

**MINISTRY OF SCIENCE AND HIGHER EDUCATION
OF THE RUSSIAN FEDERATION**

Federal State Autonomous Educational Institution
of Higher Education «Perm State National Research University»

Department of World and Regional Economics, Economic Theory

**PROGRAMME
OF THE STATE FINAL CERTIFICATION
OF BACHELOR DEGREE GRADUATES**

38.03.01 «Economics», «International Business» specialization

for compliance with the requirements
of the independently established educational standard
of higher education

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The programme is intended for students of the economic faculty studying the bachelor's degree programme 'International Business' of training programme 38.03.01 'Economics'. It includes the main requirements for the state final certification of graduates of the bachelor's degree programme in accordance with the IEES of the PSU, the results of the development of the educational programme, a description of the procedure for preparing and defending the final qualifying work, the procedure for its evaluation and evaluation tools.

The programme is reviewed and approved at the meeting of the Department of World and Regional Economics, Economic Theory dated 08.02.2023 Protocol No. 8.

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INTRODUCTION

The programme of the state final certification (SFC) of graduates is compiled in accordance with the requirements:

- Federal Law No. 273-FL of 29.12.2012 (with amendments that entered into force on 01.09.2013) 'On Education in the Russian Federation';
- Independently established educational standard in the field of training 38.03.01 'Economics' (bachelor's degree level) (program 'International business in the digital economy');
- The order of organization and implementation of educational activities for educational programme of higher education - bachelor's degree programme, specialty programme, master's degree programme, approved by Order of the Ministry of Education and Science of April 5, 2017 No. 301;
- The procedure for the state final certification of higher education educational programme - bachelor's degree programme, specialty programme and master's degree program, approved by Order of the Ministry of Education and Science of the Russian Federation dated June 29, 2015 No. 636;
- Regulations on the procedure for the state final certification of educational programme of higher education - bachelor's degree programme, specialty programme and master's degree programme at PSU (hereinafter, the Regulations on the procedure of the SFC of PSU);
- Educational programme of higher education in the field of training 38.03.01 'Economics' (bachelor's degree level) (program 'International business');
- Curriculum in the field of training 38.03.01 'Economics' (bachelor's level) (program 'International business ').

The programme sets out the basic requirements for the final certification of students receiving higher education under the educational programme 'International business' in the field of training 38.03.01 'Economics' (bachelor's degree level): the basic requirements for the state final certification of graduates are disclosed, the results of the development of the educational programme are listed, evaluation tools and the composition of the evaluation criteria, the requirements for the design of the final qualifying work are presented.

I. STATE EXAM PROGRAMME (ECONOMICS)

1.1. The place of the state exam in the structure of the educational programme

The state exam is included in the Block 'B3.State final certification' of the educational programme in the areas of training (specialties): training program: 38.03.01 Economics, Focus: International business.

Table 1

The scope and content of the state exam

Areas of study	38.03.01 Economics (International business)
Form of training	Intramural form of study
No. of the study periods allocated for studying	12
Volume (course credit)	3
Volume (ac. h.)	108
Forms of final certification	State exam (12 trimester)

1.2. The procedure for conducting the final state interdisciplinary exam

The purpose of the state exam is to assess theoretical knowledge, practical skills, abilities and the degree of readiness of graduates for professional activity.

Persons who have completed a full course of study in the basic educational programme of higher education and have successfully passed all previous certification activities provided for by this programme are allowed to take the state exam.

Before the start of the exam, graduate students are invited to the auditorium intended for the exam, where the chairman of the SAC introduces the examinees to the composition of the SAC, gives general recommendations for the preparation of answers to questions. After that, students leave the classroom and are invited in accordance with the priority list (or in the order established by the examinees themselves) passing the exam.

The state exam includes relevant and practically significant questions and practical situations in the disciplines of the profile 'International Business'. Examination tickets are formed

on the basis of these academic disciplines. Given the importance and significance of these academic disciplines, various options are possible when formulating questions in exam tickets.

The State final interdisciplinary examination is conducted in written and oral form (according to pre-prepared tickets).

When preparing answers to the ticket questions, students can make brief notes on the sheets of paper presented to them with the stamp of the PSU. Written answers by students are made in any form (a detailed plan of answers; diagrams to illustrate the answer; precise wording of regulations; statistical data, etc.). The records made in preparation for the answer allow you to make a plan for answering the ticket questions, and, therefore, fully, logically disclose their content, and also help the examinee to cope with natural excitement, to feel more confident. At the same time, records should not be made too detailed, because it is difficult to navigate in them when answering and there is a danger of missing the main important provisions by unnecessarily detailing non-essential aspects of the question, which in the end may lead to a decrease in the level of response to the questions posed in the ticket and affect its assessment.

If the ticket questions involve a graphic illustration, then it should be done in two copies – one for the commission, the second for yourself with a description.

Having prepared to answer the questions contained in the ticket, the graduate student speaks before the state examination commission for the exam. The examinee must clearly and clearly formulate answers to questions, show knowledge in a specific subject area. The answers to the questions should reflect the student's meaningful understanding of the theoretical essence of the concepts, approaches, points of view under consideration, their evolution, and possible continuity. It is necessary to pay attention to the practical significance of theoretical provisions, the mechanisms of their implementation. Special attention should be paid to conceptual and problematic issues, illustrating this with specific domestic and foreign practice. The examinee is given approximately 30 minutes to answer.

The State Attestation Commission allows various options for passing the state final interdisciplinary exam. In one case, the examinee tells the content of one question contained in the ticket, and he is immediately asked to answer clarifying and additional questions asked by members of the SAC commission, then the answer to the following questions of the ticket is constructed in the same way. In another case, the examinee answers all the questions put on the ticket, and then gives answers to the questions asked by the members of the commission. As a rule, the additional questions asked by the members of the commission are closely related to

the main questions posed in the ticket. In both cases, the attestation commission grants the examinee the right to give (from his point of view) a complete answer to all questions.

In some cases, the chairman, his deputies or members of the SAC may suspend the examinee's response. This may be due to the fact that the answer is not given on the merits of the question, mistakes are made in the presentation of the material, excessive detailing of secondary provisions is given to the detriment of the main ones, etc. When the answer is stopped, the examinee is given an explanation of the reason for the suspension of the answer and it is proposed to rebuild the content of the information presented immediately or after answering other questions contained in the ticket.

The results of passing the state final interdisciplinary exam are discussed by the state attestation commission at a closed meeting, where a general assessment of the level of theoretical and practical tasks of graduates is formed, the most competent and competent answers are highlighted. The results of the exam are determined differentially by the grades 'Proficiency', 'Basic', 'Threshold', 'Insufficient' and are announced by the chairman of the GEC on the same day (the day of passing the exam) after the protocols of the state examination commission are drawn up and grades are given to each graduate student in the record book. In the case of an oral statement of the examinee's disagreement with the assessment given to him, an interview is conducted with him in the presence of the commission. The purpose of this interview is to explain to the graduate student the quality of his answers and substantiate the final assessment of knowledge. Retake of the state exam for an increased grade is not allowed.

1.3. Planned learning outcomes

The state exam checks the formation of the following competencies of the self-installed educational standard and their indicators:

GPC.1. Able to understand the patterns of development of the economic system and focusing on them to offer sound organizational and managerial decisions within the framework of their professional activities;

GPC.1.1. Understands the patterns of development of the economic system and can explain the reasons for its changes in the framework of his professional activity;

GPC.1.2. Has an idea of the basic principles and methods of functioning and management of economic systems, can name them, understands the procedure and cases of their application;

GPC.1.3. Names and comments on the main sources and methods of financing, understands the differences between them and can evaluate and select the necessary ones when solving professional tasks;

GPC.1.5. Evaluates options for managerial and organizational decisions based on economic efficiency indicators based on available information;

GPC-3. He is able to independently carry out research activities in his professional field using modern research methods;

GPC.3.1. Sets goals and objectives and draws up a research plan within the framework of his professional field;

GPC.3.2. Collects, critically analyzes and processes information using scientific and applied research methods in accordance with the task;

GPC.3.3. Finds shortcomings and gaps in the studied economic system within the framework of his professional field and justifies proposals to eliminate the identified shortcomings and gaps in a reasoned manner;

GPC.3.4. Draws up and presents the results of its scientific and applied research in written and oral forms using information technologies;

GPC.4. Is able to apply statistical and economic-mathematical methods for processing economic information and identifying patterns of economic processes;

GPC.4.2. Applies methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators;

GPC.5. He is able to study various markets of Basics (works, services) to fulfill the tasks of his professional activity;

GPC.5.1. Names and comments on the rules and methods of market research and analysis, understands the patterns of development of markets for individual Basics and services;

PC.3. Able to conduct financial analysis of the activities of organizations and their reporting, to make budgets of organizations and reports on their execution;

PC.3.1. Plans and conducts work on the economic analysis of an economic entity, draws up budgets, financial plans and estimates and analyzes their execution;

PC.8. Is able to collect and process data on the financial and economic activities of the organization;

PC.8.2. 8.2. Performs calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology;

PC.8.4. Performs calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework;

PC.8.5. Develops economic sections of the organization's plans;

PC.9. Is able to apply methods of research on the activities of an organization (enterprise);

PC.9.1. Selects and applies statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise);

PC.9.2. Calculates the impact of external and internal factors on economic performance;

PC.9.3. Determines the economic efficiency of the organization and reserves for its improvement, develops projects;

UC.1. Able to search, analyze and synthesize information, apply a systematic approach to resolve problematic situations;

UC.1.1. Searches for information, makes a critical assessment of the reliability of its sources;

UC.2. Is able to determine the range of tasks within the set goal and choose ways to solve them based on available resources and limitations;

UC.2.3. Justifies the method of solving the problem taking into account available resources and limitations;

UC.3. Able to participate in the implementation of a group project;

UC.3.1. Solves the tasks provided for by a specific role in teamwork;

UC.4. Able to carry out business communication in Russian and foreign languages in oral and written forms;

UC.4.3. Presents the results of activities at public events in oral and written forms;

UC.5. Able to perceive the intercultural diversity of society in socio-historical and philosophical contexts;

UC.5.2. Understands the historical and cultural identity of his country;

UC.5.3. Perceives social, ethical, confessional and cultural differences;

UC.6. He is able to manage his resources, build and implement a trajectory of self-development;

UC.6.1. Assesses own resources (temporary, personal, psychological);

UC.6.2. Manages its own resources (time management, stress management, self-presentation);

UC.7. Is able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities;

UC.7.1. Selects health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body;

UC.7.2. Plans his time for an optimal combination of physical and mental activity and ensuring working capacity;

UC.8. Is able to create and maintain safe living conditions from everyday life and in professional activity to preserve the natural environment, ensure sustainable development of society, including in the event of a threat and occurrence of emergencies and military conflicts;

UC.8.2. Identifies dangerous and harmful factors, identifies and eliminates problems related to safety violations within the framework of the activities carried out;

UC.8.4. Explains the rules of conduct in the event of emergencies and military conflicts; provides first aid, describes ways to participate in recovery activities;

UC.9. Knows legal and ethical norms, is able to assess the consequences of violating these norms;

UC.9.2. Is guided by ethical norms of behavior in various types of professional activity and the consequences of their violation;

UC.10. Is able to use basic defectological knowledge in social and professional spheres;

UC.10.2. Demonstrates a tolerant attitude towards persons with disabilities and disabilities;

UC.11. Able to make informed economic decisions in various areas of life;

UC.11.1. Takes into account the basic principles of the functioning of the economy and economic development, goals and forms of state participation in the economy when making economic decisions;

UC.11.2. Applies methods of personal economic and financial planning to achieve financial goals;

UC.11.3. Uses financial instruments to manage personal finances (budget), controls its own economic and financial risks;

UC.12. Capable of forming an intolerant attitude to corrupt behavior;

UC.12.1. Defines the main signs and regulators of corrupt behavior.

1.4. EVALUATION FUNDS

1.4.1. The planned results of training in the discipline for the formation of competence and the criteria for their assessment

Table 2

The planned results of training in the discipline for the formation of competence and the criteria for their assessment. State exam

Competence	Planned learning outcomes	Criteria for evaluating results
GPC-1. He is able to understand the laws of the development of the economic system and, guided by them, offer sound organizational and managerial decisions within the framework of his professional activity		
GPC.1.1. Understands the patterns of development of the economic system and can explain the reasons for its changes within the framework of his professional activity.	<p>He knows scientific methods and approaches in determining the laws of the development of economic systems developed in the theories of the relevant schools of economic thought in the historical aspect.</p> <p>He is able to identify scientific methods and approaches in the analysis of socio-economic systems.</p> <p>Owns and is ready to use scientific methods, approaches and tools of relevant schools of economic thought to solve professional problems in the field of research of socio-economic systems and objects, as well as the conditions of their functioning.</p>	<p>Insufficient</p> <p>Does not know scientific methods and approaches in determining the patterns of development of economic systems developed in the theories of the relevant schools of economic thought in the historical aspect; does not know how to distinguish scientific methods and approaches in the analysis of socio-economic systems, does not own and is not ready to use to solve professional problems in the field of research of socio-economic systems and objects, as well as conditions of their functioning scientific methods, approaches and tools of the relevant schools of economic thought.</p> <p>Threshold</p> <p>Partially knows scientific methods and approaches in determining the patterns of development of economic systems developed in the theories of the relevant</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>schools of economic thought in the historical aspect; knows how to identify some scientific methods and approaches in the analysis of socio-economic systems, owns and is ready to partially use to solve professional problems in the field of research of socio-economic systems and objects, as well as conditions their functioning scientific methods, approaches and tools of the relevant schools of economic thought.</p> <p style="text-align: center;">Basic</p> <p>Knows scientific methods and approaches in determining the patterns of development of economic systems, developed in the theories of the relevant schools of economic thought in the historical aspect; is able to identify scientific methods and approaches in the analysis of socio-economic systems, owns and is ready to use for solving professional problems in the field of research of socio-economic systems and objects, as well as the conditions of their functioning scientific methods, approaches and tools of the relevant schools of economic thought.</p> <p style="text-align: center;">Proficiency</p> <p>Knows in full scientific methods and approaches in determining the patterns of development of economic systems, developed in the theories of the relevant schools of economic thought in the historical aspect; is able to identify scientific methods and approaches at a high level in the analysis of socio-economic systems, owns in full and is ready to use to solve professional problems in the field of research of socio-economic systems and objects, as well as the conditions</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		of their functioning, scientific methods, approaches and tools of the relevant schools of economic thought.
GPC.1.2. Has an idea of the basic principles and methods of functioning and management of economic systems, can name them, understands the order and cases of their application.	Knows the basic principles and methods of functioning and management of economic systems from the point of view of various schools of economic thought, can name them, understands the order and cases of their application	<p>Insufficient</p> <p>Does not know the basic principles and methods of functioning and management of economic systems from the point of view of various schools of economic thought, cannot name them, does not understand the order and cases of their application.</p> <p>Threshold</p> <p>He knows some basic principles and methods of functioning and management of economic systems from the point of view of various schools of economic thought, can name them partially, understands some order and cases of their application.</p> <p>Basic</p> <p>Knows the basic principles and methods of functioning and management of economic systems from the point of view of various schools of economic thought, can name them, understands the order and cases of their application.</p> <p>Proficiency</p> <p>Knows in full the basic principles and methods of functioning and management of economic systems from the point of view of various schools of economic thought, can name them, brilliantly understands the order and cases of their application.</p>
GPC.1.3. Names and comments on the main sources and methods of financing, understands the differences between them and can evaluate and select the necessary ones when solving professional tasks	Knows the sources of financing of current, investment and innovation activities of enterprises at different stages of the life cycle, their disadvantages and advantages; sources of financing used to replenish inventories and restore fixed assets of the enterprise, to organize the processes of marketing and sales of prod-	<p>Insufficient</p> <p>Does not know the sources of financing of current, investment and innovation activities of enterprises at different stages of the life cycle, their disadvantages and advantages; sources of financing used to replenish inventories and restore fixed assets of the enterprise, to</p>

Competence	Planned learning outcomes	Criteria for evaluating results
	<p>ucts, staff remuneration. He is able to justify the choice of sources of financing for solving various tasks of the company's activities in different circumstances.</p>	<p>organize the processes of marketing and sales of products, staff remuneration. Does not know how to justify the choice of sources of financing for solving various tasks of the company's activities in different circumstances.</p> <p>Threshold</p> <p>Partially knows the sources of financing of current, investment and innovation activities of enterprises at different stages of the life cycle, their disadvantages and advantages; sources of financing used to replenish inventories and restore fixed assets of the enterprise, to organize the processes of marketing and sales of products, staff remuneration. It is difficult to justify the choice of sources of financing for solving various tasks of the enterprise in different circumstances.</p> <p>Basic</p> <p>Knows the sources of financing of current, investment and innovation activities of enterprises at different stages of the life cycle, their disadvantages and advantages; sources of financing used to replenish inventories and restore fixed assets of the enterprise, to organize the processes of marketing and sales of products, staff remuneration. He is able to justify the choice of sources of financing for solving various tasks of the company's activities in different circumstances.</p> <p>Proficiency</p> <p>Deeply and comprehensively knows the sources of financing of current, investment and innovation activities of enterprises at different stages of the life cycle, their disadvantages and advantages; sources of financing</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		used to replenish inventories and restore fixed assets of the enterprise, to organize the processes of marketing and sales of products, staff remuneration. He is able to justify the choice of sources of financing for solving various tasks of the company's activities in different circumstances.
GPC.1.5. Evaluates options for managerial and organizational decisions based on economic efficiency indicators based on available information.	Knows the procedure and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity.	<p>Unsatisfactorily</p> <p>Does not know the order and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity.</p> <p>Threshold</p> <p>He knows the procedure satisfactorily and can calculate analytical indicators to substantiate typical organizational and managerial decisions, however, he makes mistakes, knows the list of necessary information sources, but is not always able to find them.</p> <p>Basic</p> <p>He knows the procedure well, explains it and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity, but makes some mistakes, knows the options for finding the right information sources.</p> <p>Proficiency</p> <p>He knows the order perfectly, explains and illustrates it with examples and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity, knows the options for finding the right information sources.</p>

GPC-3. He is able to independently carry out research activities in his professional field using modern research methods		
GPC.3.1. Sets goals and objectives and draws up a research plan within his professional field.	He is able to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).	<p>Insufficient</p> <p>Does not know how to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).</p>
		<p>Threshold</p> <p>He is able to set a goal and some tasks and on the basis of this, with errors, draw up a plan for scientific research within the framework of economics and enterprise management (organization).</p> <p>Basic</p> <p>He is able to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).</p> <p>Proficiency</p> <p>He is able to set goals and objectives at a high level and, based on this, draw up a reasonable plan for scientific research within the framework of economics and enterprise (organization) management.</p>
GPC.3.2. Carries out the collection, critical analysis and processing of information, applying the methods of scientific and applied research in accordance with the task.	<p>Knows the methods of scientific and applied research applied in the theory of economics and management of an enterprise (organization).</p> <p>Is able to collect, critically analyze and process information based on these methods and in accordance with the task.</p>	<p>Insufficient</p> <p>Does not know the methods of scientific and applied research used in the theory of economics and management of an enterprise (organization); does not know how to collect, critically analyze and process information based on these methods and in accordance with the task.</p> <p>Threshold</p> <p>Knows some methods of scientific and applied research used in the theory of economics and management of an enterprise (organization); is able to partially collect, critically analyze and process information based on</p>

		<p>these methods and in accordance with the task.</p> <p>Basic</p> <p>Knows the methods of scientific and applied research applied in the theory of economics and management of an enterprise (organization); is able to collect, critically analyze and process information based on these methods and in accordance with the task.</p> <p>Proficiency</p> <p>Knows at a high level the methods of scientific and applied research applied in the theory of economics and management of an enterprise (organization); is able to fully collect, critically analyze and process information based on these methods and in accordance with the task.</p>
GPC.3.3. Finds shortcomings and gaps in the studied economic system within the framework of his professional field and justifies proposals to eliminate the identified shortcomings and gaps.	<p>Knows the main current problems in the field of enterprise activities.</p> <p>He is able to analyze the problems of the activities of enterprises and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the enterprise.</p>	<p>Insufficient</p> <p>Does not know the main current problems in the field of enterprises' activities; does not know how to analyze the problems of enterprises' activities and make scientifically sound proposals for effective elimination of problems and shortcomings in the activities of the enterprise.</p> <p>Threshold</p> <p>Partially knows the main current problems in the field of enterprise activities; partially knows how to analyze the problems of enterprise activities and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the enterprise.</p> <p>Basic</p> <p>Knows the main current problems in the field of enterprise activities; is able to analyze the problems of enterprise activities and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the</p>

		<p>enterprise.</p> <p>Proficiency Deeply and comprehensively knows the main current problems in the field of enterprise activities; is able to analyze the problems of enterprise activities and make scientifically sound proposals for effective elimination of problems and shortcomings in the activities of the enterprise.</p>
<p>GPC.3.4. Draws up and presents the results of its scientific and applied research in written and oral forms using information technology.</p>	<p>информационных технологий. Knows information technologies used for the design and presentation of scientific and applied research. He is able to formalize and present the results of scientific and applied research in written and oral form using information technology.</p>	<p>Insufficient Does not know the information technologies used for the design and presentation of scientific and applied research, does not know how to design and present the results of scientific and applied research in written and oral form using information technology.</p> <p>Threshold Knows some information technologies used for the design and presentation of scientific and applied research, is able to make mistakes and present the results of scientific and applied research in written and oral form using information technology.</p> <p>Basic Knows information technologies used for the design and presentation of scientific and applied research, is able to design and present the results of scientific and applied research in written and oral form using information technology.</p> <p>Proficiency Knows at a high level the information technologies used for the design and presentation of scientific and applied research, is able to brilliantly design and present the results of scientific and applied research in written and oral form using information technology.</p>

GPC-4. Is able to apply statistical and economic-mathematical methods for processing economic information and identifying patterns of economic processes		
GPC.4.2. Applies methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.	Knows the methods of generalization and grouping of quantitative information. He is able to apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.	<p>Insufficient</p> <p>Does not know the methods of generalization and grouping of quantitative information, does not know how to apply the methods of generalization and grouping of quantitative information and describing the economic situation using statistical indicators.</p> <p>Threshold</p> <p>Knows some methods of generalization and grouping of quantitative information, is able to partially apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.</p> <p>Basic</p> <p>Knows methods of generalization and grouping of quantitative information, is able to apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.</p> <p>Proficiency</p> <p>He knows brilliantly the methods of generalization and grouping of quantitative information, is able to apply at a high level the methods of generalization and grouping of quantitative information and describing the economic situation with the help of statistical indicators.</p>
GPC-5. He is able to study various markets of Basics (works, services) to fulfill the tasks of his professional activity		
GPC.5.1. Names and comments on the rules and methods of market research and analysis, understands the patterns of development of markets for individual Basics and services.	Knows the rules and methods of market research, knows the patterns of development of markets for individual Basics and services. Knows how to comment on the rules and methods of market research and analysis.	<p>Insufficient</p> <p>Does not know the rules and methods of market research, does not know the patterns of development of markets for individual Basics and services, does not know how to comment on the rules and methods of market research and analysis.</p>

		<p>Threshold Knows the rules and methods of market research, knows the patterns of development of markets for individual Basics and services, is able to comment on the rules and methods of market research and analysis.</p> <p>Basic He knows some rules and methods of market research, partially knows the patterns of development of markets for individual Basics and services, is able to comment poorly on the rules and methods of market research and analysis.</p> <p>Proficiency He knows the rules and methods of market research at a high level, fully knows the laws of the development of markets for individual Basics and services, is able to comment brilliantly on the rules and methods of market research and analysis.</p>
PC-3. Able to conduct financial analysis of the activities of organizations and their reporting, to make budgets of organizations and reports on their execution		
PC.3.1. Plans and conducts work on the economic analysis of an economic entity, draws up budgets, financial plans and estimates and analyzes their execution	Plans and conducts work on the economic analysis of an economic entity, draws up budgets, financial plans and estimates and analyzes their execution.	<p>Insufficient He does not know the essence of budgeting and the types of budgets being drawn up, the methods of their compilation. Does not know how to calculate the planned budget indicators and analyze their relationship and interdependence, the impact on the results of the enterprise.</p> <p>Threshold Knows the essence of budgeting and the types of budgets being drawn up, the methods of their compilation. He is able to calculate the planned budget indicators and analyze their relationship and interdependence, the impact on the results of the company's work, but at the same time makes many mistakes in calculations and determining conclusions based on their re-</p>

