



The name of the discipline and the code: **Foreign Economic Activity of Travel Enterprises**

ТА 1 – 16

<b>Lecturer</b>	<b>Abdyralieva Elizat Talipovna</b>
<b>Contact information:</b>	0706436379
<b>Amount of credits:</b>	3 credits (90 hours)
<b>Date:</b>	2019-20 academic year, VII semester
<b>The purpose and objective of the course</b>	<p><b>The Main purpose of discipline "Foreign Economic Activity of Travel Enterprises"</b> – formation of theoretical foundations of foreign economic activity (FEA) and the acquisition of knowledge and skills system to organize FEA in tourist enterprises.</p> <p><b>The objectives of Course:</b></p> <ul style="list-style-type: none"><li>- study of the theoretical foundations of foreign economic activity;</li><li>- familiar with the specific mechanisms of international business activity in Kyrgyzstan;</li><li>- necessary skills of business negotiations with foreign companies and making foreign trade contract;</li></ul>
<b>Course Description</b>	Foreign Economic Activity of Tourism enterprises is the activity providing a provision of various kinds of tourist services and the goods of tourist demand to foreign tourists in the home country and domestic tourists from abroad in order to satisfy their cultural-informative, medical-rehabilitation, business or other needs and obtained profit on this basis.
<b>Prerequisites</b>	Economic theory, Sociology, Jurisprudence, Finance and Credit, Management, Enterprise Economy
<b>Post requisites</b>	This course helps students to develop abilities and necessary skills of estimation of potential of the external economic market, and also the analysis of expediency and economic efficiency of foreign trade activities at the enterprise.
<b>Competence</b>	<p><b>A study of course student need to know:</b></p> <ul style="list-style-type: none"><li>– the specific mechanism of functioning of foreign economic activity in Kyrgyzstan;</li><li>– regulatory framework for the regulation of foreign economic activity of tourism enterprises;</li><li>– the specific introduction of different forms of access to foreign markets;</li><li>- basic procedures to conclude foreign trade contracts and negotiations;</li></ul> <p><b>A study of course student should be able to:</b></p> <ul style="list-style-type: none"><li>– analyze and evaluate trends and contradictions in the definition of the main directions of foreign economic activity for different enterprises, which are the subjects of foreign economic activity;</li><li>– independently make major types of international contracts, tailored to suit traffic conditions and methods of ensuring mutual settlements;</li></ul>

	<p>– understand the specifics of the various forms and methods of foreign trade and skillfully use the best one.</p> <p><b>A study of course student should get skills:</b> to work effectively in the international market, the emergence of confidence in their competence in cooperation with foreign firms.</p>
<b>Course policy</b>	<p><b>Class attendance:</b> When skipping classes, the student independently studies the missed topic and gives to the teacher in the form of a written work, essay or presentation on slides.</p> <p><b>Requirements of the teacher:</b> Do not be late for classes, complete the teacher's tasks on time, do not use cell phones in class.</p> <p><b>Academic Conduct Policy:</b> The course policy includes the following recommended list of teaching requirements for conducting classes and student discipline:</p> <ul style="list-style-type: none"> <li>- do not miss classes;</li> <li>- do not be late for classes;</li> <li>- actively participate in the educational process;</li> <li>- show punctuality, accuracy, commitment;</li> <li>- perform independent tasks in a timely manner;</li> <li>- work in a team and take part in discussions;</li> </ul> <p>Tolerance, benevolence, openness are welcomed.</p>
<b>Teaching methods:</b>	<ul style="list-style-type: none"> <li>- Oral presentation of educational material (lecture, explanation, mentoring)</li> <li>- Discussion of studied material</li> <li>- Practical lessons (practical task, economic problems, problem solving.)</li> </ul>
<b>Form of testing knowledge</b>	<p>The points of final grade are distributed as follows:</p> <p>Current control work (max) – 40 points</p> <p>Frontier control work (max) – 40 points</p> <p>Final control work (written exam) – 20 points</p> <p>«Excellent» - 85 – 100 points – theoretical content of the course is learnt fully without gaps, necessary practical skills of work with untapped materials are formed, All provided by the training program learning activities are completed.</p> <p>«Good» - 70 – 84 points – theoretical content of the course is learnt fully without gaps, some practical skills of work with untapped materials are formed not enough, all provided by the training program learning activities are completed, some kinds of tasks are completed with errors.</p> <p>«Satisfactory» - 50 – 69 points – theoretical content of the course is learnt partly, necessary practical skills of work with untapped materials are formed mostly, all provided by the training program learning activities are completed, some kinds of tasks are completed with errors.</p> <p>«Unsatisfactory» - 0 – 49 points - theoretical content of the course is not learnt, necessary practical skills of work with untapped materials are not formed, all provided by the training program learning activities are not completed, some kinds of tasks are completed with gross errors.</p>
<b>References:</b>	<p><b><u>The main</u></b></p> <p>1. Anna Stankiewicz-Mróz, Viktor Perederii, Valentyna Novak, Oksana Ilienکو, Oksana Kyrylenko, Ganna Gurina, Kateryna Razumova, Elvira Danilova, Svitlana Petrovska, Larysa Lytvynenko (2018), Foreign Economic Activity of Enterprises – Textbook. Lodz. – 145 pages</p>
<b>The main</b>	
<b>Additional</b>	

