

FEDERAL AGENCY OF RAILWAY TRANSPORT
Federal State-Financed Organization of Higher Education

«Irkutsk State Transport University»

**ANNOTATIONS OF DISCIPLINES AND PRACTICES
PROGRAMS**

MAJOR PROFESSIONAL PROGRAM OF HIGHER EDUCATION

Major

38.04.02 Management

Master Degree Program

«Logistics and Commerce»

Graduate Qualification – Master Degree

Master Degree Program – Applied Program

Professional Standard – 40.049 «Transport Logistics Specialist»

Education Form – full-time

Training Start – 2019

Study Duration – 2 years

Total complexity – 120 credits

Graduated Department – «Management»

Irkutsk 2019

Annotation of the work program of the discipline

B1.B.01 «Managerial Economics»

1 Goals and objectives of the development of the discipline «Managerial Economics».

Objectives to master the discipline:

– formation of general cultural and general professional competences in the field of research of the economic environment of the organization;

Development of professional competence in managing divisions of the organization and groups of employees.

Tasks of mastering the discipline:

– the study of the laws of development of the modern economy and the general principles of behavior of economic agents of the market;

– the formation of management skills of organizations and their units;

– formation of abilities to substantiate decisions made for the implementation of financial and economic policy and production management.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Management Economics» is aimed at the formation of competencies

Code competencies	Content of competence
GCC -1	competence of abstract minding, analysis, synthesis
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic tasks
PC-3	competence of using modern methods of corporate finance management to solve strategic problems

As a result of mastering the discipline, the student must:

know:

– methods of justifying the relevance and practical significance of research activities;

– the essence of the management methods of divisions and teams of employees;

– the content of the main stages of the management of the enterprise in a competitive economic relations;

be able to:

– to collect, process and analyze information on the tasks of managing an enterprise and individual groups of employees;

– assess the state of economic agents and the global environment;

– apply existing economic knowledge in the development of management actions;

own:

– methods for assessing the efficiency of production in the enterprise;

– methods to improve the efficiency of production of a commercial enterprise.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 Comprehensive analysis of the economic activity of the enterprise.

Section 2 Comprehensive analysis of enterprise funds.

Section 3 Comprehensive analysis of staffing.

Section 4 Comprehensive analysis of current activities.

Section 5 Comprehensive Analysis of Innovations.

Annotation of the work program of the discipline

B1.B.02. «Theory of Organization and Organizational Behaviour»

1 Goals and objectives of the development of the discipline «Theory of Organization and Organizational Behaviour».

Objectives to master the discipline:

– the formation of a complex of managerial competencies that allow effective use of the laws of the organization and prevent negative manifestations of organizational contradictions.

Tasks of mastering the discipline:

– Mastering organizational models and models of organization, life cycle theory;
– Knowledge of the laws of the organization, as well as mastering the practical skills of organizing teamwork and diagnosing organizational problems.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Organization Theory and Organizational Behavior» is aimed at the formation of competences

Code competencies	Content of competence
GCC -1	competence of abstract minding, analysis, synthesis
GCC-2	willingness to act in non-standard situations, to bear social and ethical responsibility for the decisions made
GPC-2	is ready to lead a team in its professional field, tolerantly perceiving social, ethnic, confessional and cultural differences ability to manage organizations, departments, groups (teams) of employees, projects and networks
PC-1	the ability to use quantitative and qualitative methods to conduct applied research and business process management, to prepare analytical materials on the results of their use

As a result of mastering the discipline, the student must:

know:

- models of organizations;
- Stages of the life cycle of the organization;
- laws of organization development;

be able to:

- apply the laws of the organization;
- organize teamwork to solve managerial tasks;
- to diagnose organizational problems and organizational development opportunities;

own:

- skills to apply knowledge of the laws of the organization to manage organizations;
- skills necessary for collective and tolerant decision-making in the interests of the organization;
- ability to work effectively individually and as a member of teams.

3 The overall complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 General concepts of the theory of organizations.

Section 2 Laws of the organization.

Section 3 Organizational Development.

Section 4 Organizational Behavior.

Annotation of the work program of the discipline
B1.B.03 «Research Methods in Management»

1 Goals and objectives of the development of the discipline «Research Methods in Management».

Objectives to master the discipline:

- formation of a general systemic view of management problems in the modern period of development of a market economy;
- training in methods and techniques of research of management systems of organizations;
- development of research skills of future specialists in the field of management.

Tasks of mastering the discipline:

- the study of analytical and intuitive research methods;
- the formation of skills for the analysis of management information;
- development of skills for conducting independent research in the field of management.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Methods of research in management» is aimed at the formation of competencies

Code competences	Content of competence
GCC-1	competence of abstract minding, analysis, synthesis
GCC-2	readiness for acting in nonordinary situation, taking the social and ethic responsibility for the made decisions
GCC-3	readiness for self-development, self-actualization, creativity
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of mastering the discipline, the student must:

know:

- basic concepts within the course;
- analytical research methods in management;
- research methods based on knowledge and intuition;

be able to:

- process empirical and experimental data;
- to systematize and summarize scientific information related to the research subject;
- to characterize the processes of self-development and self-realization in the framework of research in management;

own:

- analysis and synthesis skills;
- self-study skills;
- quantitative and qualitative analysis skills for making management decisions.

3 The total complexity of the discipline is 4 credits, 144 hours.

4 Content of the discipline.

Section 1 Introduction to the course.

Section 2 Quantitative methods for analyzing business processes.

Section 3 Qualitative methods for analyzing business processes.

Section 4 Methods of preparation and presentation of analytical materials.

Annotation of the work program of the discipline

B1.B.04 «Foreign Language»

1 Goals and objectives of the development of the discipline «Foreign Language».

Objectives to master the discipline:

- improving the initial level of English proficiency achieved at the previous level of education;
- Mastering the necessary and sufficient level of communicative competence to solve social and communicative tasks in the field of professional and scientific activities;
- Mastering the necessary and sufficient level of communicative competence for further self-education.

The tasks of mastering this discipline are:

- improving the skills and abilities of monological and dialogical expressions;
- improving the skills of the student, viewing and search reading of texts of personal, professional and scientific interest;
- improving the skills of providing project material on professional and scientific topics;
- increasing the level of academic autonomy, the ability to self-education;
- development of cognitive and research skills; development of information culture.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Foreign Language» is aimed at the formation of competencies

Code competencies	Content of competence
GCC-3	readiness for self-development, self-realization, use of creative potential
GPC-1	readiness for communication in oral and written forms in Russian and foreign languages to solve problems of professional activity

As a result of mastering the discipline, the student must:

know:

- complete system of methods of self-development and self-education in the field of the «Foreign Language» discipline;
- basic grammatical constructions and the rules for their translation into Russian;
- a lexical minimum of a general, general scientific and terminological nature;
- format of written genres (essay, abstract to a scientific article) on the subject of scientific research;

be able to:

- to formulate and implement priority goals of self-development and self-education;
- speak out on professional and scientific topics;
- use working information sources;
- express and argue their own opinions;

own:

- methods of adaptation of the process of self-development and self-education, mastered in a ho-de of studying the discipline «Foreign Language», to other educational disciplines of the course;
- skills of public presentation and discussion of the results of scientific research in English.

3 The total complexity of the discipline is 6 credits, 216 hours.

4 Content of the discipline.

Section 1 Logistics. Supply Chain Management. (Logistics. Chain management post-wGCC).

Section 2 Functions of Logistics.

Section 3 Commercial Activities and Types of Contracts (Commercial activities and types of contracts).

Section 4 My Scientific Career.

Section 5 Scientific Communication (The Concept of Scientific Communication).

Section 6 My Master's Research.

Annotation of the work program of the discipline

B1. V.01 «Corporate Finance»

1 Goals and objectives of the development of the discipline «Corporate Finance».

Objectives to master the discipline:

- formation of competences for the use of modern methods of corporate finance management;
- development of the ability for strategic management of the organization based on the analysis of its financial performance.

