

Educational Institution “Belarus State Economic University”

APPROVED

Rector for Educational Institution
«Belarus State Economic University»

A.V. Yegorov

19.12. 2024

Reg. No 6485-24 /academic

ETHICS IN INTERNATIONAL BUSINESS AND NEGOTIATING TECHNIQUES

The curriculum of the educational institution
for the specialty 6-05-0311-03 «World Economy»

The curriculum is based on the General Higher Education Standard (Education Standards) OCBO 6-05-0311-03 and the educational plan for the specialty 6-05-0311-03 World Economy

COMPILED BY:

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REVIEWED BY:

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RECOMMENDED FOR APPROVAL:

World Economy Department of the educational institution “Belarus State Economic University”

(Protocol № .4 dated 15.11.2024);

Methodological Committee for the specialties “World Economy”, “Business Administration” of the educational institution “Belarus State Economic University”

(Protocol № .5 dated 28.11.2024);

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

(Protocol № 2 dated 18.12.2024)

EXPLANATORY NOTE

The curriculum for the academic discipline "Ethics in International Business and Business Negotiations" is **aimed** at studying the ethical aspects of international business activities, theoretical and practical problems of business communication in the world.

The **purpose** of teaching the academic discipline is to develop in students an understanding of the main theoretical approaches to the analysis of the ethical aspects of international business, as well as to master relevant skills in organizing and conducting business negotiations, taking into account current trends in the development of the global economy.

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

- studying the main theoretical approaches to the analysis of the ethical aspects of economic behavior;
- defining basic concepts of business ethics in the global economy;
- investigating the specifics of the principles of social responsibility of international business;
- analyzing modern trends in business communication;
- studying of the specifics of organizing and conducting business negotiations;
- studying national, psychological and personal characteristics of communication in international business;
- developing ethical values that allow for the implementation of the principles of social responsibility in international business activities.

As a result of studying the discipline "Ethics in International Business and Business Negotiations" the following **competency** is formed:

universal:

possess a modern culture of thinking, a humanistic worldview, an analytical and innovative-critical style of cognitive, social-practical and communicative activity, use the foundations of philosophical knowledge in direct professional activity, independently assimilate philosophical knowledge and build an ideological position on their basis.

As a result of studying the discipline students are expected

to know:

theoretical foundations of business ethics and its specificity in international economic relations;

parameters of compliance of moral standards with the goals of international business activity;

current problems of international business ethics taking into account the trends of world economic development;

theoretical approaches to the organization of business communication;
methods and tools for implementing the negotiation process;

features of national and personal styles of business negotiations;

to be able to:

formulate the ethical values necessary for conducting business activities at the global level;

define the basic concepts of the ethics of international economic relations;

apply the fundamental principles of ethics in the formation of business

determine the structural elements of the negotiation process;
determine the optimal strategy, style and tactics for conducting business negotiations;

to possess skills of:

assessing the social responsibility of international business;
practical application of the normative and applied foundations of ethical knowledge;
ethical debate and dialogue;
organization and conduct of business negotiations.

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 (module) in the system of training a specialist with a higher education the academic discipline belongs to the "Social and humanitarian module" of the supplementary components modules of the educational institution component.

Connection with other academic disciplines — the academic discipline "Ethics in International Business and Negotiating Techniques" is logically connected with the disciplines "Philosophy", "International Management", "International Business Activity", "Foreign Economic Activity Management", "International Business and Investments", as well as "Business Communication" and "Discourse: Business Negotiations".

The form of getting education is full-time.

In accordance with the university curriculum, the following is allocated for studying the academic discipline:

total number of class hours - 144 hours, classroom hours - 52 hours, of which lectures - 26 hours, seminars - 26 hours;

Distribution of classroom time by courses and semesters:

2nd year, 4th semester - lectures 26 hours, seminars - 26 hours. Independent work of the student - 92 hours;

Form of midterm assessment - credit

COURSE CONTENT

Topic 1. The nature and essence of ethics

The essence of morality. The main concepts of the origin of morality. Morality as a specific way of spiritual and practical mastering the world and value-imperative attitude towards it. Morality and economics. Moral principles and moral relations. The relationship between moral consciousness, moral relations and moral behavior. Ethical norms and values. The main functions of morality: humanizing, regulatory, imperative, communicative, educational. External and internal factors of moral regulation.

