

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE**  
**NATIONAL AVIATION UNIVERSITY**  
 Faculty of Transport, Management and Logistics  
 Management of Foreign Economic Activity of Enterprises Department

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Quality Management System

**COURSE TRAINING PROGRAM**


on

**“Methodology of Applied Researches in the Management of Foreign Economic Activity”**

Educational and Professional Program: “Management of Foreign Economic Activity”  
 Field of study: 07 “Management and Administration”  
 Specialty: 073 “Management”


Form of study	Semester	Total (hours / ECTS credits)	Lectures	Practicals	Self-study	HW/ CGP/C	TP/CPr	Form of semester control
Full-time	2	120/4,0	18	18	84	-	- -	Graded Test - 2 s.
Extramural	1, 2	120/4,0	6	6	108	1 HW - 2s.	-	Graded Test - 2 s.

Index CM-7-073-2/21-2.1.6.  
 Index CM-7-073-2pt/22-2.1.6.

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The Course Training Program on "Methodology of Applied Researches in the Management of Foreign Economic Activity" is developed on the basis of the Educational and Professional Program "Management of Foreign Economic Activity", Master Curriculum № CM-7-073-2/21, № CM-7-073-2pt/22 and Master Extended Curriculum № ECM-7-073-2/21, № ECM-7-073-2pt/22 for the Specialty 073 "Management" and corresponding normative documents.

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The Course Training Program was discussed and approved by the Graduate Department for Educational and Professional Program "Management of Foreign Economic Activity", Specialty 073 "Management" – Management of Foreign Economic Activity of Enterprises Department, Minutes № 10 of "21" November 2022.

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"12" / 12 2022.

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**Master copy**



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## INTRODUCTION

The Course Training Program (CTP) on "Methodology of Applied Researches in the Management of Foreign Economic Activity" is developed based on the "Methodical guidelines for the development and design of the course training program of the subject of full-time and part-time study", approved by the order of the rector № 249/од. of 29.04.2021 and corresponding regulatory documents.

### 1. EXPLANATORY NOTES

#### 1.1. Place, objectives, tasks of the subject

The subject is a theoretical and practical basis for a set of knowledge and skills that form the profile of a specialist in the management of foreign economic activity.

**The purpose** of teaching the subject is familiarization with the methodology of scientific research, to form the ability to apply it in practice; to organize research activities at the enterprise.

**The tasks** of studying the subject are:

- mastering the methodology, methods, concepts and logic of the organization of scientific research;
- use of knowledge on management and a cycle of economic disciplines on creation of favorable conditions of research activity in the corporation to promote innovative development of the country;
- mastering by students of methodical provisions on planning, organization, control, coordination, motivation of scientific work;
- use of a complex of knowledge on management of foreign economic activity for creation of favorable conditions for creative scientific activity.

#### 1.2. Learning outcomes the subject makes it possible to achieve

As a result of studying the subject, the student must acquire the following must achieve such **learning outcomes**:

- PLO 1. Critically comprehend, select and use the necessary scientific, methodological and analytical tools for management in unpredictable conditions.
- PLO 2 Identify problems in the organization and justify methods of their solution.
- PLO 5. Plan the organization's activities in strategic and tactical terms.
- PLO 19. To control the effective implementation of foreign economic activity at the enterprise.
- PLO 20. Analyze, monitor, diagnose and plan foreign economic activity of the enterprise.

#### 1.3. Competences the subject makes it possible to acquire

As a result of studying the subject, the student must acquire the following **competences**:

- GC 1. Ability to conduct research at the appropriate level.
- GC 3. Skills of using information and communication technologies.
- GC 6. Ability to generate new ideas (creativity).
- GC 7. Ability to abstract thinking, analysis and synthesis.
- GC 11. Ability to analyze and synthesize based on logical arguments and proven facts. Ability to analyze and structure the problem of the enterprise and develop solutions (i.e. entering a new market / market environment).
- PC 1. Ability to choose and use management concepts, methods and tools, including in accordance with the defined goals and international standards.
- PC 2. Ability to establish values, vision, mission, goals and criteria by which the organization determines further directions of development, develop and implement appropriate strategies and plans.
- PC 11. Ability to use the laws and methods of management of foreign economic activity of the enterprise in combination with modern world practice of international business to make optimal management decisions to improve the activities of the enterprise-subject of foreign economic activity.