Tasks of mastering the discipline:

- to form an idea about the specifics of the financial activities of the corporation;
- to study the features of the financial activities of the corporation;
- get an idea of the management of the financial resources of the corporation.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Corporate Finance» is aimed at the formation of competencies

Code competences	Content of competence
PC-3	competence of using modern methods of corporate finance management to solve strategic problems

As a result of mastering the discipline, the student must:

know:

- basics of corporate finance;
- rules governing the activities of the corporation;
- methods and ways of managing the financial resources of the organization;

be able to:

- to collect, process and analyze information on the tasks of managing an enterprise and individual groups of employees;
- assess the state of economic agents and the global environment;
- apply existing economic knowledge in the development of management actions in the enterprise;

own:

- methods for calculating the main indicators of financial performance;
- methods for determining the main directions of improving financial efficiency;

3 The total complexity of the discipline is 3 credit units, 108 hours.

4 Contents of the discipline.

Section 1 Theoretical foundations of corporate finance.

Section 2 Corporate Finance Management.

**Annotation of the work program of the discipline
B1.V.02 «History and Methodology of Management»**

1 Goals and objectives of the discipline «History and Methodology of Management».

Objectives to master the discipline:

- the formation of the competence of the management team in the field of professional activity and on the basis of studying the theory of management;
- learning the basics of conducting independent research.

Tasks of mastering the discipline:

- understanding by the future graduate of the unified theoretical and methodological foundations of the management, its object, subject, essence, content, research methods in management and management methods;
- understanding of the newest management concepts of the XXI century;
- formation of a holistic view of management as a science, practice and art of management;
- adaptation of key management problems to the needs and objectives of the implementation of socio-economic processes in our society at the present stage.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «History and Methodology of Management» is aimed at the formation of competencies

Code competences	Content of competence
OPC-2	readiness to manage the professional team, perceiving social, ethnic and confessional differences tolerantly
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-1	competence of managing organization, department, team, project and networking

As a result of mastering the discipline, the student must:

know:

- the main results of the latest research on management issues;
- basic concepts, paradigms and management theories, including theories of motivation, group dynamics, team building, communications, leadership and conflict management;
- basic management techniques for departments and employees;

be able to:

- identify promising areas of research, substantiate the relevance, theoretical and practical significance of the problem under study;
- formulate hypotheses, conduct empirical and applied research;
- process empirical and experimental data;
- choose methods of managing employees (or their teams) in the implementation of a project or program;
- analyze management concepts;

own:

- ability to conduct research, processing and presentation of empirical data;
- ability to choose methods of managing employees (or their teams) in the implementation of a project or program;
- ability to create teams and working groups in groups with social, religious, ethnic features.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 General issues of management methodology. Classical school and national school of management.

Section 2 Process, system, situational approaches to management.

Section 3 Practice of team building processes in project and network management.

Annotation of the work program of the discipline
B1.V.03 «Low Regulation of External Economic Activity»

1 Goals and objectives of the development of the discipline «Low Regulation of External Economic Activity».

Objectives to master the discipline:

– the formation of competence, involving the mastery of knowledge in the field of legal regulation of foreign economic activity;

– developing a respectful attitude towards law and intolerance towards any violation of the law.

Tasks of mastering the discipline:

– achievement by students of a comprehensive understanding of the mechanism of legal regulation of foreign economic activity;

– the formation of the ability to interpret legal norms and analyze the practice of their application;

– development of decision-making skills and other legal actions in strict compliance with the law, to ensure compliance with the law in the process of foreign economic activity.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Legal regulation of foreign economic activity» is aimed at the formation of competences

Code competences	Content of competence
GCC-2	readiness to manage the professional team, perceiving social, ethnic and confessional differences tolerantly
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation

As a result of mastering the discipline, the student must:

know:

– mechanism of legal regulation of foreign economic activity;

– main regulatory legal and international legal documents in the field of foreign economic activity;

– the grounds and procedure for bringing to legal responsibility for violations in the field of foreign economic activity;

be able to:

– to be guided in the system of legislation and international legal acts regulating the sphere of foreign economic activity;

– interpret and apply legal norms to specific situations arising in the sphere of foreign economic activity, legally correctly qualify relevant facts and circumstances;

– make decisions and take legal action in strict accordance with the law in the field of foreign economic activity;

– search for regulatory documents necessary for the development of corporate strategy, organizational development and change programs;

own:

– ability to work with sources of legal regulation of foreign economic activity;

– the ability of social interaction on the basis of accepted in the society of moral and legal norms in the field of foreign economic activity;

– the ability to analyze various legal phenomena, legal facts, legal norms and legal relations that are objects of foreign economic activity.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 Concept, sources, methods and subjects of foreign economic activity.

Section 2 Legal regulation of certain types of foreign economic activity.

Section 3 Resolving International Commercial Disputes.

Section 4 Knowledge Control.

Annotation of the work program of the discipline
B 1.V.04 «Strategic Management of Logistics»

1 Goals and objectives of the development of the discipline «Strategic Management of Logistics».

Objectives to master the discipline:

- formation of knowledge and abilities in the field of strategic logistics;
- development of abilities to analyze the behavior of counterparties in a market environment.

Tasks of mastering the discipline:

- the study of the basic concepts, concepts and methods of strategic management of logistics and supply chains;
- formation of knowledge in the field of solving strategic problems using corporate finance management methods;
- preparing students for the management of logistics enterprises.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Strategic Logistics Management» is aimed at the formation of competencies

Code competences	Content of competence
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation
PC-3	competence of using modern methods of corporate finance management to solve strategic problems
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

- the place and role of strategic management in the economic cycle of resources;
- functional dependence of a commercial system on its initial constituent elements, their combination, financial ties and the quality of the functions performed;
- marketing principles in the organization of strategic management; method of application and evaluation of the effectiveness of the application of strategies;
- sectoral approach to information and methodological support of strategic logistics management;
- organizational structures of management of commercial services of industrial enterprises, the order of interaction of commercial services with other departments;
- features of the organization of the process of strategic management and interaction with the subjects of the market infrastructure;

be able to:

- analyze and use the information base for the organization of strategic activities of a sectoral enterprise;
- predict, plan and carry out commercial business operations, taking into account consumer tastes, preferences, possible risks, social and corporate responsibility for the results of their work;

own:

- basics of strategic management based on laws and categories of market economy;
- skills of self-mastering new knowledge in the field of strategic management;
- methods of strategic management of various corporate structures;
- methods of substantiating strategic decisions in the field of logistics.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 Introduction General concepts related to strategic management in logistics.

Section 2 Concepts and sequence of development of the logistics strategy of the organization.

Section 3 The place and functions of controlling in the management system of the logistics system.

Section 4 Strategic management of logistics systems.

Section 5 Development of a balanced scorecard, and the KPI structure of the logistics firm.

Section 6. Organization of management of logistics services.

Annotation of the work program of the discipline

B1.V.05 «Human Resource Management»

1 Goals and objectives of the development of the discipline «Human Resource Management».

Objectives to master the discipline:

- formation of knowledge of the essence, content and technology of personnel management;
- formation of abilities to solve non-standard applied tasks in the field of human resource management.

Tasks of mastering the discipline:

- formation of a holistic view of the work with the human resources of the organization;
- training in modern methods, techniques, human resource management technologies in the organization.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Human Resource Management» is aimed at the formation of competences

Code competences	Content of competence
GCC-2	readiness for acting in nonordinary situation, taking the social and ethic responsibility for the made decisions
GPC-2	readiness to manage the professional team, perceiving social, ethnic and confessional differences tolerantly
PC-1	competence of managing organization, department, team, project and networking

As a result of studying the discipline, the student must

know:

- methods of managing the team in their professional activities,
- tolerantly perceiving social, ethnic, confessional and cultural differences;
- methods of managing organizations, divisions, groups (teams) of collaborators, projects and networks;
- forms of management of organizations, divisions, groups (teams) of collaborators, projects and networks;
- methods for evaluating the management of organizations, divisions, groups (team-mi) of employees, projects and networks;
- management decision making methods;

be able to:

- determine the goals and objectives of the team in accordance with the strategic plans of the organization;
- apply the methods of management of organizations, divisions, groups (com-mandi) of employees, projects and networks;
- apply forms of management of organizations, divisions, groups (teams) of employees, projects and networks;
- apply ways to act in non-standard situations;

own:

- the ability to apply the methods of management of organizations, departments, groups (teams) of employees, projects and networks;
- skills to apply team management methods in their professional activities;
- skills to apply team management methods in their professional activities;
- the ability to apply ways to act in unusual situations.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 Personnel technology in human resource management.

