

Документ подписан простой электронной подписью  
Информация о владельце:  
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Должность: Ректор  
Дата подписания: 30.09.2021 15:18:36  
Уникальный программный ключ:  
24f866be2aca16484036a8cbb3c509a9531e605f

MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION

Ural State University of Economics

**Approved**  
at the meeting of the department

23.11.2021  
protocol № 3  
Acting department head Golovina A.N.

**Approved**  
The Council on Educational and  
Methodological Issues and the Quality of  
Education  
15 December 2021  
protocol № 4  
Chairman  Karkh D.A.  
(signature)



#### MODULE PROGRAMME

|   |   |
|---|---|
| Module title  | International procurement and supply chain management |
| Field of study  | 38.04.02 MANAGEMENT                                   |
| Profile   | International Business (in English)                   |
| Mode of study   | Full time   |
| Enrollment year   | 2022  |
| Developed by:<br>Associate Professor,<br>Ph.D.<br>Gavrilov D.E. |   |

Yekaterinburg  
2022

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## INTRODUCTION

The work program of the discipline is part of the main professional educational program of higher education (hereinafter referred to as the MAJOR) - the master's degree program developed in accordance with the Federal State Educational Standard of Higher Education.

|                        |   |
|------------------------|---|
| FSES of HE             | Federal State Educational Standard of Higher Education - Master's degree in the field of training 38.04.02 Management (Order of the Ministry of Education and Science of the Russian Federation No. 952 dated 12.08.2020) |
| Professional Standards |   |

### 1. THE PURPOSE OF THE DISCIPLINE

The purpose of the discipline is to study the international supply system; the mechanism of building supply chains in international logistics systems; methods and techniques for managing international logistics systems.

### 2. THE PLACE OF THE DISCIPLINE IN THE STRUCTURE OF THE MAIN EDUCATIONAL PROGRAM

The discipline belongs to the variable part of the curriculum.

### 3. THE SCOPE OF THE DISCIPLINE

| Intermediate control | Classes            |           |          |                                  |                                  | Credits. |
|----------------------|--------------------|-----------|----------|----------------------------------|----------------------------------|----------|
|                      | Total per semester | Academics |          | Classes, including course design | Classes, including course design |          |
|                      |                    | Total     | Lectures |                                  |                                  |          |
| Semester 3           |                    |           |          |                                  |                                  |          |
| Test                 | 108                | 16        | 4        | 12                               | 92                               | 3        |

#### 4. LEARNING OUTCOMES

Mastering the MAJOR leads to developing the competencies corresponding to the Federal State Educational Standard of Higher Education.

| The code and the name of the competence   | Competence achievement indicators (CAI)   |
|---|---|
| UC-1 The learner will be able to carry out a critical analysis of problem situations based on a systematic approach, develop an action strategy | CAI-1. UC -1 The learner will know: methods of critical analysis; system approach methodology; methods of identifying a problem situation   |
|   | CAI-2. UC -1 The learner will be able to: identify problem situations, search for information and solutions   |
|   | CAI -3. UC -1 The learner will have practical experience in developing and reasoning a strategy for solving a problem situation based on the systematic approach  |
| UC -5 The learner will be able to analyze and take into account the diversity of cultures in the process of intercultural interaction           | CAI -1. UC -5 The learner will know: the basics of social interaction aimed at solving professional problems; mechanisms of intercultural interaction in society  |
|   | CAI -2.UK-5 The learner will be able to: present professional information in the process of intercultural interaction; analyze the features of social interaction, taking into account national, ethno-cultural characteristics                       |
|   | CAI -3. UC -5 The learner will have practical experience in organizing interaction in a professional environment, taking into account national and ethno-cultural characteristics; intercultural skills taking into account the diversity of cultures |

#### Professional competencies (PC)

| The code and the name of the competence                               | Competence achievement indicators   |
|---|---|
| organizational and managerial   |   |
| PC-2 Assessment of the effectiveness of foreign economic transactions | CAI -1. PC -2 The learner will know:<br>Methods and foundations of system analysis of foreign economic information<br>Fundamentals of risk management in foreign economic activity<br>Business planning basics<br>Terms of a foreign trade contract<br>Marketing and pricing features<br>English (threshold advanced level B2)<br>Basics of economic theory<br>The procedure for drawing up reporting |

