

# List of Courses

## Taught in Foreign Languages

### Bachelor's Degree

### Full Year



Course Name	Main Topics
<b>Data Analysis</b>  ECTS: 7 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt	<ol style="list-style-type: none"> <li>1. Data in economy, its' visualization and preliminary reduction</li> <li>2. Probability. Basic Concepts. Random Events.</li> <li>3. Discrete and Continuous Random Variables</li> <li>4. Limit theorems</li> <li>5. Point and Interval estimations</li> <li>6. Hypothesis Testing</li> <li>7. Analysis of variance and categorical data</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Corporate Finance</b>  ECTS: 6 Academic Control: Pass/Fail Test and Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Financing of corporations</li> <li>2. Cost of capital and capital structure</li> <li>3. Investment decision valuation methods</li> <li>4. Corporate financial risks</li> <li>5. Business value and business growth strategies</li> <li>6. Financial asset management</li> <li>7. Dividend policy and corporate value</li> <li>8. Corporate restructuring</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Accounting and Reporting</b>  ECTS: 6 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Content, functions and role of accounting in the management system of an economic entity</li> <li>2. Subject and method of accounting</li> <li>3. Methodological bases of accounting for financing, investing and operating activities of an economic entity</li> <li>4. Financial reporting as a source of information about an economic entity</li> <li>5. Presentation of information about financial position and financial performance of an economic entity in financial statements</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Money, Credit, Banks</b>  ECTS: 4 or 5 (depending on major) Academic Control: Pass/Fail Test or Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. An overview of the financial system</li> <li>2. Evolution, essence and functions of money</li> <li>3. Time value of money</li> <li>4. Interest and currency exchange rates</li> <li>5. Efficient market hypothesis</li> <li>6. Commercial and central banking</li> <li>7. Basics of monetary policy implementation</li> </ol> Click to view the full syllabus for <a href="#">Economics</a> and <a href="#">Management</a> majors
<b>Strategic Management</b>  ECTS: 6 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Strategy and strategic management</li> <li>2. Vision, mission and strategic objectives</li> <li>3. Corporate and competitive strategies</li> <li>4. Strategic analysis of external and internal environments</li> <li>5. Portfolio analysis and diversified company</li> <li>6. Strategic choice and execution</li> <li>7. Contemporary concepts of strategic management</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Macroeconomics</b>  ECTS: 6	<ol style="list-style-type: none"> <li>1. Introduction to macroeconomics and the measurement of national economy</li> <li>2. Economic equilibrium on product markets. AD-AS model.</li> </ol>

