Educational institution
"Belarus State Economic University"

APPROVED
Rector of the Educational Institution
"Belarus State Economic University"

_____ A.V. Yegorov
"24" 12 2025
Registration No 6852-25 - /akademic

SCIENTIFIC RESEARCH SEMINAR

The curriculum of the educational institution
in the academic discipline for the specialty
7-06-0413-01 "Commerce"

2025

The curriculum is based on the In-depth Higher Education Standard OCBO 7-06-0413-01-2023 and model curriculum for the specialty 7-06-0413-01 "Commerce"

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RECOMMENDED FOR APPROVAL:
Department of Commercial Activity and Real Estate Market of the educational institution "Belarus State Economic University "
(Protocol No. 2 dated 11.09.2025);

Methodological Commission on the specialties "Commercial Activity", "Commerce", "Economics and Management in the real estate market", "Economics" with the specialization "Economic and antimonopoly regulation" of the educational institution "Belarus State Economic University" (Protocol no. 1 of 29.09.2025);

Scientific and Methodological Council of the educational institution "Belarus State Economic University"
(Protocol no. 3 of 23.11.2025).

EXPLANATORY NOTE

The curriculum for the academic discipline "Scientific Research Seminar" is aimed at mastering the knowledge, skills and abilities of students to prepare and conduct practice-oriented scientific research in the field of commerce, generalization and interpretation of the results obtained. The use of specialized knowledge in the field of research activities will contribute to the effective work on the master's thesis.

The purpose of teaching the academic discipline "Scientific Research Seminar" is the formation of a system of knowledge, practical skills and abilities necessary for conducting scientific research, the use of research tools and methods for analyzing and solving problems of professional activity.

Achieving this goal involves solving the following tasks:

- the introduction of a set of methodological and methodological ideas, approaches and principles of research activity into the system of professional knowledge of students;
- development of information search and analysis skills in modern economic literature in the field of commerce;
- students acquire the skills of organizing and conducting scientific research;
- formation of skills to interpret and summarize research materials;
- development of students' research thinking;
- mastering the skills of public speaking.

As a result of studying the academic discipline, the student must

to know:

- the content of the basic concepts of research activity;
- a description of the main research methods used to study processes and operations in the field of commerce;
- distinctive features of different types of scientific research work;
- requirements for the structure and content of the main sections of the research paper, the report, and the design of the study.

to able to:

- apply theoretical knowledge in the field of commerce to solve applied problems;
- formulate a research problem, put forward and theoretically substantiate a research hypothesis;
- determine the object of the study, formulate a goal, and draw up a plan for the implementation of the study;
- choose research methods and conduct research;
- process and interpret the obtained research results;

to have the skill:

- knowledge of the basics of scientific research, search, analysis and synthesis of information;
- defining the stages of research activities, allocating time, planning and creating an algorithm for their actions;
- solving the most common tasks in the field of organizing and conducting research in the field of commerce;

- analysis and processing of research results;
- preparation of a presentation report based on the results of research work.

As part of the educational process in this academic discipline, students should acquire not only theoretical and practical knowledge, skills and abilities in their specialty, but also develop their value, personal, and spiritual potential, and form the qualities of a patriot and citizen who is ready to actively participate in the economic, industrial, socio-cultural, and social life of the country.

The academic discipline "Scientific research seminar" belongs to the module "Scientific research work" of the state component.

The content of the academic discipline "Scientific Research Seminar" is based on the study of academic disciplines "Microeconomic analysis and politics", "Commerce in the digital environment", "Quantitative methods of analysis in business". The academic discipline "Scientific Research Seminar" is necessary for studying the academic discipline "Macroeconomic Analysis and Policy".

Form of education: full-time.

In accordance with the university's curriculum, the study of academic discipline is allocated:

- the total number of study hours is 90, classroom hours are 44 hours, of which lectures are 18 hours, practical exercises are 26 hours.

Distribution of classroom time by courses and semesters:

1 semester – lectures – 12 hours, practical classes – 16 hours.

2nd semester – lectures – 6 hours, practical classes – 10 hours.

The student's independent work lasts 46 hours.

Labor intensity – 3 points

Forms of intermediate assessment – credit in the 1st semester, differentiated credit (exam) in the 2nd semester.

THE CONTENT OF THE EDUCATIONAL MATERIAL

Topic 1. Scientific research and its role in the field of commerce

Research activity: concept, purpose, elements. The concept of scientific research. The place and role of scientific research in the field of commerce. Sciences that study demand and consumer behavior. Subjects and objects of research in the field of commerce. Organizations that conduct customer behavior research: Global Consumer Institute, Nielsen, MASMI Belarus, etc.