|   |  |
|---|--|
|   | <p>CAI -2. PC -2 The learner will be able to:</p> <ul style="list-style-type: none"> <li>Interact with departments of the organization to identify the overall development strategy of the organization</li> <li>Work with information systems and databases on foreign economic activity</li> <li>Assess the export potential of the organization, the organization's needs for imports</li> <li>Prepare proposals on the priorities of the organization's foreign economic activity</li> <li>Calculate financial indicators of the effectiveness of the organization's foreign economic activity</li> <li>Prepare proposals (reports) on the development of foreign economic activity of the organization</li> </ul>   |
| <p>PC -2 Assessment of the effectiveness of foreign economic transactions</p> | <p>CAI -3. PC 2 The learner will have practical experience in:</p> <ul style="list-style-type: none"> <li>Assessing the possibility of an organization receiving state support for foreign economic activity</li> <li>Preparing proposals on the feasibility of obtaining state support for foreign economic activity</li> <li>Assessing the organization's export potential, the organization's import needs</li> <li>Preparing proposals on the priorities of the organization's foreign economic activity</li> <li>Evaluating the effectiveness of the organization's foreign economic activity</li> <li>Analyzing the results of the organization's foreign economic activity</li> <li>Preparing proposals for the development of foreign economic activity of the organization</li> </ul> |

|   |  |
|---|--|
| <p>PC -3 Planning foreign economic activity of the organization</p> | <p>CAI -1. PC -3 The learner will know:</p> <ul style="list-style-type: none"> <li>Normative legal acts regulating foreign economic activity</li> <li>International agreements in the field of standards and requirements for products</li> <li>Normative legal acts regulating state support of foreign economic activity</li> <li>Types, forms and instruments of state support for foreign economic activity</li> <li>Methods and foundations of system analysis of foreign economic information</li> <li>Rules for the preparation of documentation for a foreign trade contract</li> <li>The order of document flow in the organization</li> <li>Fundamentals of risk management in foreign economic activity</li> <li>Business planning basics</li> <li>Terms of a foreign trade contract</li> <li>Marketing and pricing features</li> <li>Business Ethics and Negotiation Rules</li> <li>English (threshold advanced level B2)</li> <li>Basics of economic theory</li> <li>Fundamentals of the labor legislation of the Russian Federation</li> <li>Administrative document flow rules</li> <li>The procedure for drawing up reports</li> <li>Fire safety rules</li> <li>Labor protection requirements</li> </ul> |
|   | <p>CAI --2. PC -3 The learner will be able to:</p> <ul style="list-style-type: none"> <li>Use computing, copying, auxiliary equipment and various types of telecommunications</li> <li>Summarize and systematize information on the objectives of the organization in the field of foreign economic activity</li> <li>Develop strategic and current plans for the organization's foreign economic activity</li> <li>Summarize and systematize information about the directions of the organization</li> </ul>  |

## 5. LIST OF LECTURE TOPICS

| No.        | Classes   |       |           |                 |                |                     |                                |
|------------|---|-------|-----------|-----------------|----------------|---------------------|--------------------------------|
|            | Topic   | Total | Academics |                 |                | Self-study training | Control of self-study training |
|            |   |       | Lectures  | Laboratory work | Practical work |                     |                                |
| Semester 3 |   | 108   |           |                 |                |                     |                                |
| Topic 1.   | Categorical apparatus, principles and legal foundations of chain management   | 16    | 2         |                 | 2              | 12                  |                                |
| Topic 2.   | Coordination and inter-organizational interaction in supply   | 24    | 2         |                 | 2              | 20                  |                                |
| Topic      | Procurement Performance Criteria  | 22    |           |                 | 2              | 20                  |                                |
| Topic 4.   | Content and specifics of inventory management, inventory classification, management methods, elements of inventory costs, models  | 22    |           |                 | 2              | 20                  |                                |
| Topic 5.   | Supplier management, optimization volume of supplies, ways to reduce procurement costs, build an effective storage systems, rational organization of cargo transportation | 24    |           |                 | 4              | 20                  |                                |