Topic 2. International business ethics in the system of professional ethics

Concept, categories and norms of business ethics. Formation of business ethics as a scientific discipline. Morality and international business. Structure of international business ethics. The role of international business ethics in modern era. Ethical problems of international economic relations. Ethical problems of international business processes.

Topic 3. Theoretical foundations of international business ethics

Ethical aspects of the concept of modernization. Theory of utilitarianism and the development of economic sciences. Bentham's criteria of efficiency, the principle of utilitarianism, quantitative measurement of social benefit. Utilitarianism and morality. Utilitarianism and justice. Criticism of the ideas of utilitarianism. Kant's ethical theory. Deontic ethics: features of moral rights, the scope of their application in international business. Universality and reversibility in deontic ethics. Liberal and neoliberal ethics. Ethics of justice: egalitarianism, capitalist and communist justice. Marxist ethics. Socialist and social democratic ethics. Theory of justice of J. Rawls.

Topic 4. Religious aspects of international business ethics

Attitude to wealth and entrepreneurship in world religions. Economic issues in the "Fundamentals of the Social Concept of the Russian Orthodox Church". Attitude to entrepreneurship in Orthodoxy. Modern Catholicism and economic problems. Catholic "aggiornamento" and its socio-economic components. "The spirit of capitalism" in the ethics of Protestantism. The problem of economic activity in Buddhism, the principle of ahimsa. The social essence of the "Islamic economy": social essence and political orientation. Principles of distribution of material and spiritual values in Sharia, riba and zakyat.

Topic 5. Corporate culture and corporate ethics

Typology of corporate cultures. Trade culture. Culture of profitable deals (speculative culture). Administrative culture. Organization and moral standards. Ways to increase the ethical level of organizations. Ethical codes and ethical programs of international corporations. Relationships between corporations, acceptable means of competition. International corporations and the environment. Modern trends in the development of international corporate ethics.

Topic 6. Social aspects of international business ethics

Cultural, historical and socio-psychological features of international business. Ethics as an element of social integration. Mechanisms of social integration in traditional and

modern society. Social functions of modern business. Trust as a basic element of social capital. Evolution of the concept of social responsibility of business. Basic approaches to corporate social responsibility. Corruption in international business.

Topic 7. International business etiquette

Types of etiquette. Principles of business etiquette. Practical requirements of business etiquette. Clothing and appearance. Telephone conversation etiquette. Digital etiquette. Requirements for preparing a business reception. Presentations and business etiquette. International business etiquette.

Topic 8. Ethical challenges of digital technologies in international business

Digitalization of social and professional life and morality. Ethics in the space of digital communications. The concept of digital image and its relevance for modern enterprises and organizations. Information freedom and information security as an ethical dilemma. Ethical problems of remote employment. Ethical codes of cyberspace and problems of their implementation.

Topic 9. Contemporary negotiation process in international business

The emergence and development of the negotiation process. Stages of business negotiations. Parties to business negotiations. Functions and classification of business negotiations. Conditions for the effectiveness of the negotiation process. Methods of conducting business negotiations. Pre-contractual period of negotiations. Beginning of negotiations. Managing audience attention. Features of verbal and non-verbal communication in business communication. Completion of business negotiations. Support for business communication after negotiations. Modern digital technologies in business communication: online conferences, electronic document management, electronic digital signature.

Topic 10. Psychological aspects of business negotiations

Psychology of the negotiation process. Communication barriers: reasons for their occurrence and ways to overcome them. Establishing rapport. Non-verbal methods of communication in the process of business negotiations. Psychological features of a business conversation. Psychology of manipulation during business negotiations. Development of long-term partnerships after negotiations.

Topic 11. Transforming the role of business negotiations in international economic relations

The relevance of business negotiations in the modern global economy. National and regional specifics of business communication. The role of culture in business communication. The negotiation process in Oriental cultures. The negotiation process in Western cultures. Specifics of business negotiations with counterparties from post-socialist countries. Features of the Belarusian culture of business communication.