		<p>sults. The conclusions are incomplete and/or unclear, unconfirmed by the results obtained.</p> <p>Basic</p> <p>Knows the essence of budgeting and the types of budgets being drawn up, the methods of their compilation. He is able to calculate the planned budget indicators and analyze their relationship and interdependence, the impact on the results of the company's work, but at the same time makes some mistakes in calculations. The conclusions are unclear, not always confirmed by the results obtained.</p> <p>Proficiency</p> <p>Knows the essence of budgeting and the types of budgets being drawn up, the methods of their compilation. He is able to calculate the planned budget indicators and analyze their relationship and interdependence, the impact on the results of the company's work, while there are virtually no errors in calculations and conclusions based on their results. The conclusions are complete, clear, and confirmed by the calculations carried out. The consequences of these results are determined.</p>
PC-8. Capable of collecting and processing data on financial and economic activities of organizations		
PC.8.2. Performs calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.	He knows the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology. He is able to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.	<p>Insufficient</p> <p>Does not know the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology. Does not know how to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>Threshold</p>

		<p>He knows some of the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology, is able to partially perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>Basic</p> <p>He knows the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology, is able to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>Proficiency</p> <p>He knows in full the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, progressive equipment and technology, is able to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, progressive equipment and technology at a high level.</p>
PC.8.4. Performs calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regula-	Knows the content of economic and socio-economic indicators of the organization's activities in the relevant industries. He is able to carry out calculations of	<p>Insufficient</p> <p>Does not know the content of economic and socio-economic indicators of the organization's activities in various industries,</p>

<p>tory framework.</p>	<p>economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p>	<p>does not know how to calculate economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Threshold</p> <p>Partially knows the content of economic and socio-economic indicators of the organization's activities in various industries, is able to carry out some calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Basic</p> <p>He knows the content of economic and socio-economic indicators of the organization's activities in various industries, is able to calculate economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Proficiency</p> <p>Knows at a high level the content of economic and socio-economic indicators of the organization's activities in various industries, is able to fully calculate the economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p>
<p>PC.8.5. Develops economic sections of the organization's plans.</p>	<p>Knows the indicators and the content of the economic sections of the organization's plans, knows how to develop them.</p>	<p>Insufficient</p> <p>Does not know the indicators and the content of the economic sections of the organization's plans, does not know how to develop them.</p> <p>Threshold</p> <p>Knows only the main indicators and the content of the economic sections of the organization's plans, knows how to develop some of them.</p>

		<p>Basic Knows the indicators and the content of the economic sections of the organization's plans, knows how to develop them.</p> <p>Proficiency Knows in full the indicators and the content of the economic sections of the organization's plans, is able to develop them at a high level.</p>
PC-9. Is able to apply methods of research on the activities of an organization (enterprise)		
PC.9.1. Selects and applies statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise).	Knows statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise). He is able to select and apply them for the study of quantitative and qualitative indicators of the activity of the organization (enterprise).	<p>Insufficient Does not know statistical, economic, mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), does not know how to choose and apply them to research quantitative and qualitative indicators of the organization (enterprise).</p> <p>Threshold Knows some statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to partially apply them to the study of quantitative and qualitative indicators of the organization (enterprise).</p> <p>Basic Knows statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to select and apply them to research quantitative and qualitative indicators of the organization (enterprise).</p> <p>Proficiency Knows in full statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to select and apply them at a high level for the study of quantitative and qualitative indicators</p>

		of the organization (enterprise).
PC.9.2. Calculates the impact of external and internal factors on economic performance.	<p>He knows standard methods and the current regulatory framework governing budgetary, tax, and currency relations.</p> <p>He is able to calculate and analyze the economic and financial performance of the enterprise, make tax and other plans of the organization.</p> <p>Has the skills to use a corporate information system to calculate financial and economic indicators and draw up organization plans.</p>	<p>Insufficient</p> <p>Does not know standard methods and the current regulatory framework governing budgetary, tax and currency relations; does not know how to calculate and analyze the economic and financial performance of an enterprise, does not have the skills to use a corporate information system to calculate financial and economic indicators and draw up organization plans.</p> <p>Threshold</p> <p>Partially knows the standard methods and the current regulatory framework governing budgetary, tax and currency relations; is not able to fully calculate and analyze the economic and financial performance of the enterprise, has insufficient skills in using the corporate information system to calculate financial and economic indicators and drawing up organization plans.</p> <p>Basic</p> <p>Knows standard methods and the current regulatory framework governing budgetary, tax and currency relations; is able to calculate and analyze the economic and financial performance of an enterprise, has the skills to use a corporate information system to calculate financial and economic indicators and make plans for the organization.</p> <p>Proficiency</p> <p>Knows in full the standard methods and the current regulatory framework governing budgetary, tax and currency relations; is able to calculate and analyze the economic and financial performance of the enterprise at a high level, has the skills to use a corporate infor-</p>

		mation system to calculate financial and economic indicators and make plans for the organization.
PC.9.3. Determines the economic efficiency of the organization and reserves for its improvement, develops projects.	Knows the indicators of economic efficiency and ways to improve the economic efficiency of the organization. Knows how to determine the economic efficiency of the organization, knows how to develop projects.	<p>Insufficient Does not know the indicators of economic efficiency and ways to improve the economic efficiency of the organization, does not know how to determine the economic efficiency of the organization, does not know how to develop projects.</p> <p>Threshold Knows some indicators of economic efficiency and ways to improve the economic efficiency of the organization, is able to partially determine the economic efficiency of the organization, is not able to fully develop projects.</p> <p>Basic Knows the indicators of economic efficiency and ways to improve the economic efficiency of the organization, knows how to determine the economic efficiency of the organization, knows how to develop projects.</p> <p>Proficiency Knows brilliantly the indicators of economic efficiency and ways to improve the economic efficiency of the organization, is able to determine the economic efficiency of the organization at a high level, is able to fully develop projects.</p>
UC-1. Able to search, analyze and synthesize information, apply a systematic approach to resolve problematic situations		
UC.1.1. Searches for information, makes a critical assessment of the reliability of its sources.	Knows the ways to search for information. Is able to make a critical assessment of the reliability of its sources.	<p>Insufficient Does not know how to search for information, make a critical assessment of the reliability of its sources.</p> <p>Threshold Is able to search for information, but is not able to make a critical</p>

		<p>assessment of the reliability of its sources.</p> <p style="text-align: center;">Basic</p> <p>He is able to search for information and make a critical assessment of the reliability of its sources, making some significant mistakes.</p> <p style="text-align: center;">Proficiency</p> <p>He is able to search for information and make a critical assessment of the reliability of its sources, without making significant mistakes.</p>
UC-2. Is able to determine the range of tasks within the set goal and choose ways to solve them, based on available resources and limitations		
UC.2.3. Substantiates the method of solving the problem, taking into account the available resources and limitations.	Knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to justify specific measures to improve interaction with resource owners, find ways to save resources.	<p style="text-align: center;">Insufficient</p> <p>Does not know the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. Does not know how to justify specific measures to improve interaction with resource owners, find ways to save resources.</p> <p style="text-align: center;">Threshold</p> <p>Partially knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. Partially able to justify specific measures to improve interaction with resource owners, find ways to save resources.</p> <p style="text-align: center;">Basic</p> <p>Knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to justify specific measures to improve interaction with resource owners, find ways to save resources. He makes some minor mistakes in the justification of the measures.</p>

		<p>Proficiency</p> <p>Deeply and fully knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to thoroughly and comprehensively justify specific measures to improve interaction with resource owners, find ways to save resources.</p>
UC-3. Able to participate in the implementation of a group project		
UC.3.1. Solves the tasks provided for by a specific role in teamwork.	Knows the varieties of communicative roles in group communication, the properties and varieties of dialogue in front of a group task. Knows how to organize interaction in a group (define common goals, assign roles, etc.); agree on rules and issues for discussion in accordance with the set goal. Possesses values and norms of speech behavior in the process of group communication (culture of group communication), discussion.	<p>Insufficient</p> <p>Does not know the varieties of communicative roles in group communication, the properties and varieties of dialogue-discussion. Does not know how to: organize interaction in a group (define common goals, assign roles, etc.); agree on rules and issues for discussion in accordance with the task assigned to the group. Does not possess values and norms of speech behavior in the process of group communication (culture of group communication).</p> <p>Threshold</p> <p>General, but not structured knowledge of the varieties of communicative roles in group communication, properties and varieties of dialogue-discussion. partially formed ability to organize interaction in a group (define common goals, assign roles, etc.); agree on rules and issues for discussion in accordance with the task assigned to the group, fragmentary application of norms of speech behavior in the process of group communication (group communication culture).</p> <p>Basic</p> <p>Formed, but containing gaps in knowledge of the varieties of communicative roles in group communication, properties and</p>

		<p>varieties of dialogue-discussion. successful but containing gaps in the ability to organize interaction in the group (to define common goals, assign roles, etc.); to agree on rules and issues for discussion in accordance with the task assigned to the group. successful but containing gaps application of norms of speech behavior in the process of group communication (culture of group communication).</p> <p>Proficiency Formed systematic knowledge of varieties of communicative roles in group communication, properties and varieties of dialogue-discussion. The formed ability to organize interaction in a group (to define common goals, assign roles, etc.); to agree on rules and issues for discussion in accordance with the task assigned to the group. Successful systematic application of the norms of speech behavior in the process of group communication (group communication culture).</p>
UC-4. Capable of carrying out business communication in Russian and foreign languages in oral and written forms		
UC.4.3. Presents the results of activities at public events in oral and written forms.	<p>Knows the norms of the Russian literary language. Knows how to present the results of activities in public speech; Knows the methods of argumentation and methods of influencing the audience.</p>	<p>Insufficient Does not know the norms of the Russian literary language; does not know how to present the results of activities in public speech; does not know the methods of argumentation and methods of influencing the audience.</p> <p>Threshold Has an idea of the norms of the Russian literary language and ways of presenting the results of activities in public speech; has little command of the methods of argumentation and methods of influencing the audience.</p>

		<p>Basic</p> <p>He knows the norms of the Russian literary language well and the ways of presenting the results of activities in public speech; he is well versed in the methods of argumentation and methods of influencing the audience.</p> <p>Proficiency</p> <p>He knows the norms of the Russian literary language perfectly and the ways of presenting the results of activities in public speech; he is fluent in argumentation methods and methods of influencing the audience.</p>
UC-5. Able to perceive the intercultural diversity of society in socio-historical and philosophical contexts		
UC.5.2. Understands the historical and cultural identity of his country.	Knows the main stages of the historical development of Russia, the main dates in the history of Russia. He is able to determine the roles of historical figures in the domestic historical process. Has the skills to identify cause-and-effect relationships in history.	<p>Unsatisfactorily</p> <p>does not know the main stages of the historical development of Russia, the main dates in the history of Russia, does not know how to determine the role of historical figures in the domestic historical process, does not have the skills to identify cause-and-effect relationships in history.</p> <p>Satisfactorily</p> <p>demonstrates insufficient knowledge of the main stages of the historical development of Russia, the main dates in the history of Russia, is able to determine the roles of historical figures in the domestic historical process, making mistakes, demonstrates a low level of proficiency in identifying cause-and-effect relationships in history.</p> <p>Basic</p> <p>He knows the main stages of the historical development of Russia, the main dates in the history of Russia, is able to determine the roles of historical figures in the domestic historical process, admitting minor inaccuracies, partially has the skills to identify</p>

		<p>cause-and-effect relationships in history.</p> <p>Proficiency</p> <p>He demonstrates knowledge of the main stages of the historical development of Russia, the main dates in the history of Russia, is able to determine the roles of historical figures in the domestic historical process, without making factual mistakes, demonstrates a high level of proficiency in identifying cause-and-effect relationships.</p>
UC.5.3. Perceives social, ethnic, confessional and cultural differences.	<p>He knows the social essence of the family, gender and youth, the peculiarities and problems of interethnic and interfaith relations in modern society. He is able to perceive social and cultural differences of social groups: family, youth, gender communities; to understand the peculiarities of interethnic and interfaith relations in the modern world. Has the skills to understand the essence of social and cultural differences between social groups, the peculiarities of interethnic and interfaith relations in modern society.</p>	<p>Insufficient</p> <p>He does not know the social essence of the family, gender and youth, the peculiarities and problems of interethnic and interfaith relations in modern society. Does not know how to perceive social and cultural differences of social groups: family, youth, gender communities; to understand the peculiarities of interethnic and interfaith relations in the modern world. Does not have the skills to understand the essence of social and cultural differences between social groups, the peculiarities of interethnic and interfaith relations in modern society.</p> <p>Threshold</p> <p>It shows general, but not structured knowledge of the social essence of the family, gender and youth, features and problems of interethnic and interfaith relations in modern society. Demonstrates partially formed ability to perceive social and cultural differences of social groups: family, youth, gender communities; to understand the peculiarities of interethnic and interfaith relations in the modern world. It shows the fragmentary application of skills to understand the essence of social and cultural differences between so-</p>

		<p>cial groups, the peculiarities of interethnic and interfaith relations in modern society.</p> <p>Basic</p> <p>Formed, but containing some shortcomings, knowledge of the social essence of the family, gender and youth, features and problems of interethnic and interfaith relations in modern society. Generally successful, but containing some gaps in the ability to perceive social and cultural differences of social groups: family, youth, gender communities; to understand the peculiarities of interethnic and interfaith relations in the modern world. In general, successful, but containing some gaps, the use of skills to understand the essence of social and cultural differences between social groups, the peculiarities of interethnic and interfaith relations in modern society.</p> <p>Proficiency</p> <p>Formed systematic knowledge of the social essence of the family, gender and youth, features and problems of interethnic and interfaith relations in modern society. Formed ability to perceive social and cultural differences of social groups: family, youth, gender communities; to understand the peculiarities of interethnic and interfaith relations in the modern world Successful systematic application of skills to understand the essence of social and cultural differences between social groups, the peculiarities of interethnic and interfaith relations in modern society.</p>
UC-6. He is able to manage his resources, build and implement a trajectory of self-development		
UC. 6.1. Evaluates own resources (temporary, personal, psychological).	Knows the main sources of its own resources. Knows how to formulate the need for resources.	<p>Insufficient</p> <p>Does not know: the main sources of its own resources</p> <p>Does not know how to: formu-</p>

	He has the skills of allocating and evaluating his own resources.	<p>late the need for resources Does not know: the skills of allocating and evaluating its own resources.</p> <p>Threshold</p> <p>General, but not structured knowledge of the main sources of own resources Demonstrates partially formed skills to formulate the need for resources Fragmentary knowledge of the skills of distribution and evaluation of own resources.</p> <p>Basic</p> <p>Formed, but containing separate gaps, knowledge of the main sources of their own resources, Generally successful, but containing separate gaps, the ability to formulate the need for resources, Generally successful, but containing gaps, mastery of the skills of allocating and evaluating their own resources.</p> <p>Proficiency</p> <p>Formed systematic knowledge of the main sources of own resources Formed the ability to formulate the need for resources Successful systematic application of the skills of allocation and evaluation of own resources.</p>
UC 6.2. Manages its own resources (time management, stress management, self-presentation).	Knows the basics and structure of competent management of the project's own resources. He is able to competently present his own project, professionally respond to stressful situations. Has the skills to comply with the exact deadlines for the implementation of the project.	<p>Insufficient</p> <p>Does not know the basics of management and the structure of the project's own resources. He does not know how to: competently present his own project, professionally respond to stressful situations. Does not have the skills to comply with the exact deadlines for the implementation of the project.</p> <p>Threshold</p> <p>General, but not structured knowledge: the basics of management and the structure of the project's own resources. Demonstrates partially formed skills to competently present their own</p>

		<p>project, professionally respond to stressful situations, Fragmentary knowledge of the skills to comply with the exact deadlines for the implementation of the project.</p> <p style="text-align: center;">Basic</p> <p>Formed, but containing separate gaps of knowledge: the basics of management and the structure of the project's own resources. Generally successful, but containing some gaps in the ability to competently present your own project, professionally respond to stressful situations. In general, successful, but containing gaps, knowledge of the skills of observing the exact deadlines for the implementation of the project.</p> <p style="text-align: center;">Proficiency</p> <p>Formed systematic knowledge: the basics of management and the structure of the project's own resources. The formed ability to competently present your own project, professionally respond to stressful situations, successful systematic application of skills to comply with the exact deadlines for the implementation of the project.</p>
UC-7. Able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities		
UC.7.1. Selects health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body.	<p>Knows how it is advisable to choose health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p>He is able to choose health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body. He owns health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body.</p>	<p style="text-align: center;">Insufficient</p> <p>The student does not know health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p style="text-align: center;">Threshold</p> <p>The student knows health-saving technologies for maintaining a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p style="text-align: center;">Basic</p> <p>The student is able to use health-saving technologies to maintain</p>

		<p>a healthy lifestyle, taking into account the physiological characteristics of the body.</p> <p>Proficiency</p> <p>The student has health-saving technologies to maintain a healthy lifestyle, taking into account the physiological characteristics of the body.</p>
UC.7.2. Plans his time for an optimal combination of physical and mental load and ensuring working capacity	<p>He knows how to plan his time for an optimal combination of physical and mental load and ensuring working capacity. He knows how to plan his time expediently for an optimal combination of physical and mental load and ensuring working capacity.</p> <p>Has the skills of time planning for an optimal combination of physical and mental load and ensuring working capacity.</p>	<p>Insufficient</p> <p>The student does not know how to plan his time for an optimal combination of physical and mental load and ensuring working capacity.</p> <p>Threshold</p> <p>The student knows how to plan his time for an optimal combination of physical and mental load and ensuring working capacity.</p> <p>Basic</p> <p>The student is able to plan his time for an optimal combination of physical and mental load and ensuring working capacity.</p> <p>Proficiency</p> <p>The student has the skills to plan his time for an optimal combination of physical and mental workload and provision.</p>
UC-8. He is able to create and maintain safe living conditions in everyday life and in professional activity for the preservation of the natural environment, ensuring the sustainable development of society, including in the event of a threat and occurrence of emergencies and military conflicts.		
UC.8.2. Identifies dangerous and harmful factors, identifies and eliminates problems related to safety violations within the framework of the activities carried out.	<p>Knows safe and/or comfortable working conditions at the workplace, including with the help of protective equipment, the theoretical foundations of life in the 'human – habitat' system; legal, regulatory and organizational foundations of life safety; principles of occupational safety at the enterprise, technical means of protecting people in an emergency, the basics of human physiology, anatomical and physiological consequences of human exposure to traumatic, harmful and damaging factors; modern complex of human security problems; means and meth-</p>	<p>Insufficient</p> <p>The grade 'Insufficient' is given to the student if the main content of the material is not disclosed, answers to the teacher's auxiliary questions are not given, the material is presented randomly and uncertainly. Gross mistakes were made in the presentation of the material, they cannot apply knowledge to solve professional problems.</p> <p>Threshold</p> <p>The grade 'Threshold' is given to the student if the main content has been mastered, but it is presented in fragments. Definitions of concepts are not always clear</p>

	<p>ods of improving security. Is able to create and maintain safe living conditions; identify and eliminate problems related to safety violations at the workplace; maintain safe working conditions, identify signs, causes and conditions of occurrence of dangerous and harmful factors, assess the likelihood of a potential hazard and take measures to prevent it, effectively apply means of protection against negative impacts; plan measures to protect personnel and the public in emergency situations and, if necessary, take part in rescue and other urgent work.</p> <p>Possesses practical skills in creating and maintaining safe living conditions, methods of predicting the occurrence of dangerous or emergency situations, skills in applying basic methods of protection in emergency situations, legislative and legal foundations in the field of safety and environmental protection, safety requirements of technical regulations in the field of professional activity.</p>	<p>and consistent in the presentation. Makes mistakes that can be corrected only when corrected by a teacher. He knows the main sections of the curriculum necessary for further training and can apply the acquired knowledge according to the model in a standard situation.</p> <p style="text-align: center;">Basic</p> <p>The grade 'Basic' is given to the student, subject to a partial presentation of the main material, in general, the definitions are given correctly. Successfully completed practical tasks that are as close as possible to future professional activity in standard situations. The content and form of the answer allow for some inaccuracies.</p> <p style="text-align: center;">Proficiency</p> <p>The grade 'Proficiency' is given to the student who has discovered a comprehensive systematic knowledge of the educational and programme material, a clear correct definition of the basic concepts, the terms are correctly used, examples are used in the answer. Who has mastered the relationship of the basic concepts of the discipline in their meaning for the acquired specialty.</p>
UC.4. Explains the rules of conduct in the event of emergencies and military conflicts; provides first aid, describes ways to participate in recovery activities.	<p>Knows the classification and sources of emergencies of natural and man-made origin; causes, signs and consequences of hazards, methods of protection in emergency situations, military conflicts; the concept and strategy of national security; methods of preserving the natural environment, factors of ensuring sustainable development of society, the algorithm of actions at the scene of an accident, principles of behavior and models of action in non-standard situations; factors affecting the safety</p>	<p style="text-align: center;">Unsatisfactorily</p> <p>It's exposed to the student if the main content of the material is not disclosed, answers to the teacher's auxiliary questions are not given, the material is presented randomly and uncertainly. Gross mistakes were made in the presentation of the material, they cannot apply knowledge to solve professional problems.</p> <p style="text-align: center;">Satisfactorily</p> <p>it is exposed to the student if the main content has been assimilated, but it is presented in fragments. Definitions of concepts</p>

	<p>of first aid.</p> <p>Knows how to maintain safe living conditions; ensure working conditions at the workplace; identify signs, causes and conditions of emergencies and military conflicts; assess the likelihood of a potential danger and take measures to prevent it; act in non-standard situations, when providing emergency care,</p> <p>Knows the basic methods of forecasting, protection from possible consequences of emergencies and military conflicts; application of self- and mutual assistance techniques in case of accidents in emergency situations and military conflicts; skills of actions in non-standard situations, in emergency care, to bear social and ethical responsibility for the decisions taken.</p>	<p>are not always clear and consistent in the presentation. Makes mistakes that can be corrected only when corrected by a teacher. He knows the main sections of the curriculum necessary for further training and can apply the acquired knowledge according to the model in a standard situation.</p> <p>Basic</p> <p>it is exposed to the student, subject to a partial presentation of the main material, in general, the definitions are given correctly. Successfully completed practical tasks that are as close as possible to future professional activity in standard situations. The content and form of the answer allow for some inaccuracies.</p> <p>Proficiency</p> <p>It is presented to the student who has discovered a comprehensive systematic knowledge of the educational and programme material, a clear correct definition of the basic concepts, the terms are correctly used, examples are used in the answer. Who has mastered the relationship of the basic concepts of the discipline in their meaning for the acquired specialty.</p>
UC-9. Knows legal and ethical norms, is able to assess the consequences of violating these norms		
UC.9.2. Focuses on ethical norms of behavior in various types of professional activity and the consequences of their violation.	<p>To know the ethical and cultural norms of doing business, the ethical norms of professional behavior of economists, the personal qualities of representatives of this profession, demanded by employers and society, the consequences of violating ethical norms. Be able to determine the list of economic resources to perform tasks. Have the skills to justify specific measures to save resources and improve interaction with resource owners.</p>	<p>Insufficient</p> <p>He does not know the ethical and cultural norms of doing business, the ethical norms of professional behavior of economists, the personal qualities of representatives of this profession, demanded by employers and society, the consequences of violating ethical norms. Does not know how to determine the list of economic resources to perform tasks. Does not have the skill to justify specific measures to save resources and improve</p>