## 6. ASSESSMENT METHODS AND ASSESSMENT SCALES

| Section / Topic              | Evaluation tool type | Description of the evaluation tool | Evaluation criteria |
|------------------------------|----------------------|------------------------------------|---------------------|
| Current control (Appendix 4) |                      |                                    |                     |

|                                 |                    |   |   |
|---------------------------------|--------------------|---|---|
| Topics 1-5                      | Test (Appendix 4)  | Multiple choice test, consisting of 10 questions  | <p>1 point for each correct answer</p> <p>Criteria:</p> <p>up to 49% of the total number of points scored - "unsatisfactory";</p> <p>from 50% to 69% of the total number of points scored - "satisfactory";</p> <p>from 70% to 84% of the total number of points scored - "good";</p> <p>from 85% to 100% - "excellent".</p>  |
| Topics 1-5                      | Topic (Appendix 4) | <p>Compose a narrative (the number of the option corresponds to the last digit of the record book number)</p> <p>Length - 3-4 pages (A4) with references (preferably foreign)</p> | <p>"excellent"; The narrative presents the topic, it is complete, specific and reflects the current state of the processes - the rating is "good" - The narrative partially presents the topic, at the same time it reflects the views on the problem and contains a quantitative and qualitative analysis of the processes</p> <p>"satisfactory" - The narrative partially reveals the topic, at the same time it reflects the general views on the problem, as such, there is no analysis</p> <p>"unsatisfactory" - The narrative does not present the topic, reference to irrelevant sources, lack of analysis</p> |
| Interim assessment (Appendix 5) |                    |   |   |



|                       |                                      |                                    |  |
|-----------------------|--------------------------------------|------------------------------------|--|
| Semester 4<br>(pass ) | Cards for the credit<br>(Appendix 5) | Test consisting of<br>10 questions | 1 point for each correct answer<br>Criteria:<br>up to 49% of the total number of points<br>scored - "unsatisfactory";<br>from 50% to 69% of the total number of<br>points scored - "satisfactory";<br>from 70% to 84% of the total number of<br>points scored - "good";<br>from 85% to 100% - "excellent". |
|-----------------------|--------------------------------------|------------------------------------|--|

## 7. SILLABUS

### 7.1. Content of lectures

|   |
|---|
| Topic 1. Categorical apparatus, principles and legal foundations of chain management supplies in Russia<br><br>1. Principles of supply chain management<br>2. Concepts and categories of supply chain management<br>3. Network planning in international deliveries<br>4. Legal framework for supply chain management |
| Topic 2. Coordination and inter-organizational interaction in supply chains<br>1. Features of the international division of labor in the system of interactions of transnational companies<br>2. Coordination of activities in international logistics  |
| 7.2 Content of practical exercises and laboratory work  |
| Topic 1. Categorical apparatus, principles and legal foundations of chain management supplies in Russia<br><br>Study and analysis of the principles of supply chain management, specific concepts and   |
| Topic 2. Coordination and inter-organizational interaction in supply chains<br>Analysis and assessment of international interactions in the supply chains of foreign companies  |
| Topic 3. Criteria of procurement efficiency<br>Study and analysis of the procurement system on the example of specific transnational companies  |
| Topic 4. Content and specifics of inventory management, inventory classification, management methods, elements of inventory costs, models of inventory management<br>Study and analysis of inventory management systems of multinational companies and other enterprises involved in international logistics          |
| Topic 5. Supplier management, optimization of volume of supplies, ways of reducing procurement costs, building an effective storage systems, rational organization of cargo transportation  |

### 7.3. Content of self-study training

|   |
|---|
| Topic 1. Categorical apparatus, principles and legal foundations of chain management supplies in Russia<br><br>Studying the conceptual apparatus of topics, lecture material, chapters of recommended textbooks and additional sources (articles) to prepare a review of problematic issues |
| Topic 2. Coordination and inter-organizational interaction in supply chains<br>Studying the conceptual apparatus of topics, lecture material, chapters of recommended textbooks and additional sources (articles) to prepare a review of problematic issues                                 |
| Topic 3. Criteria of procurement efficiency<br>Studying the conceptual apparatus of topics, lecture material, chapters of recommended textbooks and additional sources (articles) to prepare a review of problematic issues   |

Topic 4. Content and specifics of inventory management, inventory classification, management methods, elements of inventory costs, models of inventory management

Studying the conceptual apparatus of topics, lecture material, chapters of recommended textbooks and additional sources (articles) to prepare a review of problematic issues

Topic 5. Supplier management, optimization of volume of supplies, ways to reduce procurement costs, build an effective storage systems, rational organization of cargo transportation

Studying the conceptual apparatus of topics, lecture material, chapters of recommended textbooks and additional sources (articles) to prepare a review of problematic issues

