

Educational Establishment
“Belarus State Economic University”

APPROVED

Vicerector of the Educational Establishment
“Belarus State Economic University”

_____ E.F.Kireeva

« _____ » _____ 2022

Registration No _____ / st.

Trade of goods and services

Syllabus

Major 1-26 80 03 Business Administration

Master degree program Business Administration

(in the English language)

The syllabus is based on the standard curriculum for the specialty 1-26 80 03 Business Administration reg. № E 26-2-005 / pr-type. dated 21.03.2019, curriculum for the specialty 1-26 80 03 Business Administration (in English) reg. № 89 MГP-21 dated 26.02. 2021

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RECOMMENDED FOR APPROVAL:

Department of Logistics and Price Policy of Belarus State Economic University
(Protocol No.11 from May “19” 2022)

Scientific-methodical Council of Belarus State Economic University
(Protocol No. _____ from “ ____ ” _____ 2022)

EXPLANATORY NOTE

The development of world markets requires the implementation of solutions to the main problems and key issues of export-import potential management. The study of world markets is not limited to the study of international transactions, but covers the entire process in the supply chain, requiring the implementation of commodity flows and service flows across regions and countries.

The discipline «**Trade of goods and services**» focuses on key features of the state's foreign economic policy in various fields of international trade in the context of globalization.

The discipline «Trade of goods and services» builds on a number of undergraduate courses including Economics, Microeconomics, Macroeconomics, International Economics, World Economy, Marketing Management.

Discipline objective: is formation the world trade development, detection of regularities and tendencies on global market, research technique's development as an important condition of successful activity for the companies, which are engaged in export-import activity.

Main tasks for the discipline «**Trade of goods and services**»:

- to acquire theoretical bases of the organization and functioning of the world trade;
- to reveal features of the mechanism of market's functioning;
- to study pricing approach for the world commodity markets;
- to analyzed a situation in the world markets of goods for export specialization of Belarus and the countries of EEU;

The recommended methods and technologies of training: lecture, seminar, tactical review, independent work, individual work.

The discipline “**Trade of goods and services**” refers to the part of Curriculum «Optional disciplines» and meets the competence of SK-11 «Apply the principles of world trade to improve the efficiency of the exporters and importers».

As the result of discipline study magistrates must to *know*:

- current trends and structure of international trade in goods
- technique of the analysis of the markets;
- the decisions made by the governments of the countries and the international organizations in the sphere of international trade;
- dynamics and structure of foreign trade of the Republic of Belarus, markets;
- to use system of economic knowledge for carrying out the analysis of influence of an environment of the world commodity markets on economy of Republic of Belarus;

to have skills to:

- applications of a technique of a tactical research of the commodity market, experience in written, oral and electronic representation of results of a research of the market of concrete goods/ services,
- possession of methods of the analysis and forecasting of an environment of the world commodity markets.

The curriculum for the discipline «**Trade of goods and services**» provides 100 academic hours (total), including 52 auditory study hours: lectures – 26 hours, practical classes – 26 hours. The form of control – test (3 credits).

CONTENT

Topic 1. Structure of the international trade

Current trends of development of international trade. Commodity structure of international trade. The traded and not traded goods. International standard industrial classification (International Standard Industrial Classification (ISIC)). Classification of the world commodity markets.

Topic 2. The major factors influencing dynamics of an environment of the world commodity markets

General conditions of economic development. Permanent factors: NTP, environment and resource providing, economic situation. Temporality factors: seasonal sales of separate goods, political crises, the social and economic conflicts, natural disasters, technogenic catastrophes. Extensive and intensive factors of expansion of production. Demand for goods of intermediate production consumption (raw materials, materials, fuel).

Structure of demand: durable goods, middle service life and short-term use.

Topic 3. Features of international trade in exchange raw materials

Commodity and raw exchanges. A role of speculative operations in destabilization of the markets of exchange goods. The world trade of raw materials, features of functioning, supply and demand on raw materials. Leading exporters of raw materials.

Topic 4. World trade of cars and equipment

Commodity structure of the world **trade** for cars and equipment.

Geographical structure (North America; Western Europe; East and Southeast Asia; Russia and CIS countries). Structure on groups of branches (the general mechanical engineering (machine-tool construction, agricultural mechanical engineering, heavy mechanical engineering); electrical equipment and electronics; transport mechanical engineering (cars, ships, aerospace)).

Topic 5. World market of agricultural and food products

Classification of the markets (the markets of food (grain, meat, fruit, vegetables, dairy products, etc.), the markets of agricultural raw materials for production of nonfood goods (skins, cotton, rubber, tobacco, wool, etc.). The general and specific factors affecting the market: natural, skills of the population, transport, scientific and technical progress, consumer demand for agriculture production, change in demographic structure of the population. The role and share of the Republic of Belarus in agricultural market.

Topic 6. World energy trade

Oil market. Distribution of reserves of oil. The largest reconnoitered fields: Saudi Arabia, Iran, Iraq, Kuwait, UAE, Russia. Oil shocks. Features of the market of oil. Events in the world market of oil in the 21st century. Distribution of reserves of gas. Conditions of the gas world market.

Topic 7. Features of international trade in services

Transport and tourist services. Banking, insurance, financial services. Innovative services. Intensification of information support for international trade services.