		<p>interaction with resource owners.</p> <p style="text-align: center;">Threshold</p> <p>Partially knows the ethical and cultural norms of doing business, the ethical norms of professional behavior of economists, the personal qualities of representatives of this profession, demanded by employers and society, the consequences of violating ethical norms. Partially able to determine the list of economic resources to perform tasks. Partially possesses the skill of justifying specific measures to save resources and improve interaction with resource owners.</p> <p style="text-align: center;">Basic</p> <p>He knows the ethical and cultural norms of doing business, the ethical norms of professional behavior of economists, the personal qualities of representatives of this profession, demanded by employers and society, the consequences of violating ethical norms. In some issues, he is experiencing difficulties. Can determine the list of economic resources to perform tasks. Has the skill to justify specific measures to save resources and improve interaction with resource owners. In some cases, it admits inaccuracies and minor errors.</p> <p style="text-align: center;">Proficiency</p> <p>Deeply and comprehensively knows the ethical and cultural norms of doing business, the ethical norms of professional behavior of economists, the personal qualities of representatives of this profession, demanded by employers and society, the consequences of ethical violations. Can determine the list of economic resources to perform tasks. Has the skill of deep and</p>
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		complete justification of specific measures to save resources and improve interaction with resource owners.
UC-10. Is able to use basic dialectological knowledge in social and professional spheres		
UC.10.2.Demonstrates a tolerant attitude towards persons with disabilities and disabilities.	Knows how to demonstrate a tolerant attitude towards people with disabilities and disabilities. He is able to correctly and tactfully demonstrate a tolerant attitude towards people with disabilities and disabilities. Possesses the correct demonstration of a tolerant attitude towards persons with disabilities and disabilities.	<p>Insufficient The student has no idea how to demonstrate a tolerant attitude towards people with disabilities and disabilities. He does not know how to manifest and demonstrate a tolerant attitude towards people with disabilities and disabilities.</p> <p>Threshold The student has an idea how to demonstrate a tolerant attitude towards people with disabilities and disabilities. Knows how to demonstrate a tolerant attitude towards people with disabilities and disabilities. The student knows ways to show and correctly demonstrate a tolerant attitude towards people with disabilities and disabilities.</p> <p>Basic The student is able to demonstrate a tolerant attitude towards people with disabilities and disabilities. He is able to treat people with disabilities and disabilities correctly, tactfully, and tolerantly. Knows how to choose the right means and ways to demonstrate a tolerant attitude towards people with disabilities and disabilities.</p> <p>Proficiency The student has the ability and skill to demonstrate a tolerant attitude towards people with disabilities and disabilities. Has the skill of choosing the right methods and means to demonstrate a tolerant attitude towards people with disabilities and disabilities. Has the ability to organize and show a tolerant attitude towards people with disabilities and disabilities.</p>

UC-11. Able to make informed economic decisions in various areas of life		
UC.11.1.It takes into account the basic principles of the functioning of the economy and economic development, the goals and forms of state participation in the economy when making economic decisions.	He knows the basic principles of the functioning of the economy and economic development, is able to identify the goals and, accordingly, the forms of state participation in the economy when making economic decisions.	<p>Insufficient Does not know the basic principles of the functioning of the economy and economic development, does not know how to identify the goals and, accordingly, the forms of state participation in the economy when making economic decisions.</p> <p>Threshold He knows some basic principles of the functioning of the economy and economic development, is able to partially identify the goals and, accordingly, the forms of state participation in the economy when making economic decisions.</p> <p>Basic He knows the basic principles of the functioning of the economy and economic development, is able to identify the goals and, accordingly, the forms of state participation in the economy when making economic decisions.</p> <p>Proficiency Knows at a high level the basic principles of the functioning of the economy and economic development, is able to fully identify the goals and, accordingly, the forms of state participation in the economy when making economic decisions.</p>
UC.11.2. Applies methods of personal economic and financial planning to achieve financial goals.	Knows the methods of personal economic and financial planning, is able to apply these methods to achieve financial goals.	<p>Insufficient Does not know the methods of personal economic and financial planning, does not know how to apply these methods to achieve financial goals.</p> <p>Threshold Knows some methods of personal economic and financial planning, is able to partially apply these methods to achieve financial goals.</p>

		<p>Basic</p> <p>Knows the methods of personal economic and financial planning, is able to apply these methods to achieve financial goals.</p> <p>Proficiency</p> <p>Knows in full the methods of personal economic and financial planning, is able to apply these methods at a high level to achieve financial goals.</p>
UC.11.3. Uses financial instruments to manage personal finances (budget), controls its own economic and financial risks.	Knows financial tools for personal finance management (budget), knows how to use financial tools for personal finance management and control their own economic and financial risks.	<p>Insufficient</p> <p>Knows financial tools for personal finance management (budget), knows how to use financial tools for personal finance management and control their own economic and financial risks.</p> <p>Threshold</p> <p>Knows financial tools for personal finance management (budget), knows how to use financial tools for personal finance management and control their own economic and financial risks.</p> <p>Basic</p> <p>Knows financial tools for personal finance management (budget), knows how to use financial tools for personal finance management and control their own economic and financial risks.</p> <p>Proficiency</p> <p>Knows financial tools for personal finance management (budget), knows how to use financial tools for personal finance management and control their own economic and financial risks.</p>
UC-12. Able to form an intolerant attitude to corrupt behavior		
UC.12.1. Defines the main signs and regulators of corrupt behavior.	Defines the main signs and regulators of corrupt behavior. Knows the norms and rules of anti-corruption behavior of a citizen (student, teacher, official of a state institution), excluding	<p>Insufficient</p> <p>He does not know the norms and rules of anti-corruption behavior of a citizen (student, teacher, official of a state institution), which excludes suggestions of</p>

	<p>when communicating with an official the proposals of illegal (not provided for by an official prescription) ways to solve the problems that have arisen; signs of corrupt behavior (red tape, artificially put forward obstacles to solving the issue, unreasonable complication of the mechanism for performing proper functions); functional duties of an official, transparency of his activities, to know his rights and obligations. He is able to distinguish signs of corrupt behavior from the desire of an official to strictly follow the requirements of the norms and spirit of the law; to defend his rights and duties, to demonstrate an active civic position.</p>	<p>illegal ways to solve problems when communicating with an official; signs of corrupt behavior; functional duties of an official, transparency of his activities. He does not know how to distinguish signs of corrupt behavior from the desire of an official to strictly follow the requirements of the norms and spirit of the law; to defend his rights and duties, to demonstrate an active civic position.</p> <p>Threshold</p> <p>Demonstrates partial knowledge of the norms and rules of anti-corruption behavior of a citizen (student, teacher, official of a state institution), excluding suggestions of illegal ways to solve problems that have arisen when communicating with an official; signs of corrupt behavior; functional duties of an official, transparency of his activities, knows his rights and obligations. Does not know how to distinguish signs of corrupt behavior from the desire of an official to strictly follow the requirements of norms and the spirit of the law; demonstrates partial ability to defend their rights and obligations, as well as demonstrate an active civic position.</p> <p>Basic</p> <p>Demonstrates knowledge of the norms and rules of anti-corruption behavior of a citizen (student, teacher, official of a state institution), excluding suggestions of illegal ways to solve problems that have arisen when communicating with an official; signs of corrupt behavior; functional duties of an official, transparency of his activities, but when answering questions, he admits inaccuracies. He is able to distinguish signs of cor-</p>
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		<p>rupt behavior from the desire of an official to strictly follow the requirements of the norms and spirit of the law, but makes minor mistakes; he is able to defend his rights and duties, demonstrate an active civic position.</p> <p style="text-align: center;">Proficiency</p> <p>Demonstrates an unmistakable knowledge of the norms and rules of anti-corruption behavior of a citizen (student, teacher, official of a state institution), excluding suggestions of illegal ways to solve problems that have arisen when communicating with an official; signs of corrupt behavior; functional duties of an official, transparency of his activities, knows his rights and obligations. He is able to accurately distinguish the signs of corrupt behavior from the desire of an official to strictly follow the requirements of norms and the spirit of the law; he is able to firmly defend his rights and duties, demonstrate an active civic position.</p>
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In the evaluation sheet, a member of the SAC gives points for each evaluation criterion depending on the level of competence formation as follows:

- insufficient: 0 points,
- threshold: 3 points,
- basic: 4 points,
- proficiency: 5 points.

1.4.2. Evaluation indicators

The criteria for assessing knowledge have been developed taking into account the requirements of the self-installed educational Standard for the bachelor's qualification in the field of training 38.03.01. 'Economics' profile 'International Business'.

The members of the State examination commission evaluate the answers to all questions (basic and additional) based on the following criteria:

- the degree of disclosure of the essence of the questions posed;
- absence of fundamental errors;
- reasonableness;
- the ability to independently present and summarize the material;
- understanding intra- and interdisciplinary connections;
- the ability to link theory and practice;
- the depth and validity of the choice of solutions to the problems under consideration.

The graduate's response is evaluated with the grades 'proficiency', 'basic', 'threshold', 'insufficient'.

The grade 'proficiency' is given if the graduate student:

- gives correct, detailed, reasoned answers to the ticket's questions without errors of a fundamental nature;
- shows knowledge of the discipline as a whole, understands intra- and interdisciplinary connections;
- shows his point of view on the issue being presented;
- answers additional questions;
- shows the ability to assess the economic situation in Russia and the world based on the knowledge gained in the field of economic theory;
- when answering all questions, observes the norms of literary speech;
- the exact solution of the practical task.

The 'basic' rating is given if the graduate student:

- gives correct, complete answers to the ticket questions without errors of a fundamental nature, reveals cause-and-effect relationships between economic phenomena and events;
- answers most of the additional questions;
- understands basic intra- and interdisciplinary connections.
- At the same time:
- cannot state and argue his position on the problem;

- can't confidently answer some additional questions;
- cannot confidently assess the economic situation in Russia and in the world on the basis of theoretical knowledge

- generally correct, but containing some inaccuracies, the solution of the practical task.

The rating 'threshold' is given if:

- the graduate's answers are mostly correct, without errors of a fundamental nature, but incomplete or inaccurate;
- with a very confident answer to one of the questions, the answer to the other question is very weak (at the level of definition);
- the graduate does not understand intra - and interdisciplinary connections;
- the graduate, with a confident answer to the ticket questions, cannot answer the main part of the additional questions;
- in the answers to all questions, violations of the norms of literary speech are allowed
- the practical task was solved with errors.

The grade 'insufficient' is given if the graduate student:

- does not answer all the questions of the ticket;
- answers the questions of the ticket at the level of definitions, his answers contain errors of a fundamental nature;
- if the answer to one of the questions is uncertain, does not answer the other, or the answer contains errors of a fundamental nature;
- having given answers to both questions of the ticket, cannot answer additional questions;
- uses cheat sheets in any form
- the practical task has not been solved.

A student who has not passed the state final interdisciplinary exam is not allowed to the next type of certification tests – the defense of the final qualifying work.

Repeated passage of the final certification tests is appointed no earlier than three months and no more than five years after passing the final state certification for the first time. Repeated final certification tests may not be assigned more than twice.

Students who have not passed the final certification tests for a Basic reason (for medical reasons or in other exceptional cases documented) are given the opportunity to pass the final certification tests without being expelled from the University. Additional meetings of the State Attestation Commission are organized within the deadlines set by the PSU, but no later than four months after the application is submitted by a student who does not pass the final attestation tests for a Basic reason.

A student who has not passed the state final interdisciplinary exam is not allowed to the next type of certification tests – the defense of the final qualifying work.

1.5. Approximate list of questions for preparing for the final state interdisciplinary exam

List of questions on the section ‘Foreign economic activity of enterprises (organizations)’

1. The essence, types and main directions of foreign economic activity.
2. The structure of foreign trade turnover in the Russian Federation. Problems of foreign trade development in Russia.
3. International legal basis of foreign economic activity.
4. Stages of development of foreign economic activity management in Russia.
5. Goals and principles of state regulation of foreign economic activity. The powers of state authorities in the field of regulation.
6. Protectionism and liberalization as two poles of the state's foreign economic policy. The main state authorities and legislative acts regulating foreign economic activity in Russia.
7. Methods of regulating foreign economic activity: administrative, economic, tariff and non-tariff.
8. Duties as a tool for regulating foreign trade. Types of customs duties and fees. The impact of customs duties on foreign trade.
9. Licensing and quotas as a measure of regulating foreign economic activity.
10. Currency regulation of foreign economic activity. The Law of the Russian Federation ‘On Currency regulation and currency control’. Currency values and types of currency transactions.

11. The procedure for implementing currency control in the Russian Federation. Passport of the transaction.
12. The use of certification in the practice of international trade. Export and import certification.
13. Implementation of a foreign trade transaction. Foreign trade contract. Contract prices. The structure and content of the foreign trade contract of purchase and sale.
14. The main documents for the implementation of a foreign trade transaction and customs clearance of Basics.
15. The main types of international trade settlements when making payments within the framework of foreign trade transactions.
16. Incoterms 2010: structure, basic terms of delivery, applications for various types of transport.
17. The concept and meaning of customs regulation of foreign economic activity. The structure of the customs authorities of the Russian Federation and their main functions.
18. Legal bases of regulation of customs activity. Customs control of foreign economic activity.
19. Features of customs clearance of foreign trade Basics in the Russian Federation. The use of customs regimes in the field of foreign economic activity. Types of customs regimes.
20. The procedure for declaring Basics and vehicles. Customs value: basic concepts and methods of its determination.
21. The procedure for payment and exemption from VAT. The use of excise taxes in foreign economic activity.
22. The procedure for customs clearance of imports. Import customs tariff. The trade regimes of Russia with various foreign countries (the country of origin of the Basics and the system of preferences of the Russian Federation).
23. The role and significance of the export tariff. Customs clearance of exports. Export control.
24. Transport support of foreign trade operations. Transport insurance.
25. Indirect and direct entry of a Russian company into the international market. Organizational forms of foreign trade intermediaries.

26. The procedure for opening branches of a Russian company in a foreign country. Registration and accreditation of foreign branches and representative offices in the Russian Federation.

27. International investment cooperation. Regulation of foreign investment in the Russian Federation. Forms of investment participation in foreign economic activity. The role of free economic zones in foreign trade.

28. The influence of the national business culture on the peculiarities of conducting foreign economic activity and organizational behavior.

List of questions on the section ‘International labor markets and labor mobility’

1. Currency systems. Stages of development of the world monetary system. Currency relations.

2. Call option. Terms of doing business and making a profit (a conditional example).

3. Reserve currencies. International currency units.

4. Put option. Conditions for conducting and making a profit (conditional example).

5. Currency restrictions on current operations.

6. International payments: conditions, forms.

7. Exchange rate and exchange rate. Exchange rate modes.

8. The concept and tasks of currency clearing. Conditions for conducting currency clearing. Positive and negative aspects of currency clearing.

9. Currency policy. Current and long-term monetary policy. Discount and the motto of monetary policy.

10. Organization and functioning of the futures market. The role of the exchange's settlement center.

11. International currency liquidity.

12. Forward operations. Conditions for the execution of forward contracts.

13. Types of forward currency transactions. Derivatives trading. SWAP operation - goals, organization of execution.

14. The use of customs regimes in foreign economic activity.

15. Quotes of foreign currencies. Transverse course. Spread and margin.

16. Currency restrictions on financial transactions with active and passive balance sheets of the country.
17. Currency markets and their classification.
18. Deposit operations. The urgency of deposits. Classification of deposits.
19. Currency arbitration. Objectives of currency arbitration. Types of currency arbitration.
20. Currency transactions with an immediate exchange rate (SPOT). Spot transaction technologies.
21. 'Incoterms' and the main terms of sale of Basics.
22. Types of currencies. Conditions for currency convertibility.
23. Formation and development of the futures market in Russia. Assets of the futures market.

List of questions on the section 'Customs business'

1. The concept and theoretical foundations of customs and tariff regulation of foreign economic activity.
2. The essence, goals, main directions and tasks of customs and tariff regulation of foreign economic activity.
3. Customs and tariff regulation in the system of measures of state regulation of foreign economic activity.
4. Organizational and legal bases of customs and tariff regulation of foreign trade activity.
5. The concept, essence, types and characteristics of customs duties.
6. Rates of customs duties: the nature, types, purpose and procedure of application.
7. The procedure for calculating customs duties.
8. Customs tariff: concept, essence and purpose.
9. Goals, objectives, functions and principles of the customs tariff construction.
10. Commodity nomenclature of foreign economic activity and customs tariff.
11. Types of customs tariffs and the procedure for their application.
12. Escalation and effectiveness of the customs tariff.

13. The concept and levels of customs and tariff protection.
14. The concept, goals, objectives of the customs and tariff policy and its implementation in practice.
15. The concept, goals and objectives of the application of customs procedures for the regulation of foreign economic activity.
16. Types and classification of customs procedures for the application of customs duties.
17. Ensuring customs and tariff regulation through the application of customs procedures.
18. The procedure for the application of customs duties in various customs procedures.
19. The procedure for applying the customs tariff rates depending on the country of origin.
20. The concept, essence and types of customs tariff preferences.
21. The procedure and conditions for granting customs tariff preferences.
22. The concept, essence and types of customs tariff benefits.
23. The procedure and conditions for granting customs tariff benefits.
24. The concept, essence, goals and main functional purpose of customs valuation of Basics.
25. World experience in determining the customs value of Basics.
26. Methodological, legal and organizational bases for determining the customs value of Basics.
27. Principles of determining the customs value of Basics.
28. Methods of determining the customs value of Basics, conditions and procedure for their application.
29. Customs valuation of Basics according to the value of the transaction with imported Basics.
30. The procedure for declaring the customs value.
31. Declaration of customs value: content, procedure for registration and application.
32. The rights and obligations of the declarant on the application and confirmation of the customs value.
33. The concept, essence and objectives of the control of the customs value of the Basics.

34. The procedure for customs control of the customs value.
35. The main stages, forms and methods of control of the customs value of the Basics.
36. The concept and procedure for applying the conditional customs value.
37. The rights and obligations of the customs authority to control the customs value.
38. Features of customs value control when importing and exporting Basics from the customs territory.

List of questions on the section 'Technical and economic design'

1. Types of investment projects and requirements for their development. The main sections of investment projects.
2. The concept and types of economic efficiency of investment projects. Principles of evaluating the effectiveness of individual entrepreneurs
3. Assessment of the economic efficiency of investment projects. Cash flows of individual entrepreneurs. The cost of money in time. Indicators of economic efficiency of individual entrepreneurs;
4. The concept of investment risk and uncertainty in the implementation of investment projects. Classification of risks;
5. Factors of occurrence of risk events. Methods of risk analysis. Ways to reduce the risk.
6. The general scheme and features of TEP in the oil and gas business. Design of exploration for oil and gas. Design of prospecting and exploration works.
7. Design of construction of oil and gas Basics
8. Estimate for the construction of oil and gas Basics. Determination of the estimated cost of the Basic.
9. Classification of machine-building industries; Composition of a machine-building plant.
10. Production shop, equipment composition; Composition and content of project documentation for TEP in mechanical engineering.

II. FINAL QUALIFICATION WORK (FQW) IMPLEMENTATION AND DEFENCE

2.1. The place of the FQW in the structure of the educational program

The FQW is included in the Block ‘B3. State final certification’, a mandatory part of the implementation and defence of the final qualifying work of the educational programme in the field of training:

Field of study: 38.03.01 Economics

Focus: International Business

Table 3

Volume and content of the FQW

Areas of study	38.03.01 Economics (International business)
Form of training	Intramural form of study
No. of the study periods allocated for	12
Volume (course credit)	6
Volume (ac. h.)	216
Independent work (course credit)	216
Forms of final certification	Execution and defence of the final qualifying work (12 trimestr)

2.2. Goals and objectives of FQW

The final qualification work of a bachelor is a work performed by a student at the final stage of training using knowledge in a number of disciplines of EP HE and having the purpose to systematize and expand knowledge and practical skills in solving complex complex economic problems with elements of research, as Basic as to determine the level and readiness for practical work in accordance with the received education in the training programme ‘Economics’, profile ‘International business’.

The final qualification work of a bachelor is a work performed by a student at the final stage of training using knowledge in a number of disciplines and aimed at systematizing and expanding knowledge and practical skills in solving complex economic problems with ele-

ments of research, as Basic as determining the level and readiness for practical work in accordance with the education received in the training programme 'Economics', profile 'International business'. From the organizational and technical side, the final qualification work of a bachelor is a set of documents that include a task for a bachelor's work, explanatory materials, plans for specific actions of the student with an indication of certain deadlines for the beginning and end of the study, etc.

The bachelor's thesis is written and defended in Russian.

The studied activities and proposals presented in the bachelor's final qualifying work should contain reasonable economic developments that provide solutions to specific problems.

The final qualification work of the bachelor in the profile 'International business'. is carried out in accordance with the curriculum and pursues the following tasks:

- systematization, consolidation and expansion of theoretical and practical knowledge in the field of organization economics;
- identification of the ability to apply the acquired knowledge in solving specific economic, scientific and industrial tasks;
- development of skills of conducting independent work and application of research methods in solving problems and questions developed in the final work;
- identification of the degree of readiness of the graduate for independent work in various fields of the Russian economy in modern conditions;
- formation of students' professional skills for solving actual economic and managerial problems on the basis of the theoretical knowledge obtained.

The author of the work is responsible for all the information contained in it, the validity of the conclusions and protected provisions, the procedure for using factual material and other information in its compilation.

The preparation of the bachelor's work is carried out by the student during the final year of study, it is a quality check of the theoretical knowledge, practical skills and skills obtained by the student, formed universal, general professional and professional competencies that allow solving professional tasks.

The final qualification work of a bachelor is a complete development in which one of the theoretical or practical problems of economic science is analyzed. When writing it, such elements of scientific work should be used as justification of understanding the issue, argu-

mentation of their theoretical judgments on debatable problems, criticism of existing points of view on their solution.

The work should be widely presented independently collected factual material, the student should demonstrate the ability to use mathematical and other instrumental equipment.

In general, the qualification work should reflect the ability of the student to independently develop the chosen topic and contain a specific argumentation of the proposed theoretical and practical recommendations, provisions and conclusions.

The final work will allow bachelors to correctly navigate when choosing the way to solve complex problems on the basis of knowledge obtained during the study of various general scientific and theoretical courses taught in this area according to the curriculum, develops the skills of making responsible decisions, analyzing and evaluating their effectiveness, the ability to independently handle scientific and regulatory literature, data banks and knowledge bases, application software packages.