<p>Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Income-expenditure model. Keynesian model of macroeconomic equilibrium.</li> <li>Money market equilibrium</li> <li>Economic cycles</li> <li>Labor market and unemployment</li> <li>Theory of inflation</li> <li>Fiscal and monetary policies</li> <li>Economic growth</li> <li>IS-LM model</li> </ol> <p>Click <a href="#">here</a> to view the full syllabus</p>
<p><b>International Financial Reporting Standards</b></p> <p>ECTS: 7 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Framework for the preparation and presentation of financial statements in accordance with IFRS</li> <li>Presentation of financial statements and disclosure of supplementary information</li> <li>Statement of financial position, statement of profit or loss and other comprehensive income, statement of cash flows and statement of changes in equity</li> <li>Contents and procedure for preparation and presentation of the consolidated financial statements</li> </ol> <p>Click <a href="#">here</a> to view the full syllabus</p>
<p><b>Second Foreign Language</b></p> <p>ECTS: 10 Academic Control: Pass/Fail Test (Fall), Exam (Spring) Language: French, Spanish, German, Chinese Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Greeting. Acquaintance. Family</li> <li>In a restaurant</li> <li>Free time, hobby. Sport.</li> <li>Travel planning. Transport</li> <li>Holidays and traditions of the country of the language being studied</li> <li>Organizational and legal forms of enterprises</li> <li>Market, types of markets</li> <li>Marketing</li> <li>Management</li> <li>Job search and employment</li> </ol> <p>Click <a href="#">here</a> to view the full syllabus</p>
<p><b>Second Foreign Language (Business)</b></p> <p>ECTS: 14 Academic Control: Pass/Fail Test (Fall), Exam (Spring) Language: French, Spanish, German, Chinese Territory: 49 Leningradsky Prospekt</p>	<ol style="list-style-type: none"> <li>Business trip. Transport</li> <li>Hotel reservation, restaurant order</li> <li>A business phone call etiquette</li> <li>Organization and holding of working meetings, meetings, business negotiations</li> <li>Setting up and liquidation / bankruptcy of enterprise</li> <li>Annual analysis of the enterprise performance</li> <li>Information technologies in business</li> <li>Globalization in the context of economic development of a company</li> <li>Marketing, its goals and functions</li> <li>Stock exchange and securities</li> <li>The banking system. Types of banking operations</li> </ol> <p>Click <a href="#">here</a> to view the full syllabus</p>
<p><b>Foreign Trade Contracts: the Practice and Tax Consequences</b></p> <p>ECTS: 10 Academic Control: Pass/Fail Test (Spring), Exam (Fall) Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Form and procedure of concluding foreign trade contracts</li> <li>Legal regulation and tax consequences of international sale contracts</li> <li>Transfer of ownership of the goods and the quality of the goods supplied</li> <li>Settlements under international sale contracts</li> <li>Intellectual property rights when concluding foreign trade contracts</li> <li>Documentation, taxation and customs clearance during the import and export of goods</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>International Financial Reporting</b></p> <p>ECTS: 7</p>	<ol style="list-style-type: none"> <li>Financial reporting principles as a conceptual basis of IFRS</li> <li>Regulation by the formation and application of IFRS</li> <li>Financial statements: presentation, composition, main forms</li> <li>Key elements of financial reporting</li> <li>Preparation of financial statements of a group of companies</li> </ol>

Academic Control: Pass/Fail Test (Spring) and Exam (Fall) Language: English Territory: 49 Leningradsky Prospekt	6. Presentation and disclosure of additional information in financial statements 7. Cash flow statement and financial statements analysis  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>International Management Accounting</b>  ECTS: 6 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 49 Leningradsky Prospekt	1. Purpose and features of management accounting 2. Costs and their role for managerial decision-making 3. Product costing 4. CVP analysis 5. Pricing in the management accounting system 6. Planning and budgeting of the company's activities 7. Management accounting methods for making management decisions under risk and uncertainty  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>World Finance</b>  ECTS: 6 Academic Control: Pass/Fail Test (Spring) and Exam (Fall) Language: English Territory: 49 Leningradsky Prospekt	1. World finance and the world financial market 2. Regulation of international monetary and financial relations 3. Regional currency systems 4. Sovereign debt in the international credit market 5. Crises in the international currency and credit market 6. International settlement and payment relations 7. International and regional monetary and financial organizations 8. International monetary and financial relations of the Russian Federation  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Theory and Practice of International Negotiations</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. International negotiations: concept, forms, features 2. Planning, preparation and organization of international negotiations 3. Practical aspects of conducting international negotiations 4. Potential issues arising during negotiations and ways to solve them 5. Strategies of manipulative influence during the negotiation process 6. National peculiarities of international negotiations  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Organizational Theory and Change Management</b>  ECTS: 6 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka	1. Organization as a complex socio-economic system and its functioning 2. Dynamic aspects of an organization 3. Change management 4. Organizational culture as an object of change and a tool for development of organizations 5. Organizational design 6. Perspective directions of development of organizations  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Financial and Management Accounting</b>  ECTS: 6 Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka	1. Accounting for non-current assets 2. Inventory accounting 3. Accounting for labor and its payment 4. Accounting for income and expenses of the organization 5. Accounting for cash, current liabilities and settlements 6. Accounting for equity 7. Costs and their classification in management accounting 8. Cost Accounting and Costing Methods 9. Normative cost accounting method and the standard-cost system 10. CVP analysis and management decision making 11. Budgeting and cost control  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Financial Management</b>  ECTS: 6	1. Financial planning and forecasting 2. Time factor and cash flow management 3. Capital structure management