7.3.1. Sample questions for self-preparation for a test / exam

Annex 1

7.3.2. Practical assignments in the discipline for self-preparation for a test / exam

Appendix 2

7.3.3. List of term papers

Not provided

7.4. Student's electronic portfolio

Materials are not posted

7.5. Methodical recommendations for the implementation of control work

Not provided

7.6 Methodological recommendations for the implementation of course work

Not provided

## **8. ORGANIZING EDUCATIONAL PROCESS FOR THE DISABLED**

### **According to the student's application**

In order to make the program accessible to people with disabilities, if necessary, the department provides the following conditions:

- a special procedure for mastering the discipline, taking into account the state of their health;
- electronic educational resources on the discipline in forms adapted to the limitations of their health;
- study of the discipline according to an individual curriculum (regardless of the form of study);
- e-learning and distance learning technologies that provide receiving and transmitting information in the forms available to them;
- access (remote access) to modern professional databases and information reference systems, the composition of which is determined by the work program

## 9. KEY AND ADDITIONAL LITERATURE

### USUE Library Website

<http://lib.usue.ru/>.

#### Key literature:

1. Вакуленко С. П., Пересветов Ю.В. Структурно-композиционный подход к управлению цепью поставок [Электронный ресурс]: Монография. - Москва: ООО "Научно-издательский центр ИНФРА-М", 2020. - 60 – Access: <https://znanium.com/catalog/product/1095051>

2. Хмельницкая З. Б., Вольхин Е. Г. Международная логистика [Электронный ресурс]: учебное пособие. - Екатеринбург: Издательство УрГЭУ, 2019. - 174 – Access: <http://lib.usue.ru/resource/limit/ump/20/p492988.pdf>

3. Герамы В. Д., Колик А. В. Управление транспортными системами. Транспортное обеспечение логистики [Электронный ресурс]: Учебник и практикум для вузов. - Москва: Юрайт, 2021. - 533 – Access: <https://urait.ru/bcode/469209>

4. Григорьев М. Н., Долгов А. П. Логистика. Продвинутый курс. В 2 ч. Часть 2 [Электронный ресурс]: Учебник для вузов. - Москва: Юрайт, 2021. - 341 – Access: <https://urait.ru/bcode/470321>

5. Григорьев М. Н., Долгов А. П. Логистика. Продвинутый курс. В 2 ч. Часть 1 [Электронный ресурс]: Учебник для вузов. - Москва: Юрайт, 2021. - 472 – Access: <https://urait.ru/bcode/470320>

#### Additional literature:

1. Григорьев М. Н. Логистика [Электронный ресурс]: Учебник для бакалавров. - Москва: Юрайт, 2019. - 836 – Access: <https://urait.ru/bcode/425208>

2. Абрамова Е.Р. Теоретические основы логистической координации [Электронный ресурс]: Монография. - Москва: ООО "Научно-издательский центр ИНФРА-М", 2017. - 69 – Access: <https://znanium.com/catalog/product/940464>

3. Лазарев В. А., Карх Д. А. Логистика материальных потоков [Электронный ресурс]: учебное пособие. - Екатеринбург: [Издательство УрГЭУ], 2018. - 281 – Access: <http://lib.usue.ru/resource/limit/ump/19/p491760.pdf>

## **10. INFORMATION TECHNOLOGIES, INCLUDING LICENSED SOFTWARE AND INFORMATION REFERENCE SYSTEMS, ONLINE COURSES**

### **Licensed software**

Astra Linux Common Edition Contract No. 1 dated June 13, 2018, act dated December 17, 2018. The license is valid for an unlimited period of time

My Office Standard. Agreement No. SK-281 dated June 7, 2017. The date of conclusion is 07.06.2017. The license is valid for an unlimited period.

### **Information reference systems, internet resources**

Garant legal reference system. Contract No. 58419 dated December 22, 2015. The license is valid for an unlimited period

Consultant +. legal reference system Contract No. 163/223-U/2020 dated 12/14/2020. The license is valid till 31.12.2021

## **11. MATERIAL AND TECHNICAL BASE**

The implementation of the discipline is carried out using the material and technical base of USUE, which ensures all types of training sessions and research and independent work of students.

Special rooms are classrooms for all types of classes, group and individual consultations, ongoing monitoring and intermediate certification.

The premises for independent work of students are equipped with computers connected to the Internet and provide access to the electronic information and educational environment of USUE.

All rooms have specialized furniture and multimedia equipment, special equipment (information and telecommunications, other computer), access to information retrieval, legal reference systems, electronic library systems, databases of current legislation, other information resources serving to present educational information to a large audience.

For conducting lecture-type classes, presentations and other educational and visual aids that provide thematic illustrations.