2.3. Planned learning outcomes

As a result of the completion and defense of the final qualifying work, the student checks the formation of the following competencies of the self-installed educational standard and their indicators:

GPC.1 Is able to understand the patterns of development of the economic system and, focusing on them, offer sound organizational and managerial decisions within the framework of his professional activity;

GPC.1.4. Understands the content of the main accounting systems of the facts of economic life and the methodology of accounting for the performance of tasks within their professional activities;

GPC.1.5. Evaluates options for managerial and organizational decisions based on economic efficiency indicators based on available information;

GPC.2. Able to understand the principles of modern information and communication technologies and use them to solve professional tasks, taking into account the requirements of information security;

GPC.2.1. Demonstrates basic knowledge in the field of information and communication

technologies;

GPC.2.2. Focusing on the tasks of professional activity, reasonably chooses information and communication technologies and uses them in professional activities, taking into account the requirements of information security;

GPC.3. He is able to independently carry out research activities in his professional field using modern research methods;

GPC.3.1. Sets goals and objectives and draws up a research plan within the framework of his professional field;

GPC.3.2. Collects, critically analyzes and processes information, applying the methods of scientific and applied research in accordance with the task;

GPC.3.3. Finds shortcomings and gaps in the studied economic system within the framework of his professional field and justifies proposals to eliminate the identified shortcomings and gaps in a reasoned manner;

GPC.3.4. Draws up and presents the results of its scientific and applied research in written and oral forms using information technologies;

GPC.4. Is able to apply statistical and economic-mathematical methods for processing economic information and identifying patterns of economic processes;

GPC.4.1. Applies the basic methods of mathematical analysis to quantify socio-economic processes;

GPC.4.2. Applies methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators;

GPC. 4.3. Establishes and studies the relationship between economic processes and phenomena using mathematical and statistical methods and models;

GPC.5. He is able to study various markets of Basics (works, services) to fulfill the tasks of his professional activity;

GPC.5.1. Names and comments on the rules and methods of market research and analysis, understands the patterns of development of markets for individual Basics and services;

GPC.5.2. Names and comments on methods and modern technologies of working with consumers and understands their importance for solving their professional tasks;

GPC.6. Able to apply regulatory legal acts in professional activities;

GPC. 6.1. Searches for regulatory and legal documents in the field of professional activity;

GPC. 6.2. Applies legislative acts and regulatory documents in the field of professional activity;

PC.2. It is able to carry out tactical management of the planning and organization of production processes;

PC.2.1. Plans and organizes the performance of standard works of tactical production management;

PC.2.2. Develops analytical materials and draws up reports on the assessment of the activities of the business as a whole and the production units of the organization, implements accounting procedures, analysis and control of the implementation of planned tasks;

PC.3. Able to conduct financial analysis of the activities of organizations and their reporting, to make budgets of organizations and reports on their execution;

PC.3.2. Develops the financial policy of an economic entity, determines and implements measures to ensure its financial stability;

PC.8. Capable of collecting and processing data on financial and economic activities of organizations;

PC.8.1. Prepares initial data for drafting financial, economic, industrial and commercial activities (business plans) of the organization;

PC.8.2. Performs calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology;

PC.8.3. Prepares initial data for calculations of economic and socio-economic indicators of the organization's activity;

PC.8.4. Performs calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework;

PC.8.5. Develops economic sections of the organization's plans;

PC.9. Is able to apply methods of research on the activities of an organization (enterprise);

PC.9.1. Selects and applies statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise);

PC.9.2. Calculates the impact of external and internal factors on economic performance;

PC.9.3. Determines the economic efficiency of the organization and reserves for its improvement, develops projects;

PC.9.4. Prepares reports on the financial and economic activities of the organization;

UC.1. Able to search, analyze and synthesize information, apply a systematic approach to resolve problematic situations;

UC.1.2. Works with contradictory information from different sources, finds gaps in the information necessary to solve the problem, determines options for eliminating gaps;

UC.1.3. Analyzes the problem situation as a system, identifying its components and the connections between them;

UC.2. Is able to determine the range of tasks within the set goal and choose ways to solve them, based on available resources and limitations;

UC.2.1. Formulates tasks based on the set goal;

UC.2.2. Assesses the available resources (temporary, material, etc.) to solve the formulated tasks;

UC.2.3. Substantiates the method of solving the problem, taking into account the available resources and limitations.

UC.3. Is able to participate in the implementation of a group project;

UC.3.2. Resolves contradictions and conflicts that arise during teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties;

UC.4. Able to carry out business communication in Russian and foreign languages in oral and written forms;

UC.4.1. Carries out business communication, competently and argumentatively builds oral and written speech in Russian and foreign languages;

UC.4.2. Translates texts from a foreign language into Russian and from Russian into a foreign;

UC.4.3. Presents the results of activities at public events in oral and written forms;

UC.5. Able to perceive the intercultural diversity of society in socio-historical and philosophical contexts;

UC.5.1. Focuses on the cultural diversity of the modern world in the context of its historical development;

UC.6. He is able to manage his resources, build and implement a trajectory of self-development;

UC.6.1. Evaluates own resources (temporary, personal, psychological);

UC.6.2. Manages its own resources (time management, stress management, self-presentation);

UC.8. Is able to create and maintain safe living conditions in everyday life and in professional activity for the preservation of the natural environment, ensuring sustainable development of society, including in the event of a threat and occurrence of emergencies and military conflicts;

UC.8.1. Analyzes the factors of harmful influence on the vital activity of elements of the habitat (technical means, technological processes, materials, buildings and structures, natural and social phenomena);

UC.8.3. Identifies problems, causes and conditions of occurrence of emergencies and military conflicts, has methods of forecasting the occurrence of emergencies and takes measures to prevent them;

UC.8.4. Explains the rules of conduct in the event of emergencies and military conflicts; provides first aid, describes ways to participate in recovery activities;

UC.9. Knows legal and ethical norms, is able to assess the consequences of violating these norms;

UC.9.1. Is guided by legal principles and norms in various spheres of life and the consequences of their violation;

UC.10. Able to use basic defectological knowledge in social and professional spheres:

UC.10.1. Takes into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction;

UC.10.3. Builds professional interaction with persons with psychophysiological characteristics, taking into account nosology;

UC.12. Able to form an intolerant attitude to corrupt behavior;

UC.12.2. Uses methods of preventing corruption and forming an intolerant attitude to corrupt behavior in various areas of life;

UC.12.3. Carries out interaction on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.

2.4. Methodical instructions for students on preparation of final qualification work

2.4.1. Choosing the topic of the final qualifying work

The final qualifying work should be carried out on an actual topic corresponding to the direction and profile of 'International Business', corresponding to the direction of the research work of the department and having theoretical and practical significance.

When choosing a topic, a graduate student should be guided, first of all, by his own interest, focusing on the work performed during his studies at the University (term papers, abstracts and essays, the result of scientific research, materials of conferences, symposiums, etc.), taking into account future professional activity. It is advisable to refer to the archive of final qualifying papers available in the methodological office of the department.

The topic of the final qualifying work should not be too broad (for example, 'The labor market') or too narrowly specific. It is preferable to choose a topic that is not descriptive, but of a problematic nature. The originality of the topic increases the overall assessment of the work.

The topic of the work is coordinated with the supervisor. The recommended list of FQW topics is presented in Appendix 1. In the 4th year, the head draws up a task for each student to complete the final qualifying work (Appendix 2), which is signed by the head of the department and issued to the student. It fixes the topic, determines the nature and timing of reporting. The change of these terms is allowed by joint agreement of the supervisor and the student, but not for more than 10 days.

The completed assignment is mandatory and is attached to the final qualifying work when submitting it for defense in the state attestation commission. The absence of this document, approved by the head of the department, is the basis for non-admission to the defense.

In the process of writing the final qualifying work, the student is obliged to show maximum creative initiative, be professionally prepared and responsible for the content, volume and form of the work performed.

2.4.2. Structure and content of the final qualifying work

The structure of the work should be as reasonable and logically sustained as possible. Regardless of the direction and nature of the topic, the final qualifying work should contain the following:

- title page (issued in accordance with Appendix 3); label for the cover of the final qualifying work (issued in accordance with Appendix 4),
- content – should include the name of the sections and subsections highlighted in the work with the indication of pages (issued in accordance with Appendix 5),
- list of abbreviations (list of abbreviations, symbols, symbols, units and terms is indicated if necessary),
- introduction,
- main part,
- conclusion,
- references,
- applications (if necessary).

The typical structure of the bachelor's thesis consists of an introduction, three chapters: theoretical, analytical and practical, conclusion, list of references and appendices (Table 4). The volume of each chapter should be approximately 18-25 pages. The total volume of the bachelor's work should be 75-85 pages, excluding appendices.

Table 4

Typical structure of the final qualifying work

No.	Name of chapters and parts of the thesis project	Approximate number of pages
	Introduction	3
1.	Theoretical chapter (title)	25
1.1.	Definition, identification of the subject of research. Clarification of the terminology used	8
1.2.	Review of the current state of scientific developments in the field of the object and subject of research	8
1.3.	Review of methodological developments in the problem area of the object and subject of research	9
2.	Analytical Chapter (title)	25
2.1.	Brief description of the object under study	7

End of table 4.

2.2.	Analysis of the state of the financial and economic system, the organization of management of economic relations, processes, relationships, etc.	9
2.3.	Identification of trends, development dynamics, features and negative factors. Definition of reserves and formulation of problems in the field of improvement of the object under study, the process and the mechanism of management of the object	9
3.	Practical chapter (title)	22
3.1.	Statement of tasks, justification and content of the planned activities, recommendations for improving the management of the facility	7
3.2.	Development of a plan of economic and organizational measures for the implementation of the projected proposals	7
3.3.	Assessment of financial and economic efficiency of the proposed solutions	8
	Conclusion	3-5
	List of literature	2-3
	Appendix	No restrictions

2.4.3. General requirements for the preparation of the FQW

The work on the preparation of the final qualification work is conditionally divided into three stages:

1. Preparatory – collection of materials, accumulation of information, selection of literature;
2. Research – generalization and analysis of factual material, data underlying the theoretical and practical parts of the study, gradual writing and textual presentation of the author's ideas, thoughts;
3. Design – giving a proper finished look to the work.

Preparation for writing begins with the choice of a topic. After the final choice of the topic, the student, together with the supervisor, draws up a plan for the preparation of the thesis. It outlines specific activities and step-by-step deadlines for the implementation of individual parts of the work.

The compiled plan is a working version of the content of the final qualifying work with an abstract disclosure of its parts and sections. Already at the stage of drawing up a plan, it is necessary to select literature on the research topic. By the time the topic is approved, the student should have accumulated a sufficient amount of literature.

The purpose of working with literature is to clarify existing ideas about the subject of research. The criterion for evaluating what has been read is the possibility of using this material in the final qualifying work.

After the preparatory work, you should start working on the manuscript. In the process of work, you should not deviate from the chosen topic. You can use various techniques: do not proceed to the next part until the previous one is finished, or use a selective method: write parts of the work in any order as the material accumulates.

At the end of each section of the work, brief conclusions, generalizations should be made and a logical transition to the next part should be determined, justifying the logic of further research.

More specific methodological recommendations on the stages of preparation and sections of the final qualifying work are given below.

2.4.4. Study of literature and processing of factual material

The purpose of working with scientific information, special literature is to establish existing ideas about the subject of research. When studying the selected literature, the criterion for evaluating what has been read is the possibility of using this material in the WRC. This work should begin with the study of relevant regulatory documents, textbooks, textbooks and scientific dictionaries. Then you need to get acquainted with scientific monographs, materials of scientific conferences, and then – with scientific articles from periodicals (scientific special journals, newspapers).

It is recommended to get acquainted with scientific sources in the reverse chronological order, i.e. first you should study the most recent publications, then last year's, two years ago, etc. At the same time, it is necessary to use a number of techniques to help identify the main thing in any book. This:

- general acquaintance with scientific works in general according to the table of contents;
- study of the introduction or preface;
- selective viewing by the first sentences of paragraphs and by the given illustrative materials (tables, graphs, diagrams, drawings);

- careful reading of chapters and paragraphs of interest;
- extract of individual materials; critical evaluation of the recorded;
- editing and recording of materials as a fragment of the future WRC.

Subsequently, a summary of future work is formed from such fragments, which is a logical and concise summary of the processed material in their own words.

When studying the literature, it is necessary to identify controversial issues on the topic under study. At the same time, it is necessary to cite the statements of a number of authors who stand on different scientific positions, give a comparative, critical assessment of their points of view and present their own judgment on this issue. It can be expressed in the form of agreement with the scientific views of one of the authors (or a group of authors) and reasoned by scientific arguments, provisions. One's own judgment can also represent a completely new scientific position of a graduate, which has strong theoretical evidence and reasoning from a comparative assessment of different views of scientists. The presentation of scientific positions, judgments on the topic studied by other researchers and the formation of their own views indicate the depth of study of theoretical material, a creative approach to the thesis being developed and increase its quality and value.

As a result of studying the selected literature, a detailed plan of the thesis is compiled, which represents the tactics of scientific research and the programme of creative search of the student within the approved topic.

The following chapters are highlighted in the plan:

- a theoretical chapter, including paragraphs that highlight the basic concepts, content and essence of the process, phenomena with the disclosure of various scientific and methodological points of view, positions (at least 3 paragraphs);
- analytical part, where quantitative parameters, characteristics, statistical indicators are revealed and the main trends, patterns, shortcomings in the development of the process under study, phenomena are revealed (at least 3 paragraphs);
- a practical (project) chapter, which is a solution to the main problems from the standpoint of economics and the graduate student's own views on the topic under study with a detailed scientific justification, evidence and specific calculations based on the analytical data of the 2nd chapter, identified reserves and other practical, statistical material (at least 3 paragraphs).

Each chapter has a title according to the topic and is divided into corresponding paragraphs and sub-paragraphs (paragraphs and sub-paragraphs).

When developing individual topics, some deviations from the recommended work structure are allowed in agreement with the supervisor.

2.4.5. Content requirements FQW

In the introduction:

- justifies the choice of the topic, its relevance;

the degree of development of the topic in domestic and world science is characterized (it is necessary to show the historiography of the issue, different points of view in science on the problems discussed in the work, it is necessary to group and characterize various sources of information and statistical materials);

- the object and subject of the study are determined,

- the main goal and the more specific tasks of the work arising from it are formulated;

- research methods are listed;

- the logic of the research, reflected in the structure of the work, is substantiated.

The presence of these items is strictly mandatory.

The purpose of the work determines what the research is being conducted for, what is planned to be obtained as a result. The purpose of the work focuses on the analysis and solution of the problem in two main directions – theoretical and applied.

Research objectives are an algorithm for achieving the research goal. These are the steps at each of which one or another research operation is carried out (the study of the necessary literature, the collection of empirical data, their analysis, comparison: the construction of classifications, the development of methods and their implementation, etc.).

The object of research is what the research process is aimed at.

The subject of research is the most significant from a theoretical or practical point of view properties, sides, manifestations, features of the object, which are subject to direct study within the framework of graduate research. This is the angle of view of an object, an aspect of its consideration, giving an idea of what exactly will be studied in the object, how it will be considered, what new relationships, properties, functions will be revealed.

The introduction is indicated neither in the content nor in the text by numbers, being an independent part of the work.

The introduction reflects the logic of the research and allows you to assess the degree of elaboration of the final qualifying work. The volume of the introduction is 2-3 pages.

The main part consists of three chapters. The title of the chapters should be brief, reflect the problem and not repeat the title of the work. Chapters are divided into paragraphs. The number of paragraphs is determined by the logic of the study and is not strictly regulated, but cannot be less than 2. Too many paragraphs, involving the presentation of very narrow issues, is undesirable: the optimal number of paragraphs is from 2 to 4. The names of paragraphs concretize the title of the chapter, but do not repeat it. It should be remembered that each paragraph should not contain a description of the issue, but a specific problem, its analysis and solution.

The first chapter is theoretical (methodical). It reveals the essence of the problem stated by the author in the topic, the degree of development, the state and directions of its solution, as well as the essence of individual, particular tasks necessary to consider and solve the problem. The achievements achieved in a specific subject area are summarized. The analysis of the legislative and regulatory framework is carried out, the author's attitude to this problem is substantiated, general approaches to solving the tasks are determined.

In this chapter, special attention should be paid to the review of literature and other sources on the research topic (monographs, statistical reviews, search research materials, methodological materials, legislative and other regulatory acts; Internet sources, etc.). It is necessary to highlight the principles of systematization of literary (information) sources. Independence in the selection and analysis of literary sources is one of the most important conditions for high evaluation. It is mandatory to compare the positions of the largest researchers on this problem. The author's attitude is shown and justified, the possibilities of using this chapter as the basis for subsequent practical research are outlined.

Independence in the selection and analysis of sources is one of the most important conditions for high evaluation.

The second chapter concretizes the first, theoretical chapter. At the beginning of this chapter, a general description of the object of research should be given. Here, a comprehensive in-depth analysis of the state of the problem under study is carried out according to practice data and on the basis of all the materials involved. In this chapter, the student analyzes the ex-

isting situation in accordance with the chosen topic at the enterprise where he had an internship. For this analysis, it is necessary to use one of the previously studied methods of analysis (financial analysis, SWOT analysis, etc.). This chapter also analyzes statistical data on the country, industry, region, markets, and other countries.

The results of the analysis are the basis for making scientifically reasoned decisions on the merits of the problem. It is recommended to present the collected empirical material in the form of tables, diagrams, diagrams for a clear and convenient representation of information. Each table or diagram is necessarily given with an accompanying analysis and the necessary comments. In addition, they must be properly decorated with the name, units of measurement, and number. In order to obtain reliable conclusions based on the results of the study, empirical and statistical data should be presented in dynamics over several years.

In the third chapter, the student must develop a project to solve the identified problems in accordance with the chosen topic. This project must necessarily include any economic calculations.

It is desirable that all sections and subsections are commensurate with each other, both in structure and in volume. In general, the bachelor's final qualifying work should represent a completed study of the selected research object.

In the final qualifying work, each section should end with conclusions. Conclusions are new judgments, or rather conclusions made based on the analysis of theoretical and/or empirical material. The number of outputs may be different, but not less than 2-3. Conclusions should contain an assessment of the conformity of the results with the set goals, objectives and the problem of the study.

In conclusion, in a concentrated form, the following are stated: the formulation of the research task, the key points of the conducted research, with a clear indication of their own, original elements of development; the main results of the study; the main conclusions, including practical recommendations. The approximate volume of the conclusion is 3-4 pages.

The list of references includes the names of legislative acts, regulatory documents, books, articles, reports, etc., which were somehow used by the student when doing the work. It is advisable to use literature from the last 5-7 years.

The appendix contains auxiliary materials that do not contain basic information, or materials that are difficult to place in the text of the work (large diagrams, tables, graphic materials, calculated reference data, samples of primary documents, etc.). An indispensable condition

for including these materials in the appendix is a link to them in the text of the work. Each application starts with a new page and has a title and a serial number.

The final qualifying work should be written in such a form and in such a language that is understandable not only to specialists with research experience, but also to specialists working in other fields.

The final qualifying work should be designed in the style of written scientific speech, which has some characteristic features.

First of all, the style of written scientific speech is characterized by the use of constructions that exclude the use of first-person singular and plural pronouns, second-person singular pronouns. In this case, it is supposed to use vaguely personal sentences (for example: 'First, factors are selected for analysis, and then their influence on the indicator is established'); forms of presentation from a third person (for example: 'The author believes ...'); sentences with a passive voice (for example: 'A comprehensive approach to research has been developed...').

Colloquial and colloquial vocabulary cannot be used in a scientific text. You need to use a terminological name. If there are doubts about the stylistic coloring of a word, it is better to turn to the dictionary.

The most important means of expressing the semantic completeness, integrity and coherence of a scientific text is the use of special words and phrases. These words allow you to reflect:

- the sequence of presentation of thoughts (first, first of all, then, first, secondly, so, so);
- transition from one thought to another (before moving on to, let's turn to, consider, stop at, having considered, go to, it is necessary to stop at, it is necessary to consider);
- contradictory relationship (however, meanwhile, while, nevertheless),
- cause-effect relations (hence, therefore, because of this, in accordance with this, consequently, it follows that);
- attitude (of course, of course, really, apparently, one must assume, perhaps, probably, according to the message, according to the information, according to the opinion, according to the data);
- summary, conclusion (so; thus; means; in conclusion, we note; all that has been said allows us to draw a conclusion; summing up, we should say; summarizing what has been said, we note).

To express a logical sequence, complex conjunctions are used: due to, while, since, instead of, because of, because of, because of, after, while, etc. Derivative prepositions are especially used during, in accordance with, as a result of, as opposed to, along with, in connection with, due to, etc.

Pronouns, adjectives and participles can be used as means of communication (data, this, such, named, indicated, listed above).

In scientific speech, the demonstrative pronouns 'this', 'that', 'such' are very common. Pronouns 'something', 'something', 'something' are not usually used in the text of scientific work.

The following stable combinations are used to express logical connections between parts of a scientific text (here are the results; as the analysis showed; based on the data obtained).

2.4.6. Requirements for the final qualifying work¹

The written work is done in a printed way using a computer and a printer on one side of a sheet of white paper of the same A4 size (210 x 297 mm) at 1.5 intervals and with a font size of 13 points.

The pages of the written work should have the following margins: left – 25 mm; right – 10 mm; top – 20 mm; bottom – 20 mm. Paragraph indentation should be equal to 1.25 cm. The text should be printed in Times New Roman font with width alignment. Automatic word wrapping is set for the text of the work. Hyphenation of words in the headings of chapters, paragraphs, titles of tables and figures is not allowed.

The recommended volume of a bachelor's final qualifying work is 60-75 pages of typewritten text, a specialist's final qualifying work is 80-90 pages of typewritten text, a master's thesis is 100-125 pages, a postgraduate thesis is 150-180 pages. The volume of term papers and practice reports is determined by the requirements of the educational programme for the relevant types of work. The scope of other written works (abstracts, essays, written control pa-

¹ These Requirements are drawn up in accordance with the 'Requirements for the design of written works of students of the Faculty of Economics of PSU', approved by the order of the Dean of the Faculty of Economics No. 1 dated 09.01.2023.

pers, etc.) is established by the educational and methodological documentation of the relevant discipline.

The written work has the following structure:

- title page;
- contents (table of contents);
- list of abbreviations and symbols (if necessary);
- introduction;
- main part;
- conclusion;
- references;
- list of terms (if necessary)
- applications (if necessary).

The **title page** is the first page of the written work. The page number is not put down on the title page. On subsequent pages, the number is placed at the top of the page in the center without paragraph indentation. All pages of the written work are numbered in order without omissions and repetitions.

The title page contains the name of the organization and structural subdivision where the written work was performed, its type and subject, surname, first name, patronymic of the person who performed the work, surname, first name, patronymic position, academic degree and academic title of the supervisor, place and year of writing the written work.

The **content** (table of contents) is a list of the names of the parts of the written work with an indication of the pages on which they are placed.

The **introduction** to the Master's and PhD dissertation includes the following main elements:

- relevance of the research topic;
- the degree of its development;
- the purpose and objectives of the study;
- scientific novelty of the research (possible for master's theses and mandatory for post-graduate theses);
- theoretical and practical significance of the work (preferably for master's theses and necessarily for graduate students' theses);
- research methods;

- provisions submitted for defense (only for dissertations of graduate students);
- degree of reliability and approbation of the results (only for dissertations of graduate students);
- the structure of the work.

The **introduction** to the final qualifying works of bachelors and specialists, as well as term papers, includes the following main elements:

- relevance of the research topic;
- the purpose and objectives of the study;
- research methods;
- information base of the study;
- the structure of the work.

Additional requirements for the introduction of various types of written works are established by their educational and methodological documentation.

The **main part** should be divided into chapters and paragraphs, which are numbered in Arabic numerals. Each chapter of the work begins with a new page. The pages are separated from each other using the 'Insert' - 'Page Break' options on the upper toolbar. It is not allowed to split pages using the 'Enter' key.

The headings of chapters and paragraphs, as well as 'Introduction', 'Conclusion', 'List of sources', 'Appendices' are indicated in bold font with a size of 13 points, located in the middle of the page without paragraph indentation and dots at the end. Hyphenation of words in headings is not allowed. The text after the title is separated by one empty line.

The chapters of the work are indicated by Arabic numerals indicating the word 'Chapter'. The number and the title of the chapter are located in the center of the sheet without paragraph indentation. A dot is placed after the number of the chapter, no dot is placed after the title, for example, 'Chapter 1. Title of the chapter'.

This is followed by an empty line, after which the name of the paragraph is placed.

Paragraphs are numbered in Arabic numerals within each chapter. The paragraph number consists of two digits separated by a dot and denoting the chapter number and paragraph number, for example, '1.1. Paragraph title'. Paragraphs are separated from each other by two empty lines.

When making a written work, you should try to fill the page with the whole text. The size of the empty field at the bottom of the page should not exceed three lines (with the excep-

tion of the last page in the chapter of the work, content, introduction, conclusion, appendix or list of sources).

The text of the written work should be in a scientific style. The presentation of the material should be logical and consistent.

When specifying numerical indicators, the integer part of the number should be separated from the decimal point (not a dot), and thousandths, millionths, billionths, etc. digits should be separated by an unbroken space (the keyboard shortcut ‘Shift + Ctrl + White’). Different digits of the number should not be carried between the lines. At the same time, all numerical indicators must have units of measurement according to the text of the presentation, with the exception of tabular data, where units of measurement can be specified either as a whole for the table (if the units of measurement of all data are the same), or for a row, or for a graph.

The example of the correct design of a numeric indicator:

Revenue for 2019 increased by 10% compared to 2018 and amounted to 75,569,258.63 rubles.

The example of incorrect design of a numeric indicator:

Revenue for 2019 increased by 10% compared to 2018 and amounted to 75569 258.63 rubles.