<p>Academic Control: Pass/Fail Test (Fall) and Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Dividend policy</li> <li>Financial risk management</li> <li>Portfolio theory and asset pricing models</li> <li>Methods of evaluating investment decisions</li> <li>Company growth management</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Finance of International Corporations</b></p> <p>ECTS: 7 Academic Control: Pass/Fail Test (Spring), Exam (Fall) Language: English Territory: 49 Leningradsky Prospekt</p>	<ol style="list-style-type: none"> <li>Concept and tasks of financial management</li> <li>Working capital management</li> <li>Investment analysis</li> <li>Corporate finance</li> <li>Cost of capital</li> <li>Business valuation</li> <li>Risk management</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Second Foreign Language (Special)</b></p> <p>ECTS: 5 Academic Control: Exam Language: French, Spanish, German, Chinese Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka</p>	<p>FRENCH, SPANISH, GERMAN</p> <ol style="list-style-type: none"> <li>Finance and investment</li> <li>Investment policy of the state</li> <li>Financial markets</li> <li>Audit and risk assessment</li> </ol> <p>CHINESE</p> <ol style="list-style-type: none"> <li>The main aspects of doing business in China. The banking system of China.</li> <li>Transnational corporations. International trade.</li> <li>Market research. Supply and demand. Promotion of goods. Advertising.</li> <li>Conducting business correspondence and business negotiations</li> </ol> <p>Click <a href="#">here</a> to view the full syllabus</p>
<p><b>Information Technology Used in Professional Activity</b></p> <p>ECTS: 5 Academic Control: Pass/Fail Test or Exam Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Information, information products, information resources</li> <li>Means of collaborative work with documents</li> <li>Technologies of preparation text documents</li> <li>Technologies of processing and analyzing economic information in MS Excel</li> <li>Information and analytical technologies in the economy</li> <li>Visualization of financial and economic information</li> <li>Management of economic activities of organizations</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Foreign Language in a Professional Environment</b></p> <p>ECTS: 5 Academic Control: Pass/Fail Test (Fall), Exam (Spring) Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Functions of management</li> <li>Organizational structure of the company</li> <li>Employee motivation</li> <li>Theories of leadership and management</li> <li>Levels of planning in management</li> <li>Operational activities in the organization management system</li> <li>Risk management</li> <li>Analysis and choice of management strategies</li> <li>Management accounting</li> <li>Financial reporting in the organization's management system</li> <li>Fundamentals of tax accounting</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Marketing Management</b></p> <p>ECTS: 6 Academic Control: Pass/Fail Test (Spring), Exam (Fall) Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>Marketing research as a basis for making managerial decisions</li> <li>Marketing environment research</li> <li>Consumer behavior research</li> <li>Marketing strategies at the corporate level</li> <li>Managing the stages of the target marketing process</li> <li>Product, product line and brand portfolio management</li> <li>Pricing policy management</li> <li>Promotion policy management</li> </ol>

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|  | 9. Strategic and operational planning in marketing<br>10. Control, evaluation and audit of marketing<br><b>For full syllabus</b> please contact the academic mobility coordinator |
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## Fall