General scientific principles of research activity.

Types of research papers: literary review, abstract, report, abstracts, scientific article, research paper (R&D), research report, scientific project.

Topic 2. Information support of scientific and research activities

The concept of information, data, knowledge, database, database, information technology and system. Primary and secondary data. Sources of scientific information in the field of commerce. Types of information resources.

Information search engines: the concept, components. Types of information search engines. Using keywords and phrases to search for information.

Databases and data banks, information resources of libraries. The concept of a library catalog and bibliographic records. Types of catalogs. Electronic resources for local and remote access. Electronic library catalog. Deleted full-text databases. Automated library information systems.

The stages of the literature search on the research topic.

Working with literary sources. Fixation, accumulation and processing of information. Preparation of annotations, text outline, theses, extracts, summaries, and abstracts.

Topic 3. Methodology of scientific research

A general concept of the methodology and research methods used in the study of economic processes and phenomena in the field of commerce.

Classification of research methods.

Empirical and theoretical levels of research. Theoretical research methods: analysis, synthesis, abstraction, analogy, generalization, comparison, classification, systematization. Empirical research methods: observation, measurement, experiment, survey. Data processing methods: scaling, extrapolation, correlation, factor analysis, expert methods, modeling, etc.

Topic 4. Stages of the scientific research process

The concept of the logic of the research process. The structure and content of the empirical and theoretical levels of the scientific research process, the relationship between them.

The design of the study and its stages. Problem definition. Choosing a scientific research topic. Substantiation of the relevance of the study. Goals and objectives of the study. The object and subject of the study. The research hypothesis. Research methodology.

The structure of the stages of scientific research. Theoretical and practical significance of the research.

Topic 5. The structure of research work

Requirements for research work and the stages of its implementation.

The formal structure of the research paper: title page, content, general characteristics of the work, introduction, main part, conclusion, list of sources used, appendices. A requirement for each of these components.

The language and style of the text of the research paper. General rules for formatting the text of a research paper. Mistakes in writing and preparing scientific papers.

Topic 6. Presentation of a research paper

Stages and features of preparation for the presentation. The psychological aspect of readiness to make a presentation. Types of fear and methods of overcoming it.

The structure and logic of the presentation. The main parts of the speech.

Presentation of research papers. Selection of visual and illustrative material and its design.

Technology of public speaking. The image of the speaker. Culture of speech. Problems in the culture of speakers' speech, ways to overcome them. Rules of discussion and principles of responding to questions.

EDUCATIONAL AND METHODICAL TABLE OF THE ACADEMIC DISCIPLINE "SCIENTIFIC RESEARCH SEMINAR"
FULL-TIME FORM OF HIGHER EDUCATION

Section number, topics	Title of the section, topic	Number of classroom hours							References	Forms of knowledge control
		lectures	practical classes	seminar classes	laboratory classes	Number of hours of guided independent work				
						lectures	practical classes	seminar classes		
1	2	3	4	5	6	7	8	9	10	11
1 semester										
Topic 1	Scientific research and its role in the field of commerce	2							[1], [3], [5], [17]	Express survey
	Scientific research and its role in the field of commerce		4						[1], [3], [5], [17]	Survey
Topic 2	Information support for scientific research activities	4							[1], [3], [4], [18]	Discussion
	Information support for scientific research activities		4						[1], [3], [4], [18]	Survey
Topic 3	Methodology of scientific research	4							[1-6], [8-16]	Discussion
	Methodology of scientific research		4						[1-6], [8-16]	Survey, report
Topic 4	Stages of the research process	2							[1], [6], [8], [9], [12], [13]	Discussion

1	2	3	4	5	6	7	8	9	10	11
Topic 4	Stages of the research process		4						[1], [6], [8], [9], [12], [13]	Survey
	Total of 1 semester	**12**	**16**							**Credit**
2nd semester										
Topic 5	The structure of research work	2							[1], [5], [7]	Discussion
	The structure of research work		6						[1], [5], [7]	Survey, completing tasks
Topic 6	Presentation of the research work	4							[1], [11]	Discission
	Presentation of the research work		4						[1], [11]	Survey, preparation of the presentation
	Total of 2 semesters	**6**	**10**							**Differentiated credit**
	Total hours	**18**	**26**							

INFORMATIONAL AND METHODICAL SUPPORT

References

Basic:

1. Karataeva, G. E. Scientific research work. Practices : a textbook / G.E. Karataeva, O.N. Galyuta, T.P. Kiyashchenko. – Moscow: INFRA-M, 2025. – 236 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.ru/catalog/product/2146048 (date of reference: 07/28/2025).