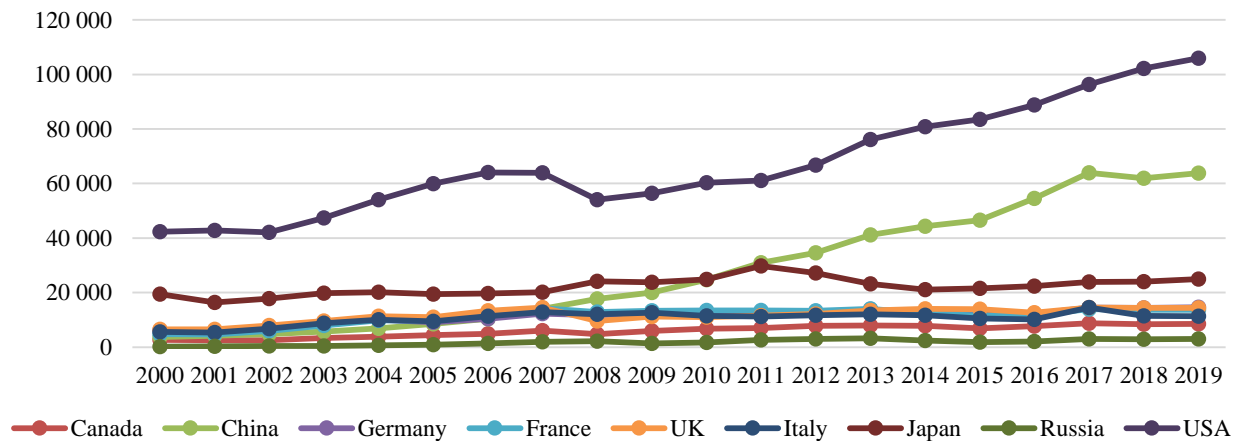
Illustrative material can be represented by drawings, photographs, maps, graphs, diagrams, diagrams and other similar material. All illustrations used in the written work are referred to as ‘drawings’ and are placed under the text in which the reference to them is given for the first time, or on the next page, and, if necessary, in the appendix to the work (if their volume exceeds three pages). Illustrations are numbered in Arabic numerals through numbering or within the chapter. All illustrations should be referenced in the text of the work.

Explanatory data (notes) to tables and figures are placed immediately below them, are made out in 11 font with a single interval.

When referring to a drawing, you should write the word ‘Drawing’ with its number. Figures are numbered in Arabic numerals in a continuous order (for example, 1, 2, 3, etc.) or within each chapter (for example, 1.1., 1.2., 1.3., etc.). For example, ‘Figure 1.1. Title’. If there is one drawing in the work, then it is not numbered, for example, ‘Drawing. Name’. The name of the drawing is placed immediately below it in the center of the page without paragraph in-

dentation. The font of the picture title is 13 points. The drawing is scaled to the width of the page.

The example of the correct design of a drawing:



Note: Calculated by the author on the basis of SPARK-Interfax data.

Figure 3. Financial wealth of the G7 countries, China and Russia.²

Tables used in written work are placed under the text in which the reference to them is given for the first time, or on the next page, and if necessary - in the appendix to the work. Tables are numbered with Arabic numerals through numbering (for example, 1, 2, 3, etc.) or within a chapter (for example, 1.1., 1.2., 1.3., etc.). If there is one table in the work, then it is not numbered. All tables should be referenced in the text of the work. When linking, you should write the word 'Table' with its number.

For the design of tables, the word 'Table' is placed in the upper right corner above the corresponding heading, indicating its number, for example, 'Table 1.1'. The title of the table should be written with a capital letter, without a dot at the end, placed in the center of the page without paragraph indentation. The font size inside the table should be from 11 to 9 pins, the line spacing should be equal to 1.0. The table is scaled by the width of the page (the option 'Auto-selection by window width').

When transferring a table to the next page, it is necessary to duplicate the table header, and also indicate the continuation or end of the table at the top left of the page. For example,

² Misyura A.V. Development of the business model of a high-tech industrial enterprise: dis. ... Candidate of Economic Sciences: 5.2.3 / Misyura Andrey Vasilyevich. - Yekaterinburg, 2022. - 191 p.

‘Continuation of Table 2.7.’ or ‘End of Table 2.7.’. An example of the design of a table with a transfer is given in Appendix 6.

The text of the work after the table and figure is separated by one empty line.

The example of the correct design of the table

Table 2.3.

Business model components³

Component	Characteristic of the component	Investigated aspects
1. Value proposition	A clear statement of the benefits (advantages) for consumers explains what consumers will get from interacting with the company	Creation, assignment and delivery of value. Value Creation Network
2. Consumers	Persons (groups of persons) who have certain needs that affect the company's income	Consumer segments. Relationship with the consumer. Distribution channels
3. Monetization	Method (source) of income generation	Generation and mechanism of assignment of rents by the enterprise
4. Business organization	Business processes and structures necessary to create a value proposition and capable of providing monetization	Business architecture.
5. Resource provision	The company's assets that it needs to create a value proposition	Technologies and technical potential.

When making formulas, explanations of the symbols used in them should be given in the text or directly under the formula. Formulas in the text of the work should be numbered in Arabic numerals through numbering or within the chapter. The number is enclosed in parentheses and written at the formula level on the right, for example ‘(3.1.)’. The formula number consists of the chapter number and the ordinal number of the formula, separated by a dot. If there is only one formula in the work, then it is not numbered.

For mathematical expressions and formulas, it is recommended to use the letters of the Latin and Greek alphabets, as well as the formula editor (for example, ‘Insert’ → ‘Formula’). The letters of the Latin and Greek alphabets should be indicated in italics. All signs of mathematical actions must be put down in the formulas. Omissions of multiplication values inside the formula are not allowed.

³ Misyura A.V. Development of the business model of a high-tech industrial enterprise: dis. ... Candidate of Economic Sciences: 5.2.3 / Misyura Andrey Vasilyevich. - Yekaterinburg, 2022. – p. 27.

Formulas should be separated from the main text in free lines and placed in the middle of the line. The number is indicated on the right side of the sheet at the form level in parentheses.

The example of the correct formalization of the formula:

$$x_z = \frac{x_{max} - x_f}{x_{max} - x_{min}}, \quad (1.1)$$

where x_z – standardized indicator value;

x_{max} – the maximum value of the indicator;

x_{min} – the minimum value of the indicator;

x_f – the actual value of the indicator.

When referring to tables, graphic material, formulas or appendices, you should write: ‘in accordance with the data of Table 1.5., ...’, ‘according to formula (2.4.) ...’, etc.

In **conclusion**, the results of the completed research, the main recommendations and prospects for further development of the topic are summarized.

The **list of references** is placed after the conclusion. All bibliographic records are arranged alphabetically by the surnames of the authors or the first words of the titles of documents. Bibliographic records of the works of namesake authors are arranged in the alphabet of their initials. After the publications in Russian, the bibliographic list includes publications in foreign languages in alphabetical order. The end-to-end numbering in Arabic numerals of all literature sources is performed. Examples of the design of bibliographic records of documents in the list of references are given in Appendix 7.

All sources placed in the list should be **referenced in the text of the work**. Links are made in page-by-page footnotes.

If the author of a written work refers to any definition given in the source, it is important to indicate not only the source of the literature, but also the page in it where this information is posted. In this case, text fragments quoted verbatim are enclosed in quotation marks.

If the author of a written work refers to any results obtained by other researchers, or the opinion reflected by them, passing a red line through the entire published scientific work, then in this case it is more correct to refer to the entire source of literature as a whole.

If the author needs to refer to several sources of literature at once in support of his thought, then the sources are listed in a footnote separated by a semicolon.

Examples of the design of in-text bibliographic references are provided in Appendix 8.

All information of a clarifying or complementary nature is placed in the final part of the written work - in the appendix (appendices).

Appendices should be numbered with Arabic numerals through numbering, for example, 'Appendix 1'. The word 'Application' is written in the upper right corner of the page above the title. The title of the application is located in the center of the page without any indentation, it is executed in bold font size of 13 points.

The appendices contain material that complements the main text of the written work. The applications contain graphic material, tables with statistical data, maps, drawings, photographs, and other illustrative materials. The appendices are arranged and numbered in the order of references to them in the text of the work. Applications should be listed in the table of contents of the written work with their numbers, titles and pages.

Written works are checked in the '**Anti-Plagiarism**' system for the presence of loans. The requirements for the results of verification of written final qualification papers are given in the table. The level of originality in combination with self-citation should be not less than 60 %. Level correct quoting should be 30-40 % and level of borrowings - no more than 10 %.

Requirements for other types of written works (abstracts, term papers, essays, etc.) are established by the teachers leading the relevant courses.

2.5. Examination of the final qualifying work

Before binding the bachelor's final qualifying work, it must be sent (if there is an agreement of the supervisor or through the supervisor) for verification by the text analysis system for the presence of borrowings 'Antiplagiat. University' in electronic form to the secretary of the SAC.

After the completion of the final qualifying work, the examination is carried out by the scientific supervisor (Appendix 9).

3 days before the defence, the supervisor submits a review of the student's final qualifying work. The review should reflect:

- compliance of the final qualification work with the requirements for its design;
- compliance of the content of the final qualifying work with its topic;
- the degree of independence of the student in choosing a topic, developing a plan, in selecting literature;
- the logic of the presentation of the topic, the relationship of the theoretical and practical chapters of the work;
- the ability to work with literature and other sources, the ability to analyze sources and draw conclusions;
- understanding of the theoretical and practical significance of the chosen topic;
- the degree of responsibility of the student in relation to the work, the ability to organize their work, to comply with the deadlines set in the task for its discussion and implementation;
- creative approach to work performance;
- additional comments;
- conclusion on admission to the defence.

The review should contain an overall assessment of the student's work on a five-point system and a conclusion about whether the student deserves a bachelor's training programme 'Economics', profile 'International business'.

2.6. Preparation for the defence and defence of the final qualifying work

The defence of the final qualifying work is carried out in accordance with the curriculum.

A week before the defence, the department posts an announcement about the work schedule of the SAC and the schedule for the defence of students (indicating the names of graduates). Meetings of the SAC on the defence of final qualifying works are planned for several days, usually based on no more than 10-12 defences at one meeting.

Changing the order of defence is possible in exceptional cases.

The following documents are submitted for defence:

- the text of the final qualification paper in hardcover (signed by the student, the supervisor and the head of the department);

- a disk (flash drive) with an electronic version of the text of the final qualifying work;
- assignment for the final qualifying work (signed by the student, the supervisor and the head of the department);
- review of the scientific supervisor;
- conclusion on the assessment of the degree of originality of the work (certificate of verification for anti-plagiarism);
- illustrative material in 5 copies, each of which has the student's full name and the topic of the final qualifying work.

The full documentation is submitted to the head of the department for signature no later than 3 days before the official deadline for defence.

A student who has not submitted the necessary documents in a timely manner is not allowed to defend the final qualifying work.

In case of a negative review of the head, the graduate can be admitted to the defence only by the decision of the head of the department.

The full documentation with the admission of the head of the department is submitted to the SAC no later than 3 days before the appointed defence period to the secretary of the SAC.

Grounds for non-admission of the final qualifying work to the defence:

- absence of a task signed by a graduate, a scientific supervisor and approved by the head of the department;
- absence of the signature of the supervisor and the head of the department on the title page of the final qualifying work on the day of defence;
- change of the topic of the final qualifying work or change of the head without approval at the meeting of the department;
- non-compliance with the deadlines for interim reporting reflected in the task (on the recommendation of the manager).

The defence of the final qualifying work is carried out at a meeting of the SAC. The report of the graduate during the defence should not exceed 10 minutes. The report reflects the relevance of the topic, the object of research, its goals and objectives, names the sources used, gives a brief description of the content of the work, shows the results achieved, emphasizes the novelty and the author's approach.

The content of the report and the demonstration material must be agreed with the supervisor.

It is advisable to present the main content of the work freely, without reading the written text, using tables and diagrams prepared in advance to illustrate the main content of the thesis. When preparing for the defence of a thesis, it is recommended to read the theses of the speech aloud several times to make sure that the speech fits into the time allotted for it. (Appendix 8)

After the presentation, the student must answer the questions asked by the members of the SAC, as Basic as the teachers and students present at the defence. After reading out the review of the supervisor, the student is given the opportunity to respond to the comments contained in it.

2.7. Protection of the final qualifying work

The defense of the final qualifying work is carried out at a meeting of the SAC. The graduate's report during the defense should not exceed 10 minutes. The report reflects the relevance of the topic, the object of research, its goals and objectives, the sources used are called, a brief description of the content of the work is given, the results achieved are shown, the novelty and the author's approach are emphasized.

It is mandatory to use demonstration materials (handouts made in A4 format and presentation). The handout must be signed (Appendix 10), executed for each member of the SAC and issued before the defense.

The content of the report and demonstration material must be agreed with the supervisor.

It is advisable to present the main content of the work freely, without reading the written text, using tables and diagrams prepared in advance during the presentation, illustrating the main content of the thesis. When preparing for the defense of a thesis, it is recommended to read the theses of the speech aloud several times to make sure that the speech fits into the time allotted for it (Appendix 11).

After the presentation, the student must answer the questions asked by the members of the SAC, as well as the teachers and students present at the defense. After reading out the re-

view of the supervisor, the student is given the opportunity to respond to the comments contained in it.

2.8. EVALUATION FUNDS

2.8.1. Planned learning outcomes for monitoring the formation of competencies (their indicators) and evaluation criteria

Table 5.

Planned learning outcomes for monitoring the formation of competencies (their indicators) and evaluation criteria. Implementation and presentation of graduate qualification work on a topic

Competence	Planned learning outcomes	Criteria for evaluating results
GPC-1. He is able to understand the laws of the development of the economic system and, guided by them, offer sound organizational and managerial decisions within the framework of his professional activity		
GPC.1.4. Understands the content of the main accounting systems of the facts of economic life and the methodology of accounting for the performance of tasks in the framework of their professional activities	He is able to form and interpret basic information about economic processes in the accounting system; use the basic forms of analytical and synthetic accounting registers to obtain information necessary for the analysis of the organization's activities and the development of organizational and managerial decisions. Has the skills of registration of basic primary documents, accounting registers and forms of accounting financial statements.	Insufficient Does not know the document flow associated with the economic processes of the organization; the order of reflection of the main economic processes in the accounting system; the composition and rules of reporting of economic entities. Does not know how to form and interpret basic information about business processes in the accounting system; use the basic forms of analytical and synthetic accounting registers to obtain information necessary for analyzing the activities of an organization and developing organizational and managerial decisions. He cannot draw up basic primary documents, accounting registers and forms of accounting financial statements, or demonstrates the above-mentioned knowledge, skills and abilities, but at the same time makes multiple gross mistakes that distort the meaning and significance of

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>economic processes.</p> <p style="text-align: center;">Threshold</p> <p>He knows the standard document flow associated with the economic processes of the organization; the basic procedure for reflecting the main economic processes in the accounting system; the standard composition and basic rules for the formation of reporting of economic entities. He is able to form basic information about economic processes in the accounting system; use the basic forms of analytical and synthetic accounting registers to obtain information necessary for the analysis of the organization's activities and the development of organizational and managerial decisions. It can draw up basic primary documents, accounting registers and forms of accounting financial statements. When demonstrating the above-mentioned knowledge, skills and abilities, he makes significant mistakes, which, nevertheless, do not distort the meaning and significance of economic processes; he can demonstrate only basic standard knowledge without errors.</p> <p style="text-align: center;">Basic</p> <p>He knows the standard document flow associated with the economic processes of the organization; the basic procedure for reflecting the main economic processes in the accounting system; the standard composition and basic rules for the formation of reporting of economic entities. He is able to form basic information about economic processes in the accounting system; use the basic forms of analytical and synthetic accounting registers to obtain information neces-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>sary for the analysis of the organization's activities and the development of organizational and managerial decisions. It can draw up basic primary documents, accounting registers and forms of accounting financial statements. When demonstrating the above-mentioned knowledge, skills and abilities, he makes some insignificant mistakes.</p> <p>Proficiency</p> <p>Knows the document flow associated with the economic processes of the organization; the order of reflection of the main economic processes in the accounting system; the composition and rules of reporting of economic entities.</p> <p>He is able to form and interpret basic information about economic processes in the accounting system; use the basic forms of analytical and synthetic accounting registers to obtain information necessary for the analysis of the organization's activities and the development of organizational and managerial decisions. It can draw up basic primary documents, accounting registers and forms of accounting financial statements. Demonstrates the above-mentioned knowledge, skills and abilities without errors, and if inaccuracies occur, quickly finds and corrects them independently.</p>
GPC.1.5. Evaluates options for managerial and organizational decisions based on economic efficiency indicators based on available information.	He knows the procedure and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity on the basis of economic efficiency indicators, based on available information.	<p>Insufficient</p> <p>He does not know the order and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity.</p> <p>Threshold</p> <p>He knows the procedure and can</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>calculate analytical indicators to justify typical organizational and managerial decisions, however, he makes mistakes, knows the list of necessary information sources, but is not always able to find them.</p> <p style="text-align: center;">Basic</p> <p>He knows the order, explains it and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity, but makes some mistakes, knows the options for finding the right information sources.</p> <p style="text-align: center;">Proficiency</p> <p>He knows the order perfectly, explains and illustrates it with examples and can calculate analytical indicators to justify organizational and managerial decisions within the framework of his professional activity, knows the options for finding the right information sources.</p>
GPC-2. Able to understand the principles of modern information and communication technologies and use them to solve professional tasks, taking into account the requirements of information security		
GPC.2.1. Demonstrates basic knowledge in the field of information and communication technologies.	Knows the basics of basic sections of computer science and modern information technologies, as well as information culture.	<p style="text-align: center;">Unsatisfactorily</p> <p>Does not know the basic sections of computer science; does not know how to choose information technologies to solve, is not able to choose and apply software tools to implement the solution of a standard task of professional activity.</p> <p style="text-align: center;">Threshold</p> <p>Knows the basic sections of computer science; has an idea of information technologies for solving, has an idea of software tools for solving a standard task of professional activity; has the minimum necessary information culture of working with professional data, is able to offer solutions to standard tasks of the</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>professional field.</p> <p>Basic</p> <p>Knows the basic sections of computer science; is able to reasonably choose information technologies and software tools to implement the solution of a standard task of professional activity; has sufficient information culture, is able to offer solutions to standard tasks of the professional field.</p> <p>Proficiency</p> <p>knows the basic sections of computer science; can reasonably choose and apply modern information technologies to solve the tasks of professional activity; has a high level of information culture, is able to offer and implement solutions to standard tasks of the professional field.</p>
<p>GPC.2.2. Focusing on the tasks of professional activity, reasonably chooses information and communication technologies and uses them in professional activities, taking into account the requirements of information security.</p>	<p>Understands the trends in the development and mass use of information and communication technologies. Understands the problems of information security of the individual, society and the state.</p> <p>Owens methods and means of information protection.</p> <p>Ready to solve the tasks of professional activity on the basis of information culture; applies information and communication technologies taking into account the requirements of information security.</p>	<p>Unsatisfactorily</p> <p>He does not know about the trends in the development and mass use of information and communication technologies; has an idea about the problems of information security of the individual, society and the state.</p> <p>Satisfactorily</p> <p>Knows the trends in the development and mass use of information and communication technologies; has an idea of the problems of information security of the individual, society and the state; knows, but finds it difficult to apply methods and means of information protection.</p> <p>Basic</p> <p>He knows and understands the trends in the development and mass use of information and communication technologies; knows about the problems of information security of the individual, society and the state; knows how to apply basic meth-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>ods and means of information protection.</p> <p>Proficiency</p> <p>knows and understands the prospects for the development and mass use of information and communication technologies; understands the problems of information security of the individual, society and the state; confidently owns organizational, technical and software means of information protection.</p>
GPC.3. He is able to independently carry out research activities in his professional field using modern research methods		
GPC.3.1. He is able to independently carry out research activities in his professional field using modern research methods	He is able to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).	<p>Insufficient</p> <p>Does not know how to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).</p> <p>Threshold</p> <p>He is able to set a goal and some tasks and on the basis of this, with errors, draw up a plan for scientific research within the framework of economics and enterprise management (organization).</p> <p>Basic</p> <p>He is able to set goals and objectives and, based on this, draw up a plan for scientific research within the framework of economics and management of an enterprise (organization).</p> <p>Proficiency</p> <p>He is able to set goals and objectives at a high level and, based on this, draw up a reasonable plan for scientific research within the framework of economics and enterprise (organization) management.</p>
GPC.3.2. Collects, critically analyzes and processes information, applying the methods of	Knows the methods of scientific and applied research applied in the theory of economics and	<p>Insufficient</p> <p>Does not know the methods of scientific and applied research</p>