Course Name	Main Topics
<b>BRICSonomics. New Global Equilibrium and Economic Growth</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	1. BRICS and multilateralism subject, goals and objectives of BRICS 2. Macroeconomic prerequisites for the crisis of global equilibrium and growth 3. Anti-crisis policy and search for a new growth model 4. Main trends in the evolution of concepts and institutions of a multipolar world 5. Global challenges and social transformations in the BRICS countries  Click <a href="#">here</a> to view the full syllabus
<b>International Financial Accounting</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt	1. Accounting and reporting for capital 2. Accounting and reporting for inventories 3. Accounting and reporting for income and expenses 4. Accounting and reporting for non-current assets 5. Accounting and reporting for provisions, contingent liabilities and contingent assets and reflection of events after the reporting period 6. Accounting and reporting for cash and cash equivalents  Click <a href="#">here</a> to view the full syllabus
<b>Information Technology Used in Digital Economy</b>  ECTS: 4 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. Information, information products, information resources. Digitalization of economic activity. 2. Visualization of financial and economic information 3. Information and analytical technologies in solving economic problems 4. Professional information technologies and systems for managing the economic activities of organizations  Click <a href="#">here</a> to view the full syllabus
<b>History of Economic Thought</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. The object and method of the history of economic thought. Economic teachings of the ancient world and the medieval times. 2. Mercantilism 3. Classical political economy 4. The marginal revolution. The emergence of a subjective and psychological strand of economic thought 5. Neoclassical strand of economic thought 6. American institutionalism and theories of monopolistic and imperfect competition 7. Theories of state economic regulation 8. Contemporary trends in the development of economic thought  Click <a href="#">here</a> to view the full syllabus
<b>Intercultural Communication</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 38 Shcherbakovskaya	1. European and Asian communication styles 2. International company mergers. Positive and negative experience in international company mergers. 3. Responsibility, difficulties and prospects of work abroad 4. International virtual business and its specific characteristics 5. Participation in international projects and programs  Click <a href="#">here</a> to view the full syllabus
<b>Corporate Taxation</b>  ECTS: 4	1. Value added tax (VAT) 2. Excise taxes 3. Corporate income tax



Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	4. Corporate property tax 5. Transport tax 6. Land tax 7. The impact of the tax component on the entrepreneurial activity of organizations Click <a href="#">here</a> to view the full syllabus
<b>Behavioral Finance</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	1. The theory of market efficiency and rationality in decision making 2. Philosophical and neurobiological foundations of behavioral finance 3. Psychoanalysis in emotional finance 4. Corporate governance behavioral finance: personal characteristics and typical human behavior when making financial decisions 5. Key groups of behavioral finance tools: heuristics, framing, emotions, market influence Click <a href="#">here</a> to view the full syllabus
<b>Statistics</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. Subject, method, and tasks of statistics. Statistical observation. Presentation of the results of statistical observation 2. Main statistical indicators 3. Sample method 4. Correlation and regression analysis 5. Time series' analysis 6. Index numbers 7. Population, labor and national wealth statistics 8. Business activity statistics 9. System of national accounts Click to view the full syllabus for <a href="#">Economics</a> and <a href="#">Management</a> majors
<b>Financial Mathematics</b>  ECTS: 4 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. Fundamentals of classical financial mathematics 2. Cash flow streams 3. Annuities 4. Bonds 5. Portfolio Analysis Click <a href="#">here</a> to view the full syllabus
<b>Business Correspondence</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 1/2 Kibalchicha	1. International standards for business correspondence. Features of the official business style. Office etiquette. 2. The layout and requisites of business letters. Style, lexis and grammatical features of business documentation and correspondence. 3. Letter of intent. Letter of acknowledgement. Invitation. Congratulations. 4. The format and content of a resume and cover letter. 5. Complaints and their settlement in written business correspondence. 6. Loan/credit application letter. Bank correspondence Click <a href="#">here</a> to view the full syllabus
<b>Econometrics</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. Simple Linear Regression Model (SLR). Ordinary Least Squares (OLS) Estimation 2. Multiple Linear Regression Model (MLR): two explanatory variables and k explanatory variables 3. Variables Transformations in Regression Analysis 4. Linear Regression Model Specification 5. Heteroscedasticity 6. Autocorrelated disturbance term Click <a href="#">here</a> to view the full syllabus
<b>Training in Team Building and Team Work</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English	1. Psychology of effective communication in a team 2. Types of teams and principles of their formation 3. Psychology of group interaction 4. Role behavior in group communication 5. Group leadership 6. Team conflicts and how to overcome them

