

SYLLABUS OF THE COURSE

ENTREPRENEURSHIP IN THE FIELD OF TRADE AND INTERMEDIARY SERVICES

Level of higher education: first (bachelor).

Speciality: – 076 Entrepreneurship, trade and exchange activities

Educational program – Entrepreneurship and commercial activity.

Discipline status – obligatory.

Lecturer: Krahmalova Nina Anatoliivna, associate professor of entrepreneurship and business department.

1. Course annotation:

Semester: 7,8.

Module volume : total number of hours – 270, of them: lectures – 36 hours, practical – 60 hours, individual work of a student –174 hours; number of ECTS credits – 9.

The purpose of the course: formation of a system of knowledge, skills and abilities of future specialists in the organization of entrepreneurship in the field of trade and intermediary services, acquisition of skills: activities in the interaction of subjects of market relations; definition and performance of professional tasks on the organization of activity of business, trade and exchange structures; formation of a business plan, assessment of market conditions and performance in the field of entrepreneurship, trade and exchange practices, taking into account the risks.

The results of discipline' studying:

to know: forms of interaction of subjects of market relations to provide the activity of business, trade and exchange structures;

be able: to solve professional tasks on the organization of business activities, trade and exchange structures and solve problems in crisis situations, taking into account external and internal influences;

be able to demonstrate: ability to carry out activities in the interaction of subjects of market relations; development of business planning, assessment of market conditions and results of activities in the field of entrepreneurship, trade and exchange practice, taking into account the risks;

to possess the skills in: solving professional problems in organizing the activities of business, trade and exchange structures and solving problems in crisis situations, taking into account external and internal influences; basics of business planning, assessment of market conditions and performance of business, trade and exchange structures, taking into account risks.

Required training components (prerequisites, co-requisites, post-requisites): innovative entrepreneurship, commodity science, organization of trading, entrepreneurship and business law, logistics.

Course content: Topic 1. Market principles of entrepreneurship. Topic 2. Features of the organization and development of trade and intermediary activities. Topic 3. Participation of intermediaries in the distribution process. Topic 4. Stimulation of intermediaries. Topic 5. The essence of wholesale trade. Topic 6. Basic methods of wholesale trade. Topic 7. Features of the organization of retail trade. Topic 8. The concept and types of trade and intermediary services. Topic 9. Remuneration for the provision of trade and intermediary services. Topic 10. Evaluating the effectiveness of trade and intermediary services. Topic 11. Characteristic features of stock trading. Topic 12. Activities of intermediaries in the stock market. Topic 13. The essence of the activities of brokerage offices in the field of stock trading. Topic 14. Types and features of trade and intermediary services in the market of exchange trade. Activities of online intermediaries.

Types of training lessons: lecture, practical, consultation.

Forms of final control: exam (semester 7), exam (semester 8).

Tools for diagnosing studying success: individual tasks, list of questions and sets of test tasks for thematic and final controls.

Language of studying: Ukrainian

2. Assessment:

Distribution of points received by students 7 semester

Current assessment and individual work							MC (test)	Exam	Sum
T 1	T 2	T 3	T 4	T 5	T 6	T 7			
8	10	8	8	6	14	16	20	10	100

8 semester

Current assessment and individual work							MC (test)	Exam	Sum
T 8	T 9	T 10	T 11	T 12	T 13	T 14			
9	10	9	12	14	10	16	20	10	100

Distribution of discipline' points (7 semester)

Types of assessment	T1	T2	T3	T4	T5	T6	T7	Total
Practical task (problem)	-	-	-			10	10	20
Digest	4	4		-	-	-	-	8
Presentations (essay, tasks)	-	-	2	2	2	-	-	6
Tasks for individual work	4	6	6	6	4	4	6	36
Modular control (test)								20
Exam								10
Total of discipline								100

Distribution of discipline' points (8 semester)

Types of assessment	T 8	T 9	T 10	T 11	T 12	T 13	T 14	Total
Practical task (problem)	5	-	5	-	10	-	10	20
Digest		4		4		4		12
Tasks for individual work	4	4	4	6	4	4	6	32
Presentations (essay, tasks)	-	2	-	2	-	2		6
Modular control (test)								20
Exam								10
Total of discipline								100

Exam assessment criteria:

The exam is conducted in the form of testing and is evaluated from 0 to 10 points.

Total number of test questions is – 20.

Each correct answer is worth of 0.5 point.

The maximum score is 10 points.

Compliance with the scales for assessing the quality of learning material

Score on a national scale for exam, TP, CW / offset /	Score in points	Evaluation on the ECTS scale	Explanation
Perfectly/credited	90-100	A	Perfect (excellent performance with only a small number of mistakes)
Good/credited	82-89	B	Very good (above average with several mistakes)
	74-81	C	Good (in general correct execution with a number of significant mistakes)
Satisfactorily / credited	64-73	D	Satisfactorily (not bad, but with a significant number of mistakes)
	60-63	E	Enough (execution meets the minimum criteria)
Unsatisfactorily / not credited	35-59	FX	Unsatisfactorily (with the possibility of reassembly)
	0-34	F	Unsatisfactorily (with mandatory re-study of the discipline)

3. Course policy:

3.1. Mandatory observance of academic integrity by students, namely:

- independent execution of all types of work, tasks, forms of control provided by the work program of this discipline;
- links to sources of information in the case of the use of ideas, developments, statements, information;
- providing reliable information about the results of their own educational activities, used research methods and sources of information.

3.2. In order to obtain a minimum positive grade from the discipline it is necessary to get a minimum number of points for each topic and modular control. Obtaining the maximum grade in the discipline is possible in the case when practical tasks are performed in full and all types of control on each topic are compiled.

3.3. In case of untimely performance of works, the number of points scored is reduced according to the term of late delivery of the task.

3.4. Postponement of the deadline for submission of works:

- possible extension of the deadline for submission of works for valid reasons (hospital, academic mobility), which must be notified to the lecturer in advance,
- without good reason - the number of points scored is reduced by 30%.

3.5. When plagiarism is detected, the student's work is returned back and a new task is issued.

3.6. Missed classes are completed by the student in accordance with the individual schedule agreed with the teacher in case of insufficient points to obtain a minimum positive grade in the discipline.

3.7. The appeal of the assessment is as follows: a student makes a request to the lecturer, who reviews the available results of the student's educational activities to be assessed, and under objective conditions (detected technical errors) the scores may increase. If the student claims a higher score and considers the evaluation of the results of his educational activities by the lecturer biased, the department creates a commission of three scientific-pedagogical members, which offers the student to demonstrate the acquired knowledge, skills and abilities from this discipline in a certain form (oral or written). Scores may increase if the student confirms the level of knowledge declared by him.