Competence	Planned learning outcomes	Criteria for evaluating results
scientific and applied research in accordance with the task.	management of an enterprise (organization). Is able to collect, critically analyze and process information based on these methods and in accordance with the task.	<p>used in the theory of economics and management of an enterprise (organization); does not know how to collect, critically analyze and process information based on these methods and in accordance with the task.</p> <p>Threshold</p> <p>Knows some methods of scientific and applied research used in the theory of economics and management of an enterprise (organization); is able to partially collect, critically analyze and process information based on these methods and in accordance with the task.</p> <p>Basic</p> <p>Knows the methods of scientific and applied research applied in the theory of economics and management of an enterprise (organization); is able to collect, critically analyze and process information based on these methods and in accordance with the task.</p> <p>Proficiency</p> <p>Knows at a high level the methods of scientific and applied research applied in the theory of economics and management of an enterprise (organization); is able to fully collect, critically analyze and process information based on these methods and in accordance with the task.</p>
GPC.3.3. Finds shortcomings and gaps in the economic system under study within the framework of his professional field and justifies proposals to eliminate the identified shortcomings and gaps.	<p>Knows the main current problems in the field of enterprise activities.</p> <p>He is able to analyze the problems of the activities of enterprises and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the enterprise.</p>	<p>Insufficient</p> <p>Does not know the main current problems in the field of enterprises' activities; does not know how to analyze the problems of enterprises' activities and make scientifically sound proposals for effective elimination of problems and shortcomings in the activities of the enterprise.</p> <p>Threshold</p> <p>Partially knows the main current problems in the field of enter-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>prise activities; partially knows how to analyze the problems of enterprise activities and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the enterprise.</p> <p style="text-align: center;">Basic</p> <p>Knows the main current problems in the field of enterprise activities; is able to analyze the problems of enterprise activities and make scientifically sound proposals for the effective elimination of problems and shortcomings in the activities of the enterprise.</p> <p style="text-align: center;">Proficiency</p> <p>Deeply and comprehensively knows the main current problems in the field of enterprise activities; is able to analyze the problems of enterprise activities and make scientifically sound proposals for effective elimination of problems and shortcomings in the activities of the enterprise.</p>
GPC.3.4. Draws up and presents the results of its scientific and applied research in written and oral forms using information technologies.	<p>Knows information technologies used for the design and presentation of scientific and applied research.</p> <p>He is able to formalize and present the results of scientific and applied research in written and oral form using information technology.</p>	<p style="text-align: center;">Insufficient</p> <p>Does not know the information technologies used for the design and presentation of scientific and applied research, does not know how to design and present the results of scientific and applied research in written and oral form using information technology.</p> <p style="text-align: center;">Threshold</p> <p>Knows some information technologies used for the design and presentation of scientific and applied research, is able to make mistakes and present the results of scientific and applied research in written and oral form using information technology.</p> <p style="text-align: center;">Basic</p> <p>Knows information technologies used for the design and presen-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>tation of scientific and applied research, is able to design and present the results of scientific and applied research in written and oral form using information technology.</p> <p>Proficiency</p> <p>Knows at a high level the information technologies used for the design and presentation of scientific and applied research, is able to brilliantly design and present the results of scientific and applied research in written and oral form using information technology.</p>
GPC-4. Is able to apply statistical and economic-mathematical methods for processing economic information and identifying patterns of economic processes		
GPC. 4.1. Applies the basic methods of mathematical analysis for the quantitative assessment of socio-economic processes.	Knows the basic methods of mathematical analysis for the quantitative assessment of socio-economic processes. Knows how to use them to analyze the economic activity of enterprises (organizations).	<p>Insufficient</p> <p>Does not know the basic methods of mathematical analysis for the quantitative assessment of socio-economic processes; does not know how to apply them to the analysis of economic activity of enterprises (organizations).</p> <p>Threshold</p> <p>Knows some methods of mathematical analysis for quantitative assessment of socio-economic processes; is able to partially apply them to the analysis of economic activity of enterprises (organizations)</p> <p>Basic</p> <p>Knows the basic methods of mathematical analysis for the quantitative assessment of socio-economic processes; is able to apply them to the analysis of economic activity of enterprises (organizations)</p> <p>Proficiency</p> <p>Knows at a high level the basic methods of mathematical analysis for the quantitative assessment of socio-economic processes; is able to fully apply them to the analysis of economic activity of enterprises (organ-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
GPC.4.2. Applies methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.	Knows the methods of generalization and grouping of quantitative information. He is able to apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.	<p>izations)</p> <p>Insufficient Does not know the methods of generalization and grouping of quantitative information, does not know how to apply the methods of generalization and grouping of quantitative information and describing the economic situation using statistical indicators.</p> <p>Threshold Knows some methods of generalization and grouping of quantitative information, is able to partially apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.</p> <p>Basic Knows methods of generalization and grouping of quantitative information, is able to apply methods of generalization and grouping of quantitative information and description of the economic situation using statistical indicators.</p> <p>Proficiency He knows brilliantly the methods of generalization and grouping of quantitative information, is able to apply at a high level the methods of generalization and grouping of quantitative information and describing the economic situation with the help of statistical indicators.</p>
GPC. 4.3. Establishes and studies the relationship between economic processes and phenomena using mathematical and statistical methods and models.	Knows mathematical and statistical methods and models. He is able to establish and study the relationship between economic processes and phenomena.	<p>Insufficient Does not know mathematical and statistical methods and models, does not know how to establish and study the relationship between economic processes and phenomena.</p> <p>Threshold Knows some mathematical and statistical methods and models, is able to partially establish and</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>study the relationship between economic processes and phenomena.</p> <p>Basic</p> <p>Knows mathematical and statistical methods and models, is able to establish and study the relationship between economic processes and phenomena.</p> <p>Proficiency</p> <p>Knows mathematical and statistical methods and models in full, is able to establish and study the relationship between economic processes and phenomena at a high level.</p>
GPC-5. He is able to study various markets of Basics (works, services) to fulfill the tasks of his professional activity		
GPC 5.1. Names and comments on the rules and methods of market research and analysis, understands the patterns of development of markets for individual Basics and services.	<p>Knows the rules and methods of market research, knows the patterns of development of markets for individual Basics and services.</p> <p>Knows how to comment on the rules and methods of market research and analysis.</p>	<p>Insufficient</p> <p>Does not know the rules and methods of market research, does not know the patterns of development of markets for individual Basics and services, does not know how to comment on the rules and methods of market research and analysis.</p> <p>Threshold</p> <p>Knows the rules and methods of market research, knows the patterns of development of markets for individual Basics and services, is able to comment on the rules and methods of market research and analysis.</p> <p>Basic</p> <p>He knows some rules and methods of market research, partially knows the patterns of development of markets for individual Basics and services, is able to comment poorly on the rules and methods of market research and analysis.</p> <p>Proficiency</p> <p>He knows the rules and methods of market research at a high level, fully knows the laws of the development of markets for individual Basics and services, is</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		able to comment brilliantly on the rules and methods of market research and analysis.
GPC.5.2. Names and comments on methods and modern technologies of working with consumers and understands their importance for solving their professional tasks.	He knows the methods and modern technologies of working with consumers and understands their importance for solving his professional tasks.	<p>Insufficient</p> <p>He does not know the methods and modern technologies of working with consumers and does not understand their importance for solving his professional tasks.</p> <p>Threshold</p> <p>He knows some methods and modern technologies of working with consumers and partially understands their importance for solving his professional tasks.</p> <p>Basic</p> <p>He knows the methods and modern technologies of working with consumers and understands their importance for solving his professional tasks.</p> <p>Proficiency</p> <p>He knows brilliantly the methods and modern technologies of working with consumers and fully understands their importance for solving his professional tasks.</p>
GPC-6. Is able to apply regulatory legal acts in his professional activity		
GPC. 6.1. Searches for regulatory documents in the field of professional activity.	<p>Knows the main legal documents regulating professional activity.</p> <p>Knows how to use regulatory documents regulating professional activity.</p> <p>Has the skills of building professional activities in accordance with regulatory legal acts.</p>	<p>Insufficient</p> <p>Does not know the main regulatory legal documents regulating professional activity; does not know how to use regulatory legal documents regulating professional activity; does not have the skills to build professional activity in accordance with regulatory legal acts.</p> <p>Threshold</p> <p>General, but not structured knowledge of the main regulatory legal documents regulating professional activity partially formed ability to use regulatory legal documents regulating professional activity fragmentary application of skills of building professional activity in accord-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>ance with regulatory legal acts.</p> <p>Basic</p> <p>Successful, but containing gaps, knowledge of the main regulatory legal documents regulating professional activity successful, but containing gaps, the ability to use regulatory legal documents regulating professional activity successful, but containing gaps, the use of skills in building professional activity in accordance with regulatory legal acts.</p> <p>Proficiency</p> <p>The formed systematic knowledge of the main normative legal documents regulating professional activity the formed ability to use normative legal documents regulating professional activity the successful application of skills of building professional activity in accordance with normative legal acts.</p>
GPC. 6.2. Applies legislative acts and regulatory documents in the field of professional activity.	Has the skills of analysis and application in practice of regulatory legal acts related to the field of his professional activity.	<p>Insufficient</p> <p>Does not have the skills to analyze regulatory legal acts related to the field of his professional activity</p> <p>Does not know how to apply regulatory legal acts in practice in various areas of customs activity.</p> <p>Threshold</p> <p>General, but unstructured skills in analyzing regulatory legal acts related to the field of their professional activity. Demonstrates partially formed skills of applying regulatory legal acts in practice in various areas of customs activity.</p> <p>Basic</p> <p>In general, successful, but containing some gaps, skills in analyzing regulatory legal acts related to the sphere of their professional activity In general, successful, but containing some</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>gaps, possession of skills in applying regulatory legal acts in practice in various areas of customs activity.</p> <p>Proficiency</p> <p>Formed systematic skills of analysis of normative legal acts related to the sphere of their professional activity Successful systematic application of skills of application of normative legal acts in practice in various areas of customs activity.</p>
PC-2. Able to carry out tactical management of the planning and organization of production		
PC.2.1. Plans and organizes the execution of standard works of tactical production management.	<p>He knows the basic theories of the organization and management of the company's activities and their legal basis.</p> <p>He is able to generalize and systematize information about the activities of the organization.</p> <p>Owens modern methods of tactical production management.</p>	<p>Insufficient</p> <p>Does not know the basic theories of the organization and management of the company's activities and their legal basis. Does not know how to generalize and systematize information about the activities of the organization. Does not know modern methods of tactical production management.</p> <p>Threshold</p> <p>He knows some theories of the organization and management of the company's activities and their legal basis. He is able to partially summarize and systematize information about the activities of the organization. Owns some modern methods of tactical production management.</p> <p>Basic</p> <p>He knows the basic theories of the organization and management of the company's activities and their legal basis. He is able to generalize and systematize information about the activities of the organization. Owns modern methods of tactical production management.</p> <p>Basic</p> <p>Knows at a high level the basic theories of the organization and management of the company's activities and their legal basis.</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		He is able to fully summarize and systematize information about the activities of the organization. Owns brilliantly modern methods of tactical production management.
PC.2.2. Develops analytical materials and draws up reports on the assessment of the activities of the business as a whole and the production units of the organization, implements accounting procedures, analysis and control of the implementation of planned tasks.	<p>Knows the indicators of reports on the assessment of the business as a whole and production units.</p> <p>He is able to develop analytical materials and compile reports on the assessment of the activities of the business as a whole and the production units of the organization.</p> <p>Owns the procedures for accounting, analysis and control of scheduled tasks.</p>	<p>Insufficient</p> <p>Does not know the indicators of reports on the assessment of the business as a whole and production units, does not know how to develop analytical materials and compile reports on the assessment of the business as a whole and production units of the organization, does not know the procedures for accounting, analysis and control of scheduled tasks.</p> <p>Threshold</p> <p>He knows some indicators of reports on the assessment of the activities of the business as a whole and production units, is able to partially develop analytical materials and compile reports on the assessment of the activities of the business as a whole and production units of the organization, owns some accounting procedures, analysis and control of the execution of planned tasks.</p> <p>Basic</p> <p>He knows the indicators of reports on the assessment of the activities of the business as a whole and production units, is able to develop analytical materials and compile reports on the assessment of the activities of the business as a whole and the production units of the organization, knows the procedures for accounting, analysis and control of the execution of planned tasks.</p> <p>Proficiency</p> <p>He knows at a high level the indicators of reports on the as-</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>assessment of the activities of the business as a whole and production units, demonstrates the formed skills to develop analytical materials and compile reports on the assessment of the activities of the business as a whole and the production units of the organization, shows a brilliant command of accounting procedures, analysis and control of the execution of planned tasks.</p>
PC-3. Able to conduct financial analysis of the activities of organizations and their reporting, to make budgets of organizations and reports on their execution		
PC.3.2. Develops the financial policy of an economic entity, determines and implements measures to ensure its financial stability.	Knows measures to ensure the financial stability of an economic entity. He is able to develop the financial policy of an economic entity, determines and implements measures to ensure its financial stability.	<p>Insufficient Does not know measures to ensure the financial stability of an economic entity, does not know how to develop the financial policy of an economic entity, does not define and does not implement measures to ensure its financial stability.</p> <p>Threshold He knows some measures to ensure the financial stability of an economic entity, is able to partially develop the financial policy of an economic entity, determines some measures to ensure its financial stability.</p> <p>Basic Knows measures to ensure the financial stability of an economic entity, is able to develop the financial policy of an economic entity, determines and implements measures to ensure its financial stability.</p> <p>Proficiency He knows brilliantly measures to ensure the financial stability of an economic entity, is able to develop the financial policy of an economic entity at a high level, determines and implements measures to ensure its financial stability in full.</p>
PC-8. Is able to collect and process data on the financial and economic activities of the organization		

Competence	Planned learning outcomes	Criteria for evaluating results
PC.8.1. Prepares initial data for drafting financial, economic, industrial and commercial activities (business plans) of the organization.	Knows the source data for drafting financial, economic, industrial and commercial activities (business plans) of the organization, knows how to make business plans of the organization (international corporation).	<p>Insufficient</p> <p>Does not know the source data for drafting financial, economic, industrial and commercial activities (business plans) of the organization, does not know how to make business plans of the organization (international corporation).</p> <p>Threshold</p> <p>Knows some basic data for drafting financial, economic, industrial and commercial activities (business plans) of the organization, is able to partially draw up business plans of the organization (international corporation).</p> <p>Basic</p> <p>Knows the source data for drafting financial, economic, industrial and commercial activities (business plans) of the organization, knows how to make business plans of the organization (international corporation).</p> <p>Proficiency</p> <p>Knows at a high level the initial data for drafting financial, economic, industrial and commercial activities (business plans) of the organization, is able to brilliantly draw up business plans of the organization (international corporation).</p>
PC.8.2. Performs calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.	<p>He knows the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>He is able to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p>	<p>Insufficient</p> <p>Does not know the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology,</p> <p>Does not know how to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment</p>

Competence	Planned learning outcomes	Criteria for evaluating results
		<p>and technology.</p> <p>Threshold</p> <p>He knows some of the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology, is able to partially perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>Basic</p> <p>He knows the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology, is able to perform calculations on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p> <p>Proficiency</p> <p>Knows in full the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology, is able to perform calculations at a high level on the material, labor and financial costs of the organization necessary for the production and sale of products, the development of new types of products, advanced equipment and technology.</p>

<p>PC.8.3. Prepares initial data for calculations of economic and socio-economic indicators of the organization's activities.</p>	<p>Knows the source data for calculations of economic and socio-economic indicators of the organization's activities. He is able to prepare initial data for calculations of economic and socio-economic indicators of the organization's activities.</p>	<p>Insufficient Does not know the initial data for calculations of economic and socio-economic indicators of the organization, does not know how to prepare the initial data for calculations of economic and socio-economic indicators of the organization.</p> <p>Threshold He knows, in part, the initial data for calculations of economic and socio-economic indicators of the organization's activity, is able to prepare some initial data for calculations of economic and socio-economic indicators of the organization's activity.</p> <p>Basic Knows the initial data for calculations of economic and socio-economic indicators of the organization's activities, is able to prepare the initial data for calculations of economic and socio-economic indicators of the organization's activities.</p> <p>Proficiency Knows at a high level the initial data for the calculations of economic and socio-economic indicators of the organization, is able to fully prepare the initial data for the calculations of economic and socio-economic indicators of the organization.</p>
<p>PC.8.4. Performs calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p>	<p>Knows the content of economic and socio-economic indicators of the organization's activities in the relevant industries. He is able to carry out calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p>	<p>Insufficient Does not know the content of economic and socio-economic indicators of the organization's activities in various industries, does not know how to calculate economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Threshold Partially knows the content of economic and socio-economic indicators of the organization's</p>

		<p>activities in various industries, is able to carry out some calculations of economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Basic</p> <p>He knows the content of economic and socio-economic indicators of the organization's activities in various industries, is able to calculate economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p> <p>Proficiency</p> <p>Knows at a high level the content of economic and socio-economic indicators of the organization's activities in various industries, is able to fully calculate the economic and socio-economic indicators of the organization's activities based on standard methods and the current regulatory framework.</p>
PC.8.5. Develops economic sections of the organization's plans.	Knows the indicators and the content of the economic sections of the organization's plans, knows how to develop them.	<p>Insufficient</p> <p>Does not know the indicators and the content of the economic sections of the organization's plans, does not know how to develop them.</p> <p>Threshold</p> <p>Knows only the main indicators and the content of the economic sections of the organization's plans, knows how to develop some of them.</p> <p>Basic</p> <p>Knows the indicators and the content of the economic sections of the organization's plans, knows how to develop them.</p> <p>Proficiency</p> <p>Knows in full the indicators and the content of the economic sections of the organization's plans, is able to develop them at a high level.</p>

PC-9. Is able to apply methods of research on the activities of an organization (enterprise)		
PC.9.1. Selects and applies statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise).	<p>Knows statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise).</p> <p>He is able to select and apply them for the study of quantitative and qualitative indicators of the activity of the organization (enterprise).</p>	<p>Insufficient</p> <p>Does not know statistical, economic, mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), does not know how to choose and apply them to research quantitative and qualitative indicators of the organization (enterprise).</p> <p>Threshold</p> <p>Knows some statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to partially apply them to the study of quantitative and qualitative indicators of the organization (enterprise).</p> <p>Basic</p> <p>Knows statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to select and apply them to research quantitative and qualitative indicators of the organization (enterprise).</p> <p>Proficiency</p> <p>Knows in full statistical, economic-mathematical and marketing research of quantitative and qualitative indicators of the organization (enterprise), is able to select and apply them at a high level for the study of quantitative and qualitative indicators of the organization (enterprise).</p>
		<p>Insufficient</p> <p>Does not know standard methods and the current regulatory framework governing budgetary, tax, and currency relations; does not know how to calculate and analyze the economic and financial performance of an enterprise, does not have the skills to use a corporate information</p>
PC 9.2. Calculates the impact of external and internal factors on economic performance.	<p>He knows standard methods and the current regulatory framework governing budgetary, tax, and currency relations.</p> <p>He is able to calculate and analyze the economic and financial performance of the enterprise, make tax and other plans of the organization.</p> <p>Has the skills to use a corporate</p>	

	<p>information system to calculate financial and economic indicators and draw up organization plans.</p>	<p>system to calculate financial and economic indicators and draw up organization plans.</p> <p>Threshold</p> <p>Partially knows the standard methods and the current regulatory framework governing budgetary, tax and currency relations; is not able to fully calculate and analyze the economic and financial performance of the enterprise, has insufficient skills in using the corporate information system to calculate financial and economic indicators and drawing up organization plans.</p> <p>Basic</p> <p>Knows standard methods and the current regulatory framework governing budgetary, tax and currency relations; is able to calculate and analyze the economic and financial performance of an enterprise, has the skills to use a corporate information system to calculate financial and economic indicators and make plans for the organization.</p> <p>Proficiency</p> <p>Knows in full the standard methods and the current regulatory framework governing budgetary, tax and currency relations; is able to calculate and analyze the economic and financial performance of an enterprise at a high level, has the skills to use a corporate information system to calculate financial and economic indicators and make plans for the organization.</p>
PC. 9.3. Determines the economic efficiency of the organization and reserves for its improvement, develops projects.	<p>Knows the indicators of economic efficiency and ways to improve the economic efficiency of the organization.</p> <p>Knows how to determine the economic efficiency of the organization, knows how to de-</p>	<p>Insufficient</p> <p>Does not know the indicators of economic efficiency and ways to improve the economic efficiency of the organization, does not know how to determine the economic efficiency of the organi-</p>

	velop projects.	<p>zation, does not know how to develop projects.</p> <p>Threshold</p> <p>Knows some indicators of economic efficiency and ways to improve the economic efficiency of the organization, is able to partially determine the economic efficiency of the organization, is not able to fully develop projects.</p> <p>Basic</p> <p>Knows the indicators of economic efficiency and ways to improve the economic efficiency of the organization, knows how to determine the economic efficiency of the organization, knows how to develop projects.</p> <p>Proficiency</p> <p>Knows brilliantly the indicators of economic efficiency and ways to improve the economic efficiency of the organization, is able to determine the economic efficiency of the organization at a high level, is able to fully develop projects.</p>
PC.9.4. Prepares reports on the financial and economic activities of the organization.	Knows the indicators and content of reports on the financial and economic activities of the organization. Knows how to prepare reports on the financial and economic activities of the organization.	<p>Insufficient</p> <p>Does not know the indicators and content of reports on the financial and economic activities of the organization, does not know how to prepare reports on the financial and economic activities of the organization.</p> <p>Threshold</p> <p>Knows some indicators and partially the content of reports on the financial and economic activities of the organization, is not able to fully prepare reports on the financial and economic activities of the organization.</p> <p>Basic</p> <p>Knows the indicators and content of reports on the financial and economic activities of the organization, is able to prepare reports on the financial and economic activities of the organization.</p>

		<p>tion.</p> <p>Proficiency Knows in full the indicators and content of reports on the financial and economic activities of the organization, is able to prepare reports on the financial and economic activities of the organization at a high level.</p>
UC-1. Able to search, analyze and synthesize information, apply a systematic approach to resolve problematic situations		
UC.1.2. Works with contradictory information from different sources, finds gaps in the information necessary to solve the problem, determines options for eliminating gaps.	<p>Knows how to work with conflicting information from different sources. He is able to find gaps in the information necessary to solve the problem. Knows the methods of eliminating gaps in the information received.</p>	<p>Insufficient Does not know how to work with contradictory information from different sources, find gaps in the information necessary to solve the problem, determine options for eliminating gaps.</p> <p>Threshold He is able to work with contradictory information from different sources, find gaps in the information necessary to solve the problem, but is not able to determine options for eliminating gaps.</p> <p>Basic He is able to work with contradictory information from different sources, find gaps in the information necessary to solve the problem, determine options for eliminating gaps, while making some significant mistakes.</p> <p>Proficiency He is able to work with contradictory information from different sources, find gaps in the information necessary to solve the problem, determine options for eliminating gaps, while avoiding significant errors.</p>
UC.1.3. Analyzes the problem situation as a system, identifying its components and the connections between them.	<p>He knows the specifics of social stratification, the essence of deviant behavior, types of social control, the role of social organizations in modern society. He is able to analyze social stratification, deviant behavior, social control and social organizations in modern society.</p>	<p>Insufficient Does not know the specifics of social stratification, the essence of deviant behavior, types of social control, the role of social organizations in modern society. Does not know how to analyze social stratification, deviant behavior, social control and social</p>

	<p>Has the skills of applying a systematic approach to the analysis of social stratification, deviant behavior, social control and social organizations.</p>	<p>organizations in modern society. Does not have the skills to apply a systematic approach to the analysis of social stratification, deviant behavior, social control and social organizations.</p> <p>Threshold</p> <p>It shows general, but not structured knowledge of the specifics of social stratification, the essence of deviant behavior, types of social control, the role of social organizations in modern society. Demonstrates partially formed ability to analyze social stratification, deviant behavior, social control and social organizations in modern society. Shows fragmentary mastery of the skills of applying a systematic approach to the analysis of social stratification, deviant behavior, social control and social organizations.</p> <p>Basic</p> <p>Formed, but containing some shortcomings, knowledge of the specifics of social stratification, the essence of deviant behavior, types of social control, the role of social organizations in modern society. Generally successful, but containing some gaps in the ability to analyze social stratification, deviant behavior, social control and social organizations in modern society. In general, successful, but containing some gaps, mastery of the skills of applying a systematic approach to the analysis of social stratification, deviant behavior, social control and social organizations.</p> <p>Proficiency</p> <p>Formed systematic knowledge of the specifics of social stratification, the essence of deviant behavior, types of social control, the role of social organizations in modern society. The formed</p>
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		ability to analyze social stratification, deviant behavior, social control and social organizations in modern society. Successful systematic mastery of the skills of applying a systematic approach to the analysis of social stratification, deviant behavior, social control and social organizations.
UC-2. Is able to determine the range of tasks within the set goal and choose ways to solve them, based on available resources and limitations		
UC.2.1. Formulates tasks based on the set goal.	<p>He knows the basics of building the educational process at the university from the standpoint of forming the competencies of an economist in modern conditions; the system of goals of modern enterprises and the corresponding tasks that a qualified economist solves based on his job responsibilities.</p> <p>He is able to plan the development of his professional activity in accordance with the organization of the educational process, trends and prospects of the labor market in the profession of 'economist'.</p> <p>Has the skills to formulate economic tasks.</p>	<p>Insufficient</p> <p>Does not know the basics of building the educational process at the university from the standpoint of forming the competencies of an economist in modern conditions; the system of goals of modern enterprises and the corresponding tasks that a qualified economist solves based on his job responsibilities; Does not know how to plan the development of his professional activity in accordance with the organization of the educational process, trends and prospects of the labor market by profession 'economist'. Does not have the skills to formulate economic tasks.</p> <p>Threshold</p> <p>Partially knows the basics of building the educational process at the university from the standpoint of forming the competencies of an economist in modern conditions; the system of goals of modern enterprises and the corresponding tasks that a qualified economist solves, based on his job responsibilities; Is limited in how to plan the development of his professional activity in accordance with the organization of the educational process, trends and prospects of the labor market in the profession of 'economist'. Partially possesses the skills of formulating economic tasks.</p>

		<p>Basic</p> <p>Knows the basics of building the educational process at the university from the standpoint of forming the competencies of an economist in modern conditions; the system of goals of modern enterprises and the corresponding tasks that a qualified economist solves based on his job responsibilities; is able to plan the development of his professional activity in accordance with the organization of the educational process, trends and prospects of the labor market in the profession of 'economist'. In some cases, he has difficulties. Has the skills to formulate economic tasks.</p> <p>Proficiency</p> <p>Deeply and comprehensively knows the basics of building the educational process at the university from the standpoint of forming the competencies of an economist in modern conditions; the system of goals of modern enterprises and the corresponding tasks that a qualified economist solves based on his job responsibilities; is able to plan the development of his professional activity in accordance with the organization of the educational process, trends and prospects of the labor market by profession 'the economist.' Profoundly and comprehensively possesses the skills of formulating economic tasks.</p>
UC.2.2. Assesses the available resources (temporary, material, etc.) to solve the formulated tasks.	Knows the classification and features of resources. Is able to evaluate the resource provision; justify the need for resources to solve the formulated tasks. Has the skills of justification and rules for calculating the need for resources, the ability to plan the necessary resources.	<p>Insufficient</p> <p>Does not know the classification and features of resources; does not know how to: evaluate resource provision; justify the need for resources to solve formulated tasks. Demonstrates the lack of skills of justification and rules for calculating the need for resources, the ability to plan the</p>