Section 2 Personnel Development Management Technology.

Annotation of the work program of the discipline

B1.V.06 «Supply Management»

1 Goals and objectives of the development of discipline «Supply Management».

Objectives to master the discipline:

– development of competences in the field of planning, organization, regulation and control over the process of formation, regulation of receipt and distribution of material resources of enterprises and organizations;

– training in the ability to apply this knowledge to solve applied problems in organizing effective management in the field of logistics.

Objectives of the discipline:

– mastering the theoretical aspects of enterprise stock management;

– studying the process of inventory movement and indicators of stock status

– mastering the methods of determining the volume of demand for stocks;

– study of costs associated with stocks;

Mastering the methods of calculating the order for stock replenishment.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Supply Management» is aimed at the formation of competencies

Code competences	Content of competence
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

– methods for conducting applied research and managing business processes for planning, organizing, regulating and controlling the process of forming, regulating the receipt and distribution of enterprises' resources;

– methods of economic and strategic analysis of the behavior of economic agents and markets in the global environment;

be able to:

– develop management decisions in the business processes of planning, organizing, regulating and controlling the process of forming, regulating the receipt and distribution of resources of enterprises;

– assess the state of use of the material resources of economic agents and markets in the global environment;

own:

– means of making management decisions in business processes based on the results of practical activities of the enterprise and the preparation of analytical materials on the results of their use;

– methods of economic and strategic analysis of the process of formation, regulation of income and distribution of material resources of economic agents and markets in a global environment.

3 The total complexity of the discipline is 4 credits, 144 hours.

4 Content of the discipline.

Section 1 Stocks as a management object.

Section 2 Determining the volume of demand for stocks.

Section 3 Inventory Management Models.

*Annotation of the work program of the discipline
B1.V.07 «Commerce Management»*

1 Goals and objectives of the development of the discipline «Commerce Management».

Objectives to master the discipline:

- the formation of skills in the field of business management and their further use in the professional activity of the student;
- developing abilities for independent research in organizing commercial activities by various business entities, developing strategies for their development, forecasting the situation, assessing possible risks and finding ways to prevent them.

Tasks of mastering the discipline:

- the study of the main types and directions of commercial activity in the sphere of commodity circulation;
 - teaching the process of justifying the choice of strategy and methods of commercial activity;
- The study of the regulatory framework of state regulation and control of commercial activities; study of business risk management.

2 Requirements for the results of the development of academic discipline.

Mastering the discipline «Commerce Management» is aimed at the formation of competencies

Code competences	Content of competence
PC-3	competence of using modern methods of corporate finance management to solve strategic problems
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

- methods for conducting applied research and managing business processes for planning, organizing, regulating and controlling the process of forming, regulating the receipt and distribution of enterprises' resources;
- methods of economic and strategic analysis of the behavior of economic agents and markets in the global environment;
- modern methods of corporate finance management within the strategy;

be able to:

- develop management decisions in the business processes of planning, organizing, regulating and controlling the process of forming, regulating the receipt and distribution of resources of enterprises;
- assess the state of use of the material resources of economic agents and markets in the global environment;

own:

- means of making management decisions in business processes based on the results of practical activities of the enterprise and the preparation of analytical materials on the results of their use;
- methods of economic and strategic analysis of the process of formation, regulation of receipt and distribution of material resources of economic agents and markets in the global environment;
- ability to apply appropriate methods of strategic corporate finance management.

3 The total complexity of the discipline is 4 credits, 144 hours.

4 Content of the discipline.

Section 1 Methodological foundations of commercial activities.

Section 2 State regulation and legal support of commercial activities.

Section 3 Information support of commercial activities.

Section 4 Organization of management of commercial activities of enterprises.

Section 5 Innovations in the commercial activity of an enterprise.

Section 6 Commercial risks.

Section 7 Evaluation of the effectiveness of the commercial activity of the enterprise.

Annotation of the work program of the discipline

B1.V.08 «Current Strategic Analysis»

1 Goals and objectives of the development of the discipline «Current Strategic Analysis».

Objectives to master the discipline:

– development of organizational management competencies based on the use of modern methods of strategic analysis.

Tasks of mastering the discipline:

– development of skills in the field of research on the behavior of economic agents of the market in the external environment;

– training in the organization's management methods, based on the analysis of its competitiveness;

– development of skills in the development of corporate strategies.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Current Strategic Analysis» is aimed at the formation of competences

Code competences	Content of competence
OK-1	competence of abstract minding, analysis, synthesis
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

- concept and principles of strategic analysis;
- classification of models of behavior of economic agents and markets;
- main methods of competitive analysis;

be able to:

- process empirical and experimental data in the study of economic agents of the markets;
 - conduct empirical and applied research in the field of strategic management;
- To analyze and develop the strategy of the organization at various levels of government;

own:

- ability to conduct research in the process of strategic management of the organization;
- methods for building models of organization management;
- methods for developing corporate strategies.

3 The total complexity of the discipline is 3 credits, 108 hours.

4 Content of the discipline.

Section 1 Introduction to strategic analysis.

Section 2 Strategic analysis of competition to ensure the competitiveness of the company.

Annotation of the work program of the discipline
B1.V.DV.01.01 «Intellectual technologies in management»

1 Aims and objectives of the development of the discipline «Intellectual technology in management».

Objectives to master the discipline:

– obtaining knowledge in the field of application of artificial intelligence for solving management problems.

Tasks of mastering the discipline:

– formation of competences in the field of solving managerial tasks by means of artificial intelligence;

– formation of ideas about management tasks solved on the basis of artificial intelligence technologies;

– formation of ideas about the development trends of artificial intelligence in logistics.

2. Requirements for the results of mastering the discipline.

Mastering the discipline «Intellectual technologies in management» is aimed at the formation of competencies

Code competences	Content of competence
OK-3	readiness for self-development, self-realization, use of creative potential
GPC-3	readiness for oral and written communication in Russian and Foreign to solve professional tasks
PC-1	competence of managing organization, department, team, project and networking

As a result of mastering the discipline, the student must:

know:

- basic concepts underlying the application of artificial intelligence methods in management;
- the possibility of using artificial intelligence technologies for management activities;
- features of the use of artificial intelligence technologies in managing teams;

be able to:

- to present their ideas about the methods of artificial intelligence in management;
- use artificial intelligence technologies for managerial activities;
- to adapt the technologies of artificial intelligence to the peculiarities of managerial tasks;

own:

- artificial intelligence technologies used in management;
- methods and means of solving managerial tasks using artificial intelligence;
- instrumental tools for solving managerial tasks based on artificial intelligence.

3 The total complexity of the discipline is 3 credits, 108 hours.

4 Content of the discipline.

Section 1 Artificial Intelligence in Management.

Section 2 Expert systems (ES) in management.

Section 3 Pattern Recognition in Solving Social, Economic, and Managerial Tasks.

Section 4 Neural Network Technology.

Annotation of the work program of the discipline
B1.V.DV.01.02 «Imitative Modeling of Supply Chain»

1 Goals and objectives of the development of the discipline «Imitative Modeling of Supply Chain».

Objectives to master the discipline:

– formation of theoretical and practical knowledge in the field of simulation of supply chains, organization, regulation and control of logistics processes.

Tasks of mastering the discipline:

– development of abilities to solve applied problems in the field of supply chain management on the basis of simulation methods;

– mastering the methods and technologies of simulation modeling.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Imitative Modeling of Supply Chain» is aimed at the formation of competences

Code competences	Content of competence
GCC-3	readiness for self-development, self-realization, use of creative potential
GPC-3	readiness for oral and written communication in Russian and Foreign to solve professional tasks
PC-1	competence of managing organization, department, team, project and networking

As a result of mastering the discipline, the student must:

know:

- tasks of simulation modeling as applied to problems of logistics;
- simulation methods used in supply chain management;
- problems and limitations of the use of simulation modeling in logistics;
- basic principles of network modeling and design;

be able to:

- identify practical problems solved on the basis of simulation technology;
- choose simulation methods for solving managerial problems;
- solve tasks with the help of appropriate tools;

own:

- methods for solving logistical problems using simulation modeling;
- instrumental means of solving scientific and managerial problems based on simulation methods.