#### 1.4. Interdisciplinary connections

The subject "Methodology of Applied Researches in the Management of Foreign Economic Activity" is based on the knowledge of such subjects as: "Communication management", "Management", "Management decision making" and is the basis for studying such subjects as: "Information Systems and Technologies in the Management of Foreign Economic Activity", "Management of Foreign Economic Activity", "International Management and Marketing", "Strategic Management of Corporations" and others.





## 2. COURSE TRAINING PROGRAM ON THE SUBJECT

### 2.1. The subject content

Training material is structured according to the module principle and consists of **two educational modules**:

- **Module № 1 "Methodology and methods of applied research in foreign economic activity"**,
  - **Module № 2 "Information technology in the forms of display of applied results in the implementation of foreign economic activity"**,
- that are logically complete, relatively independent, holistic part of the subject, learning of which provides module test and analysis of its performance.

### 2.2. Modular structuring and integrated requirements for each module

#### **Module № 1 "Methodology and methods of applied research in foreign economic activity"**

**Integrated requirements to the module № 1:** select and use the concepts, methods and tools of management, including in accordance with certain objectives and international standards; use the laws and methods of management of foreign economic activity of the enterprise in combination with modern world practice of international business to make optimal management decisions to improve the activities of the enterprise, a subject of foreign economic activity; formulate objectives in the field of management of foreign economic activity, choose the appropriate directions and appropriate methods for their solution, taking into account the available possibilities and resources of the enterprise; analyze the results of the organization activity, compare them with the factors of external and internal environment; work in a team and establish interpersonal interaction when solving professional tasks; understand the principles of psychology and use them in professional activity.

#### **Topic 1. Science and science activities.**

Subject place in system of preparation of the expert. Concept of a science. System of scientific knowledge. Forms of scientific activity. Scientific result and a scientific product. Public planetary value of a science. The purpose and science functions. Evolution of scientific knowledge. Processes of science mutual convergence. System of scientific knowledge. The purpose, object, a subject of scientific research. Informative tasks in scientific research: theoretical, empirical, logic. Absoluteness i a relativity of scientific knowledge.


#### **Topic 2. Methodological bases of scientific knowledge.**

Object of research. Three levels of scientific methodology. Methodology, scientific idea, hypothesis, method, receptions in scientific researches. Features of their carrying out and value in innovative development of a society. Conceptual bases of scientific researches. Classification of scientific research methods: general scientific methods, methods of theoretical research, scientific methods of empirical research. Typology of the scientific information sources. Accumulation and integration of scientific knowledge. Diffusion of scientific knowledge and specialisation of scientific activity. Formation of scientific schools.

#### **Topic 3. Theoretical study methods.**

Typology of theoretical study methods (analysis, synthesis, induction, deduction, modeling, designing, forecasting, ordering, qualification, conceptual experiment). Ideal (abstract) objects in theoretical researches. Main point of mental experiment in theoretical studies. Theoretical laws as a methodological basis of ideal communications modeling between ideal objects. Two levels of theoretical knowledge: partial models and laws; the generalized basis concepts – the general laws.-Formalization as especial reception of theoretical thinking. An axiomatic method. Kinds of hypotheses. The general theoretical principles. Global and partial theories. Theoretical result and experiment. Using features of analytical and statistical scientific data processing methods.



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#### **Topic 4. Empirical laws of scientific research.**

Practice and experiment as criterion of the theoretical results truth. Main point of scientific research empirical methods. Place and value of experiment in applied researches. Actualisation of problems and tasks. Estimation of their objective character. The analysis of their decision ways and methods. Substantiation of research subject and object. A formulation of working hypotheses, selection of modelling methods and analysis, objects, tools. Working out of research technique. Definition of the necessary scientific information. A substantiation of methods and ways of its gathering, processing, generalisation, a reliability estimation. Methods of statistics formation. Test of hypothesis.

#### **Module № 2. "Information technology in the forms of display of applied results in the implementation of foreign economic activity".**

**Integrated requirements to the module № 2:** to search using various information sources and computer technologies, to use the totality of information to develop alternatives and make decisions; to diagnose risk factors in foreign economic activity of organizations and justify anti-crisis programs; to know the stages of organization of foreign economic activity of the enterprise, the documentation necessary for the implementation of foreign economic activity; choose and use modern research tools; understand principles and norms of law and use them in professional activity; form and demonstrate leadership qualities and behavioral skills, evaluate economic activity of an enterprise and find the best ways of its improvement; independently conduct experiments, and critically describe, analyze and evaluate experimental data; follow the system of universal values in interrelations between managers and employees.