Topic 12. Ethical aspects of Belarus' participation in international business processes

Manifestation of Belarusian socio-cultural identity in foreign economic activity of state and private enterprises. Belarusian corporate culture and its ethical specifics. Features of national business etiquette. The role of religion in international economic relations of Belarus. Social ethics in Belarus. The idea of social state and its implementation in

the foreign economic policy of the Republic of Belarus. Anti-corruption legislation of the Republic of Belarus. Digitalization of business life in Belarus, information freedom and information security. Prospects for the development of Belarusian business ethics in the context of ensuring national competitiveness.

TERM PAPER REQUIREMENTS

When describing a term paper, it is necessary to state its purpose, indicate the approximate scope of the task, the schedule and the number of hours needed to complete in accordance with the curriculum in the specialty (specialization).

Term paper topics

1. Channels and means of business communication.
2. Personal characteristics of conducting international business negotiations.
3. Multilateral international business negotiations.
4. Basic models and styles of business communication.
5. Features of the Arab business culture.
6. Features of the business culture in the EU.
7. Features of the business culture of China.
8. Features of the business culture of Russia.
9. Features of the Indian business culture.
10. Mediation and consulting in international business negotiations.
11. Symbols and signs in the communication process, their interpretation and perception.
12. Semantic and emotional aspects of business communication.
13. Modern business ethics of English-speaking countries.
14. Modern business ethics of German-speaking countries.
15. Modern business ethics of French-speaking countries.
16. Specifics of national styles of conducting international business negotiations.
17. Strategies for conducting business negotiations taking into account cultural differences (optional).
18. Trends in the development of modern business etiquette.
19. Formation of the Belarusian business culture.
20. Ethics of oral, written and remote business communication: similarities and differences.

THE DISCIPLINE-DESIGNED THEMATIC CURRICULUM “ETHICS IN INTERNATIONAL BUSINESS AND NEGOTIATING TECHNIQUES”

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
4th term										
Topic 1	The nature and essence of ethics	2							[2,4,7,9-10,13,15-16]	Express questioning
Topic 1	The nature and essence of ethics			2					[2,4,7,9-10,13,15-16]	Report
Topic 2	International business ethics in the system of professional ethics	2							[2,4,7,9-10,13,19-20]	Express questioning
Topic 2	International business ethics in the system of professional ethics			2					[2,4,7,9-10,13,19-20]	Essay
Topic 3	Theoretical foundations of international business ethics	2							[2,4,7,9-10,13,15-16,19-20]	Express questioning
Topic 3	Theoretical foundations of international business ethics			2					[2,4,7,9-10,13,15-16,19-20]	Report
Topic 4	Religious aspects of international business ethics	2							[2,4,6,9-10,13,15-16]	Express questioning
Topic 4	Religious aspects of international business ethics			2					[2,4,6,9-10,13,15-16]	Essay
Topic 5	Corporate culture and corporate ethics	2							[2,4,6,8,15,16,18]	Express questioning

Topic 5	Corporate culture and corporate ethics			2					[2,4,6,8,15,16,18]	Study task
Topic 6	Social aspects of international business ethics	2							[2,4,6,8,15,16,18]	Express questioning
Topic 6	Social aspects of international business ethics			2					[2,4,6,8,15,16,18]	Study task
Topic 7	International business etiquette	2							[2,4,6, 12]	Express questioning
Topic 7	International business etiquette			2					[2,4,6,12]	Quiz
Topic 8	Ethical challenges of digital technologies in international business	2							[2,4,6,8,15,16,18]	Express questioning
Topic 8	Ethical challenges of digital technologies in international business			2					[2,4,6,8,15,16,18]	Report
Topic 9	Contemporary negotiation process in international business	2							[1,6,11,14]	Express questioning
Topic 9	Contemporary negotiation process in international business			2					[1,6,11,14]	Quiz
Topic 10	Psychological aspects of business negotiations	2							[1,6,11,14,17]	Express questioning
Topic 10	Psychological aspects of business negotiations			2					[1,6,11,14,17]	Study task
Topic 11	Transforming the role of business negotiations in international economic relations	2							[1,6,11,14,17]	Express questioning
Topic 11	Transforming the role of business negotiations in international economic relations			2					[1,6,11,14,17]	Essay
Topic 12	Ethical aspects of Belarus' participation in international business processes	4							[1-2,8,15-16,18,20]	Express questioning
Topic 12	Ethical aspects of Belarus' participation in international business processes			4					[1-2,8,15-16,18,20]	Report
Total 4th term		26		26						Credit