3 The total complexity of the discipline is 3 credits, 108 hours.

4 Content of the discipline.

Section 1 Simulation method.

Section 2 Simulation technology.

Section 3 Simulation tools.

Section 4 Application of simulation to solve problems of logistics and supply chain management.

Annotation of the work program of the discipline

B1.V.DV.02.01 «Logistic outsourcing»

1 Goals and objectives of the development of the discipline «Logistic outsourcing».

The objectives of the discipline:

– mastering the theoretical and practical systemic knowledge in the field of content outsourcing in logistics;

– formation of readiness to implement the acquired skills in the management of existing logistics business processes of the company in terms of the strategy of logistics outsourcing.

Tasks of the discipline:

– the study of the theoretical foundations of logistics outsourcing;

– mastering the basic terms and concepts; development of forms and types of outsourcing; study of the scope of application of logistics outsourcing;

– mastering the features of the logistic outsourcing process;

– mastering the methods of economic substantiation of logistics outsourcing.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Logistic outsourcing» is aimed at the formation of competencies

Competence code	Content of the Competence
OK-1	competence of abstract minding, analysis, synthesis
PC-4	compenctce of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student should:

know:

– the basic methods of abstract thinking, analysis and synthesis; methods of applied research and business process management planning, organization, regulation and control over the process of formation, regulation of the receipt and allocation of resources of enterprises;

– methods of economic and strategic analysis of the behavior of economic agents and markets in the global environment;

be able to:

– abstractly think, perceive and summarize information, analyze, set a goal and choose ways to solve it; develop management decisions in business processes of planning, organizing, regulating and controlling the process of forming, regulating the receipt and distribution of resources of enterprises;

– assess the state of use of material resources of economic agents and markets in the global environment;

own:

– methods of abstract thinking, analysis and synthesis, including methods of social, humanitarian, economic and other disciplines and the ability to draw conclusions from the results of their use;

– means of making management decisions in business processes based on the results of practical activities of the enterprise and the preparation of analytical materials on the results of their use;

– methods of economic and strategic analysis of the process of formation, regulation of income and distribution of material resources of economic agents and markets in the global environment.

3 The total complexity of the discipline is 2 credits, 72 hours.

4 Content of the discipline.

Section 1 Current trends in business outsourcing. The main characteristics of the forms and types of outsourcing.

Section 2 Features of the application of outsourcing in logistics.

Section 3 Regulation of outsourcing activities in logistics.

Section 4 Current trends in the development of the logistics services outsourcing market.

*Annotation of the work program of the discipline
B1.V.DV.02.02 «Risk Management in Supply Chain»*

1 Goals and objectives of the development of the discipline «Risk Management in Supply Chain».

Objectives to master the discipline:

– mastering a holistic view of existing technologies for identifying and formalizing risk events in supply chains;

– formation of knowledge about the methods of control and risk management in supply chains.

Tasks of mastering the discipline:

– study of the methodological foundations of logistics risk management in supply chains;

– development of risk management skills in supply chains and their use in their professional activities.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Risk management in supply chains» is aimed at the formation of competences

Code competences	Content of competence
GCC-1	competence of abstract minding, analysis, synthesis
GCC-2	readiness for acting in nonordinary situation, taking the social and ethic responsibility for the made decisions
PC-1	competence of managing organization, department, team, project and networking

As a result of mastering the discipline, the student must:

know:

– the essence and content of abstract thinking, analysis and synthesis;

– fundamentals of organizational and managerial activities in non-standard situations, including ethics and social responsibility issues;

– methods of managing organizations, divisions, groups (teams) of collaborators, projects and networks;

be able to:

– abstractly think, perceive and summarize information, analyze;

– make adequate decisions in non-standard situations and bear responsibility for them;

– to process information about the commercial activities of organizations, divisions, groups (teams) of employees, projects and networks;

own:

– methods of abstract thinking, analysis and synthesis, including methods of social, humanitarian, economic and other disciplines;

– methods of abstract thinking, analysis and synthesis, including methods of social, humanitarian, economic and other disciplines;

– theoretical knowledge in the volume, allowing to conduct organizational and managerial work in a team at a high modern level and make adequate decisions in non-standard situations;

– information processing methods for developing management decisions within the framework of the commercial activities of organizations, divisions, groups (teams) of employees, projects and networks.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 «Risk» as an economic category.

Section 2 Logistics risk management methods.

Section 3 Features of risk management in the field of logistics services.

Annotation of the work program of the discipline
B1.V.DV.03.01 «Methods and Models of Logistic Flow Optimization»

1 Goals and objectives of the development of the discipline «Methods and Models of Logistic Flow Optimization».

Objectives to master the discipline

– development of analytical skills in the services of the management of organizations of any organizational and legal form, based on the use of economic and mathematical modeling and aimed at streamlining processes.

Tasks of mastering the discipline:

– training in the methods of economic and mathematical modeling of streaming processes;
– development of skills for the practical application of methods of mathematical modeling;
development of abilities to make managerial decisions on optimization of material and service flows.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Methods and models of streamlining processes optimization» is aimed at the formation of competencies

Code competences	Content of competence
GCC-1	competence of abstract minding, analysis, synthesis
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of mastering the discipline, the student must:

know:

– basic techniques of a formalized (abstract) description of the objects and phenomena under study in the language of mathematics;
– stages of economic and mathematical modeling of optimization problems of streaming processes;
– models and methods for solving the problem of determining the optimal batch size of the bet;
– main methods and models of the theory of queuing systems (with failures and with a queue);
– model and methods for solving the maximum flow problem;
– methods of presenting analytical materials on the results of the application of economic and mathematical methods;

be able to:

– solve typical problems of determining the optimal lot of delivery;
– receive standard mathematical models of queuing systems (with refusals, with a queue) and conduct an analysis of the effectiveness of their work;
– solve the problem of the maximum flow in the logistics network;
– present the results of solving typical optimization problems;

own:

– ability to conduct applied research and control of streaming processes using programmatic economic-mathematical methods and models when carrying out analytical work in the services of the administrative apparatus of organizations of any organizational and legal form;
– methods of making management decisions aimed at optimizing material and service flows.

3 The complexity of the discipline is 2 credits, 72 hours.

4 Content of the discipline.

Section 1 Inventory Management Models.

Section 2 Models of queuing systems.

Section 3 Methods to optimize flows in networks.

Annotation of the work program
B1.V.DV.03.02 «Mathematical Modeling of Supply Chain»

1 Goals and objectives of the «Mathematical Modeling of Supply Chain».

Objectives to master the discipline:

– formation of abilities necessary for analytical activity in the services of the management of organizations of any organizational and legal form, based on the use of economic and mathematical modeling and aimed at optimizing the flow processes in supply chains.

Tasks of mastering the discipline:

- training in the methods of economic activity;
- development of skills;
- flow of supply chains.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Mathematical modeling of supply chains» aimed at the formation of competences

Code competences	Content of competence
GCC-1	competence of abstract minding, analysis, synthesis
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of mastering the discipline, the student must:

know:

- basic techniques of a mathematics;
- stages of economic and mathematical processes;
- B batch size;
- classical models and methods for solving transport problems;
- model and method for solving the maximum flow problem;
- methods of presenting analytical materials on the results of the application of economic and mathematical methods;

be able to:

- lot solve typical problems of delivery;
- solve the supply chain;
- solve the problem of the flow in the logistics network;
- present the results of solving typical optimization problems;

own:

- ability to carry out applied research and management of streaming processes in supply chains using software economic-mathematical methods and models in carrying out analytical activities in the services of the management of organizations of any organizational and legal form;
- ability to make management decisions aimed at optimizing material flows.

3 The complexity of the discipline is 2 credits, 72 hours.

4 Contents of the discipline.

Section 1 Inventory Management Models.

Section 2 Linear Programming Models for Supply Chains.

Section 3 Methods to optimize flows in networks.