2. Methodology and methods of scientific research: a textbook for students of institutions of higher education / [I.Yu. Ukhartseva et al.]. – Minsk: RIVSH, 2022. – 275 p. – (in Russian).

3. Blyumin, A.M. Knowledge management in research work : textbook / A.M. Blyumin. – 2nd ed. – Moscow : Dashkov and K, 2022. – 296 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.com/catalog/product/1927317 (date of request: 07/28/2025).

4. Fundamentals of scientific research : a textbook for students at the bachelor's degree [and master's degree in social and humanitarian fields of educational activity] / S.A. Vishnyakova, E.E. Marchenko, T.M. Mironova, O.V. Plebanek; edited by O.V. Plebanek; University at the Interparliamentary Assembly of EurAsEC, Department of Social and Humanitarian Disciplines. – St. Petersburg : University under the IPA EurAsEC, 2023. – 235 p. – (in Russian).

Additional:

5. Merko, M.A. Scientific research seminar : a textbook / M.A. Merko, Yu.A. Maglinets, I.S. Merko. Krasnoyarsk : Siberian Federal University, 2022. 252 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.com/catalog/product/2091394 (date of request: 07/28/2025).

6. Methodology of the organization of scientific research activities. Commercialization and Intellectual Property management : a textbook / comp. V.V. Kondratiev, I.V. Vishnyakova ; Ministry of Education and Science of Russia, Kazan National University. research. technol. un-T. Kazan : KNRTU Publishing House, 2022. 172 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.ru/catalog/product/2067270 (date of request: 07/28/2025).

7. Avdonina, L.N. The main genres of scientific works: a textbook / L.N. Avdonina, T.V. Guseva, S.A. Iryshkin. – Moscow : Rusains, 2023. 88 p. – Text : electronic // Electronic library system BOOK.ru . – URL: https://book.ru/book/952163 (date of reference: 07/28/2025).

8. Belyaev, V.I. Methodology of scientific research : textbook / V.I. Belyaev, O.V. Kuznetsova. – Moscow : KnoRus, 2024. – 432 p. – Text : electronic // Electronic library system BOOK.ru . – URL: https://book.ru/book/953746 (date of

request: 07/28/2025).

9. Kuvshinov, M.S. Methodology of scientific research: a textbook / M.S. Kuvshinov. – Moscow : Rusains, 2026. – 268 p. – Text : electronic // Electronic library system BOOK.ru . – URL: https://book.ru/book/959310 (date of reference: 07/28/2025).

10. Gladilina, I.P. Research methods in procurement : a textbook / I.P. Gladilina, A.V. Zavrazhin, I.V. Shubina, S.A. Sergeeva. Moscow : KnoRus, 2023. 132 p. – Text : electronic // Electronic Library system BOOK.ru . – URL: https://book.ru/book/946411 (date of request: 07/28/2025).

11. Rozanova, N.M. Fundamentals of scientific research. educational and practical guide / N.M. Rozanova. – Moscow : KnoRus, 2023. – 327 p. – Text : electronic // Electronic library system BOOK.ru . – URL: https://book.ru/book/947515 (date of reference: 07/28/2025).

12. Saveliev, I.I. Methodology and methodology of economic research : an educational and methodical manual / I.I. Saveliev, T.A. Iskyanderova. – Moscow : Rusains, 2024. – 65 p. – Text : electronic // Electronic library system BOOK.ru . – URL: https://book.ru/book/952064 (date of request: 07/28/2025).

13. Ovcharov, A.O. Methodology of scientific research : textbook / A.O. Ovcharov, T.N. Ovcharova. – 2nd ed., ispr. and add. – Moscow : INFRA-M, 2023. – 310 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.ru/catalog/product/1913251 (date of reference: 07/29/2025).

14. Moki, M.S. Methodology of scientific research : textbook for students of higher educational institutions / edited by M.S. Moki. Moscow : Yurayt Publ., 2017. 255 p.

15. Orlova, E.V. Econometric methodology of systems research: textbook / E.V. Orlova. – 2nd ed., ispr. and add. — Moscow : INFRA-M, 2021. – 221 p. – Text : electronic. – Access mode: by subscription. // Znanium electronic Library system. – URL: https://znanium.ru/catalog/product/1096421 (date of request: 07/29/2025).