#### **Topic 1. Scientific research information supply.**

Classification and functions of the scientific information. Scientific information mediums. Professional-information communications. Functions of scientific research and work information supply. Sources of the scientific and technical information, access modes to it. Laws of Ukraine under the scientific and technical information. Information resources. Information funds. Structure of the national scientific and technical information system. Its functions. Information space and information market. Reliability of the information. The primary and secondary information. Information and patent search. Information protection. Kinds of scientifically-methodical literature issues.

#### **Topic 2. The organization of economical researches.**

Bases of economic sciences system. Problems of modern economic scientific thought. Planetary, continental, national, regional, branch economic problems. Actualization of modern management problems. A scientific prediction and forecasting in the field of management. Structurally-logic schemes of economic researches on hierarchical level, scale. Sources of the economic information. Ageing of the economic information. Problems of economic processes modelling and introduction of scientific results in practice. Areas of display of scientific research results efficiency, estimation of their efficiency and possible consequences of introduction. The organisation of complex scientific works. Methods and tools of their performance coordination. Organizational-economic forms and mechanisms of scientific research regulation.

#### **Topic 3. Scientific and pedagogical personals.**

Requirements to scientific and pedagogical personals. Classification of scientific and pedagogical personnels of research institutes, universities, project institutes. Scientists and scientific associates. Scientific degrees, academic statuses, scientific posts. Scientific degrees: the master, the candidate of science (the philosophy doctor), the doctor of science. Academic statuses: the senior scientific associate, associate professor, professor. The higher academic ranks: the Member-correspondent, the Academician. The code of the scientist honor. Forms of scientific and pedagogical personals preparation. Classification of scientific institutions of Ukraine and the leading countries.





#### Topic 4. Forms of scientific results mapping.

Processing of research consequences. Trim of scientific work results typography. A language of science. The basic requirements of international and state standards to the scientific and technical documentation. Forms of scientific research results mapping (scientific report, message, report, report theses, paper, master/bachelor thesis, monograph, thesis). Their structure. Concept and forms of research results review. Problems and tasks of author's support at introduction of research results.

#### 2.3. Training schedule of the subject

№	Topic (thematic section)	Total, hours							
		Full-time				Extramural			
		Total	Lectures	Practicals	Self-study	Total	Lectures	Practicals	Self-study
1	2	3	4	5	6	7	8	9	10
		2 semester				1 semester			
<b>Module № 1 "Methodology and methods of applied research in foreign economic activity"</b>									
1.1.	Science and science activities.	12	2	-	10	3	1	-	2
1.2.	Methodological bases of scientific knowledge.	14	2	2	10	4*	1	-	3
1.3.	Theoretical study methods.	14	2	2	10	4	1	-	3
1.4.	Empirical laws of scientific research.	14	2	2	10	4	1	-	3
1.5.	Module test № 1	4	-	2	2	-	-	-	-
<b>Total for the module № 1</b>		<b>58</b>	<b>8</b>	<b>8</b>	<b>42</b>	<b>15</b>	<b>4</b>	<b>-</b>	<b>11</b>
<b>Module № 2 "Information technology in the forms of display of applied results in the implementation of foreign economic activity"</b>									
<b>2 semester</b>									
2.1.	Scientific research information supply.	14	2	2	10	23	1	1	21
2.2.	The organization of economical researches.	14	2	2	10	24	1	1	22
2.3.	Scientific and pedagogical personals.	14	2	2	10	23	-	1	22
2.4.	Forms of scientific results mapping.	16	2	2	10	23	-	1	22
2.5.	Carrying out the home control work (extramural form of study)	-	-	-	-	8	-	-	8
2.6.	Final semester control work	-	-	-	-	4*	-	2	2
2.7.	Module test № 2	4	-	2	2	-	-	-	-
<b>Total for the module № 2</b>		<b>62</b>	<b>10</b>	<b>10</b>	<b>42</b>	<b>105</b>	<b>2</b>	<b>6</b>	<b>97</b>
<b>Total for 2 semester</b>		<b>120</b>	<b>18</b>	<b>18</b>	<b>84</b>	<b>120</b>	<b>6</b>	<b>6</b>	<b>108</b>
<b>Total for the subject</b>		<b>120</b>	<b>18</b>	<b>18</b>	<b>84</b>	<b>120</b>	<b>6</b>	<b>6</b>	<b>108</b>


#### 2.4. Homework and home control work (extramural form of study)

Homework and home control work (extramural form of study) is performed in the first semester, in accordance with the approved methodological guidelines, in order to consolidate and deepen the theoretical knowledge and skills of the student in the studying the subject.