		<p>necessary resources.</p> <p>Threshold</p> <p>General, but not structured knowledge of the classification and characteristics of resources partially formed ability: to assess resource provision; to justify the need for resources to solve formulated tasks fragmentary application of skills of justification and rules for calculating the need for resources, the ability to plan the necessary resources.</p> <p>Basic</p> <p>Formed but containing gaps in knowledge: classifications and features of resources successful, but containing gaps in skills: evaluate resource provision successful, but containing gaps in the application of skills justification and rules for calculating the need for resources.</p> <p>Proficiency</p> <p>Formed systematic knowledge of the classification and characteristics of resources formed the ability to assess resource provision; justify the need for resources to solve formulated tasks successful systematic application of skills of justification and rules for calculating the need for resources, the ability to plan the necessary resources.</p>
UC. 2.3. Substantiates the method of solving the problem, taking into account the available resources and limitations.	Knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to justify specific measures to improve interaction with resource owners, find ways to save resources.	<p>Insufficient</p> <p>Does not know the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. Does not know how to justify specific measures to improve interaction with resource owners, find ways to save resources.</p> <p>Threshold</p> <p>Partially knows the functions of enterprises in a market economy; the types of economic re-</p>

		<p>sources of the enterprise, the interests of resource owners and ways to satisfy them. Partially able to justify specific measures to improve interaction with resource owners, find ways to save resources.</p> <p>Basic</p> <p>Knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to justify specific measures to improve interaction with resource owners, find ways to save resources. He makes some minor mistakes in the justification of the measures.</p> <p>Proficiency</p> <p>Deeply and fully knows the functions of enterprises in a market economy; the types of economic resources of the enterprise, the interests of resource owners and ways to satisfy them. He is able to thoroughly and comprehensively justify specific measures to improve interaction with resource owners, find ways to save resources.</p>
UC-3. Able to participate in the implementation of a group project		
UC. 3.2. Resolves contradictions and conflicts arising in the course of teamwork, corrects the work of the team and redistributes roles taking into account the interests of the parties.	Knows the ways to resolve contradictions and conflict situations that arise in the course of teamwork, the typology of conflicts. He is able to resolve contradictions and conflict situations that arise in the course of teamwork, adjust the work of the team. He knows how to resolve conflict situations that arise during teamwork, how to determine the type of conflict, skills of role allocation taking into account the interests of the parties.	<p>Insufficient</p> <p>Does not know the ways to resolve contradictions and conflict situations that arise during teamwork, the typology of conflicts. Does not know how to resolve contradictions and conflict situations arising in the course of teamwork, adjust the work of the team Does not know how to resolve conflict situations arising in the course of teamwork, how to determine the type of conflict, skills of role allocation taking into account the interests of the parties.</p> <p>Threshold</p> <p>Partially knows the ways to re-</p>

		<p>solve contradictions and conflict situations that arise in the course of teamwork, the typology of conflicts. Partially knows how to resolve contradictions and conflict situations arising in the course of teamwork, adjust the work of the team, Partially knows how to resolve conflict situations arising in the course of teamwork, ways to determine the type of conflict, skills of role allocation taking into account the interests of the parties.</p> <p>Basic</p> <p>Knows the ways to resolve contradictions and conflict situations that arise in the course of teamwork, the typology of conflicts. He is able to resolve contradictions and conflict situations that arise in the course of teamwork. Owns the ways to resolve conflict situations that arise during teamwork, ways to determine the type of conflict.</p> <p>Proficiency</p> <p>Knows the ways to resolve contradictions and conflict situations that arise in the course of teamwork, the typology of conflicts. He is able to resolve contradictions and conflict situations that arise in the course of teamwork. Owns the ways to resolve conflict situations that arise during teamwork, ways to determine the type of conflict.</p>
UC-4. Able to carry out business communication in Russian and foreign languages in oral and written forms		
UC. 4.1. Carries out business communication, competently and reasonably build oral and written speech in Russian and foreign languages.	<p>Knows the stylistic and genre norms of business communication, the basic concepts of the theory of argumentation. He is able to carry out effective business communication in the educational and professional spheres, to justify his point of view. He has different genres of written and oral business communication, skills of substantiat-</p>	<p>Insufficient</p> <p>Does not know the style and genre norms of business communication, the basic concepts of argumentation theory; is not capable of effective business communication in educational and professional spheres, to substantiate his point of view; does not know the genres of written and oral business communica-</p>

	ing his own opinion and refuting someone else's.	<p>tion, the skills to substantiate his opinion and refute someone else's.</p> <p>Threshold</p> <p>He has an idea of the stylistic and genre norms of business communication, the basic concepts of the theory of argumentation, ways to substantiate his opinion in the educational and professional spheres, but makes numerous mistakes when producing oral and written genres of business communication.</p> <p>Basic</p> <p>Knows well the stylistic and genre norms of business communication, the basic concepts of the theory of argumentation; is able to carry out effective business communication in the educational and professional spheres, substantiate his point of view; admits some inaccuracies in the production of oral and written genres of business communication.</p> <p>Proficiency</p> <p>Perfectly knows the stylistic and genre norms of business communication, the basic concepts of the theory of argumentation; easily carries out effective business communication in educational and professional spheres, justifies his point of view; is fluent in the genres of written and oral business communication, the skills of substantiating his opinion and refuting someone else's.</p>
UC. 4.2. Translates texts from a foreign language into Russian and from Russian into a foreign language.	Has a knowledge of lexical and grammatical correspondences in Russian and English, which are necessary for translating texts from English into Russian and from Russian into English. He is able to perform interpretation of texts from English into Russian and from Russian into English (level A1 – A2), to find equiva-	<p>Insufficient</p> <p>The knowledge, skills and abilities provided by the competence have not been formed.</p> <p>Threshold</p> <p>He has a knowledge of lexical and grammatical correspondences in Russian and English, which are necessary for translating texts from English into Rus-</p>

	<p>lents of idiomatic expressions on the topics studied.</p> <p>Has the skill of making a written statement in English.</p>	<p>sian and from Russian into English. Russian is able to perform interpretation of texts from English into Russian and from Russian into English (level A1 – A2), find equivalents of idiomatic expressions on the topics studied, but makes multiple mistakes. Has the skill of making a written statement in English, making significant mistakes.</p> <p>Basic</p> <p>He has a knowledge of lexical and grammatical correspondences in Russian and English, which are necessary for translating texts from English into Russian and from Russian into English. Russian is able to perform interpretation of texts from English into Russian and from Russian into English (level A1 – A2), find equivalents of idiomatic expressions on the topics being studied, making single mistakes. Has the skill of making a written statement in English, allowing inaccuracies.</p> <p>Proficiency</p> <p>He has a knowledge of lexical and grammatical correspondences in Russian and English, which are necessary for translating texts from English into Russian and from Russian into English. Russian is able to perform interpretation of texts from English into Russian and from Russian into English (level A1 – A2), to find equivalents of idiomatic expressions on the topics studied. Has the skill of making a written statement in English.</p>
UC. 4.3. Presents the results of activities at public events in oral and written forms.	<p>Knows the norms of the Russian literary language. Is able to present the results of activities in public speech. He knows the ways of argumentation and methods of influencing the audience.</p>	<p>Insufficient</p> <p>Does not know the norms of the Russian literary language; does not know how to present the results of activities in public speech; does not know the methods of argumentation and methods of influencing the audi-</p>

		<p>ence.</p> <p>Threshold Has an idea of the norms of the Russian literary language and ways of presenting the results of activities in public speech; has little command of the methods of argumentation and methods of influencing the audience.</p> <p>Basic He knows the norms of the Russian literary language well and the ways of presenting the results of activities in public speech; he is well versed in the methods of argumentation and methods of influencing the audience.</p> <p>Proficiency He knows the norms of the Russian literary language perfectly and the ways of presenting the results of activities in public speech; he is fluent in argumentation methods and methods of influencing the audience.</p>
UC-5. Able to perceive the intercultural diversity of society in socio-historical and philosophical contexts		
UC.5.1. Focuses on the cultural diversity of the modern world in the context of its historical development.	<p>He knows the historical heritage and cultural traditions of the modern world, the main stages of its historical development, the main dates of world history. He is able to determine the driving forces of historical events of different levels. Has the skills of comparative analysis of historical processes in the context of universal history.</p>	<p>Insufficient Does not know the cultural traditions of the modern world, the main stages of its historical development, the main dates of world history, does not know how to determine the driving forces of historical events of different levels, does not have the skills of comparative analysis of historical processes in the context of universal history.</p> <p>Threshold demonstrates insufficient knowledge of the historical heritage and cultural traditions of the modern world, the main stages of its historical development, the main dates of world history, is able to identify the driving forces of historical events of different levels, making mistakes, demonstrates a</p>

		<p>low level of proficiency in comparative analysis of historical processes in the context of universal history.</p> <p>Basic</p> <p>He knows the cultural traditions of the modern world, the main stages of its historical development, the main dates of world history, is able to determine the driving forces of historical events of different levels, admitting minor inaccuracies, partially possesses the skills of comparative analysis of historical processes in the context of universal history.</p> <p>Proficiency</p> <p>He demonstrates knowledge of the historical heritage and cultural traditions of the modern world, the main stages of its historical development, the main dates of world history, is able to identify the driving forces of historical events of different levels, avoiding factual errors, demonstrates a high level of proficiency in comparative analysis of historical processes in the context of universal history.</p>
UC-6. He is able to manage his resources, build and implement a trajectory of self-development		
UC. 6.1. Evaluates own resources (temporary, personal, psychological).	Knows the main sources of its own resources. Knows how to formulate the need for resources. He has the skills of allocating and evaluating his own resources.	<p>Insufficient</p> <p>Does not know: the main sources of their own resources. Does not know how to formulate the need for resources. Does not possess: the skills of allocating and evaluating their own resources.</p> <p>Threshold</p> <p>General, but not structured knowledge of the main sources of own resources. Demonstrates partially formed skills to formulate the need for resources. Fragmentary knowledge of the skills of allocation and evaluation of own resources.</p> <p>Basic</p>

		<p>Formed, but containing separate gaps of knowledge of the main sources of their own resources. Generally successful, but containing some gaps in the ability to formulate the need for resources. In general, successful, but containing gaps in the skills of allocating and evaluating their own resources.</p> <p>Proficiency</p> <p>Formed systematic knowledge of the main sources of own resources. The formed ability to formulate the need for resources. Successful systematic application of skills in the allocation and evaluation of own resources.</p>
UC. 6.2. Manages its own resources (time management, stress management, self-presentation.	Knows the basics and structure of competent management of the project's own resources. He is able to competently present his own project, professionally respond to stressful situations. Has the skills to comply with the exact deadlines for the implementation of the project.	<p>Insufficient</p> <p>Does not know the basics of management and the structure of the project's own resources. He does not know how to competently present his own project, respond professionally to stressful situations. Does not have the skills to comply with the exact deadlines for the implementation of the project.</p> <p>Threshold</p> <p>General, but not structured knowledge: the basics of management and the structure of the project's own resources. Demonstrates partially formed skills to competently present their own project, professionally respond to stressful situations. Fragmentary knowledge of the skills of observing the exact deadlines for the implementation of the project.</p> <p>Basic</p> <p>Formed, but containing separate gaps of knowledge: the basics of management and the structure of the project's own resources. Generally successful, but containing some gaps in the ability to competently present your own</p>

		<p>project, professionally respond to stressful situations. In general, successful, but containing gaps in the skills of observing the exact deadlines for the implementation of the project.</p> <p>Proficiency</p> <p>Formed systematic knowledge: the basics of management and the structure of the project's own resources. The formed ability to competently present your own project, professionally respond to stressful situations, successful systematic application of skills to comply with the exact deadlines for the implementation of the project.</p>
<p>UC-8. He is able to create and maintain safe living conditions in everyday life and in professional activity for the preservation of the natural environment, ensuring the sustainable development of society, including in the event of a threat and occurrence of emergencies and military conflicts.</p>		
<p>UC.8.1. Analyzes the factors of harmful influence on the vital activity of elements of the habitat (technical means, technological processes, materials, buildings and structures, natural and social phenomena).</p>	<p>Knows the basic concepts, terms, definitions of life safety science, have an idea of legislative and legal acts in the field of safety and environmental protection.</p> <p>Is able to analyze the dangers of the technosphere, evaluate qualitative and quantitative hazard analysis, numerical risk analysis; is able to analyze the effectiveness of ways to protect against harmful and dangerous factors of the technosphere. Has the skills to ensure comfortable and safe living conditions</p>	<p>Insufficient</p> <p>The assessment 'Insufficient' is given to the student if the main content of the discipline material is not disclosed, answers to the teacher's auxiliary questions are not given, the material is presented randomly. Gross mistakes were made in the presentation of the material. Students cannot apply their knowledge to solve professional problems.</p> <p>Threshold</p> <p>The grade 'Threshold' is given to the student if the main content has been mastered, but it is presented in fragments. Definitions of concepts are not always clear and consistent in the presentation. Makes mistakes that can be corrected only when corrected by a teacher. He knows the main sections of the curriculum necessary for further training and can apply the acquired knowledge according to the model in a standard situation.</p> <p>Basic</p> <p>The grade 'Basic' is given to the student, subject to a partial</p>

		<p>presentation of the main material, while in general the correct definitions are given. Successfully completed practical tasks that are as close as possible to future professional activity in standard situations. The content and form of the answer allow for some inaccuracies.</p> <p>Proficiency The 'Proficiency' rating is given to the student who has discovered a comprehensive systematic knowledge of the educational and programme material: (demonstration of the depth of knowledge and a clear correct definition of the basic concepts, the terms are correctly used, examples are used in the answer), as well as who has mastered the relationship of the basic concepts of the discipline in their meaning for the acquired specialty.</p>
UC.8.3. Identifies problems, causes and conditions of emergency situations and military conflicts, owns methods of forecasting the occurrence of emergency situations and takes measures to prevent them.	<p>Knows the causes, signs and consequences of hazards, methodological and legal foundations of human life safety, risks and factors that cause the occurrence of emergency situations of natural, man-made and social origin; types of security; the content of the national security of Russia; military dangers and threats; modern wars and armed conflicts; characteristics of the impact of modern weapons on humans; the procedure for emergency situations ways to protect against emergencies and military conflicts; fundamentals of life safety, emergency services phones.</p> <p>He is able to identify signs, causes and conditions of emergency situations and military conflicts; assess the likelihood of a potential danger to the student and take measures to prevent it in an educational institu-</p>	<p>Insufficient The grade 'Insufficient' is given to the student if the main content of the material is not disclosed, answers to the teacher's auxiliary questions are not given, the material is presented randomly and uncertainly. Gross mistakes were made in the presentation of the material, they cannot apply knowledge to solve professional problems.</p> <p>Threshold The grade 'Threshold' is given to the student if the main content has been mastered, but it is presented in fragments. Definitions of concepts are not always clear and consistent in the presentation. Makes mistakes that can be corrected only when corrected by a teacher. He knows the main sections of the curriculum necessary for further training and can apply the acquired knowledge according to the</p>

	<p>tion; provide first aid in emergency situations and military conflicts.</p> <p>Possesses methods of forecasting the occurrence of dangerous or emergency situations and military conflicts; skills of maintaining safe living conditions.</p>	<p>model in a standard situation.</p> <p>Basic The grade 'Basic' is given to the student, subject to a partial presentation of the main material, in general, the definitions are given correctly. Successfully completed practical tasks that are as close as possible to future professional activity in standard situations. The content and form of the answer allow for some inaccuracies.</p> <p>Proficiency The grade 'Proficiency' is given to the student who has discovered a comprehensive systematic knowledge of the educational and programme material, a clear correct definition of the basic concepts, the terms are correctly used, examples are used in the answer. Who has mastered the relationship of the basic concepts of the discipline in their meaning for the acquired specialty.</p>
<p>UC.8.4. Explains the rules of conduct in the event of emergencies and military conflicts; provides first aid, describes ways to participate in recovery activities.</p>	<p>Knows the classification and sources of emergencies of natural and man-made origin; causes, signs and consequences of hazards, methods of protection in emergency situations, military conflicts; the concept and strategy of national security; methods of preserving the natural environment, factors of ensuring sustainable development of society, the algorithm of actions at the scene of an accident, principles of behavior and models of action in non-standard situations; factors affecting the safety of first aid.</p> <p>Knows how to maintain safe living conditions; ensure working conditions at the workplace; identify signs, causes and conditions of emergencies and military conflicts; assess the likelihood of a potential danger and</p>	<p>Insufficient It is exposed to the student if the main content of the material is not disclosed, answers to the teacher's auxiliary questions are not given, the material is presented randomly and uncertainly. Gross mistakes were made in the presentation of the material, they cannot apply knowledge to solve professional problems.</p> <p>Threshold It is exposed to the student if the main content has been assimilated, but it is presented in fragments. Definitions of concepts are not always clear and consistent in the presentation. Makes mistakes that can be corrected only when corrected by a teacher. He knows the main sections of the curriculum necessary for further training and can apply the acquired knowledge</p>

	<p>take measures to prevent it; act in non-standard situations, when providing emergency care, Knows the basic methods of forecasting, protection from possible consequences of emergencies and military conflicts; application of self- and mutual assistance techniques in case of accidents in emergency situations and military conflicts; skills of actions in non-standard situations, in emergency care, to bear social and ethical responsibility for the decisions taken.</p>	<p>according to the model in a standard situation.</p> <p>Basic It is exposed to the student, subject to a partial presentation of the main material, in general, the definitions are given correctly. Successfully completed practical tasks that are as close as possible to future professional activity in standard situations. The content and form of the answer allow for some inaccuracies.</p> <p>Proficiency It is presented to the student who has discovered a comprehensive systematic knowledge of the educational and programme material, a clear correct definition of the basic concepts, the terms are correctly used, examples are used in the answer. Who has mastered the relationship of the basic concepts of the discipline in their meaning for the acquired specialty.</p>
UC-9. Knows legal and ethical norms, is able to assess the consequences of violating these norms		
UC.9.1. Is guided by legal principles and norms in various spheres of life and the consequences of their violation.	<p>Knows the legal norms of the current legislation regulating relations in various spheres of life.</p> <p>He is able to use regulatory and legal knowledge in various spheres of life.</p> <p>Has the skills to analyze regulations regulating relations in various spheres of life.</p>	<p>Insufficient Does not know the legal norms of the current legislation regulating relations in various spheres of life. Does not know how to use regulatory and legal knowledge in various spheres of life. Does not have the skills to analyze normative acts regulating relations in various spheres of life.</p> <p>Threshold General, but not structured knowledge of the legal norms of the current legislation regulating relations in various spheres of life. Partially formed ability to use regulatory and legal knowledge in various spheres of life. fragmentary application of skills of analysis of normative acts regulating relations in various spheres of life.</p>

		<p>Basic</p> <p>Formed, but containing gaps in knowledge of the legal norms of the current legislation regulating relations in various spheres of life. Successful, but containing gaps, the ability to use regulatory knowledge in various spheres of life. Successful, but containing gaps, application of skills in analyzing regulations regulating relations in various spheres of life.</p> <p>Proficiency</p> <p>the formed systematic knowledge of the legal norms of the current legislation regulating relations in various spheres of life. The formed ability to use regulatory and legal knowledge in various spheres of life. successful systematic application of skills in analyzing regulations regulating relations in various fields</p>
UC-10. Is able to use basic dialectological knowledge in social and professional spheres		
UC.10.1. Takes into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction.	Knows how to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. He is able to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. Possesses the ability to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction.	<p>Insufficient</p> <p>The student has no idea how to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. Does not know the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction.</p> <p>Threshold</p> <p>The student has an idea of the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. Knows how to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction.</p>

		<p>Basic</p> <p>The student is able to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. He is able to analyze the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction.</p> <p>Proficiency</p> <p>The student has the ability to take into account the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. Has the ability to analyze the psychophysiological features of the development of persons with disabilities and disabilities in the process of social interaction. Has the ability to organize social interaction with persons with disabilities and disabilities, taking into account their individual psychophysiological characteristics.</p>
UC.10.3. Builds professional interaction with persons with psychophysiological characteristics, taking into account nosology	Knows the basic provisions of nosology. He is able to build professional interaction with persons with psychophysiological characteristics.	<p>Insufficient</p> <p>Does not know the basic provisions of nosology, does not know how to build professional interaction with persons with psychophysiological characteristics.</p> <p>Threshold</p> <p>Knows some basic provisions of nosology, is not always able to build professional interaction with persons with psychophysiological characteristics.</p> <p>Basic</p> <p>Knows the basic provisions of nosology, is able to build professional interaction with persons with psychophysiological characteristics.</p> <p>Proficiency</p> <p>Knows at a high level the basic</p>

		provisions of nosology, is able to tactfully build professional interaction with persons with psychophysiological characteristics.
UC-12. Able to form an intolerant attitude to corrupt behavior		
UC.12.2. Uses methods of preventing corruption and forming an intolerant attitude to corrupt behavior in various areas of life.	Knows the negative economic, political and social consequences of corrupt activities for state institutions and society as a whole; be aware of the criminal responsibility of a citizen involved in corrupt actions. He is able to resist the temptations of illegally improving his financial situation by taking a bribe, as well as an accelerated, but illegal solution to his problem by bribing an official.	<p>Insufficient The lack of knowledge, does not know the basics necessary for the formation of competence, lack of skills.</p> <p>Threshold He has general ideas about the signs of corrupt behavior of a citizen, the functional duties of officials, the negative consequences for society of corrupt activities, is insufficiently aware of their rights and obligations guaranteed by the Constitution of the Russian Federation.</p> <p>Basic He knows the signs of corrupt behavior of people, the functions of proper persons provided for by law, the negative economic, political and social consequences for society of corrupt activities, his rights and obligations guaranteed by the Constitution of the Russian Federation.</p> <p>Proficiency He knows the essential signs of corrupt behavior of people, understands the negative economic, political, social and moral consequences for society of corrupt activities; perfectly knows his rights and obligations as a citizen of Russia, guaranteed by the Basic Law of the country; demonstrates an active civic position.</p>
UC.12.3. Carries out interaction on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.	Knows and understands what corrupt behavior in the social and professional spheres means. He is able to interact on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.	<p>Insufficient Does not know what corrupt behavior in the social and professional spheres means, does not know how to interact on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.</p>

		<p style="text-align: center;">Threshold</p> <p>Knows and partially understands what corrupt behavior in the social and professional spheres means, is not able to fully interact on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.</p> <p style="text-align: center;">Basic</p> <p>Knows and understands what corrupt behavior in the social and professional spheres means, is able to interact on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.</p> <p style="text-align: center;">Proficiency</p> <p>Knows and fully understands what corrupt behavior in the social and professional spheres means, is able to interact at a high level on the basis of an intolerant attitude to corrupt behavior in the social and professional spheres.</p>
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2.8.2. Evaluation tools of the final certification

The criteria for assessing knowledge are developed taking into account the requirements of the SIES HE for the bachelor's qualification in training programme 38.03.01. 'Economics' of the profile 'International Business'.

The evaluation means of attestation of a graduate student who has submitted a final qualification work to the SAC are determined by a set of the following criteria:

- relevance, problematic nature and originality of the topic;
- design culture, compliance with design requirements;
- соответствие compliance of the content of the final qualifying work with the topic, goals and objectives set;
- the logic of the presentation; the relationship of the 1st chapter and subsequent chapters;
- the volume, nature and quality of the literature sources used;

- validity of conclusions, their depth, originality;
- report;
- answers to questions (understanding, confidence, reasonableness, quantity);
- the overall impression of the defence.

The results of the defence of the final qualifying work are determined by the grades 'Proficiency', 'Basic', 'Threshold', 'Insufficient' and are announced on the same day after the minutes of the meetings of the SAC are drawn up in accordance with the established procedure. For each student, the minutes of the meeting of the state attestation commission are filled in, where the topic of the final qualifying work is recorded, the name of the head, the questions asked after the defence, the level of answers to them by the student, the assessment, and a resolution is issued on awarding or not acquiring a bachelor's training programme 'Economics', profile 'International business'. The 'Proficiency' rating is given if:

- a) the work is designed in full compliance with the requirements;
- b) the topic of the work is problematic and original;
- c) the content of the work reveals the stated topic, in conclusion there is a solution to the tasks set in the introduction;
- d) the theoretical and practical parts of the work are organically interrelated;
- e) in the work, based on the study of a wide range of various sources, an independent analysis of theoretical and factual material is given;
- f) during the defence, the graduate demonstrates fluency in the material, knowledge of theoretical approaches to the problem, correctly answers additional questions of the questions.