Annotation of the work program of the discipline
BI.V.DV.04.01 «Marketing Analysis of Commerce»

1 Goals and objectives of the development of the discipline «Marketing Analysis of Commerce».

Objectives to master the discipline:

– development of analytical competencies in the field of organization of commercial activities and the development of marketing strategies for the enterprise.

Tasks of mastering the discipline:

– the formation of marketing analysis skills to manage the commercial activities of organizations;
– development of abilities in the use of quantitative and qualitative methods of conducting applied research;

– development of skills in the field of economic and strategic analysis when making decisions in the field of commerce and marketing.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Marketing Analysis of Commercial Activities» is aimed at the formation of competencies

Code competences	Content of competence
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

The place and role of the commercial system in the economic circulation of resources;

– functional dependence of a commercial system on its initial constituent elements, their combination, commercial ties and the quality of the functions performed; marketing principles in the organization of strategic management;

– methodology of application and evaluation of the effectiveness of the application of strategies;

– organizational structures of management of commercial services of industrial enterprises, the order of interaction of commercial services with other departments;

– features of the organization of the process of strategic management and interaction with the subjects of the market infrastructure;

be able to:

– analyze and use the information base for the organization of marketing of commercial activities of enterprises of industry-specific orientation;

– predict, plan and carry out commercial business operations, taking into account the consumer tastes, preferences, possible risks, and most importantly - social and corporate responsibility for the results of their labor;

To stimulate and design the commercial activity of an enterprise in the market of goods and services;

own:

– basics of commercial activity based on laws and categories of market economy;

– methods for evaluating the effectiveness of the use of strategies;

– sectoral approach to information and methodological support of commercial activities;

– methods of analyzing the functioning of the marketing of the commercial logistics chain – «purchase», «production», «stocks», «warehousing», «transport», «distribution and marketing», «service», «information»;

– methods for estimating reserves of savings from the optimization of marketing of commercial activities and the use of material and other flows in the enterprise.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 The concept of marketing analysis in commercial activities.

Section 2 Marketing analysis in the field of commodity circulation.

Section 3 Commerce sphere of material production.

Section 4 Marketing of outsourcing services in commerce.

Section 5 Marketing Marketing.

Annotation of the work program of the discipline
BI.V.DV.04.02 «Marketing Analysis in Business Planning»

1 Aims and objectives of the discipline «Marketing analysis in business planning».

Objectives to master the discipline:

– development of analytical skills in the organization of the process of business planning in marketing.

Tasks of mastering the discipline:

– development of the ability to market analysis in the implementation of business planning organizations;

– development of abilities in the use of quantitative and qualitative methods of applied research;

– development of skills in the field of economic and strategic analysis when making marketing decisions in business.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Marketing Analysis in Business Planning» is aimed at the formation of competencies

Code competences	Content of competence
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

principles of marketing in business planning;

– method of application and assessment of the effectiveness of marketing in business planning;

– sectoral approach to information and methodological support for business planning;

– organizational structures of management of commercial services of industrial enterprises, the order of interaction of commercial services with other departments;

– features of the organization of the business planning process with the subjects of the market infrastructure;

be able to:

– analyze and use the information base for organizing the business planning process of a sectoral enterprise;

– predict, plan and carry out commercial business operations, taking into account the consumer tastes, preferences, possible risks, and most importantly - social and corporate responsibility for the results of their labor;

– to stimulate and design the commercial activity of an enterprise in the market of goods and services;

own:

– the basics of business planning, based on the laws and categories of market economy;

– skills for self-mastering new knowledge in the field of business planning;

– methods of analyzing the functioning of the logistics chain – «procurement», «production», «stocks», «warehousing», «transport», «distribution and sale», «service», «information»;

– methods for estimating reserves of savings from optimization of activities and the use of material and other flows in the enterprise.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 The concept of marketing analysis in business planning.

Section 2 Marketing analysis in the field of commodity circulation.

Section 3 Commerce sphere of material production.

Section 4 Marketing of outsourcing services in commerce.

Section 5 Trade Marketing.

Annotation of the work program of the discipline

B1.V.DV.05.01 «Logistic Infrastructure Design»

1 Goals and objectives of the development of the discipline «Logistic Infrastructure Design».

Objectives to master the discipline:

– formation of organizational and managerial competencies in the development of the logistics infrastructure of organizations of various organizational and legal forms;

Improvement of competences in the development of a strategy for managing logistic in the framework of the corporate strategy of the organization.

Tasks of mastering the discipline:

– mastering the knowledge on the formation of the logistics infrastructure of organizations;

– development of skills for the development of logistics strategies in corporate organizational systems;

– development of abilities to manage a team or group of employees when developing projects to improve the logistics infrastructure;

– improvement of skills in the field of analysis of the main economic and financial indicators in terms of their relationship with the indicators of logistics and commercial activities.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Designing logistics infrastructure» aimed at the formation of competences

Code competences	Content of competence
PC-1	competence of managing organization, department, team, project and networking
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation
PC-3	competence of using modern methods of corporate finance management to solve strategic problems

As a result of mastering the discipline, the student must:

know:

– to have an idea and know the elemental composition of the logistics infrastructure;

– features of the management of the logistics infrastructure of network companies;

– principles of project management in the development of the logistics infrastructure of organizations;

be able to:

– to organize studies of the infrastructure complex of logistics and the market of transport and logistics services;

– analyze the relationship between the factors of external and internal environment of logistic companies and / or their units; develop projects for the change and development of the logistics infrastructure complex;

own:

– methods of research and analysis of factors influencing the development of projects for the development of logistics infrastructure;

– methods of analytical and project work in the field of investment infrastructure logistics complex;

– methods for assessing and controlling the use of logistics infrastructure facilities.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1 Methodology of research of infrastructure of logistic systems.

Section 2 Methodology of the formation and design of the logistics infrastructure.

Section 3 Evaluation of the effectiveness of the use of logistics infrastructure.

Section 4 Intelligent Technologies in Monitoring the Logistics Infrastructure.

Annotation of the work program of the discipline
B1.V.DV.05.02 «Business Planning of Logistic Infrastructure»

1 Goals and objectives of the development of the discipline «Business Planning of Logistic Infrastructure».

Objectives to master the discipline:

- formation of organizational and managerial competencies in the development of the logistics infrastructure of organizations of various organizational and legal forms;
- training in methods of evaluating the effectiveness of logistics infrastructure management.

Tasks of mastering the discipline:

- development of management skills of departments and groups of employees in the process of developing and implementing projects in logistics;
- consolidation of knowledge and development of skills for the formation of elements of corporate strategy in terms of managing the logistics infrastructure;
- development of the ability to manage corporate finances in terms of the logistic approach, which is expressed in the synchronization of material financial information flows.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Business planning of logistics infrastructure» is aimed at the formation of competencies

Code competences	Content of competence
PC-1	competence of managing organization, department, team, project and networking
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation
PC-3	competence of using modern methods of corporate finance management to solve strategic problems

As a result of mastering the discipline, the student must:

know:

- features of drawing up business plans in logistics and their models;
- key performance indicators of investment business projects;
- main software products used in investment design and business planning;

be able to:

- to organize studies of the infrastructure complex of logistics and the market of transport and logistics services;
- analyze the relationship between the factors of external and internal environment of logistic organizations and / or their units;
- develop projects for the change and development of the logistics infrastructure complex;

own:

- methods of research and analysis of factors influencing the development of projects for the development of logistics infrastructure;
- methods of analytical and project work in the field of investment infrastructure logistics complex;
- methods for assessing and controlling the use of logistics infrastructure facilities.

3 The total complexity of the discipline is 4 credit units, 144 hours.

4 Content of the discipline.

Section 1. Methods of research infrastructure logistics systems.

Section 2 Market research of transport and logistics services.

Section 3 Methodology for the formation of logistics infrastructure.

Section 4. Methods for evaluating the effectiveness of business projects in logistics.

Annotation of the work program of the discipline

B1.V.DV.06.01 «Logistic Engineering»

1 Goals and objectives of the development of the discipline «Logistic Engineering».

Objectives to master the discipline:

– development of analytical competencies in the application of logistic technologies in the production process.