Homework and home control work (extramural form of study) is performed by the student individually in accordance with the topics offered by the teachers of the department.

The time required to complete homework is 8 hours.



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### 2.5. The list of questions for preparation for the final control work (extramural form of study).

The list of questions and the content of tasks for the preparation of the final control work (extramural form of study), developed by leading teachers and approved by the minutes of the meeting of the department and brought to the attention of students.

## 3. BASIC CONCEPTS OF GUIDANCE ON THE SUBJECT

### 3.1. Teaching methods

The methods of teaching the discipline "Methodology of Applied Researches in the Management of Foreign Economic Activity" are ways of joint activity and communication of a teacher and students, ensuring the development of positive motivation for learning, mastering the system of professional knowledge and skills, the formation of a scientific worldview, the development of cognitive forces, the culture of mental work of future specialists in the specialty 073 "Management".

Depending on the source of knowledge, during training sessions, both practicals and lecture, the following teaching methods are used: verbal (explanation, conversation, discussion, dialogue), visual (demonstration, illustration, case, presentation), practicals (problem solving, business games, brainstorming).

By the nature of cognitive activity, when studying the discipline "Methodology of Applied Researches in the Management of Foreign Economic Activity" are used: explanatory and visual problem presentation; partial-search and research methods.

At the place in the structural activity are used:

- methods of organizing and carrying out educational activities that combine verbal, visual and practical methods;
- reproductive and problem-search; methods of educational work under the guidance of a teacher and methods of independent work of students;
- methods of stimulating and motivating educational work, combining cognitive games, educational discussions, modeling role-playing situations, creating situations of success in educational work, making demands and a method of encouragement;
- methods of control and self-control over educational activities: methods of oral, written control; individual, thematic and systematic control.

### 3.2. List of references

#### Basic literature

3.2.1. Методологія та організація наукових досліджень: навч. посіб. за ред. І. С. Добронравової (ч. 1), К. ВПЦ "Київський університет", 2018. - 607 с.

3.2.2. Основи наукових досліджень: навч. посіб. КПІ ім. Ігоря Сікорського; уклад.: Г.Г. Стрелкова, М.М. Федосенко, А.І. Замулко, О. С. Іщенко, Київ: КПІ ім. Ігоря Сікорського, 2019. 120 с.

3.2.3. Методологія наукових досліджень у галузі: практикум : навч. посіб. для студ. спеціальності 151 «Автоматизація та комп'ютерно-інтегровані технології» / уклад.: Н.І. Бурау, В.С. Антонюк, Д.О. Півторак. –К. : КПІ ім. Ігоря Сікорського, 2021. - 58 с.

3.2.4. Мокін Б.І. Методологія та організація наукових досліджень: навч. посіб. / Б.І. Мокін, О.Б. Мокін. – Вінниця: ВНТУ, 2014. – 180 с.

3.2.5. Бхаттачарджи А., Ситник Н. Методологія та організація наукових досліджень: дослідження в соціально-економічних науках. Навч. посіб. 2-ге вид., перероб. і доп. К. : НТУУ «КПІ ім. Ігоря Сікорського»; 2022. 173 с.

#### Additional literature

3.2.6. Гуторов О.І. Методологія та організація наукових досліджень : навч. посіб. / О.І. Гуторов; Харк. нац. аграр. ун-т ім. В.В. Докучаєва – Х.: ХНАУ, 2017. – 272 с.

3.2.7. Чмиленко Ф.О. Посіб. до вивчення дисципліни «Методологія та організація наукових досліджень» / Ф.О. Чмиленко, Л.П. Жук. – Д.: РВВ ДНУ, 2014. – 48 с.





3.2.8. Методологія та організація наукових досліджень (галузі знань: 05 – соціальні та поведінкові науки, 07 – управління та адміністрування) : навч. посіб. / Л.Г. Ліпич, С.М. Бортнік, І.Г. Волинець та ін. ; за заг. ред. Л.Г. Ліпич. – Луцьк : Вежа-Друк, 2018. – 220 с.