16. Yankovskaya, V.V. Organization of research work of students (masters) : a textbook / V.V. Yankovskaya. – 2nd ed., revised and add. – Moscow : INFRA-M, 2023. – 345 p. – Text : electronic. – Access mode: by subscription // Znanium Electronic Library System. – URL: https://znanium.ru/catalog/product/1913521 (date of request: 07/28/2025).

Regulatory legal acts:

17. On scientific activity: Law of the Republic of Belarus of October 21, 1996 No. 708-XIII : as amended. dated June 17, 2023 // ilex : inform. the legal system (date of application: 09/18/2025).

18. On information, informatization and information protection: Law of the Republic of Belarus of November 10, 2008 No. 455-Z : as amended. from October 10, 2022 // ilex : inform. the legal system (date of application: 09/18/2025).

List of questions to prepare for the test

1. Research activity: concept, purpose, elements.
2. The concept of scientific research. The place and role of scientific research in the field of commerce.
3. Subjects and objects of research in the field of commerce.
4. General scientific principles of scientific research reality.
5. Literary review as a type of research work.
6. Abstract as a type of scientific research work.
7. Report as a type of scientific research work.
8. Abstracts of the report as a type of scientific research work.
9. Scientific article as a type of scientific research work.
10. Scientific research (R&D): the essence, types.
11. Scientific report (R&D report): features, structure.
12. Scientific project as a type of scientific research work.
13. The difference between information and data and knowledge. Sources of scientific information.
14. Types of information resources.
15. Information retrieval systems: concept, work features, types.
16. Using keywords and phrases to search for information.
17. Databases and information resources of libraries. Types of library catalogs.
18. Types of electronic library resources. The concept of an electronic catalog.
19. The concept of an information system. Types of electronic library systems.
20. The stages of literature search on the research topic.
21. Organization of work with literature, primary fixation of information.
22. Stages of working with literary sources.
23. Abstract as a way of processing information from literary sources.
24. The plan as a way of processing information from literary sources.
25. Abstracts as a way of processing information from literary sources. Types of theses.
26. Abstract as a way of processing information from literary sources. Types and structure of abstracts.
27. Quotes (extracts) as a way of processing information from literary sources.
28. Summary as a way of accumulating and processing information from literary sources. Types of summaries. Rules for taking notes.
29. The general concept of the research method and methodology. Classification of research methods.
30. Theoretical research methods: types, brief description.
31. Analysis and synthesis as research methods.
32. Classification and systematization as research methods.
33. Analogy and abstraction as research methods.
34. Generalization and comparison as research methods.
35. Empirical research methods: types, brief description.
36. Observation as a research method. Types of observations.
37. Experiment as a research method. Types of experiments.

38. Survey as a research method. Types of surveys. The difference between a conversation and an interview.

39. Questionnaires as a research method. Types of questions in the questionnaires and their requirements.

40. Principles of compilation and structure of the questionnaire for the survey.

41. Data processing methods: types and features.

42. The concept of the logic of the research process. The structure and content of the stages (levels) of the research process. The relationship between the empirical and theoretical stages of the research process.

43. The design of the study and its stages.

44. The problem, topic and relevance of the research.

45. Purpose and objectives, research hypothesis. Types of hypotheses.

46. The object, subject and methodology of research.

47. The structure of the research stages.

The list of questions for preparing for the differentiated assessment

1. Research activity: concept, purpose, elements.

2. The concept of scientific research. The place and role of scientific research in the field of commerce.

3. Subjects and objects of research in the field of commerce.

4. General scientific principles of scientific research reality.

5. Literary review as a type of research work.

6. Abstract as a type of scientific research work.

7. Report as a type of scientific research work.

8. Abstracts of the report as a type of scientific research work.

9. Scientific article as a type of scientific research work.

10. Scientific research (R&D): the essence, types.

11. Scientific report (R&D report): features, structure.

12. Scientific project as a type of scientific research work.

13. The difference between information and data and knowledge. Sources of scientific information.

14. Types of information resources.

15. Information retrieval systems: concept, work features, types.

16. Using keywords and phrases to search for information.

17. Databases and information resources of libraries. Types of library catalogs.

18. Types of electronic library resources. The concept of an electronic catalog.

19. The concept of an information system. Types of electronic library systems.

20. The stages of literature search on the research topic.

21. Organization of work with literature, primary fixation of information.

22. Stages of working with literary sources.

23. Abstract as a way of processing information from literary sources.

24. The plan as a way of processing information from literary sources.

25. Abstracts as a way of processing information from literary sources. Types of theses.

26. Abstract as a way of processing information from literary sources. Types and structure of abstracts.

27. Quotes (extracts) as a way of processing information from literary sources.

28. Summary as a way of accumulating and processing information from literary sources. Types of summaries. Rules for taking notes.