Decisions of the state attestation commission are taken at a closed meeting by a simple majority of votes of the commission members participating in the meeting, with the mandatory presence of the commission chairman or his deputy. In case of an equal number of votes, the chairman of the commission (or the deputy chairman of the commission replacing him) has the right of a decisive vote. The assessment made by the commission is final and is not subject to revision.

A student who fails to appear for defence without a valid reason or who receives an Insufficient grade on the defence of a thesis is excluded from the university. The excluded student retains the right to re-defence for two years. The question of the topic of the final qualifying work for repeated defence in each specific case is decided by the graduating department.

Repeated passage of the final certification tests is appointed no earlier than three months

and no more than five years after passing the final state certification for the first time. Repeated final certification tests may not be assigned more than twice.

Students who have not passed the final certification tests for a Basic reason (for medical reasons or in other exceptional cases documented) are given the opportunity to pass the final certification tests without being expelled from the University. Additional meetings of the SAC are organized within the terms established by the PSU, but no later than four months after the application is submitted by a student who does not pass the final attestation tests for a Basic reason.

Table 6.

Example of FQW evaluation criteria

Criteria	Evaluation			
	Insufficient	Threshold	Basic	Proficiency
Relevance	The relevance of the study is not specifically justified by the author. The goal and tasks are formulated not precisely and not completely, (the work is not credited – revision is necessary). The goals and objectives of the work are unclear (or they exist, but they absolutely do not agree with the content)	The relevance is either not formulated at all, or formulated in general terms – the problem is not identified, not reasoned (not justified with links to sources). The purpose, tasks, subject, object of research, methods used in the work are not clearly formulated	The author justifies the relevance of the research direction as a whole, and not of his topic. The purpose, tasks, subject, object of research are formulated.	The relevance of the research problem is justified by the analysis of the state of reality. The purpose, tasks, subject, object of research, methods used in the work are formulated.
The logic of the work	The content and topic of the work do not agree well with each other.	The content and topic of the work do not always agree with each other. Some parts of the work are not related to the purpose and objectives of the work	The content of both the whole work and its parts is related to the topic of the work, there are small deviations. The logic of the presentation, in general, is present – one provision follows from another.	The content of both the whole work and its parts is related to the topic of the work. The topic is formulated specifically, reflects the focus of the work. In each part (chapter, paragraph) there is a justification for why this part is considered within the framework of this topic

Criteria	Evaluation			
	Insufficient	Threshold	Basic	Proficiency
Deadlines	The work was delivered late (more than 3 days of delay)	The work was submitted late (more than 3 days of delay).	The work was completed on time (or with a delay of 2-3 days)	The work was completed in compliance with all deadlines
Independence in work	Most of the work is written off from one source, or borrowed from the Internet. The author's text is almost absent (or only the author's text is present.) The supervisor does not know anything about the process of writing a student's work, the student refuses to show drafts, notes	Independent conclusions are either absent or present only formally. The author is not well-versed in the subject matter, is confused in the presentation of the content. Too large passages (more than two paragraphs) are rewritten from sources.	After each chapter, paragraph, the author of the work draws conclusions. The conclusions are sometimes too vague, sometimes they are not related to the content of the paragraph, the Author does not always reasonably and specifically express his opinion about the main aspects of the content of the work.	After each chapter, paragraph, the author of the work makes independent conclusions. The author clearly, reasonably and concretely expresses his opinion about the main aspects of the content of the work. From the conversation with the author, the supervisor concludes that the student is quite fluent in the terminology used in the WRC
Registration of the work	There are a lot of violations of the design rules and a low link culture.	The presented FQW has deviations and does not fully meet the requirements	There are some shortcomings in the design of the work, in the design of links.	All the rules for the design of the work are observed.
Literature	The author does not know the subject at all, cannot name and briefly describe the contents of the books used. Less than 5 sources have been studied.	Less than ten sources have been studied. The author is poorly oriented in the subject matter, is confused in the content of the books used.	More than ten sources have been studied. The author is guided by the subject, can list and briefly describe the contents of the books used	The number of sources is more than 20. All of them are used in the work. The student is easily oriented in the subject, can list and briefly describe the contents of the books used

Criteria	Evaluation			
	Insufficient	Threshold	Basic	Proficiency
FQW defence	The author does not understand the terminology of the work at all.	The author, in general, knows the content of the work, but at the same time finds it difficult to answer the questions of the members of the SEC. Admits inaccuracies and errors in the interpretation of the main provisions and results of the work, does not have its own point of view on the problem of research. The author was poorly oriented in the concepts and terms that he used in his work. The defence, according to the members of the commission, was confused, uncertain and unclear.	The author is quite confident in the content of the work, mainly answers the questions posed, but admits minor inaccuracies in the answers. Uses visual material. According to the commission, the defence went well (the logic of the presentation, the appropriateness of using clarity, knowledge of terminology, etc. are evaluated).	The author confidently owns the content of the work, shows his point of view, based on the relevant theoretical provisions, competently and meaningfully answers the questions posed. Uses visual material: presentations, diagrams, tables, etc. The defence was successful from the point of view of the commission (the logic of the presentation, the appropriateness of using clarity, knowledge of terminology, etc. are evaluated).

The results of the FQW defense are determined by the grades ‘proficiency’, ‘basic’, ‘threshold’ or ‘insufficient’ and are announced to students on the day of defense.

The ‘proficiency’ rating is given if:

- a) the work is executed in full compliance with the established requirements;
- b) the topic of the work reflects the actual problem;
- c) the content of the work reveals the stated topic, the purpose of the study has been achieved, all the tasks have been solved;
- d) the text of the work is logically structured, the material is presented sequentially, the chapters and paragraphs of the work are interrelated;
- e) in the work, based on the study of a wide range of diverse sources, an independent analysis of theoretical and empirical material is given;

f) the work contains elements of scientific creativity, independent deep conclusions are made with serious argumentation;

g) the work contains reasonable recommendations, the expected effects are determined;

h) during the defense, the student demonstrates fluency in the material, knowledge of theoretical approaches to the problem, correctly and fully answers additional questions.

The 'basic' rating is given if, when performing items a); c); d); e); g), there is a lack of independent analysis, and the topic of the work is standard and of little problem.

The 'threshold' rating is given if, when fulfilling points a) and b) and generally correctly covering the issues of the topic, it is noted:

- a weak base of the studied sources;
- lack of independent analysis of literature and factual material;
- poor knowledge of theoretical approaches to solving the problem and the work of leading scientists in this field;
- insufficiently prepared defense of the work, lack of answers to a significant part of the questions.

The 'insufficient' rating is given if the work is admitted to the defense by the head and head of the department, but the student on the defense cannot argue conclusions, provide confirmation of theoretical provisions, does not answer questions, i.e. he does not own the material of the topic.

2.9. Methodological documents for members of the SAC

Table 7.

Assessment sheets for the members of the SEC for the defence of the final qualifying work

Evaluation criteria	Student's number						
	1	2	3	4	5	6	...
Relevance, problematic nature and originality of the topic							
The culture of design, compliance of the content of the final qualifying work with the topic, the stated goals and objectives							
The logic of the presentation; the relationship of the 1st chapter and subsequent chapters							
The volume, nature and quality of the sources used							
The validity of the conclusions, their depth, originality							
Report							
Answers to questions (understanding, confidence, reasonableness, quantity)							
The overall impression of the defence							
Manager's assessment							
Overall rating							

No.	Full name, Average score	Supervisor	Title of the final qualification work	Overall assessment

Appendix

Appendix 1

List of topics of final qualifying works

1. The main trends in the international activities of TNCs.
2. International mergers and acquisitions involving collective investment funds.
3. The growth of FDI and the number of TNCs from developing countries and countries with economies in transition.
4. Activation of TNC activities in the extractive industries.
5. The role of the WTO in regulating international business.
6. Activities of TNCs in the service sector.
7. Analysis of the production and financial activities of TNCs.
8. Forms of international strategic alliances.
9. The role of the WTO in regulating international business.
10. Methods of insuring currency risks in international transactions.
11. Leasing as a way of conducting international business.
12. Mechanisms to support the entry of business into international markets.
13. Franchising as a way of conducting international business.
14. International business as a system: objects and subjects.
15. Investment climate and international business.
16. Positioning of Russian companies in the international business system.
17. Interaction of national entrepreneurship and international business.
18. TNK as a subject of international business.
19. Russian TNCs on the world stage.
20. Features of the development of TNCs at the present stage.
21. Problems of increasing the competitiveness of international companies.
22. Problems of attracting investment and international business.
23. Innovation and international business.
24. Strategies for commercialization of new products in international business.
25. Risks in international business.

26. Current trends in the development of the monetary and credit sphere in the context of the globalization of the world economy.

27. The role and importance of international monetary and credit relations in world economic relations.

28. The main directions of the processes of regional monetary and financial integration.

29. Methods of transferring funds by international banks.

30. Clearing settlements on currency exchanges.

31. Subjects of Russia in the system of international credit relations.

32. Types of risks in international lending: assessment, insurance and management.

33. Types of guarantees in the system of modern insurance of international loans.

34. State regulation of international credit relations.

35. Collective inter-country regulation of the conditions for granting export credits.

36. Prospects for the application of modern forms of lending in Russia's foreign economic activity.

37. Conjuncture and features of the functioning of the international credit market at the present stage.

38. The role and significance of interstate long-term loans at the present time.

39. The system of state support for export crediting.

40. The role and importance of banks in servicing the foreign economic activity of enterprises.

41. Problems of international lending to economic entities in the conditions of Russia.

Sample assignment for the completion of the final qualifying work

MINISTRY OF EDUCATION AND SCIENCE OF THE RUSSIAN FEDERATION

Federal State Autonomous Educational Institution of Higher Education
'Perm State University'

Department of World and Regional
Economics, Economic Theory

APPROVED:

Head of the Department,
Doctor of Economics, Professor

_____(Tretyakova E.A.)

“ “ _____ 20 ____

ASSIGNMENT

For the final qualifying work

Student _____

faculty of Economics of the training programme 'Economics', profile 'International business'

I. Topic of final qualifying work _____

(approved at the Department of World and Regional Economics, Economic Theory meeting)

‘ ____ ‘ _____ 20 ____ No. _____

II. Deadlines for the student to complete the completed work.

‘ ____ ‘ _____ 20 ____

III. Initial data for the work (factual and guidance material, basic books and periodicals to be studied).

IV. Basic instructions for the work (the purpose of the work, methods of analytical work, features of collecting materials, the nature of the work).

V. List of the most important graphic and tabular materials that should be in operation and for the protection of the SEC.

VI. Calendar schedule of work completion.

VII. Consultants on individual sections of the work (personally employees of the department or the organization of internship).

Date of issue of the task ' ____ ' _____ 20 ____

Supervisor _____

The task was accepted for execution ' ____ ' _____ 20 ____

Student's signature _____

Sample title page

MINISTRY OF EDUCATION AND SCIENCE
OF THE RUSSIAN FEDERATION
Federal State Autonomous Educational Institution of Higher Education
'Perm State University'
Department of World and Regional Economics, Economic Theory

FINAL QUALIFYING WORK
training programme 38.03.01 'Economics',
profile 'International business'
on the topic
'The main trends in the international activities of TNCs'

Completed:

Student: 4th year of full-time study
of ECM-1,2 group
Ivanov Ivan Ivanovich

*(signature)***Supervisor:**

Sidorova M. I., Associate Professor, PhD in
Economics

(Full name, position, academic degree, academic title)

(signature)

Sample label for the hard cover of the final qualifying work (in mm)

<p>Full name</p> <p>TITLE</p> <p>FINAL QUALIFYING WORK</p>
--

Sample of content design

In the Content, the titles of chapters and paragraphs of the work are given without quotation marks, indicating the pages from which the corresponding part of the work begins is mandatory. The introduction and conclusion of the work should not have any additional titles.

CONTENT

Introduction.....	3
1. Title of Chapter.....	5
1.1. Title of paragraph.....	5
1.2. Title of paragraph	11
2. Title of Chapter.....	18
2.1. Title of paragraph	18
2.2. Title of paragraph	25
3. Title of Chapter.....	45
3.1. Title of paragraph	45
3.2. Title of paragraph	52
Conclusion	60
References.....	63
Applications	65

The example of the correct design of a table with a transfer

The dynamics of the volume of research and development work (R&D) in the regions of the Volga Federal District in current and constant prices is reflected in Table 3.

Table 3.

The volume of R&D in the regions of the Volga Federal District, million rubles.

Region	2012	2013	2014	2015	2016	Change over the period, %
R&D volume at current prices						
Republic of Bashkortostan	1084183,2	832876,2	881544,6	879069,2	841360,6	-22,40
Republic of Mari El	97974,6	135928,4	106850,5	91722,0	118677,6	21,13
Republic of Mordovia	309453,9	372023,9	397312,2	326831,3	227430,8	-26,51
Republic of Tatarstan	2316266,8	2285387,5	3187756,0	3400887,7	3282485,1	41,71
Udmurt Republic	419788,5	405305,8	558487,9	639623,7	207159,6	-50,65
Chuvash Republic	93362,9	95116,5	102898,9	85745,4	95180,7	1,95
Kirov region	119159,2	106549,9	101078,4	84623,4	119579,8	0,35
Nizhny Novgorod region	1178580,8	1385830,9	1856662,6	1815904,1	2053700,1	74,25
Orenburg region	227014,2	254206,2	246913,1	209898,7	239145,7	5,34
Penza region	266262,4	204442,8	175772,3	186691,4	151103,4	-43,25
Perm Region	1611119,6	1717821,4	1927626,5	2021365,0	1513611,8	-6,05
Samara region	1322222,4	1335731,9	1877811,4	1875833,9	1688756,6	27,72
Saratov region	422483,4	420589,4	547801,0	617490,3	704534,7	66,76
Ulyanovsk region	545497,7	442848,4	487561,1	341528,9	316089,9	-42,05
TOTAL	10013369,6	9994659,2	12456076,5	12577215,0	11558816,4	15,43

End of table 3.

Region	2012	2013	2014	2015	2016	Change over the period, %
R&D volume in 2012 prices						
Republic of Bashkortostan	1084183,2	811770,2	843184,8	833682,4	745350,1	-31,25
Republic of Mari El	97974,6	133393,9	98922,8	80749,5	95115,2	-2,92
Republic of Mordovia	309453,9	344147,9	358576,9	267253,0	155576,0	-49,73
Republic of Tatarstan	2316266,8	2231823,7	3049013,7	3176630,0	2869597,0	23,89
Udmurt Republic	419788,5	394650,2	538421,0	601633,1	183281,8	-56,34
Chuvash Republic	93362,9	96958,7	104682,5	91388,6	105413,0	12,91
Kirov region	119159,2	105914,4	98312,7	82476,8	112907,3	-5,25
Nizhny Novgorod region	1178580,8	1358657,7	1505589,2	1496025,3	1347801,3	14,36
Orenburg region	227014,2	248734,1	243301,1	210588,8	231796,3	2,11
Penza region	266262,4	195452,0	162359,8	158673,7	113637,2	-57,32
Perm Region	1611119,6	1704187,9	1733280,1	1810384,1	1211700,4	-24,79
Samara region	545497,7	434165,1	475623,0	332960,0	295310,1	-45,86
Saratov region	1322222,4	1281892,4	1768520,4	1747885,7	1425100,7	7,78
Ulyanovsk region	422483,4	403249,7	523645,7	571643,7	598959,6	41,77
TOTAL	10013369,6	9744998,0	11503433,5	11461974,8	9491546,1	-5,21

Note: Compiled by the author on the basis of statistical data⁴

⁴ Regions of Russia. Socio-economic indicators. 2018: Stat. col. / Rosstat. – M., 2018. -1162 p.

Examples of bibliographic entries in the list of references

Books

Sokolov A.N. Civil society: problems of formation and development (philosophical and legal aspects): monograph / A.N. Sokolov, K.S. Serdobintsev; edited by V.M. Bocharov. - Kaliningrad: Kaliningrad Law Institute of the Ministry of Internal Affairs of Russia, 2009. – 218 p.

Sychev M.S. The history of the Astrakhan Cossack army: a textbook / M.S. Sychev. - Astrakhan: Volga, 2009. – 231 p.

Gaidaenko T.A. Marketing management: principles of managerial decisions and Russian practice / T.A. Gaidaenko. - 3rd ed., reprint. and additional - M.: Eksmo : MIRBIS, 2008. – 508 p.

Regulatory legal acts (from printed publications)

The Constitution of the Russian Federation: ofic. text. - M.: Marketing, 2001. - 39 p.

The Family Code of the Russian Federation: [feder. Law: adopted by the State Duma on Dec. 8. 1995: as of January 3, 2001]. - St. Petersburg: Town-country, 2001. - 94 p.

Regulatory legal acts (from reference legal systems)

Federal Accounting Standard FSB 25/2018 'Lease Accounting'. Approved by the Order of the Ministry of Finance of the Russian Federation No. 208n dated 16.10.2018 [Electronic resource]. Access from help.-legal system ConsultantPlus.

Standards

GOST R 7.0.53-2007 System of standards for information, library and publishing. Editions. International Standard Book number. Usage and publishing design. - M.: Standartinform, 2007. – 5 p.

Deposited scientific papers

Razumovsky V.A. Management of marketing research in the region / V.A. Razumovsky, D.A. Andreev. - M., 2002. - 210 p. - Dep. in INION Russian Academy of Sciences 15.02.02, N 139876.

Dissertations

Lagkueva I.V. Features of labor regulation of creative workers of theaters: dis. ... cand. jurid. sciences': 12.00.05 / Lagkueva Irina Vladimirovna. - M., 2009. – 168 p.

Misyura A.V. Development of the business model of a high-tech industrial enterprise: dis. ... Candidate of Economic Sciences: 5.2.3 / Misyura Andrey Vasilyevich. - Yekaterinburg, 2022. – 191 p.

Abstracts of dissertations

Sirotko V.V. Medical and social aspects of urban traumatism in modern conditions: autoref. diss. ... Candidate of Medical Sciences: 14.00.33 / Sirotko Vladimir Viktorovich. - M., 2006. – 17 p.

Lukina V.A. The creative history of the 'Notes of the hunter' by I.S. Turgenev: abstract. dis. ... Candidate of Philology: 10.01.01 / Lukina Valentina Aleksandrovna. - St. Petersburg, 2006. – 26 p.

Research reports

Methodology and methods of studying the military-professional orientation of adolescents: a report on research / Zagoryuev A.L. - Yekaterinburg: Ural Institute of Practical Psychology, 2008. – 102 p.

Electronic resources

Art Encyclopedia of Foreign Classical Art [Electronic resource]. – M.: The great Russian encyclopedia, 1996. – 1 electron, opt. disk (CD-ROM).

Nasyrova G.A. Models of state regulation of insurance activity [Electronic resource] / G.A. Nasyrova // Bulletin of the Financial Academy. – 2003. – No. 4. – Access mode: [http://vestnik.fa.ru/4\(28\)2003/4.html](http://vestnik.fa.ru/4(28)2003/4.html).

Federal State Statistics Service : offic. website. – URL: <https://rosstat.gov.ru/> (accessed: 12.19.2022).

The Central Bank of the Russian Federation : offic. website. – URL: <http://www.cbr.ru/statistics> (accessed: 12.19.2022).

Articles

Berestova T.F. Search tools of the library / T.F. Berestova // Bibliography. - 2006. - No. 6. - pp. 19-25.

Krieger I. Paper endures / I. Krieger // Novaya Gazeta. - 2009. - July 1.

Examples of bibliographic references

An example of the design of a link to a specific page in the source of literature and to a range of pages:

The study of the genesis of the theoretical foundations on which business management was based in the XX-XXI centuries allows us to establish the transition from the use of the management structure ‘strategy’ (strategic management) to the design ‘business model’⁵. At the same time, in the work of D. Tis, it is noted: ‘The literature on economic theory has failed even to signal the significance of this phenomenon, partly because of its initial premise that markets are perfect or almost perfect. The literature on the theory of strategy and organization turned out to be little better. Like other interdisciplinary research topics, business models are often mentioned but rarely analyzed, which is why they are often poorly understood’⁶.

The example of the design of a link to the source in its entirety:

Among the most important areas of digital transformation of the economy are such as ‘scaling without mass’ (the possibility of dynamic growth of companies without increasing the number of employees), transformation of space (reducing the role of borders and new opportunities for the development of territories); expanding horizons (the development of network peripherals, the formation of their own networks and communities in social networks), platforms and ecosystems (low transaction costs create prerequisites for the formation of multilateral platforms, the largest of which become ecosystems)⁷.

These changes, combined with increasing competitive pressure, suggest the adaptation of individual industries and enterprises to global value chains.

The example of linking to multiple sources at the same time:

In a number of publications⁸ when clarifying the essence of the entrepreneurial ecosystem, the authors focus on the characteristics of entrepreneurs and new opportunities for resource allocation.

⁵ Orekhova S. V. Misyura A. V. Basova Y. S. Strategy vs. business model: evolution and differentiation /Bulletin of the Moscow University. Series 6: Economics. – 2020. - No. 3. – pp. 160-181.

⁶ Teece D. Business models, business strategy and innovation // Long range planning. – 2010. – Vol. 43. – P. 192.

⁷ Vectors of digital transformation. – 2019 – № 273 (OECD digital economy papers). – 38 p.

⁸ See, for example: Acs Z., Estrin S., Mickiewicz T., Szerb L. The continued search for the Solow residual: the role of national entrepreneurial ecosystem. – Bonn: Institute for the study of labor (IZA), 2014. – (IZA discussion papers No. 8652).

Sample review of the scientific supervisor

MINISTRY OF EDUCATION AND SCIENCE OF THE RUSSIAN FEDERATION

Federal State Autonomous Educational Institution of Higher Education

'Perm State University'

Department of World and Regional Economics, Economic Theory

FEEDBACK

supervisor for the final qualifying work of a bachelor's degree student

(full name)

Training programme 'Economics', profile 'International business'

Topic of the final qualifying work: _____

Review should reflect: the relevance of the topic, the independence of research, the practical significance, the general conclusion and the decision on the admission / non-admission of the work to the defence

Supervisor: _____

(scientific degree, title, position)

(signature)

‘ _____ ’ _____ 20__

Sample of a corner inscription for sheets of illustrative (handout) material (in mm)

Federal State Autonomous Educational Institution of Higher Education 'Perm State University'						10
Department of World and Regional Economics, Economic Theory						
Topic of the final qualifying work						10
Lecturer	Full name	signature	date	Sheets		5
Student	Full name	signature	date	No.	Total	5
35	35	15	15	10	10	

The main requirements for the presentation of the final qualifying work

The presentation should be made in PowerPoint and contain the following elements:

- name of the FQW, the full name of the author, the full name of the scientific supervisor;
- goal and problem statement;
- object, subject and objectives of the study;
- data analysis and main results;
- conclusions of the study.

Presentation can contain other elements, but the number of slides should not be more than 15.

Performance requirements

- the speech should not be read from the sheet, from the presentation screen and from other sources;
- the presentation should be abstract, but succinct; coherent and clear;
- the presentation must be reasoned;
- the performance time should not exceed 7-10 minutes. If the speaker does not fit in this time, his work is evaluated on the basis of what he managed to say.

The presentation should not contain long text blocks – the presentation is a structured plan that uses exclusively short sentences.

It is recommended to avoid excessive ‘decorations’ and dynamic effects that distract attention, as well as overloaded with elements (photos, drawings) of a colored background.

It is recommended to avoid tables with small text (they are poorly visible and usually incomprehensible) – if possible, use graphs to represent quantitative information.

It is strongly recommended to rehearse the performance, observing the rules. It is desirable to have an audience at the rehearsal that could ask questions.

It is recommended to speak loudly enough, at an average pace, without overloading the speech with numbers, standing and from time to time looking at the audience.

It is not necessary to delve into the background and general information about the object of research; it is better to start immediately with the goal and objectives.

It is recommended to answer questions only on the merits.

When responding to comments, it is better to recognize obvious shortcomings and reject controversial comments with reasoned arguments.