### 3.3. Internet information resources

3.3.1. Глобальний Договір ООН [Електронний ресурс] — Систем. вимоги : Pentium-266 ; 32 Mb RAM ; Windows 98/2000/NT/XP. — Web : [www.oblrada.ks.ua/index.php?id=10501](http://www.oblrada.ks.ua/index.php?id=10501).

3.3.2. Бенчмаркінг як інструмент підвищення ефективної операційної діяльності підприємств [Електронний ресурс] / Вісник нац. ун-ту «Львівська політехніка» — Систем. вимоги : Pentium-266 ; 32 Mb RAM ; Windows 98/2000/ /NT/XP. — <http://ena.lp.edu.ua/handle/ntb/41575>.

3.3.3. Людський капітал як інструмент оцінювання конкурентоспроможності організації [Електронний ресурс] / Вісник Харків. нац. ун-ту ім. В.Н. Каразіна — Систем. вимоги : Pentium-266 ; 32 Mb RAM ; Windows 98/2000/ /NT/XP. — <https://periodicals.karazin.ua/economy/article/view/9373>

## 4. RATING SYSTEM OF KNOWLEDGE AND SKILLS ASSESSMENT

4.1. Grading of different kinds of academic activities performed by a student and obtained knowledge and skills are realized in values in line with Table 4.1.


Table 4.1

Kind of Academic Work	Maximum Grade Values	
	Full-time	Extramural
<b>Module № 1</b>		
	<b>2 semester</b>	<b>1 semester</b>
Kind of academic work	Grade values	
Carrying out tasks on practicals	15 points × 2 = 30	-
Carrying out test tasks	10 points × 1 = 10	-
<i>For admission to complete module test №1, a student must receive not less than</i>	24 points	-
Carrying out Module Test №1	10	-
<b>Total by the Module №1</b>	<b>50</b>	<b>-</b>
<b>Module №2</b>		
	<b>2 semester</b>	<b>2 semester</b>
Carrying out tasks on practicals	10 points × 3 = 30	20 points × 1 = 20
Carrying out test tasks	10 points × 1 = 10	20 points × 1 = 20
<i>For admission to complete module test №1, a student must receive not less than</i>	24 points	-
Carrying out Module Test №2	10	-
Carrying out the Home control work (extramural form of study)	-	30
Final control work (extramural form of study)	-	30
<b>Total by the Module №1</b>	<b>50</b>	<b>100</b>
<b>Total by the subject</b>	<b>100</b>	<b>100</b>

The credit rating is determined (in points and on a national scale) based on the results of all types of educational work during the year.

4.2. The completed curricular activity is accounted enrolled student if the student received for them a positive rating.

4.3. The sum of grades received by the student for certain types of completed educational work is

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the Current Module Grade, which is entered into the Module Register.

4.4. The Total Semester Grade is entered into the Examination Register, educational cards and into a student's record book in values, National Scale grades, and ECTS Scale grades, for example: *92/Ex/A, 87/Good/B, 79/Good/C, 68/Sat/D, 65/Sat/E*, etc.

4.5. The Total Grade is equaled the Total Semester Grade. The Total Semester Grade is entered into the Diploma Supplement.





### АРКУШ ПОШИРЕННЯ ДОКУМЕНТА

(Ф 03.02-01)

№ прим.	Куди передано (підрозділ)	Дата видачі	П.І.Б. отримувача	Підпис отримувача	Примітки
	УССАД	15.12.22	Шмарица Т.М.		

### АРКУШ ОЗНАЙОМЛЕННЯ З ДОКУМЕНТОМ

(Ф 03.02-02)

№ пор.	Прізвище ім'я по-батькові	Підпис ознайомленої особи	Дата ознайомлення	Примітки

### АРКУШ РЕЄСТРАЦІЇ РЕВІЗІЙ

(Ф 03.02-04)

№ пор.	Прізвище ім'я по-батькові	Дата ревізії	Підпис	Висновок щодо адекватності

### АРКУШ ОБЛІКУ ЗМІН

(Ф 03.02-03)

№ зміни	№ листа (сторінки)				Підпис особи, яка внесла зміну	Дата внесення зміни	Дата введення зміни
	Зміненого	Заміненого	Нового	Анульованого			

### УЗГОДЖЕННЯ ЗМІН

(Ф 03.02-32)

	Підпис	Ініціали, прізвище	Посада	Дата
Розробник				
Узгоджено				
Узгоджено				
Узгоджено				