Tasks of mastering the discipline:

- mastering the system concept of the logistics engineering of enterprises;
- the study of decision-making tools in the management of infrastructure facilities;
- development of risk assessment abilities in logistic engineering.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Logistics Engineering» is aimed at the formation of competencies

Code competences	Content of competence
PC-1	competence of managing organization, department, team, project and networking
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of studying the discipline, the student must:

know:

- theoretical and practical approaches to determining the sources and mechanisms to ensure the competitive advantage of the organization;
- the main theories and concepts of interaction of people in organizations, including issues of motivation, group dynamics, team building, communications, leadership and conflict management;
- principles of goal setting, types and methods of logistic planning;

be able to:

- analyze the logistic structure and develop proposals for its improvement;
- develop programs for implementing logistical changes and evaluate their effectiveness;
- use information obtained as a result of marketing research;

own:

- modern logistics management tools;
- methods of development and implementation of logistics programs.

3 The total complexity of the discipline is 3 credits, 108 hours.

4 Content of the discipline.

Section 1 Subject and tasks of the discipline «Logistics Engineering».

Section 2 Logistic engineering of enterprises as a system.

Section 3 Enterprise Logistics Management. System view

Section 4 Decision Making Tools in Logistics Engineering.

Section 5 Risks in Logistics Engineering.

**Annotation of the work program of the discipline
B1.V.DV.06.02 «Project management in logistics»**

1 Goals and objectives of the development of the discipline «Project management in logistics».

Objectives to master the discipline:

- formation of basic knowledge in the field of project management;
- mastering the methods of system analysis and operational tools used in project management;

Tasks of mastering the discipline:

- Mastering the system understanding of project management in logistics;
- the study of decision-making tools in the management of infrastructure facilities;
- development of risk assessment capabilities of a system logistics management project.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Project Management in Logistics» is aimed at the formation of competencies

Code competences	Content of competence
PC-1	competence of managing organization, department, team, project and networking
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of studying the discipline, the student must:

know:

- theoretical and practical approaches to determining the sources and mechanisms to ensure the competitive advantage of the organization;
- the main theories and concepts of interaction of people in organizations, including issues of motivation, group dynamics, team building, communications, leadership and conflict management;
- principles of goal setting, types and methods of logistic planning;

be able to:

- analyze the logistic structure and develop proposals for its improvement;
- develop programs for implementing logistical changes and evaluate their effectiveness;
- use information obtained as a result of marketing research;

own:

- modern logistics management tools;
- strategies for formulating strategies at the level of a business unit;
- methods of development and implementation of logistics programs based on an analysis of the logistics environment.

3 The total complexity of the discipline is 3 credits, 108 hours.

4 Content of the discipline.

Section 1 Subject and tasks of the discipline «Project management in logistics»

Section 2 Project management of enterprises as a system.

Section 3 Enterprise Logistics Management. System view

Section 4 Decision making tools in project management.

Section 5 Risks in project management.

Annotation of the work program

B2.V.01 (I) «Introductory Training obtaining primary professional skills (analytical)»

1 Goals and objectives of the practice.

Practice objectives:

– obtaining primary professional skills in analytical work in the process of researching theoretical and applied problems in managing logistic and commercial activities in organizations of various organizational and legal forms, in the field of state and municipal management.

Practice tasks:

- justification of the relevance of the chosen direction of logistics activities;
- collection, analysis and evaluation of information for the preparation and adoption of management decisions relating to the study of the chosen direction and scope of logistics activities;
- analysis of the existing organizational forms and processes of management of logistic activities;
- Selection of methods for analyzing and evaluating the effectiveness of logistics processes;
- preparation of trainees for practical training.

2 Requirements for the results of educational practice.

The practice is aimed at the formation of competencies

Code competences	Content of competence
OK-1	competence of abstract minding, analysis, synthesis
GPC-1	competence of abstract minding, analysis, synthesis
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application

As a result of the internship, the student must:

know:

- basics of analysis and synthesis as methods of scientific knowledge in professional activities;
- features of the organization of communications for solving problems of professional activity;
- methods for analyzing the efficiency of the object of study
- rules for the design of analytical materials on the results of the application of quantitative and qualitative methods of applied research and business process management;

be able to:

- to carry out the synthesis of elements of logistic systems;
- create and edit scientific and professional texts;
- abstract and annotate information;
- justify the practical significance of the study;
- draw conclusions and build hypotheses on the results of the study;

own:

- methods of analysis and systematization of information on the management of logistics systems;
- methods for creating communication materials;
- organization of the negotiation process, including the use of modern means of communication in Russian foreign languages;
- basic tools, principles and procedures for justifying the relevance and practical significance of the study;
- methods of registration of research results, the formulation of conclusions, the interpretation of results, scenario calculations of logistics projects, methods of sensitivity analysis according to predicted scenarios.

3 The total complexity of the practice is 6 credits, 216 hours.

4 Content of practice.

Preparatory stage: work with information resources; the choice of areas, institutions (organizations) - the objects of analysis.

The main stage: analysis of the direction and assessment of the effectiveness of logistics activities.

The final stage: a description of the research performed and the results obtained; consultation with the head of the practice of production and educational institutions; preparation and execution of a practice

report; review of the report by the head of the practice; differentiated credit; final practice conference; report protection.

*Annotation of the program of practical training
B2.V.02 (R) «Professional Training (the half-year Scientific Research)»*

1 Goals and objectives of the practice.

Practice objectives:

formation of competences in the field of organizing and conducting research aimed at diagnosing organizational problems and making managerial decisions.

Practice tasks:

- development of analytical skills;
- formation of general cultural competences for the use of the creative potential of the individual;
- development of skills in the provision of research results.

2 Requirements for the results of practical training.

The practice is aimed at the formation of competencies

Code competences	Content of competence
GCC-1	competence of abstract minding, analysis, synthesis
GPC-1	readiness for oral and written communication in Russian and Foreign to solve professional tasks
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application.

As a result of the internship, the student must:

know:

- classification of scientific research forms;
- research methods in logistics systems;
- ways to justify the relevance of scientific research;
- ways to justify the practical significance of scientific research;
- methods for analyzing the effectiveness of independent scientific research;

be able to:

– Set goals and formulate tasks related to the implementation of professional functions, analyze the activities in the field of logistics management systems; develop research programs in logistics management;

– conduct independent scientific research;

– Justify the relevance of scientific research; substantiate the practical significance of scientific research;

own:

– methods of compiling scientific reports, reviews, publications;

– ways of evaluating the effectiveness of managing logistics systems and commercial activities based on quantitative and qualitative research methods;

– develop research programs in the field of logistics management.

3 The total complexity of the practice is 12 credit units, 432 hours.

4 Content of practice.

Preparatory stage: the assignment of the practice; safety instruction.

The main stage.

The first stage: the development of the basic elements of research activities; preparation of abstracts for the study, defining the object, subject and problem of the study.

The second step: conducting research and analysis of the problem situation, the search for points of growth of the organization in the field of logistics and commercial activities, analytical activities in the study of logistics systems.

The third stage: a study of the organizational and managerial environment in logistics and commercial activities, ways of improving the methods of management of logistics and ways to assess their performance.

Preparation of the practice report: consultation with the practice manager; final conference.

Annotation of the work program of industrial practice

B2.V.03 (P) «Professional Training obtaining professional skills and experience (technological)»

1 Goals and objectives of the practice.

Practice objectives:

– Obtaining professional skills, skills and experience of professional activities in terms of managing the technological (logistical) process.

Practice tasks:

– development of creative potential in the process of analyzing the logistics technologies used by the organization;

– development of abilities in the field of quantitative and qualitative analysis in the conduct of applied research and business process management;

– the formation of skills for the collection, processing and presentation of quantitative data of technological (logistical) processes;

– using the results of economic and strategic analysis for the development of management decisions in commerce and logistics; acquisition of practical skills in choosing the most effective methods for solving strategic tasks.