29. The general concept of the research method and methodology. Classification of research methods.

30. Theoretical research methods: types, brief description.

31. Analysis and synthesis as research methods.

32. Classification and systematization as research methods.

33. Analogy and abstraction as research methods.

34. Generalization and comparison as research methods.

35. Empirical research methods: types, brief description.

36. Observation as a research method. Types of observations.

37. Experiment as a research method. Types of experiments.

38. Survey as a research method. Types of surveys. The difference between a conversation and an interview.

39. Questionnaires as a research method. Types of questions in the questionnaires and their requirements.

40. Principles of compilation and structure of the questionnaire for the survey.

41. Data processing methods: types and features.

42. The concept of the logic of the research process. The structure and content of the stages (levels) of the research process. The relationship between the empirical and theoretical stages of the research process.

43. The design of the study and its stages.

44. The problem, topic and relevance of the research.

45. Purpose and objectives, research hypothesis. Types of hypotheses.

46. The object, subject and methodology of research.

47. The structure of the research stages.

48. Requirements for research work and the stages of its implementation.

49. The formal structure of the research (course) work.

50. The language and style of the text of the research paper.

51. Features and stages of preparation for the presentation of the report on the results of the research work.

52. The content of the presentation on the results of the research work.

53. The psychological aspect of readiness to make a presentation. Types of fear and methods of overcoming it.

54. The main parts of the presentation, their goals and objectives.

55. Presentation of research papers: types and requirements.

56. Stages of the public speaking process.

57. Problems in the culture of speakers' speech, ways to overcome them.

58. Mistakes during presentation.

59. The concept and elements of conducting a discussion.

60. Principles of responding to audience questions during a speech.

List of essay topics

1. Application of methods of analysis and synthesis in economic research in the field of commerce.
2. Application of classification and systematization methods in economic research in the field of commerce.
3. Application of methods of abstraction and analogy in economic research in the field of commerce.
4. Application of generalization and comparison methods in economic research in the field of commerce.
5. Application of the observation method in economic research in the field of commerce.
6. Application of the measurement method in economic research in the field of commerce.
7. The application of the experimental method in economic research in the field of commerce.
8. Application of the survey method in economic research in the field of commerce.
9. Application of the scaling method in economic research in the field of commerce.
10. Application of the extrapolation method in economic research in the field of commerce.
11. The application of the method of factor analysis in economic research in the field of commerce.
12. The application of expert methods in economic research in the field of commerce.
13. Application of the modeling method in economic research in the field of commerce.

Organization of students' independent work

Independent work of students is an important stage for obtaining competencies in an academic discipline.

46 hours are allocated for the independent work of a full-time student.

The content of students' independent work includes all the topics of the discipline from the section "Content of educational material".

When studying an academic discipline, the following forms of independent work are used:

in-depth study of sections, topics, individual questions, concepts;

- preparation for practical classes, including preparation of informational and demonstration materials, abstracts, etc.;
- work with educational, reference, analytical and other literature and materials;
- preparation for passing the intermediate certification.

Quality control of knowledge acquisition

Diagnostics of the quality of knowledge acquisition is carried out as part of ongoing monitoring and interim certification.

Current control activities are carried out during the semester and include the following forms of control:

summary;
the survey;
express survey;
discussion.

The current academic assessment is conducted three times a semester.

Requirements for the student during the intermediate certification.

Students are allowed to take an intermediate certification in an academic discipline on condition of successful completion of the current certification (implementation of current control measures) in the academic discipline provided for in the current semester by this curriculum.

The intermediate certification is carried out in the form of a differentiated assessment.

The methodology of forming marks for academic discipline

A mark in an academic discipline is set on a ten-point scale in accordance with the criteria for evaluating the results of educational activities of students in institutions of higher education, given in the Rules for Attestation of students, cadets, and trainees when mastering the content of educational programs of higher education.

PROTOCOL FOR APPROVING THE CURRICULUM WITH OTHER ACADEMIC DISCIPLINES OF THE SPECIALTY

The name of the academic discipline with which approval is required	Department name	Proposals for changes in the content of the curriculum of an institution of higher education in an academic discipline	The decision made by the department that developed the curriculum (indicating the date and number of the protocol)
Macroeconomic analysis and policy	Economic theory	There are no comments or suggestions	