INFORMATIONAL AND METHODOICAL SUPPORT

References

Basic:

1. Petrovich, M. V. Peregovornyy protsess : uchebnoye posobiye dlya studentov uchrezhdeniy vysshego obrazovaniya po spetsial'nosti "Marketing" / M. V. Petrovich, S. P. Marmashova. – Minsk : Amalfeya, 2021. – 403 s. (in Russian).
2. Professional'naya etika: uchebnoye posobiye / S. V. Venidiktov, I. L. Lukashkova. - Minsk : Respublikanskiy institut vysshey shkoly, 2020. - 179 s. (in Russian).
3. Business ethics : Annual editions / Ed. J.E. Richardson. – 8th ed. – Guilford : Brown & Benchmark Publishers, 1996. – 243 p.
4. Case studies in business ethics / Ed. by: T. Donaldson, A.R. Gini. – 2nd ed. – Englewood : PrenticeHall, 1990. – 284 p.
5. Frederick W. C. Business and society: Corporate strategy, public policy, ethics / W. C. Frederick, K. Davis, J. E. Post. – 6th ed. – New York : McGraw-Hill Publishing Co., 1988. – 626 p.
6. Training Intercultural Competence for Business (Case Study Aproach) : ucheb. posobiye / O.A. Dan'ko, D.V. Yenygin, V.O. Midova, M.A. Ponomarev, Dzheyms Shi. – M. : INFRA-M, 2019. – 70 s. - ISBN 978-5-16-107575-3. - Tekst : elektronnyy. - URL: <https://znanium.com/catalog/product/1030725> (data obrashcheniya: 20.11.2024). – Rezhim dostupa: po podpiske.

Additional:

7. Aleksina, T. A. Delovaya etika: uchebnik dlya bakalavriata i spetsialiteta / T. A. Aleksina. - M. : Izdatel'stvo Yurayt, 2019. - 384 s. (in Russian).
8. Belyatskiy, N. P. Kreativnyy menedzhment : uchebnik dlya studentov uchrezhdeniy vysshego obrazovaniya po ekonomicheskim spetsial'nostyam / N. P. Belyatskiy. – Minsk : Vysheyshaya shkola, 2022. – 382, [1] s. (in Russian).
9. Valishin, Y. N. Delovaya etika : uchebnoye posobiye / Y. N. Valishin, I. A. Ivanova, V. N. Pulyayeva. – M. : Rusayns, 2024. – 123 s. – ISBN 978-5-466-04280-1. – URL: <https://book.ru/book/951572> (data obrashcheniya: 20.11.2024). – Tekst : elektronnyy (in Russian).
10. Dolgova, I. V. Delovaya etika i delovyye kommunikatsii v sfere biznesa : uchebnik / I. V. Dolgova. – M. : KnoRus, 2025. – 401 s. – ISBN 978-5-406-13758-1. – URL: <https://book.ru/book/955593> (data obrashcheniya: 20.11.2024). – Tekst : elektronnyy (in Russian).
11. Zavolokina, L. I. Effektivnyye delovyye peregovory : uchebnoye posobiye / L. I. Zavolokina. – M. : INFRA-M, 2023. – 148 s. – (Vyssheye obrazovaniye: Magistratura). – DOI 10.12737/1819520. - ISBN 978-5-16-017208-8. - Tekst : elektronnyy. - URL: <https://znanium.com/catalog/product/2056667> (data obrashcheniya: 05.09.2024). – Rezhim dostupa: po podpiske (in Russian).
12. Ignat'yeva, Y. Mezhdunarodnyy delovoy etiket na primere 22 stran : osobennosti mentaliteta, pravila dress-koda, tipy privetstviy, sovety dlya uspeshnykh kontraktov / Y. Ignat'yeva ; [lit. red. Y. Dorogova]. - Moskva : Eksmo, 2020. - 413, [1] s. (in Russian).
13. Kibanov, A. Y. Etika delovykh otnosheniy: Uchebnik / A.Y. Kibanov,