Territory: 15 Verkhnyaya Maslovka	7. Psychology of group decision making  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Audit and Assurance</b>  ECTS: 7 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt	1. Normative regulation of audit activity. Auditor's Code of Ethics 2. Planning and assessment of audit risk 3. Audit evidence 4. Audit procedures 5. Final stage of the audit and preparation of audit report 6. Features of internal audit  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Artificial Intelligence and Computer Sciences</b> ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	1. Overview of modern machine learning technologies: Microsoft Azure ML, Python, R 2. Practical use of classification models 3. Practical use of regression models 4. Practical use of cluster analysis and anomaly search models 5. Building recommender systems  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>International Tax Relations</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	1. The role of Russia in international tax relations 2. Theoretical foundations of international taxation 3. "Nationality" of the taxpayer and consequences of its change 4. Taxation of a permanent establishment of a foreign organization 5. Features of taxation of active and passive income of non-residents 6. Current issues in the development of tax administration  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Managerial Decision-Making Techniques</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	1. Typology of managerial decisions 2. Role and importance of a decision maker 3. Methods, models and stages of the process of making a managerial decision 4. Quality and efficiency of a managerial decision 5. Transportation problems 6. Issues of multiobjective optimization 7. Elements of game theory 8. Dynamic programming methods  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Political Science</b>  ECTS: 3 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt	1. Concept of politics and political power 2. State as the most important political institution and its interaction with society 3. Political regimes and ideologies 4. Political leadership and parties 5. Party and electoral systems 6. Media and social networks in politics 7. The politics of memory as a tool for the formation of a national ideologies 8. Ethno-confessional factor in modern politics 9. Politics and international relations  For <b>full syllabus</b> please contact the academic mobility coordinator
<b>A Practical Course in Due Diligence</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	1. Essence and types of "Due Diligence" 2. Technologies of conducting "Due Diligence" in energy companies 3. Features of the Due Diligence procedure at various stages of the life cycle of energy companies  For <b>full syllabus</b> please contact the academic mobility coordinator

<b>A Practical Course of Written Translation</b>  ECTS: 6 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Translation techniques</li> <li>2. Translation of official documents</li> <li>3. Translation of contracts</li> <li>4. Translation of financial and economic texts</li> <li>5. Translation of terms in special texts</li> <li>6. French borrowings in English and their translation</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Global Economy Issues</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 38 Shcherbakovskaya	<ol style="list-style-type: none"> <li>1. Globalization and its impact on the world economy</li> <li>2. Global population growth and aging of population</li> <li>3. The world energy problem and the global problem of water resources</li> <li>4. Global food problem</li> <li>5. Poverty as a global problem</li> <li>6. The problem of climate change and possible scenarios of global warming</li> <li>7. Assistance to foreign countries and international development</li> <li>8. Sustainable development</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Public Administration</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Main trends in the development of public administration in the 21st century</li> <li>2. Evolution of the main models and mechanisms of formation and implementation of state policy</li> <li>3. Organizational structure of management at the national and subnational levels</li> <li>4. Evaluation of the efficiency and effectiveness of the state management: methods and mechanisms for assessment</li> <li>5. Comparative cross-country analysis of public administration in the 21st century</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Financial Technology-Based Reengineering of Business Processes in International Business</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	<ol style="list-style-type: none"> <li>1. Process approach to building an organization</li> <li>2. Basic elements of the process</li> <li>3. Process modeling techniques</li> <li>4. Process analysis methods</li> <li>5. Mathematical methods used for process analysis</li> <li>6. Process improvement concepts</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Modern Industrial Production: Technology, Design and Equipment</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Fundamentals of modern industrial production</li> <li>2. Main technologies used in modern industrial production</li> <li>3. Territorial location of modern industrial production</li> <li>4. Basics of designing modern industrial production processes</li> <li>5. Selection and operation of equipment in modern industrial production</li> <li>6. Forms of organization of production at modern industrial facilities</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Financial Environment of an Organization</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English	<ol style="list-style-type: none"> <li>1. Main characteristics, structure of an organization and its corporate governance</li> <li>2. External factors that determine the financial environment of an organization</li> <li>3. Accounting as a component of the organization's financial environment</li> <li>4. Financial and information systems of an organization</li> </ol>