2 Requirements for the results of the passage of industrial (technological) practice.

The practice is aimed at the formation of competencies

Code competences	Content of competence
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-3	competence of using modern methods of corporate finance management to solve strategic problems
PC-4	competence of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

As a result of the internship, the student must:

know:

– types of communications in written and oral forms in Russian and foreign languages for use in professional activities;

– Quantitative and qualitative methods for conducting applied research and business process management and prepare analytical materials on the results of their use;

– methods for analyzing the parameters of the technological (logistics or commercial) process;

– principles of corporate finance management within the framework of the management strategy;

be able to:

– independently argue the choice of personal abilities and opportunities for the creative implementation of various activities, taking into account the purpose and conditions for their implementation;

– To use quantitative and qualitative methods for conducting applied research and managing the technological (logistical) process, to prepare analytical materials based on the results of their use;

– To identify features of changes in the technological process of service, depending on the state of the external environment;

– Choose the most effective methods for solving strategic problems.

own:

– methods for creating communication materials; organization of the negotiation process, including the use of modern means of communication in Russian and foreign languages;

– ability to use quantitative and qualitative methods for conducting applied research and business process management, to prepare analytical materials on the results of their use;

– methods of analyzing the results of economic and strategic analysis for the development of management decisions;

– methods of strategic financial management of corporations.

3 The total complexity of the practice is 6 credits, 216 hours.

4 Content of practice.

The preparatory stage: the choice of the place of practice, the conclusion of the contract with the company; familiarization with the goals, objectives, content and organizational forms of production (technological) practice; development of an individual internship plan, solving organizational issues; familiarization with the rules of internal regulations, safety instructions (at the enterprise).

The main stage: the study of legal and regulatory documents on the basis of which the company carries out the main activities; the study of the main directions of the logistics and commercial activities of the organization; analysis of the activities of the main structural units related to the organization's technological processes; collection and analysis of management performance indicators for logistics and commercial operations; assessment of the production efficiency of the use of material resources of the organization; development of proposals for improving the management of technological (logistics or commercial) processes.

The final stage: a description of the research performed and the results obtained; consultation with the head of the practice of production and educational institutions; preparation and execution of a practice report; review of the report by the head of the practice; differentiated credit; final practice conference; report protection.

Annotation of the work program of industrial practice

B2.V.04 (P) «Professional Training obtaining professional skills and experience (managerial)»

1 Goals and objectives of the practice.

Practice objectives:

- development of professional competences for the development of organizational and management decisions;
- gaining practical experience in the development of the development strategy of the organization or its individual units
- gaining professional experience in the field of diagnostics of problems of organization development.

Practice tasks:

- development of management abilities of a team or group of employees;
- gaining practical experience in applying the methods of strategic analysis in the organization;
- Development of the ability to make decisions in the management of the activities of organizations or their individual structural units;
- development of writing abilities in foreign and Russian languages; in the process of collecting information and conducting the negotiation process;
- consolidating the skills of compiling reports and presenting the results of the research in oral and written forms of the management processes of organizations of various organizational and legal forms.

2 Requirements for the results of the passage of industrial (technological) practice.

The practice is aimed at the formation of competencies

Code competences	Content of competence
GPC-1	readiness for communication in oral and written forms in Russian and foreign languages to solve problems of professional activity
GPC-3	readiness for oral and written communication in Russian and Foreign to solve professional tasks
PC-1	ability to conduct independent research, to justify the relevance and practical significance of the chosen topic of scientific research
PC-2	ability to develop corporate strategy, programs of organizational development and change and ensure their implementation
PC-3	ability to use modern methods of corporate finance management

As a result of the internship, the student must:

know:

- principles of justification of relevance and practical significance for the decision
- Organizational problems;
- modern tools of analysis and management of organizations, structural units and / or employees in the context of professional activities;
- principles and methods of strategic analysis, including methods for analyzing financial indicators;
- alternatives of development strategies, modern theories and concepts of behavior at various levels of the organization; basic information technologies for business process management;

be able to:

- process empirical research data, summarize and critically evaluate their results;
- present the results of the research carried out using the means of communication of oral and written speech;
- provide the results of the study in the form of a scientific report, article or report. - make a choice of methods and tools for managing the organization and independently make management decisions;
- to make a choice of strategic and tactical directions of development of the organization;

own:

- methods of strategic analysis and diagnosis of problems to justify the choice of strategic alternatives;
- methods of planning and using enterprise resources;
- methods of managing a group of employees in the process of implementing management decisions;
- methods of analysis and asset management of an enterprise in the field of commerce and logics.

3 The overall complexity of the practice is 9 credits, 324 hours.

4 Content of practice.

Preparatory stage: work with information resources; the choice of areas, institutions (organizations) - the objects of analysis.

The main stage: analysis of the organizational structure and the external environment of the company; analysis of the company's strategic planning system; research information technology support activities of the organization.

The final stage: a description of the research performed and the results obtained; consultation with the head of the practice of production and educational institutions; preparation and execution of a practice report; review of the report by the head of the practice; differentiated credit; final practice conference; report protection.

*Annotation of the work program of industrial practice
B2.V.05 (Pd) «Professional Training (Prediploma Internship)»*

1 Goals and objectives of the practice.

The objectives of the Professional Training (Prediploma Internship):

- development of professional skills and abilities of management activities in organizations of any legal form;
- preparation of the practical part and completion of the graduate qualification work of the undergraduate.

Objectives of pre-diploma practice:

- development of competence in the management of departments, by analyzing problems arising in the field of logistics and commercial activities
- the formation of practical skills in the field of development of models, methods and technology of management of material flows;
- registration and protection of the scientific provisions of the final qualifying work;
- development of innovations and integration of scientific ideas into the structure of professional activity.

2 Requirements for the results of the pre-diploma practice.

Production-pre-diploma practice is aimed at the formation of competencies

Code competences	Content of competence
PC-1	ability to conduct independent research, to justify the relevance and practical significance of the chosen topic of scientific research
PC-2	ability to develop corporate strategy, programs of organizational development and change and ensure their implementation
PC-3	ability to use modern methods of corporate finance management for solving strategic tasks
PC-4	ability to use quantitative and qualitative methods for conducting applied research and business process management, to prepare analytical materials on the results of their use
PC-5	owning methods of economic and strategic analysis of the behavior of economic agents and markets in the global environment

As a result of the internship, the student must:

know:

- the main logistic technologies used in commercial activities, laws and regulations governing the commercial activities of an enterprise;
- key business processes of a logistical nature in an organization; basic theories and concepts of interaction of processes in an organization, including issues of material management, leadership and business management;
- modern principles of working with documentation, to have an idea of standards and principles of accounting and reporting in the field of material flow management; theoretical and practical approaches to determining sources and mechanisms for ensuring the competitive advantage of an organization;

be able to:

- apply quantitative and qualitative methods of analysis when making management decisions in the field of logistics management and develop commercial and organizational management models;
- conduct an audit of material resources, analyze logistic processes in the commercial sphere of an enterprise;
- to analyze the results of the enterprise's commercial activities, to identify the strengths and weaknesses of the organization, to develop proposals for improving the commercial activities of the enterprise; diagnose performance of key business processes;
- to develop measures to improve and optimize the commercial activities of the enterprise;

own:

- modern materials management technologies;
- methods of logistics management of supply and distribution processes;
- the main tools of logistics methodology in the field of inventory management and warehousing.

3 The total complexity of the practice is 18 credit units, 648 hours.

4 Content of practice.

Preparatory stage: familiarization with the internal regulations, safety instructions (at the enterprise-organization of the receiving party).

The main stage: the development of the introduction and justification of the directions of scientific research and organization; specification of the object and subject of research (in accordance with the theme of the master's thesis); selection or development of methods and tools for conducting research and analyzing their organizational performance (in accordance with the topic of the master's thesis); study of the organizational and functional structure and key performance indicators of the organization; selection of methods and tools for conducting research and analyzing their results; the choice of directions of improvement of the organization, methods of management units and projects.

Preparation of a practice report: writing a practice report; protection of the practice report; differentiated credit.

Annotation of the state final certification program

B3.B.01 «Thesis Protection (incl. the thesis preparation period and thesis protection procedure)»

1 Goals and objectives.

The state final certification is carried out in the form of defense of final qualification work (WRC) on the basis of the curriculum for the direction 38.04.02 Management training profile «Logistics and commercial activity» approved by the Academic Council of ISTU from 08.21.2017 protocol № 16.