- D.K.Zakharov, V.G.Konovalova; Pod red. A.Y. Kibanova. - Moskva: NITS INFRA-M, 2020.- 383 s. (in Russian).
- 14.Mikhaylova, K. Y. Mezhdunarodnyye delovyye peregovory : uchebnoye posobiye / K. Y. Mikhaylova, A. V. Trukhachev. - 6-ye izd., pererab. i dop. - Stavropol': AGRUS Stavropol'skogo gos. agrarnogo un-ta, 2013. - 368 s. - ISBN 978-5-9596-0974-0. - Tekst: elektronnyy. - URL: <https://znanium.com/catalog/product/514885> (data obrashcheniya: 05.09.2024). – Rezhim dostupa: po podpiske (in Russian).
 - 15.Prikladnaya etika: posobiye dlya studentov / Y. V. Belyayeva, T. I. Vrublevskaya-Toker, S. P. Zhukova. - Minsk : BGU, 2016. - 134 s. (in Russian).
 - 16.Professional'naya etika: uchebnoye posobiye / S. V. Venidiktov, I. L. Lukashkova. - Minsk : Respublikanskiy institut vysshey shkoly, 2020. - 179 s. (in Russian).
 - 17.Semenov, A. K. Psikhologiya i etika menedzhmenta i biznesa : uchebnoye posobiye dlya bakalavrov / A. K. Semenov, Y. L. Maslova. - 10-ye izd. - M.: Izdatel'sko-torgovaya korporatsiya «Dashkov i K°», 2020. - 274 s. (in Russian).
 - 18.Simkhovich, V. A. Sotsial'naya otvetstvennost' sovremennogo belorusskogo biznesa / V.A. Simkhovich, Y.A. Danilova, S.P. Romanova // Minsk: 2012. - 125 s. (in Russian).
 - 19.Etika biznesa. Psikhologicheskoye rassledovaniye korporativnykh skandalov: [perevod s angliyskogo] / Dennis Dzhentilin. - Moskva: Olimp-Biznes, 2018. - 228 s. (in Russian).
 - 20.Etika: uchebno-metodicheskoye posobiye / T. I. Sosnovskaya. - Gomel' : BelGUT, 2020. - 29 s. (in Russian).

List of questions for credit

1. "The Spirit of Capitalism" in the Ethics of Protestantism.
2. Administrative culture.
3. The relevance of business negotiations in the modern global economy.
4. The relevance of the digital image in modern conditions.
5. Anti-corruption legislation of the Republic of Belarus.
6. Belarusian corporate culture and its ethical specifics.
7. Relationships between corporations, acceptable means of competition.
8. The Relationship between moral consciousness, moral relationships, and moral behavior.
9. Types of etiquette. Principles of business etiquette.
10. External and internal factors of moral regulation.
11. The emergence and development of the negotiation process.
12. The growing role of international business ethics in modern conditions.
13. Deontic ethics: features of moral rights, their scope of application in international business.
14. Trust as a binding element of social capital.
15. Completion of business negotiations. Support of business communication after negotiations.
16. The idea of a social state and its implementation in the foreign economic policy of the Republic of Belarus.
17. Information freedom and information security as an ethical dilemma.
18. Catholic "aggiornamento" and its socio-economic components.
19. Communication barriers: causes of their occurrence and ways to overcome them.
20. Corruption in international business.
21. Bentham's criteria of efficiency, the principle of utilitarianism, quantitative measurement of social benefit.
22. The culture of trade and profitable deals (speculative culture).
23. Cultural-historical and socio-psychological features of international business.
24. Liberal and neoliberal ethics.
25. Marxist ethics. Socialist and social democratic ethics.
26. International corporations and the environment.
27. International business etiquette.
28. Mechanisms of social integration in traditional and modern society.
29. Morality and international business.
30. Morality and economics.
31. Morality as a specific way of spiritual and practical exploration of the world and value-imperative attitude towards it.
32. Moral principles and moral relations.
33. National and regional specifics of business communication.
34. Beginning negotiations. Managing the attention of the audience.
35. Non-verbal methods of communication in the process of business

negotiations.