	<p>2. Y.V. Makogon, V.S. Ryzhikov, S.V. Kasyaniuk, E.O. Kovalenko, V.M. Gridasov, S.V. Chemeris (2005), Foreign economic activity of the enterprise. Textbook / ed. by prof. Y.V. Makogon, Kramatorsk, DGMA. – 400 pages</p> <p>3. S.L. Sorkin (2006), Foreign economic activity of the enterprise: economy and management: Textbook, Minsk, Modern School. – 283 pages</p> <p style="text-align: center;"><b><u>Additional</u></b></p> <p>1. A.V. Alekhovich, E.A. Kovshar (2007), Fundamentals of foreign economic activity: a workshop for students of the faculty of intern. relationship / ed. by V.M. Rudenkova, Minsk, BSU. – 239 pages</p> <p>2. O.I Degtyareva, T.N. Polyanova, S.V. Sarkisov (2002), Foreign economic activity: Textbook, 3rd ed., rev. and add., Moscow, Business. – 420 pages</p> <p>3. V.V. Pokrovskaya (2000), Organization and regulation of foreign economic activity: Textbook, Moscow, Jurist. – 292 pages</p> <p>4. L.E. Strovsky (2007), Foreign economic activity of the enterprise: a textbook for econ. spec. universities, 4th ed., rev. and add., Moscow, UNITY – DANA. – 800 pages</p>																																	
<p><b>Individual work of student</b></p>	<table border="1"> <thead> <tr> <th data-bbox="539 954 612 1021">№</th> <th data-bbox="612 954 1272 1021">Theme of papers</th> <th data-bbox="1272 954 1477 1021">Points</th> </tr> </thead> <tbody> <tr> <td data-bbox="539 1021 612 1104">1</td> <td data-bbox="612 1021 1272 1104">Foreign economic activity of tourism enterprises in USA</td> <td data-bbox="1272 1021 1477 1104" rowspan="10" style="text-align: center; vertical-align: middle;">20</td> </tr> <tr> <td data-bbox="539 1104 612 1187">2</td> <td data-bbox="612 1104 1272 1187">Foreign economic activity of tourism enterprises in UK</td> </tr> <tr> <td data-bbox="539 1187 612 1270">3</td> <td data-bbox="612 1187 1272 1270">Foreign economic activity of tourism enterprises in Japan</td> </tr> <tr> <td data-bbox="539 1270 612 1352">4</td> <td data-bbox="612 1270 1272 1352">Foreign economic activity of tourism enterprises in China</td> </tr> <tr> <td data-bbox="539 1352 612 1435">5</td> <td data-bbox="612 1352 1272 1435">Foreign economic activity of tourism enterprises in India</td> </tr> <tr> <td data-bbox="539 1435 612 1518">6</td> <td data-bbox="612 1435 1272 1518">Foreign economic activity of tourism enterprises in Canada</td> </tr> <tr> <td data-bbox="539 1518 612 1601">7</td> <td data-bbox="612 1518 1272 1601">Foreign economic activity of tourism enterprises in Russia</td> </tr> <tr> <td data-bbox="539 1601 612 1684">8</td> <td data-bbox="612 1601 1272 1684">Operations on the international tourism</td> </tr> <tr> <td data-bbox="539 1684 612 1767">9</td> <td data-bbox="612 1684 1272 1767">Role of foreign economic activity of tourism enterprises in economy of Kyrgyzstan</td> </tr> <tr> <td data-bbox="539 1767 612 1850">10</td> <td data-bbox="612 1767 1272 1850">Potential of the foreign economic activity of tourism enterprises in Kyrgyzstan</td> </tr> <tr> <td data-bbox="539 1850 612 1883"></td> <td data-bbox="612 1850 1272 1883" style="text-align: center;"><b><i>Practical Task</i></b></td> <td data-bbox="1272 1850 1477 1883"></td> </tr> <tr> <td data-bbox="539 1883 612 1966">1</td> <td data-bbox="612 1883 1272 1966">Strategic planning of foreign economic activity in the tourism enterprise</td> <td data-bbox="1272 1883 1477 1966" style="text-align: center;">10</td> </tr> <tr> <td data-bbox="539 1966 612 2031">2</td> <td data-bbox="612 1966 1272 2031">Effectiveness of foreign economic activities</td> <td data-bbox="1272 1966 1477 2031" style="text-align: center;">10</td> </tr> </tbody> </table>	№	Theme of papers	Points	1	Foreign economic activity of tourism enterprises in USA	20	2	Foreign economic activity of tourism enterprises in UK	3	Foreign economic activity of tourism enterprises in Japan	4	Foreign economic activity of tourism enterprises in China	5	Foreign economic activity of tourism enterprises in India	6	Foreign economic activity of tourism enterprises in Canada	7	Foreign economic activity of tourism enterprises in Russia	8	Operations on the international tourism	9	Role of foreign economic activity of tourism enterprises in economy of Kyrgyzstan	10	Potential of the foreign economic activity of tourism enterprises in Kyrgyzstan		<b><i>Practical Task</i></b>		1	Strategic planning of foreign economic activity in the tourism enterprise	10	2	Effectiveness of foreign economic activities	10
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	<i>Note.</i> Homeworks and IWS should be presented on time by the instructor. If you hand your work after deadline, 50% points will be taken which you obtained for work.
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**Calendar - thematic plan for the allocation of hours with a week and theme**