The student's qualification work is a complete theoretical or experimental research, performed independently, related to the solution of certain particular tasks, determined by the peculiarities of the "Management" training direction in the "Logistics and commercial activity" profile, demonstrates the level of preparedness of the graduate to an independent professional national activities in accordance with the priority activities: organizational, managerial and analytical.

Objectives «Protection of final qualifying work, including preparation for protection and procedure of protection»:

- verification of the development of general cultural, general professional and professional competences in the direction of training 38.04.02 Management profile "Logistics and commercial activities";

- determination of the graduate's level of training for the implementation of professional tasks and the compliance of his training with the requirements of the Federal State Educational Standards of Higher Education and the professional standard;

- assessment of the theoretical knowledge and practical abilities of the student, in terms of their application in professional activities and taking into account the specificity and substantive content of the educational program;

- assessment of the final result of the research and practical work done by the students, confirming: the qualification obtained, the acquired experience of organizational, managerial and analytical work in the field of logistics and commerce.

Objectives «Protection of final qualifying work, including preparation for defense and protection procedure»:

- assessment of the ability for analytical activities in the management of logistics and commercial activities;

- assessment of the ability to make management decisions in various situations and responsibility for them;

- assessment of the readiness of solving creative problems in the management process;

- assessment of the readiness of the undergraduate for self-development, based on the ability to navigate in the scientific literature (including a foreign language), competently express their thoughts, as well as transfer their knowledge;

- assessment of the ability of the student to conduct independent research in the field of logistics management and commercial work, to choose the necessary methods of analysis and present the results of research;

- determination of the level of readiness of management of the team, taking into account the specifics of professional activity in the existing conditions of personnel security, corporate and / or network management;

- assessment of the graduate's theoretical knowledge in the field of logistics and commercial management;

- assessment of knowledge, skills and abilities of organizational and management activities, taking into account the specific industry and territorial conditions of the company;

- determining the level of ownership of the methods of economic and strategic analysis of organizations, as well as the use of economic calculations and modern methods of corporate finance management in solving strategic problems in logistics and commercial activities.

2 Requirements for the results of passing GIA.

During the procedure for the protection of final qualifying work, the formation of the following general cultural, general professional and professional competencies is checked and evaluated.

Code competences	Content of competence
OK-1	competence of abstract minding, analysis, synthesis
OK-2	readiness for acting in nonordinary situation, taking the social and ethic responsibility for the made decisions

OK-3	readiness for self-development, self-actualization, creativity
GPC-1	readiness for oral and written communication in Russian and Foreign to solve professional tasks
GPC-2	readiness to manage the professional team, perceiving social, ethnic and confessional differences tolerantly
GPC-3	competence of independent research, for proving actual and practical use of the scientific research topic
PC-1	competence of managing organization, department, team, project and networking
PC-2	competence of operating the corporate strategy, organizational development and amendment programs, and ensuring their implementation
PC-3	competence of using modern methods of corporate finance management to solve strategic problems
PC-4	compenetce of using qualitative and quantitative methods for carrying out applied researches and management of business processes, to prepare analytical materials on results of their application
PC-5	mastering by methods of economic and strategic analysis of the behaviour of economic agents and markets in the global environment

Graduation qualification work is an independent scientific and practical research, carried out under the guidance of the supervisor, based on materials collected personally by students during the period of theoretical training, research work in the semester, passing all kinds of practices provided by the curriculum.

3 The total workload is 9 credits, 324 hours.

4 Content GIA.

The final qualifying work of the student characterizes the level of general, general professional and vocational training of the graduate in the direction of training 38.04.02. Management, profile «Logistics and commercial activities», including: the ability to study and summarize literary sources in the relevant field of knowledge; the ability to independently conduct scientific studies of a theoretical and applied nature, to carry out analytical work, to systematize and summarize factual material; the ability to independently justify the conclusions and practical recommendations on the results of the research.

The first chapter is of a methodological nature and is intended to reveal the theory of the problem, on the basis of which possible directions for its solution are proposed. Based on this theory, possible directions for its solution are proposed. The work on the first chapter reflects the ability and readiness of the undergraduate for self-development and self-realization (OK-3). Theoretical studies should reflect the literature review on the main issue of final qualifying work, which allows to evaluate the development of the competencies of the GPC-1 and GPC-3.

The second chapter contains a practical analysis of the organization's management system for problems of logistics and / or commercial activities, and also the choice of research methods is substantiated, the results are presented. The content of the second chapter characterizes the development of general professional and professional competencies of the analytical type of activity (GPC-3, PC-4, PC-5), and also characterizes the development of competence: GCC-2 - in terms of readiness to act in a non-standard situation, GPC-2- in terms of taking into account the conditions of differentiation of the team; PC-2 - in terms of the ability to develop the main directions of development of the organization in the future

The third chapter is devoted to the development of directions and methods for solving managerial problems, confirmed by the necessary economic calculations and measurement of the effect (s) from the implementation of research results. In the third chapter, the undergraduate student demonstrates the formation of organizational and managerial competencies (PC-1, PC-2, PC-3).

Annotation of the work program of the discipline

ED.V.01 «Logic»

1 Goals and objectives of the development of the discipline «Logic».

Objectives to master the discipline:

- the formation of logical thinking, based on modern science and scientific methodology;
- formation of skills and abilities to apply logical knowledge for the analysis of life-long, professional problems and situations.

Tasks of mastering the discipline:

- the formation of skills and abilities to use logical knowledge for the analysis of life-long, professional problems and situations;
- the formation and development of logical thinking skills, which implies the ability to operate with the main categories, laws, rules and techniques of logic.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Logic» is aimed at the formation of competences

Code competences	Content of competence
GCC-1	ability to abstract thinking, analysis, synthesis
GCC-2	willingness to act in non-standard situations, to bear social and ethical responsibility for the decisions made

As a result of studying the discipline, the student must:

know:

- the basic laws of logical thinking and the main forms of the thinking process;

be able to:

- logically correct, reasoned and clear construction of oral and written speech;
- consciously apply the laws and forms of thinking in the practice of a specialist;

own:

- culture of thinking, the ability to perceive information compilation and analysis;
- scientific terminology and successfully carry out logical operations with concepts and categories of a general scientific nature.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 Logic as a science.

Section 2 Concept.

Section 3 Judgment and Inference.

Section 4 Laws of Logic.

Section 5 Logical Basis of Argumentation.

*Annotation of the work program of the discipline
ED.V.02 «Net Planning and Supply»*

1 Goals and objectives of the discipline.

Objectives to master the discipline:

- mastering basic knowledge in the field of network management of organizations;
- development of the ability to manage logistics and commerce network companies.

Tasks of mastering the discipline:

- formation of the ability to manage divisions and groups of network companies;
- development of research, analysis and network planning skills for supply and sales activities;
- formation of abilities to manage networks in logistics, taking into account industry-specific features.

2 Requirements for the results of mastering the discipline.

Mastering the discipline «Network planning and supply» is aimed at the formation of competencies

Code competences	Content of competence
PC-1	ability to manage organizations, departments, groups (teams) of employees, projects and networks
PC-2	ability to use quantitative and qualitative methods for conducting applied research and business process management, to prepare analytical materials on the results of their use
PC-3	owning methods of economic and strategic analysis of the behavior of economic agents and markets in the global environment

As a result of mastering the discipline, the student must:

know:

- concepts and classification of network systems in logistics;
- the definition of logistics network;
- principles for planning commercial activities of network organizations;

be able to:

- use quantitative and qualitative methods for the study of commercial activities of network logistics systems;
- analyze data from applied research;
- to plan supply and sales activities of grid companies;

own:

- methods of economic analysis of indicators of commercial activity;
- methods of planning and organizing the commercial work of the units of the retail network;
- methods of control of supply and sales activities of network logistics systems, taking into account the characteristics of the industry.

3 The total complexity of the discipline is 2 credit units, 72 hours.

4 Content of the discipline.

Section 1 Network systems in commercial activities.

Section 2 Principles of network planning and supply in the activities of companies.

Section 3 Principles of planning the activities of network logistics companies.

Section 4 Assessment and analysis of the economic performance of network companies.