36. General and specific in business negotiations with counterparties from post-socialist countries.

37. Organization and moral standards.

38. Basic approaches to corporate social responsibility.

39. Basic functions of morality.

40. Features of Belarusian business etiquette.

41. Features of the Belarusian culture of business communication.

42. Features of verbal and non-verbal communication in business communication.

43. Attitude to wealth and entrepreneurship in world religions.

44. Attitude to entrepreneurship in Orthodoxy.

45. Negotiation process in Eastern cultures.

46. Negotiation process in Western cultures.

47. Prospects for the development of Belarusian business ethics in the context of ensuring national competitiveness.

48. Concept, categories and norms of business ethics.

49. Practical requirements of business etiquette.

50. Pre-contractual period of negotiations.

51. Presentations and business etiquette.

52. Principles of distribution of material and spiritual values in Sharia, riba and zakyat.

53. Reasons for increasing attention to the ethics of international business at the current stage of development of the world economy.

54. The problem of economic activity in Buddhism, the principle of ahimsa.

55. Manifestation of the Belarusian socio-cultural identity in the foreign economic activity of state and private enterprises.

56. Psychological features of business conversation.

57. Psychology of the negotiation process.

58. Development of long-term partnerships after negotiations.

59. The role of culture in business communication.

60. The role of religion in international economic relations of Belarus.

61. Modern trends in the development of international corporate ethics.

62. Modern digital technologies in business communication.

63. Modern Catholicism and economic problems.

64. The social essence of the "Islamic economy": social essence and political orientation.

65. Social ethics in Belarus.

66. Social functions of modern business.

67. Methods of conducting business negotiations.

68. Ways to improve the ethical level of an organization.

69. Stages of business negotiations.

70. Formation of business ethics as a scientific discipline.

71. Structure of international business ethics.

72. Subjects of business negotiations.
73. The essence of morality, the main concepts of its origin.
74. Theory of utilitarianism and the development of economic sciences.
75. Typology of corporate cultures.
76. Universality and reversibility in deontic ethics.
77. Conditions for the effectiveness of the negotiation process.
78. Utilitarianism and morality.
79. Utilitarianism and justice, criticism of the ideas of utilitarianism.
80. Formation of partnerships.
81. Functions and classification of business negotiations.
82. Digitalization of business life in Belarus, information freedom and information security.
83. Digitalization of social and professional life and morality.
84. Digital etiquette.
85. Evolution of the concept of social responsibility of business.
86. Ethics in the space of digital communications.
87. Ethics as an element of social integration.
88. Ethics of justice, the theory of justice of J. Rawls.
89. Telephone conversation etiquette.
90. Ethical theory of I. Kant.
91. Ethical aspects of the concept of modernization.
92. Ethical codes and ethical programs of international corporations.
93. Ethical codes of cyberspace and problems of their implementation.
94. Ethical norms and values.
95. Ethical problems of international economic relations.
96. Ethical problems of remote employment.

Methodical recommendations for self-study of master's students

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

92 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;
- completion of term papers;
- preparation for practical, laboratory and seminar classes, including the preparation of reports (including thematic reports), informational and visual materials, abstracts, presentations, essays, etc.;
- preparation of reports on the results of laboratory work, model and other calculations, individual practical work;
- 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;
- text analysis (annotation, abstracting, reviewing, resume writing);
- 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:

- express in-class questioning;
- quiz;
- report;
- essay;
- study task.

Number of events for current assessment of students in an academic discipline, module:

the number of events for current assessment of students in an academic discipline, module depends on the volume of the academic discipline, module and includes:

- express in-class questioning - 12;
- quiz - 2;
- report – 3;
- essay - 4;
- study task - 3.

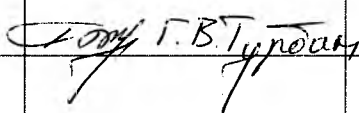
The result of the monitoring during the term is estimated by a mark in points on a ten-point scale and is derived based on the marks put during the activities of the monitoring during the term.

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 a credit.

**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
Management of foreign economic activity	Department of International Business		

ADDITIONS AND CHANGES TO THE CURRICULUM ON THE
DISCIPLINE “ETHICS IN INTERNATIONAL BUSINESS AND
NEGOTIATING TECHNIQUES”

(Registration N__dated . . .)

for ____/____academic year

№	Additions and changes	Explanatory notes

The curriculum was revised and approved at the meeting of the Department of "World Economy"

(Min. N_____dated_____20__)

Head of Department,

academic degree, academic title

_____ Name

APPROVED

Dean of the Faculty

academic degree, academic title

_____ Name