**(3 credits)**

<b>№</b>	<b>Week</b>	<b>Theme</b>	<b>Number of hours</b>	<b>Reference</b>	<b>Preparatory questions on the modules</b>
1	03.09	Introduction to FEA of tourism enterprises	2	Main: 2, pp. 7 – 9 3, pp. 5 – 14 Additional: 1, 3	1. Concept, forms and types of Foreign Economic Activity. 2. Place and role of foreign economic activity in tourism enterprises.
2	04.09	Tourism as a subject of foreign economic activity	2	Main: 3 pp. 14 – 17 Additional: 3	1. Classification of business entities in the tourism industry by the profile of foreign economic activity. 2. Classification of organizations by the nature of foreign operations.
3	11.09	State regulation of foreign economic activity	2	Main: 2, pp. 10 – 22 3, pp. 46 – 47 Additional: 1, 3, 4	1. Methods of state regulation of foreign economic activity. 2. Stages of development of the system of state management of foreign economic activity.
4	17.09	Subjects of foreign economic activity in the tourism	2	Main: 3, pp. 99 – 101 Additional: 4	1. What are the principles for choosing a partner? 2. Why is it necessary to know the legal status of a company?
5	18.09	Information support for foreign economic activities of the enterprise	2	Additional: 3, 4, pp. 253 – 285	1. Provision of specialized information services in organizations. 2. Sources of information about foreign partners.

