Strategy and Planning | | 4 | | | | | | [1], [2], [3] | Survey |
| Topic 3 | Purchasing and Supply Management | 4 | | | | | | | [1], [2], [4] | |
| | Purchasing and Supply Management | | 4 | | | | | | [1], [2], [4] | Test |
| Topic 4 | Stocks Management | 4 | | | | | | | [1], [2], [3] | |
| | Stocks Management | | 4 | | | | | | [1], [2], [3] | Survey |
| Topic 5 | Logistics Infrastructure | 4 | | | | 2 | | | [3], [5], [6], [7] | |
| | Logistics Infrastructure | | 6 | | | | 2 | | [3], [5], [6] [7] | Test |
| Topic 6 | Order Processing and Logistics Information System | 4 | | | | | | | [5], [6], [7] | |
| | Order Processing and Logistics Information System | | 4 | | | | | | [5], [6], [7] | Survey |
| Topic 7 | Reverse and Green Logistics | 4 | | | | | | | [1], [2], [3] | |

| | | | | | | | | | | |
|---------|----------------------------------|-----------|-----------|--|--|----------|----------|--|---------------|---------------|
| | Reverse and Green Logistics | | 4 | | | | | | [1], [2], [3] | Survey |
| Topic 8 | Global Logistics | 4 | | | | 2 | | | | |
| | Global Logistics | | 6 | | | | | | | Test |
| | Total 7th term | 32 | 36 | | | 6 | 2 | | | Credit |

INFORMATIONAL AND METHODOICAL SUPPORT

References**Basic:**

1. Christopher, M. Logistics & Supply Chain Management / Christopher, M. – 5th Edition. - FT Press, 2016. – 305 p.
2. Ghiani, G. Introduction to logistics systems management / Ghiani, G., Laporte, G., Musmanno, R. – Chichester: Wiley, 2013. – 455 p.
3. Myerson, P. Supply chain and logistics management - in simple words : methods and practice of planning, building, maintaining, controlling and expanding the transportation and supply system / P. Myerson. - M. : Alpina PRO, 2022. - 364, [1] p. - (in Russian).
4. Nikitina, E. I. International logistics : a textbook / E. I. Nikitina ; UO of the Federation of Trade Unions of Belarus "International. un-t "MITSO". - Minsk : MITSO, 2018. - 331 p. - (in Russian).
5. Rudd, J. A Practical Guide to Logistics: an introduction to transport, warehousing, trade and distribution / J. Rudd. - London [et al.] : Kogan Page, 2019. - 362 p.
6. Rushton, A. The Handbook of logistics and distribution management / Rushton, A., Croucher, P., Kaya, M Baker, P.. - London: Kogan Page Limited, 2017. – 912 p.
7. Slonimskaya, M. A. Modeling and design of logistics systems : a textbook for students of higher education institutions specializing in Logistics / M. A. Slonimskaya, T. S. Palchevskaya ; Ministry of Education Rep. Belarus, Polotsk State University. - Novopolotsk : Polotsk State University named after Euphrosyne Polotsk, 2023. - 142 p. - (in Russian).

Additional:

8. Bookbinder, J.H. Handbook of Global Logistics: transportation in International Supply Chain. – NY: Springer Science + Business Media, 2013. – 551 p.
9. Connecting to compete: trade Logistics in the Global Economy. – New-York: World Bank, 2014. – 59 p.
10. Harrison, A., van Hoek, R. Logistics Management and Strategy: competing through the supply chain. – Harlow: Pearson Education Limited, 2008. – 316 p.
11. Kasim, E.S., Omar, N.H. Supply chain management practices of an automobile manufacturer in Malaysia // Asia-Pacific Management Accounting Journal. – 2010. – Volume 5, Issue 1. – PP. 66-88.
12. Simchi-Levi, D., Chen, X., Bramel, J. The logic of Logistics: Theory, Algorithms and Applications for Logistics and Supply Chain Management. – NY: Springer-Verlag, 1997. – 281 p.
13. Waters, D. Global logistics and distribution planning: strategies for management. – London: Kogan Page Limited, 2003. – 436 p.
14. Waters, D. Global Logistics: new directions in supply chain management. London: Kogan Page Limited, 2010. – 510 p.

Methodical recommendations for self-study of students

Self-study of students are very important stage in obtaining course knowledge.

126 hours are allocated for self-study of a full-time student.

The content of students' self-study includes all the discipline topics from the section "Course content".

Main components of self-study for master's students are the following:

- self-study work in the form of solving individual tasks in the classroom during practical classes under the supervision of a teacher in accordance with the schedule;
- detailed review of sections, topics, certain issues, concepts;
- execution of model calculations, design work, individual practical work, design and graphic work;
- preparation for revision tasks;
- preparation for practical classes, including the preparation of reports (including thematic reports), informational and visual materials, abstracts, presentations, essays, etc.;
- work with educational, reference, analytical and other literature and materials;
- compilation of a review of scientific (scientific and technical) literature on a given topic;
- performing information search and compiling a thematic selection of references, including Internet sources;
- preparation for the interim certification.

Assessment procedures

Assessment is carried out within the framework of monitoring and intermediate certification.

Monitoring tools are used during the term and include the following forms of assessment:

- revision task;
- test;
- survey.

The result of the monitoring during the term is estimated by a mark in points on a ten-point scale and is derived based on the marks put during the activities of the monitoring during the term.

Requirements for the student during the intermediate certification.


Students are allowed to undergo certification in the academic discipline on condition of successful completion of the monitoring certification (monitoring tools) in an academic discipline set out in the current term by this curriculum.

Intermediate certification is carried out in the form of an exam.

The methodology of forming a mark for an academic discipline

In accordance with the Regulations on the rating system for assessing the knowledge, skills and abilities of BSEU students.

**PROTOCOL OF THE CURRICULUM COORDINATION
WITH OTHER ACADEMIC DISCIPLINES OF THE SPECIALTY**

| Name of the discipline that requires coordination | Name of the department | Proposals for changes in the curriculum content of a higher education institution on the academic discipline | Decision taken by the department that developed the curriculum (indicating the date and number of the protocol) |
|---|------------------------|--|---|
| 1 | 2 | 3 | 4 |
| International Marketing | Marketing Department | No proposals  | |