Topic 8. The prices and pricing in the world trade

World prices as a base of the prices of the foreign trade contracts. The export price' accounting. Features of pricing for raw materials and production of manufacturing industry. A role of the international commodity agreements in stabilization of the world prices. The world prices for finished products, machines and the equipment are the prices of the leading manufacturing firms and exporters of these goods. Dumping and anti-dumping investigations. Determination of the WTO dumping prices

CURRICULUM MAP OF THE STUDY discipline « **Trade of goods and services** »
Major 1-26 80 03 Business Administration
(full-time education)

Number of Topic	Content	Total	Quantity of hours						Other	The form of knowledge control
			Lectures	Practical classes	Seminars	Laboratory work	Managing independent work			
							Lectures	Practical classes		
1	2	3	4	5	6	7	8	9	10	11
1	Topic 1. Structure of the international trade	4	2	2	-	-	-	-	Presentations and handouts [1,2,3,4]	Individual presentation. Case study.
2	Topic 2. The major factors influencing dynamics of an environment of the world commodity markets	4	2	2	-	-	-	-	Presentations and handouts [1,2,3,4]	Case study.
3	Topic 3. Features of international trade in exchange raw materials	8	4	4	-	-	-	-	Presentations and handouts [1,2,3,4]	Individual presentation. Case study report.
4	Topic 4. World trade of cars and equipment	8	4	4	-	-	-	-	Presentations and handouts [1,2,3,4]	Individual presentation

5	Topic 5. World market of agricultural and food products	8	4	4	-	-	-	-	Presentation s and handouts [1,2,3,4]	Quiz. Project
6	Topic 6. World energy trade	8	4	4	-	-	-	-	Presentation s and handouts [1,2,3,4]	Individual presentation.
7	Topic 7. Features of international trade in services	8	4	4	-	-	-	-	Presentation s and handouts [1,2,3,4]	Case study.
8	Topic 8. The prices and pricing in the world trade	4	2	2	-	-	-	-	Presentation s and handouts [1,2,3,4]	Project
	Total	52	26	26	-	-				Test

INFORMATION AND METHODOLOGICAL PART

Methodological recommendations of the organization of independent work of students for the discipline «Trade of goods and services»

The independent students work is an important element of providing profound knowledge on international trade topics. The recommended time for independent work is on average 2-2,5 hours for a two-hour auditory study.

The main directions of the student's independent work are:

- first-hand view of study program;
- first-hand view of literature recommended, its availability in the library and from other sources;
- carrying on research on given by the lecturer material, reading additional literature and searching for more information;
- studying and expanding the lecture material through special literature and consultations;
- preparation for practical classes with specially developed plans through the study of main and additional literature;
- preparation for distant forms of control (independent individual work, presentations, business tasks solutions, case studies, tests and other tasks);
- preparation for the diagnostic forms of control (quizzes, tests, etc.);
- preparation for the test.

LITERATURE

Primary:

1. Hill, Ch.W. International Business. Competing in the Global Marketplace / Hill Ch.W., G. T. Hult. - 12 ed. - New York : McGraw-Hill Education, 2019. - XXXII, 667 p. : il.
2. World Trade Organization [Electronic Resource]. URL: http://www.wto.org/english/thewto_e/thewto_e.htm
3. LeClair, M. S. International Commodity Markets and the Role of Cartels / M. S. LeClair. - Armonk ; New York ; London : M.E. Sharpe, 2000. - XX, 176 p.
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5. Rudneva, A. O. International trade : a textbook for students of higher educational institutions studying in the field of training 38.03.01 "Economics" (qualification (degree) "Bachelor") / A. O. Rudneva. - 2nd ed., reprint. and additional - M. : INFRA-M, 2018. - 271, [1] p. – (in Russian).

Additional:

6. Agricultural Products Analysis & Statistics, 2019. [Electronic Resource]. URL: <http://www.reportlinker.com>.
7. Belussi, F., Rudello, G., Savarese, M. The Internationalization of MNEs from and to BRICS countries: the case of the industrial machinery industry/ Belussi, F., G. Rudello and M. Savarese// Marco Fanno Working Papers, 2016. – № 205. – 25 p.
8. Clayton, Blake. Commodity Markets and the Global Economy / Blake C. Clayton, Citigroup and Council on Foreign Relations, New York, 2016. – 211 p.
9. Burri, M. Understanding and Shaping Trade Rules for the Digital Era/ M. Burri // Future Scenarios for Global Trade Regulation // ed. by Manfred Elsig, Joseph Francois, Michael Hahn and Gabriele Spilker. – Cambridge University Press, 2019.
10. Market Report Series: Oil 2020. [Electronic Resource]. <https://www.iea.org/oilmarketreport/subscription>.
11. Williams, Jeffrey C. Storage and Commodity Markets / Jeffrey C. Williams. – Addison-Wesley Longman, 2011. – 758 p.
12. World Energy Outlook 2016. [Electronic Resource]. <https://www.iea.org/oilmarketreport/subscription>.

The study program coordination protocol to other study disciplines of the speciality

Study discipline for coordination	Department	Suggestions of the alterations in the study program content	The solution was taken the Department according to the study program (data and protocol number)
Strategic marketing	Department of Marketing	Not remarks	«№ 11, May, 19.2022»

Supplements and alterations to the study program of the study discipline
for 20___/ 20___ academic year

№	Supplements and alterations	Grounds

The study program is recommended to approve by the Department of Logistics and Price Policy of Belarus State Economic University (Protocol № __ from _____20__).

Head of the Department of Logistics and Price Policy

Signature

Name

APPROVED

Director of Institute of Masters Programs:

Signature

Name