Territory: 49 Leningradsky Prospekt	5. Audit and financial control 6. Corporate fraud 7. Corporate culture, leadership and human capital management For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Training in Efficient Negotiations</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	1. Socio-psychological characteristics of communication as a theoretical basis for negotiation 2. Introduction to the theory of the negotiation process. The main characteristics of the negotiation process 3. Technology and main stages of the negotiation process 4. Strategy and tactics, argumentation techniques of the negotiation process 5. Psychology of deceit in negotiations 6. Psychological foundations of mediation in the negotiation process 7. Psychology of cultural differences and ethics in Russian and international negotiation processes For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Training in Business Communications and Public Speech</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	1. General characteristics of psychological training 2. Basics of business communication 3. Business communication effectiveness factors 4. Public speaking in the context of psychology of business communication 5. Psychological preparation for public speaking 6. Basic rules of an effective presentation 7. Self-presentation in public speaking 8. Psychological techniques for regulating the emotional state in public speaking For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Public Assets and Debt Management</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	1. Organizational and legal framework governing the algorithm and procedures for managing state (municipal) debt and financial assets 2. Features of debt crises: Russian and international management practices 3. Trends and patterns of public external debt management 4. Management of public financial investments 5. Management of budget loans For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Human Resource Management</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	1. Human resources as a socio-economic category: essence, evolution, management concept 2. Formation of human resources: demography, labor market, number and structure 3. Regulatory and methodological support of the human resource management system. Methods and principles of HRM 4. Providing an organization with human resources: recruitment, selection, adaptation 5. Use and development of human resources: assessment, motivation and stimulation 6. Organizational culture in human resource management For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Financial Markets</b>  ECTS: 7 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	1. Structure and functions of the financial market. Financial market regulation 2. Money market 3. Credit market 4. Currency market 5. Stock market 6. Bond market 7. Government securities market as the basis of the debt market 8. Mortgage securities market. Use of non-equity securities 9. The market of derivative financial instruments and its participants 10. Stock exchange and its infrastructure

	11. Issuers and investors. Collective investment institutions 12. Structure, functions and participants of the insurance market and its regulation For <b>full syllabus</b> please contact the academic mobility coordinator
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## Spring

Course Name	Main Topics
<b>Corporate and Business Law</b>  ECTS: 4 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	<ol style="list-style-type: none"> <li>1. The concept of corporation and corporate law</li> <li>2. System of governing bodies of a corporate legal entity</li> <li>3. Corporations as participants in legal relations</li> <li>4. Legal personality of foreign legal entities</li> <li>5. Mergers and acquisitions</li> <li>6. Foreign economic activity of corporations</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Finance</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Concept and purpose of finance. Financial resources and financing.</li> <li>2. Financial system</li> <li>3. Financial market as a redistribution mechanism of financial resources</li> <li>4. Financial policy and financial reforms</li> <li>5. State financial regulation of socio-economic processes</li> <li>6. Financial crises</li> <li>7. Fundamentals of financial management; financial forecasting and control</li> <li>8. Innovations in the financial sector</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Economic Analysis</b>  ECTS: 4 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Theory and methodology of economic analysis. Types of microeconomic analysis</li> <li>2. Economic analysis tools</li> <li>3. Integrated assessment of business environment and factors of production</li> <li>4. Cost Volume Profit Analysis</li> <li>5. Financial Statements Analysis</li> <li>6. Financial Ratio Analysis</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>Macroeconomic Planning and Forecasting</b>  ECTS: 4 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Methodology and methods of forecasting and planning</li> <li>2. Forecasting main macroeconomic and macro-financial indicators</li> <li>3. Forecasting and planning the development of the labor market, industrial infrastructure, and scientific and technological progress</li> <li>4. Forecasting and planning the development of planning of the social sphere</li> <li>5. Forecasting and planning of ecological and spatial development of Russia</li> <li>6. Special issues of macroeconomic forecasting and planning</li> </ol> Click <a href="#">here</a> to view the full syllabus
<b>A Basic Course in Project Management</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Basic concepts and current state of project management</li> <li>2. Main groups of project management processes</li> <li>3. Project scope and organization management</li> <li>4. Project timing and project duration management</li> <li>5. Project resource management</li> <li>6. Project financing and cost management</li> <li>7. Uncertainty and risks in project management</li> <li>8. Quality management during project implementation</li> </ol> For <b>full syllabus</b> please contact the academic mobility coordinator
<b>Basics of Transfer Pricing</b>  ECTS: 4	<ol style="list-style-type: none"> <li>1. The arm's length principle as the basis of transfer pricing in Russia and OECD countries</li> </ol>

Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>2. Procedure of analysis of transactions subject to transfer pricing control</li> <li>3. Transfer pricing methods</li> <li>4. Transfer pricing and customs value of goods</li> <li>5. Transfer pricing documentation</li> <li>7. Administrative procedures to avoid or minimize transfer pricing disputes</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Investment Strategy</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Economic essence, forms and types of investments</li> <li>2. State regulation of the investment market and investment activity</li> <li>3. The concept of an investment project, content, classification, phases of development</li> <li>4. Financing of investment projects</li> <li>5. Analysis of the effectiveness of investment projects</li> <li>6. Corporate investment strategy</li> <li>7. Investment strategy in real investment</li> <li>8. Investment strategy in financial investing</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Quantitative Methods in Management</b>  ECTS: 4 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Basic research methods in management</li> <li>2. Investment appraisal</li> <li>3. Business process optimization</li> <li>4. Application of quantitative methods in conditions of uncertainty and risk</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Marketing</b>  ECTS: 3 (Economics), 4 (Management) Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt, 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>1. Marketing as a philosophy of the market</li> <li>2. Marketing Information System (MIS) of an organization</li> <li>3. Concept, goals, objectives and directions of marketing research</li> <li>4. Consumer behavior analysis</li> <li>5. Analysis of competitors' activities</li> <li>6. Marketing activity management</li> <li>7. Marketing mix and tools for its implementation</li> <li>8. Marketing in different industries and business areas</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>International Banking</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	<ol style="list-style-type: none"> <li>1. World finance, global financial market and modern banking business</li> <li>2. Modern practice of managing the activities of a transnational bank</li> <li>3. Passive operations of banks</li> <li>4. Assessment of the financial condition of a bank carrying out international operations</li> <li>5. Features of the activities of banks in the international credit market</li> <li>6. Operations of banks in the international currency market</li> <li>7. Operations of banks with securities</li> <li>8. Operations of banks in the derivatives market tools</li> <li>9. Risk management in the banking business</li> <li>10. Specialized international financial organizations and their role in the global banking system</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>International Marketing</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 1/2 Kibalchicha	<ol style="list-style-type: none"> <li>1. Modern international marketing</li> <li>2. International marketing research</li> <li>3. Planning, organization and control of international marketing activities</li> <li>4. Marketing Mix. Marketing tools in the management of international marketing activities</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>International Financial Market</b>	<ol style="list-style-type: none"> <li>1. World finance and the world financial market</li> <li>2. Currency sector of the international financial market</li> <li>3. International credit market</li> </ol>