6	25.09	Organization of foreign economic activities in the tourism enterprise	2	Main: 2, pp. 33 – 36 3, pp. 22 – 28 Additional: 3, 4	1. Organizational structure of management of foreign economic activity in the enterprise. 2. The concept of development of foreign economic activity of the enterprise.
7	01.10	Content of foreign economic operations in tourism enterprises	2	Main: 2, pp. 112 – 121 3, pp. 82 – 90 Additional: 1, 2, 3	1. What are the specific signs of foreign economic operations in the tourist enterprises? 2. What types of transactions are major and secure?
8	02.10	Strategic planning of foreign economic activity in the tourism enterprise	2	Main: 2, pp. 26 – 32 Additional: 4,	1. The main stages of strategic planning of foreign economic activity. 2. Marketing strategy of foreign economic activity of enterprise.
9	09.10	Pre-contract work in the organization for foreign economic transactions	2	Main: 1, pp. 61 – 70 2, pp. 99 – 107 3, pp. 99 – 123 Additional: 3	1. Preparation and conduct of the negotiation process. 2. Organization of negotiations.
10	15.10	Contract of international sale of service	2	Main: 3, pp. 87 – 89 Additional: 1, 2, 3	1. What is the role of a standard contract for the sale of services? 2. The main articles of the contract for the international sale of services.
11	16.10	Computations of the tourism enterprise for international contract	2	Main: 2, pp. 55 – 80 3, pp. 131 – 141 Additional: 2, 3, 4	1. What are the forms of international payments? 2. The main stages of the letter of credit, collection operation and bank transfer.
12	23.10	Module 1	2		
13	29.10	Customs and tariff regulation of foreign economic activity	2	Main: 1, pp. 11 – 48 2, pp. 173 – 211	1. Instruments of customs and tariff regulation of foreign economic activity.

				3, pp. 55 – 81 Additional: 1, 4	2. Functions of the customs tariff.
14	30.10	Transport support of foreign economic activity	2	Main: 1, pp. 83 – 94 2, pp. 212 – 227 3, pp. 203 – 218 Additional: 4	1. Characteristics of international, foreign trade and domestic transportations. 2. Classification of international transport operations.
15	06.11	Risks in foreign economic activity	2	Main: 1, pp. 107 – 126 3, pp. 250 – 251 Additional: 2, 4	1. Classification of risks in the implementation of foreign economic activity. 2. Describe the features of currency risk.
16	12.11	Insurance for foreign economic activities	2	Main: 2, pp. 228 – 232 3, pp. 252 – 258 Additional: 2, 4	1. How is liability insurance? 2. Basic insurance documents.
17	13.11	Quality in foreign economic activity	2	Main: 3, pp. 219 – 231 Additional: 4	1. The main provisions of the modern concept of quality. 2. International standards of the ISO 9000 series in quality management systems.
18	20.11	Negotiation process in foreign economic activity	2	Main: 1, pp. 49 – 59 3, pp. 250 – 251 Additional: 2	1. What is the function of organization and planning of business negotiations? 2. The stages and reveal the essence of each stage of business negotiations.
19	26.11	International franchise in foreign economic activity	2	Main: 1, pp. 107 – 126 3, pp. 268 – 277 Additional: 1	1. Concept, basic forms of franchising. 2. The advantages and disadvantages of franchising.
20	27.11	International tourism in foreign economic activity	2	Additional: 1, pp. 89 – 94	1. Classification of types of tourism services. 2. Varieties of tourism enterprises.
21	04.12	Participation of international	2	Main: 3,	International organizations in the system

		organizations in regulation of foreign economic activity		pp. 48 – 50 Additional: 3	of regulation of trade and economic relations.
22	10.12	Effectiveness of foreign economic activities	2	Main: 3, pp. 91 – 98 Additional: 4	1. Methodological aspects in determining the effectiveness of foreign economic activity. 2. Indicators of the effectiveness of foreign economic activity of the enterprise.
23	11.12	Module 2	1		
		Total	45		

#### Schedule of individual work of students for VII semester

№	Weeks Months	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	Sum of the points
		October								December								
1	Current control (3 credits.)	20								20								40 points
2	Deadline	<b>21.10.19 – 26.10.19</b>								<b>16.12.19 – 28.12.19</b>								