<p>ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt</p>	<ol style="list-style-type: none"> <li>4. Sovereign debts in the international financial market</li> <li>5. International stock market</li> <li>6. Modern international gold market</li> <li>7. Crises in the international financial market</li> <li>8. Payment infrastructure and institutional architecture of the international financial market</li> <li>9. Russia in the system of the international financial market</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Taxation</b></p> <p>ECTS: 4 Academic Control: Exam Language: English Territory: 49 Leningradsky Prospekt</p>	<ol style="list-style-type: none"> <li>1. Basics of the tax system of the Russian Federation</li> <li>2. Personal income tax</li> <li>3. Corporate income tax</li> <li>4. Value added tax</li> <li>5. Insurance premiums</li> <li>6. Corporate property tax</li> <li>7. Tax planning, administration and control</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Basics of Research in Management</b></p> <p>ECTS: 4 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>1. Methodological foundations of research in management: theory and its role in research, types of research methods</li> <li>2. Research strategy in management: quantitative, qualitative and combined research</li> <li>3. Research design in management</li> <li>4. Data collection and analysis methods</li> <li>5. Quantitative data analysis in managerial research</li> <li>6. Qualitative data analysis, features of use of the case method in research</li> <li>7. Secondary data analysis</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Law of the World Trade Organization</b></p> <p>ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 38 Shcherbakovskaya</p>	<ol style="list-style-type: none"> <li>1. WTO as an international economic organization</li> <li>2. Fundamentals of "WTO law"</li> <li>3. Appendix 1A - measures to protect the internal market</li> <li>4. Appendix 1A - investment measures related to trade</li> <li>5. Appendix 1B to the 1994 WTO Agreement</li> <li>6. Appendix 1C to the 1994 WTO Agreement</li> <li>7. Appendix 2 to the 1994 WTO Agreement</li> <li>8. Appendices 3, 4 to the 1994 WTO Agreement</li> <li>9. Interaction of the WTO with other international economic organizations</li> <li>10. The Russian Federation as a member state of the WTO</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<p><b>Systems Analysis and Simulation in Management</b></p> <p>ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 15 Verkhnyaya Maslovka</p>	<ol style="list-style-type: none"> <li>1. Basic concepts of systems analysis in management</li> <li>2. Models and modeling as the basis of cognitive and productive activities in management</li> <li>3. The problem as the main object of applied systems analysis in management of an organization</li> <li>4. Management and methods of transforming a problem-containing reality</li> <li>5. Features of socio-economic systems and their impact on management of an organization</li> <li>6. Technology of systems analysis in management</li> <li>7. Analysis and modeling of organizational and managerial systems</li> </ol> <p>Click here to view the full syllabus</p>
<p><b>A Company's Investment Portfolio Management</b></p> <p>ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 1/2 Kibalkhicha, 49 Leningradsky Prospekt</p>	<p>For INTERNATIONAL FINANCE majors:</p> <ol style="list-style-type: none"> <li>1. Investments and their role in international finance</li> <li>2. Portfolio of real investment projects</li> <li>3. Portfolio management of real investment projects of different duration with a limited budget</li> <li>4. Portfolio of financial instruments</li> <li>5. Fundamental and technical analysis of financial markets</li> </ol> <p>For CORPORATE FINANCE majors:</p>

	<ol style="list-style-type: none"> <li>Investments and their role in corporate finance</li> <li>Portfolio of real investment projects</li> <li>Discount rate and accounting for risks in the evaluation of investment projects</li> <li>Portfolio management of real investment projects of different duration with a limited budget</li> <li>Portfolio of financial instruments and modern strategies of its management</li> <li>Fundamental and technical analysis of financial markets</li> </ol> <p>For <b>full syllabi</b> please contact the academic mobility coordinator</p>
<b>Innovative and Business Project Management</b>  ECTS: 5 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	<ol style="list-style-type: none"> <li>Concept and types of entrepreneurship</li> <li>Concept of business models and their varieties. Transformation of business models</li> <li>Concept and types of innovation</li> <li>Innovation process and formation of innovation strategy</li> <li>Commercialization and financing of innovations</li> <li>Methodology and standards of project management</li> <li>Features of managing business and innovative projects</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Environmental Economy of the Fuel and Energy Sector</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 1/2 Kibalchicha	<ol style="list-style-type: none"> <li>The environmental factor in the development of the fuel and energy sector</li> <li>The resource base of the fuel and energy sector</li> <li>Organizational and legal foundations of the environmental economy in the fuel and energy sector</li> <li>Global environmental problems of functioning of the fuel and energy sector</li> <li>Environmental, economic and social aspects of natural and man-made disasters in the work of the fuel and energy sector</li> <li>Economic mechanisms of environmental management in the fuel and energy sector</li> <li>Regional and sectoral features of the environmental factor in the development of the fuel and energy sector</li> </ol> <p>For <b>full syllabus</b> please contact the academic mobility coordinator</p>
<b>Business Process Management</b>  ECTS: 4 Academic Control: Exam Language: English Territory: 15 Verkhnyaya Maslovka	<p>For the list of main topics and the full version of the syllabus, please contact the academic mobility coordinator.</p>
<b>Information and Analytical Systems for Business and Finance</b>  ECTS: 3 Academic Control: Pass/Fail Test Language: English Territory: 49 Leningradsky Prospekt	<p>For the list of main topics and the full version of the syllabus, please contact the academic mobility coordinator.</p>

If you have any questions regarding the course list, availability and content, you can contact our **incoming mobility coordinators**:



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